



CT Scanner Buyers Guide



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Introduction

Are you looking to purchase a CT scanner? If the answer is yes, are you considering a CT scanner with the most advanced technology available or a machine that delivers the most value to your facility? Whatever your answer may be, it helps to know your options and we are here to help find the right machine to fit your clinical and financial requirements. CT scanners are a sizable investment to acquire and to operate, so the healthcare experts at Meridian are here to offer guidance about equipment and financing alternatives without bias or compromise.

Determining your clinical requirements is the first, and often most important, step in narrowing down the right system. We're all excited and tempted to purchase the most advanced unit, however the best investment is made by matching the CT to the facility's requirements. As we will highlight below, the price difference between a CT scanner ideal for routine scans may be hundreds of thousands of dollars less than a premium machine designed for specialty procedures. The healthcare experts have broken down the basics you need while consider a new CT scanner.



Slice Count

More slices equal a better CT scanner, right? From a marketing stand point, slice count is a simple metric to compare two systems. In practice "better" is subject to utilization and if the scanner produces a quality image for patient care. The term slice count refers to the number of cross-sectional images acquired with each rotation of the CT's gantry. Advantages of a machine with a higher slice count adetailed images, and capabilities for advanced scans to be performed such as cardiac studies. The trade-off is a higher price tag, no change in reimbursement, and comparable clinical outcomes for routine studies.

Financing Options

Lease New

If you are looking to acquire the latest CT scanner without tying up significant capital, leasing a new CT may be your best bet. The most significant advantage of leasing new equipment is that newer technology can provide a clinical advantage, expanded service offering, and greater efficiency as compared to older CT models. By choosing to lease your CT scanner, you have the right to use the equipment without the burden of ownership.



Low
monthly payments



Reduced
upfront costs



Flexible
end of term options

At the end of the initial term, you have the option to purchase, renew, extend, or return the equipment. As an independent lessor, Meridian offers guidance about medical equipment and vendors without bias or compromise. If leasing a new CT scanner is something you are interested in, engage Meridian when you are looking at budgetary proposals. Our final lease proposal will be based on the final equipment proposal from the manufacturer.



Purchase New

The most significant advantage of purchasing a new CT scanner over leasing a new CT scanner is that you become the owner of the machine. This makes the most sense for equipment that you know will last a considerable amount of time and doesn't run the risk of becoming obsolete in the near future.

Lease Refurbished

If you want to lower your CT scanner costs, leasing refurbished equipment is going to drive significant savings. Our equipment comes from an extensive inventory of off-lease equipment so you will find most CT scanners are available. This makes current CT technology readily accessible at a fraction of the cost. As experts and investors in healthcare technology, we are able to take a bigger position on your lease. The greater the equity position, the less you pay per month.

Purchase Refurbished

If you want to lower your CT scanner costs but want the benefit of owning the equipment, purchasing refurbished equipment may be your best bet. The refurbished equipment that we offer for sale goes through the same rigorous process to ensure the equipment is like new before it is sold. You can expect to save 40-60% when selecting refurbished equipment instead of new.



meridian **SELECT**

Meridian offers refurbished CT scanners that go through an extensive seven-step process to ensure that the equipment exceeds OEM standards for performance and quality. Once the refurbishment process is complete, the equipment is certified Meridian SELECT. By investing our own capital in your equipment, we are positioned to provide you the most competitive lease payments for your CT scanner. Because we refurbish the equipment, we're able to take a bigger equity position on your lease. The greater the equity position, the less you pay per month for your CT scanner.

Pricing



Mfg.	Model	Purchase New	Purchase Refurbished	Lease New			Lease Refurbished		
				36 MO	48 MO	60 MO	36 MO	48 MO	60 MO
16 Slice									
GE	Lightspeed 16		\$72,000				\$1,780	\$1,410	\$1,235
GE	Brightspeed 16		\$94,000				\$2,325	\$1,840	\$1,610
GE	Optima 540	\$290,000	\$190,000	\$6,365	\$5,065	\$4,290	\$4,520	\$3,585	\$3,145
Siemens	Emotion 16		\$75,000				\$1,855	\$1,470	\$1,285
Toshiba	Aquilion 16		\$80,000				\$1,905	\$1,510	\$1,325
64 Slice									
GE	Lightspeed VCT 64		\$150,000				\$3,570	\$2,830	\$2,485
GE	Optima 660 - 64 Slice		\$230,000				\$5,260	\$4,235	\$3,670
GE	Revolution HD	\$770,000		\$16,900	\$13,440	\$11,390			
GE	Revolution EVO	\$480,000		\$10,535	\$8,380	\$7,100			
Siemens	Somatom Definition AS	\$700,000		\$15,365	\$12,220	\$10,355			
Siemens	Somatom go.Up 64	\$285,000		\$6,255	\$4,975	\$4,215			
Siemens	Somatom Sensation 64		\$250,000				\$5,945	\$4,720	\$4,135
Toshiba	Aquilion - 64 Slice		\$135,000				\$3,210	\$2,550	\$2,235
Toshiba	Aquilion Prime		\$225,000				\$5,350	\$4,250	\$3,725
128 Slice									
GE	Optima 660 - 128 Slice		\$250,000				\$5,720	\$4,600	\$3,990
GE	Revolution ES	\$1,250,000		\$27,435	\$21,820	\$18,490			
GE	Revolution EX	\$1,650,000		\$36,215	\$28,800	\$24,405			
Siemens	Somatom Edge	\$1,000,000		\$21,950	\$17,455	\$14,790			
Siemens	Somatom Force	\$1,675,000		\$36,765	\$29,240	\$24,775			

This guide should be used to understand the different factors that go into the price of a CT scanner. The price ranges listed above are averages derived from the current market of the top manufacturers. Your purchase price will depend on the OEM you choose and which systems are available at the time. Call +1 (855) 980-4578 or send an email to sales@meridianleasing.com for product and price related details or to speak with a medical equipment specialist.

Software and Hardware

CT scanners are categorized by slice count but their capabilities are tied to a combination of hardware and software. These features or upgrades can have a significant impact on the price of a machine. Before making a purchase, consider your clinical requirements and the types of studies your facility will be performing.

Complementing the detector is the x-ray tube and it is the energy source used to create the image. Depending on manufacturer and system, there may be multiple tube options. These include maximum power output, bearing style and life expectancy. Specific to refurbished systems, tubes with a lower usage generally hold more value than a high usage tube. The price of an x-ray tube can range from \$40,000 - \$200,000 in specialty systems.



Service and Support

The cost of a CT scanner will depend on configuration, software package, and options. Most of the time, basic installation and shipping will be included in the total price of the CT scanner. Other costs to consider are maintenance, electricity, and site planning. With a new CT scanner, a 1-year parts and labor warranty is built into the cost. With used and refurbished equipment, service is treated as an additional item. A multi-vendor, OEM service or Independent Service Provider (ISO) contract can be used. As a benchmark, a full parts and labor service contract through the OEM is typically 10%-14% of the purchase price. Multi-vendor and ISO contracts can reduce that cost 20%-30%. Additional savings are possible with parts only, or time and material contracts. While there are multiple options available, Meridian is here to help you make the best choice.



“ Meridian was able to come in and provide exactly what we asked for in a very timely manner. ”

Pat Lowther

Radiology Director

Heart of Texas Health System

