

PHILIPS
RESPIRONICS

PSG systems

Factors to consider
when purchasing PSG

6 factors to consider when purchasing a sleep PSG system

Whether you run a 2 or 50-bed sleep center, investing in new diagnostic equipment is an important and stressful part of operating your business. You and your staff must carefully consider the effect new equipment will have on your business goals, which will directly impact the long-term success of your organization.

To help you make an informed business decision, we have developed a list of critical factors to consider when buying a new PSG system.



Alice 6 LDE

Alice 6 LDxS

Alice 6 LDxN

Consider **this**

1

First, establish the clinical, business and budget criteria that your sleep center is looking for in a **Sleep PSG system**. Use a comprehensive **checklist** that will help you evaluate all aspects that are important to your sleep center now and into the future.

2

Review all criteria that will meet your **business and clinical goals**. Include such categories as **PSG Hardware, diagnostic software, PSG accessories, long-term ownership** and **support comparisons**.

3

Review up to three **comparative PSG quotes** to ensure that your sleep center's needs are being met. Which quote/PSG system provides the best long-term value? Which quote/PSG system meets your clinical needs today and into the future?

4

Compare “apples to apples” attributes to help determine your combined long-term cost of ownership. Sticker price is only one aspect of your investment. Estimate what your combined costs will be to maintain your PSG system over the lifetime of your investment.

5

Talk to others who are using the PSG systems that you are looking to purchase. Are their needs being met? How is their **PSG product support**? Did they face any surprises that they didn't account for? Are they happy with their decision? **Many factors may apply**, but obtaining recommendations from others, including staff, can assist you in your final determination.

6

Review your financial options. Are you being provided flexible programs to meet your financial goals? Are various bundled, upgrade, change over and leasing options available to protect your bottom line?

Trusted brands can give you peace of mind by providing the safety and security of a company that has been delivering quality products and services for a long time. **See why Philips Respironics Alice PSG systems are the most utilized PSG system in the U.S.***

*2016 Philips sponsored market study

To learn more about Philips Respironics Sleep Diagnostic products and services, visit www.philips.com/sleepdx.
For competitive quotes, email sleep.diagnostics@philips.

