



# MRI Buyers Guide



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## Introduction

Whether you are in the market for a MRI machine that can deliver latest and greatest functionality, differentiating yourself from the competition, or the best value between cost and performance, we're here to help.

Meridian is here to be your trusted advisor in acquiring the product that best fits your practice. We have outlined the various financing and pricing options for popular MRI models to help make your purchasing process run smoother.

## Lease New

MRI machines with the latest technology can directly improve the quality of care you deliver to your patients. The most significant advantage of leasing a new MRI machine is usage without the burden of ownership. Leasing is a financially efficient way to stay current with technology, avoid obsolescence, maximize cash flow, and maintain flexibility within your service lines.



**Low**  
monthly payments



**Reduced**  
upfront costs



**Flexible**  
end of term options

At Meridian, we will help you acquire the right MRI machine for the right price. As an independent lessor, Meridian offers guidance about medical equipment and vendors without bias or compromise. Our medical equipment experts will review your equipment quotes against a pricing database to help ensure the price of your MRI machine is at or below market rates. After we review the economics for the particular equipment you are looking for, we will discuss your desired terms and create a customized lease proposal. By investing our own capital in your equipment, we are positioned to provide you the most competitive lease payments for your MRI machine. If leasing a new MRI is something you are interested in, engage Meridian when you are looking at budgetary proposals. Our lease proposal will be based on the final equipment proposal from the manufacturer.

## Purchase New

Buying and not leasing? That's okay – we're here to provide solid financial advice at every stage. We can assist with price benchmarking and evaluate the market value of your existing machine. The most noteworthy advantage of purchasing a new MRI machine over leasing a new machine is that you become the owner of the system. For equipment that will last a considerable amount of time and will not run the risk of becoming obsolete in the near future, purchasing new is the most appropriate procurement decision.

## Lease Refurbished

To lower your MRI costs, leasing refurbished equipment is going to drive substantial savings. Our equipment comes from an extensive inventory of off-lease equipment – a majority of MRI machines are available including wide bore and 3.0T models. With a wide selection of MRI machines available, the refurbished equipment we have in inventory has most, if not all, the same features and functions as the latest MRI models. Current MRI technology is readily accessible to you for 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

Lower your MRI costs while also benefiting from owning the equipment is made possible by purchasing a refurbished MRI machine. The refurbished equipment that we offer for sale goes through the same rigorous Meridian SELECT process to ensure the equipment is like new before it is sold. You can expect to save 40-60% when selecting to purchase a refurbished MRI machine over a new model.



meridian **SELECT**

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# Cost



Mfg.	Model	Purchase New From	Purchase Refurbished From	Lease New Starting at (\$/Mo)			Lease Refurbished Starting at (\$/Mo)		
				36 MO	48 MO	60 MO	36 MO	48 MO	60 MO
<b>1.2T</b>									
Hitachi	Oasis	\$1,400,000		\$31,155	\$24,770	\$21,250			
<b>1.5T</b>									
GE	Optima 450W Gold Seal	\$1,010,000	\$750,000	\$20,940	\$16,680	\$14,350	\$6,370	\$5,125	\$4,390
GE	HDx		\$275,000				\$8,340	\$6,710	\$5,745
GE	HDxT		\$360,000				\$13,830	\$11,145	\$9,565
GE	Discovery MR450		\$630,000				\$16,965	\$13,480	\$11,560
GE	Discovery MR450 w/ GEM		\$752,000						
GE	Artist	\$1,450,000		\$30,060	\$23,940	\$20,600			
GE	Voyager (Orthopedic)	\$745,000		\$16,350	\$13,005	\$11,310			
Philips	Ingenia Omega	\$1,100,000		\$22,800	\$18,160	\$15,630	\$12,970	\$10,310	\$8,840
Siemens	MAGNETOM Aera	\$1,080,000	\$575,000	\$22,400	\$17,840	\$15,350			
Siemens	MAGNETOM Espree	\$830,000		\$18,220	\$14,490	\$12,600			
Siemens	MAGNETOM Sola	\$1,680,000		\$34,805	\$27,720	\$23,850			
<b>3.0T</b>									
GE	Premier	\$2,150,000		\$44,570	\$35,500	\$30,545			
GE	Architect	\$1,800,000		\$37,310	\$29,720	\$25,570			
Siemens	MAGNETOM Skyra	\$1,850,000	\$863,000	\$38,350	\$30,545	\$26,280	\$19,470	\$15,470	\$13,270
Siemens	MAGNETOM Verio		\$875,000				\$19,740	\$15,685	\$13,450
Siemens	MAGNETOM Vida	\$2,300,000		\$47,680	\$37,975	\$32,675			

This guide should be used as an overview to understanding the different factors that go into the price of an MRI machine. 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 the available systems at the time. Call +1 (855) 980-4578 or send an email to [sales@meridianleasing.com](mailto:sales@meridianleasing.com) for product and price related details or to speak with a medical equipment specialist.

A woman in a white lab coat is standing next to an MRI machine, looking at the control panel. A patient is lying on the table inside the machine. The machine is white and blue, with a large circular opening. The woman has her hair tied back and is wearing a white lab coat. The patient is wearing a blue hospital gown and is lying on a white table. The machine has a digital display showing the number 83. The background is a clean, clinical setting.

## Service and Support

Other costs to consider are maintenance, electricity, and site planning. With a new MRI machine, 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 has helped us deliver safe, seamless care to our patients. We avoided the high costs of a fixed-site build-out. Meridian’s mHealth Mobile™ gave us the capacity we needed to immediately care for our ”

**Ryan Garland**

Director of Radiology Services

**Healthy Driven**  
Edward-Elmhurst  
HEALTH



