

# Equipment Maintenance Simplified

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



**Elaine Wilson**  
*Business Manager*

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**SU Group LLC**  
9667 South 20th Street  
Oak Creek, WI 53154  
www.su-group.com

**UF** UNIVERSITY of  
FLORIDA



## 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.

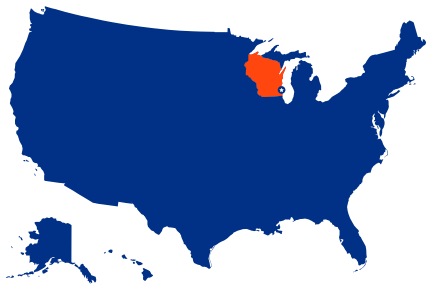
05

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



## 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\*

- |  |   |
|--|---|
| <input type="checkbox"/> Balances                  | <input type="checkbox"/> Gamma cameras                    |
| <input type="checkbox"/> Blood culture units       | <input type="checkbox"/> Gamma counters                   |
| <input type="checkbox"/> Blood gas analyzers       | <input type="checkbox"/> Hematology analyzers             |
| <input type="checkbox"/> Breathalyzers             | <input type="checkbox"/> Immunoassay analyzers            |
| <input type="checkbox"/> Cell savers               | <input type="checkbox"/> Lasers                           |
| <input type="checkbox"/> Cell washers              | <input type="checkbox"/> MRI machines                     |
| <input type="checkbox"/> Centrifuges               | <input type="checkbox"/> Microbiology analyzers           |
| <input type="checkbox"/> Chemistry analyzers       | <input type="checkbox"/> Microscopes                      |
| <input type="checkbox"/> Chromatography equipment  | <input type="checkbox"/> Microtomes                       |
| <input type="checkbox"/> Co-oximeters              | <input type="checkbox"/> Phaco emulsifiers                |
| <input type="checkbox"/> Coagulation analyzers     | <input type="checkbox"/> Physiological monitoring systems |
| <input type="checkbox"/> Computers                 | <input type="checkbox"/> Plethysmographs                  |
| <input type="checkbox"/> Cryostats                 | <input type="checkbox"/> Pulmonary function systems       |
| <input type="checkbox"/> CT scanners               | <input type="checkbox"/> Ria systems                      |
| <input type="checkbox"/> Densitometers             | <input type="checkbox"/> Scales                           |
| <input type="checkbox"/> DNA analyzers             | <input type="checkbox"/> Sleep labs                       |
| <input type="checkbox"/> DNA synthesizers          | <input type="checkbox"/> Spectrophotometers               |
| <input type="checkbox"/> Dose calibrators          | <input type="checkbox"/> Tissue analyzers                 |
| <input type="checkbox"/> Electrolyte analyzers     | <input type="checkbox"/> Tomometers                       |
| <input type="checkbox"/> Electron microscopes      | <input type="checkbox"/> Ultrasounds                      |
| <input type="checkbox"/> Electrophoresis equipment |   |
- 
- |                          |                      |
|--------------------------|----------------------|
| + Biomedical             | + Networks & Servers |
| + Cardiology             | + Office Automation  |
| + Central Services       | + OT/PT Equipment    |
| + Clinical/R&D Lab       | + Production         |
| + Communications         | + Radiology/Oncology |
| + Data Processing        | + Security Systems   |
| + Engineering            | + Surgery            |
| + Facilities             | + Ultrasound         |
| + Information Technology |                      |

## Most Active Lab Vendors\*

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

\*Sample only

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