

MIDWEST HEALTH SYSTEM GENERATES \$162K RETURN FROM FIXED ASSET SALES



CENTURION
SERVICE GROUP

A TRIMEDX COMPANY

ABOUT US

→ Centurion Service Group: A TRIMEDX Company is a leading surplus asset disposition company, providing hassle-free, full-service medical equipment disposition solutions—from pick up, to transportation, warehouse storage, and surplus medical equipment auction & sales. With over 20 years of experience in the healthcare industry, Centurion is a reliable partner to healthcare organizations to deliver untapped value for surplus medical equipment.

BUSINESS ISSUE

A large Midwest health system had several assets located at multiple facilities that needed to be removed and disposed of before purchasing replacements. The health system didn't have the resources to do the removal themselves, and leveraging other vendors or OEM trade-in would result in additional costs.

PROBLEM

- Large Midwest health system needed to dispose of several fixed assets across multiple facilities
- Health system lacked a standardized vendor or process to sell and remove fixed assets
- Other fixed asset removal services would result in additional costs

SOLUTION



Health system partnered with Centurion to create an integrated, full-service fixed asset sales process



Centurion disposed of 12 fixed assets including x-rays, MRIs, cath labs, and mammography units



Centurion developed a disposition process, managed auction & buyer communication, and coordinated deinstallation schedules

VALUE

- ✓ Time and effort were saved with Centurion's full-service solution.
- ✓ Tens of thousands of dollars in deinstallation cost was avoided.
- ✓ The health system generated \$162K in medical equipment auction gross sales.
- ✓ A standardized fixed asset disposition process has been implemented moving forward.