



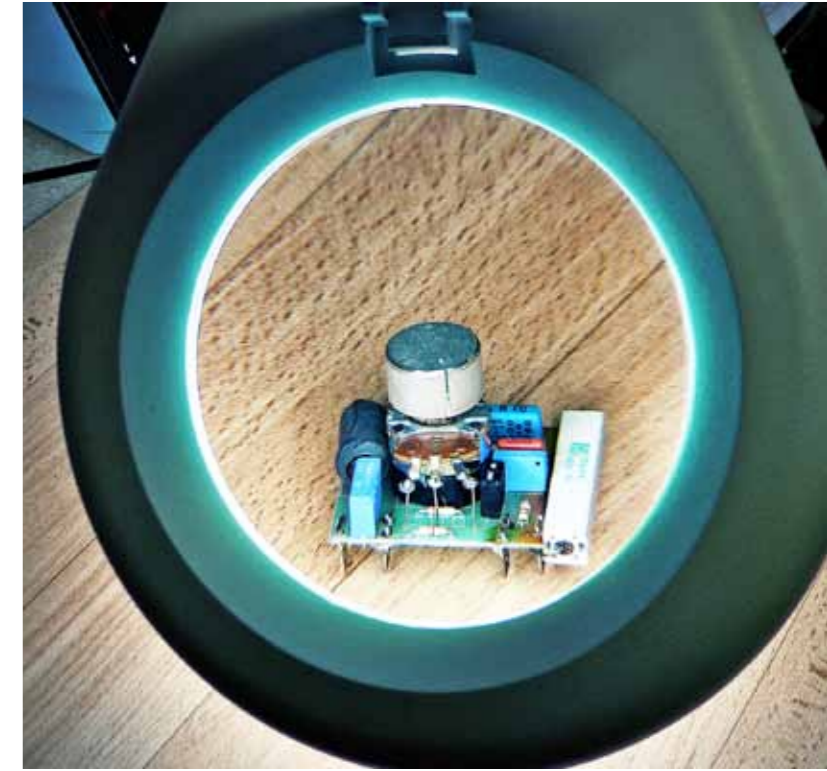
Professional Services  
An integrated Asset Management  
programme for healthcare organisations



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## INTRODUCTION

The Hilditch Group has been leading the field in medical asset management and sales for over 25 years. We sell assets for most of the NHS trusts and Private Health Groups in the UK.

In the course of developing the market we have built a wealth of experience in a number of areas related to asset management – we are more than just another auction company.

Detailed in this brochure are the professional services that we offer in addition to our normal auction activities. Our professional services often complement our sales of redundant equipment, but we also now provide specific advice to assist key decision makers in reaching informed decisions regarding a range of equipment issues, including the efficient management of the whole product life cycle.





## VALUATIONS

As the key reseller of medical equipment in Europe, we have been instrumental in developing the market over the past quarter of a century. We have unrivalled experience and knowledge of current market prices, backed up by our extensive database of medical equipment sale prices.

We can provide price comparisons on almost any type of equipment. In addition to simple price comparisons, however, we also offer a range of valuation and appraisal services to suit your requirements.

## BUSINESS TRANSFER

The modern health market is now embracing more commercial practices, including outsourcing. We can provide a transfer value for a department's assets or indeed an entire hospital's. We can help you with your negotiations, whether taking on an outside facility or outsourcing to another provider.

## RESIDUAL VALUES

Whether you are a hospital looking at future funding or a lease and finance company, residual value valuations are an essential tool in forecasting future income and values on equipment.

We can provide residual values for the life of any item: unlike an accountant's depreciated value, a residual value gives you a clear idea of what an item will be worth over the course of its life, whether you are intending to replace it in five, seven or ten years. This is essential for managing lease equipment but equally useful when planning replacement budgets for future years. We also frequently assist hospitals make a case for equipment replacement against relocation.

## CURRENT MARKET VALUATION

We can provide commercial valuations of equipment for various market scenarios, including to a willing known buyer, under forced sale or a simple current open market valuation.





## INVENTORIES

Our inventory teams, consisting of medical engineers and valuers, can either provide a complete inventory service, or simply verify your current inventory. This includes providing condition reports on equipment, useful life and current values. We frequently conduct reporting and analysis in this capacity, along with recommendations and can consult closely with project groups.

## DATA WIPING

The Data Protection Act applies stringent rules to the sale of assets that may contain personal data. Many medical devices have data stored on their hard drives.

Simply destroying the hard drive renders the equipment unusable and hugely decreases the resale value. Our Medical Engineering Department conducts Data Wiping, using software which complies with ICO Guidelines. The process involves advanced overwriting of deleted space to render data unrecoverable, followed by checking and certification. We also offer secure collection and storage of equipment prior to processing.





## PROJECT MANAGEMENT

### SITE CLEARANCES

The Hilditch Group sells millions of pounds worth of assets from the health sector every year, working with most of the acute hospitals in the UK. We offer a full site clearance service and have cleared over 80 large hospital sites. We are therefore in an excellent position to offer you advice on all aspects of asset disposal.

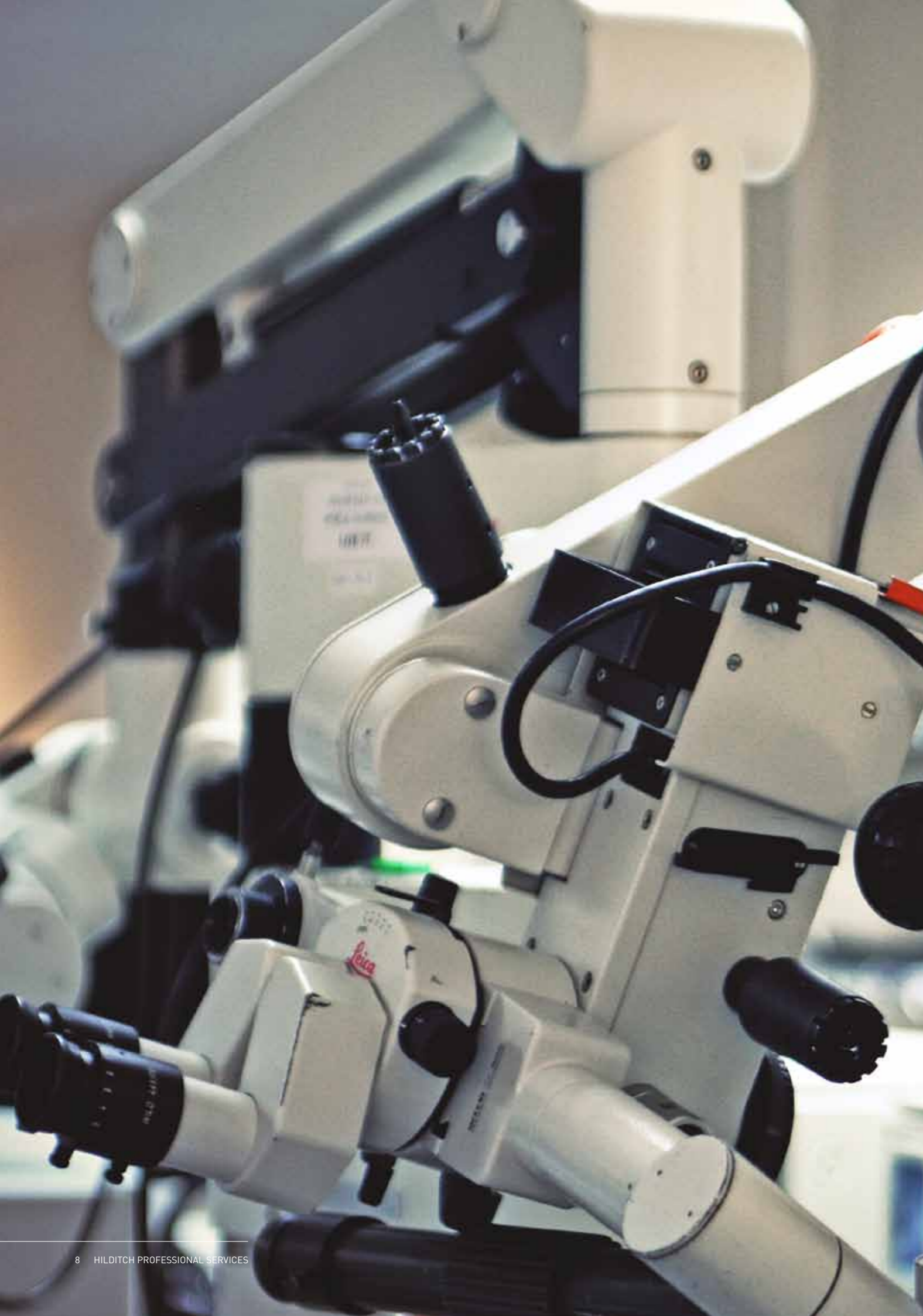
We can save your hospital tens of thousands of pounds by identifying the most cost effective ways to manage site clearances and the removal of unsalable equipment and furniture. We can assist with writing contracts, so you do not get burdened with unnecessary cost, but obtain maximum benefit from the sale or disposal of any assets, whether it is just one item or an entire hospital's inventory.

No other company in the UK has more experience of PFI and government-funded building projects: all that knowledge is available to you.

### CONSULTANCY

Our consultancy skills extend beyond site clearances to actively advising major hospital projects and providing key input and recommendations at all stages of the process.





## ASSET REALISATION

Whilst we believe that competitive bidding through our specialist auctions offers an excellent return on most types of redundant equipment, we also offer a number of other methods of sale.

### THE DEALING ROOM AT HILDITCH

This is the Hilditch Group's bespoke selling service to private and corporate clients. Over the years we have built an excellent relationship with senior buyers from hospitals all over the world. They may be reluctant to buy major pieces of equipment such as CT or MRI scanners from auction, but would prefer a negotiated price.

The Dealing Room puts people in touch with people and smoothes the path to a successful transaction, including negotiating a price, arranging disconnection, removal and de-installation and even, if required, service agreements.

### THE HILDITCH SHOP

Some of our buyers want to be able to buy equipment when they want it, and with guarantees – The Hilditch Shop offers this service; ideal for as new equipment or manufacturer's stock, the shop offers an easy way to acquire equipment. Most sales are backed by a warranty and we can even offer service agreements for UK and European sales.

### GUARANTEED PRICE

Auction prices can vary – with our guaranteed price we underwrite the reserve price and will pay you the difference if it sells for less, but if it sells for more you benefit from the whole selling price. Ideal for matching trade-in prices and end of lease purchase, we guarantee you will never be out of pocket using us to sell your assets.

### OUTRIGHT PURCHASE

If required, we will buy your surplus equipment directly from you. We offer top prices, demonstrating current market value and are happy to sign any disclaimers your hospital may require. Patient data will be removed and certification of this service provided.





## MEDICAL ENGINEERING

Our Medical Engineering Team are an integral part of the service we offer and provide the following services:

- Supporting the sale of equipment by detailed condition reporting and, in consultation with vendors, maximising the saleability via repairs or servicing as required. Additionally offering buyers the option of servicing and installation so equipment is ready for clinical use.
- Condition reporting, PPM, maintenance and repair of the majority of medical device categories.
- Installation, de-installation, re-siting or disposal of equipment.
- Supporting services to lease activity such as end of lease inspections and other specialist services.





## QUALITY AT HILDITCH

We take quality very seriously and hold ISO:9001, ISO:14001 and OHSAS:18001 accreditations. It is important to us that we are the best because we are not just selling any equipment, but your medical equipment. You need to be secure in the knowledge that we know exactly what we are doing, and that we are doing it to the highest standard possible.

No other asset management company or auction rooms in Europe has our track record or expertise.

