



Meridian Brings Affordable Medical Equipment to Heart of Texas So They Can Serve Their Community

“ I ended up going with Meridian due to their pricing. I was able to get the exact same equipment cheaper and faster. ”

Pat Lowther
Radiology Director



Industry: Healthcare



“ We were losing patients to larger hospitals. By upgrading our MRI with Meridian, we are able to bring in new exams and keep our patients in the area.”

Pat Lowther
Radiology Director
Heart of Texas Healthcare System

About Heart of Texas

Serving McCulloch County since the 1970's, The Heart of Texas Healthcare System has been dedicated to providing their patients with quality care. With dedicated radiology, emergency, physical therapy, and cardiopulmonary rehab departments, among others, they bring world-class healthcare services to the county.

Business Impacts

- Since the upgrade of their MRI machine, The Heart of Texas Healthcare System has been able to increase the speed and the types of patient exams they can perform, notably doubling the number of patients they can serve each month
- Now that the hospital has increased in-house imaging capabilities and reduced wait times, the hospital is able to care for more patients and is now more likely to keep them in the health system long term
- The upgrade of their MRI machine has provided The Heart of Texas Healthcare System with better image quality and more accurate diagnosis allowing them to better serve patients in their community, translating to increased patient satisfaction and increased revenue for the health system



40+
MRI Scans Per
Month



200%
Increase in the
Number of Patients
Served Per Month



5
Imaging
Modalities

The Challenges

Due to the aging equipment in their radiology department, The Heart of Texas Healthcare System was limited on the types of exams they could perform for their patients. Having to send their patients to other facilities for exams meant those patients had to drive many miles out of their way and were less likely to come back to The Heart of Texas for their final procedures. The hospital was also missing out on revenue opportunities due to their inability to perform certain exams.



**I Don't Have Access
to Capital**



**I Can't Adopt Next-Gen
Technologies**



I Can't Manage Costs

How Meridian Helped

With the guidance of Meridian's healthcare experts, The Heart of Texas Healthcare System was able to upgrade their current MRI machine in less than seven days to serve more patients and bring in additional revenue to the hospital. Other vendors didn't fully understand the needs of the hospital, but Meridian listened and responded with an MRI upgrade solution that allowed The Heart of Texas hospital to keep their existing MRI machine and have minimal disruption to patients and the exam schedule. Meridian provided an upgrade path that allows the hospital to lower their equipment costs, increase the revenue of their radiology department and increase patient satisfaction.

TrueFlex Value™