

# Equipment Maintenance Simplified

Save up to 35% off your OEM service contracts with SU Group!



UF UNIVERSITY of  
FLORIDA



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**SU Group LLC**  
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Oak Creek, WI 53154  
[www.su-group.com](http://www.su-group.com)



## Program Benefits

### Cost Savings

- Save up to 35% off existing service contracts
- Guaranteed, financially capped budget
- In-house reimbursement of \$50/hr
- Soft-dollar savings on administrative tasks

### Convenience

- One 24/7, toll-free number to call for all equipment
- Contract consolidation
- We manage vendor payment process
- Fewer purchase orders (POs)

### Control

- Choice of vendor (with option to contact directly)
- Add/remove equipment anytime without penalty
- Transparent, real-time, online reporting
- Same great coverage and response times

## Notable Clients

*Below are just a few of our current clients:*

- Molecular Genetics & Microbiology
- Food Science & Human Nutrition
- Nanoscale Research Facility
- Medicinal Chemistry
- Genetics Institute
- Cancer Center
- Racing Lab
- Pulmonary
- Pathology

*"When working with SU, we actually got better service from the OEM and were able to control our repair costs."*

### Daniel Plant

*McKnight Brain Institute at University of Florida*

## How it Works

01

SU collects current service agreements or PO's, and creates a quote that is 17%-35% less than the OEM/ISO service agreement.

02

As contracts expire, the risk/coverage is then transferred to the SU Group. The item is tagged with an asset number and a dispatch number 1-800-833-7050.

03

When the piece fails or needs a PM, simply call the 800 number and request service. SU will contact the vendor of choice and have issue corrected or PM completed.

04

Vendor sends SU the Field Service Report and an invoice. SU pays for all parts and labor that were included in the original OEM/ISO contract on a time and materials schedule.

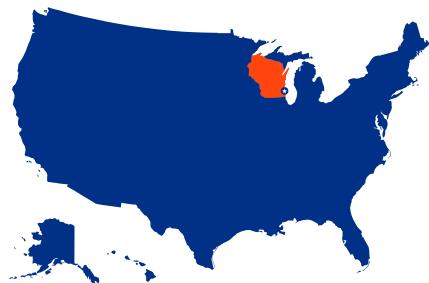
05

SU does not negotiate with OEM/ISO's on pricing. The discounted pricing structure is based on "volume and spread" in conjunction with 35-years of actuarial data on equipment.

## About Us



Since 1982, we have helped clients reduce their equipment maintenance spend while improving equipment performance and uptime, response times, and administrative processes.



**• SU Group Corporate Headquarters**  
9667 S. 20th St, Oak Creek, WI 53154

## Our Experience



- 621** Colleges and universities
- 1,489** Healthcare facilities
- 1,800** Financial institutions
- 650** Municipalities (Cities, counties, etc.)

## Customer Retention



95%



## Awarded Contracts



- E&I Cooperative** No. CNR01337
- 14 State** Government contracts
- Vizient Supplier** No. SV1112

## Next Steps

- Provide data** Current M/Cs and POs
- Contact SU** Elaine Wilson (See front)
- Receive quote** 3-day max. turnaround
- Review quote** With SU
- Approve quote** Choose start date

To learn more, visit [procurement.ufl.edu/contracts/specialty-underwriters-group/](http://procurement.ufl.edu/contracts/specialty-underwriters-group/)

## Equipment Covered\*

- Balances
- Blood culture units
- Blood gas analyzers
- Breathalyzers
- Cell savers
- Cell washers
- Centrifuges
- Chemistry analyzers
- Chromatography equipment
- Co-oximeters
- Coagulation analyzers
- Computers
- Cryostats
- CT scanners
- Densitometers
- DNA analyzers
- DNA synthesizers
- Dose calibrators
- Electrolyte analyzers
- Electron microscopes
- Electrophoresis equipment
- Biomedical
- Cardiology
- Central Services
- Clinical/R&D Lab
- Communications
- Data Processing
- Engineering
- Facilities
- Information Technology
- Networks & Servers
- Office Automation
- OT/PT Equipment
- Production
- Radiology/Oncology
- Security Systems
- Surgery
- Ultrasound

## Most Active Lab Vendors\*

- Agilent Technologies
- Applied Biosystems
- BD Biosciences
- Beckman Coulter, Inc.
- Becton Dickinson
- Biacore Inc.
- Bio-Rad Laboratories
- Bio-Tek Instruments
- Carl Zeiss, Inc.
- Dionex Corporation
- Irori
- Kendro
- Leica
- Life Technologies, Inc.
- Luminex Corporation
- Mettler-Toledo
- Microcom
- Micromass, Inc.
- Molecular Devices
- Olympus America Inc.
- Perkin Elmer
- Qiagen, Inc.
- Roche Diagnostics
- Shimadzu, Inc.
- Steris
- TA Instruments, Inc.
- Tecan
- Thermo Electron
- Thermo Fisher
- Varian
- Waters Corporation
- ZEF Scientific, Inc.

\*Sample only

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