

Amortization/Pay per Disposable Contract



A Contract That Enables Flexible Partnerships



Benefits



- Equipment is supplied and amortized with each disposable order.
- **Protects liquidity:** payments linked to performed procedures.
- Olympus full-service rental or financing: no impact on the credit line with your bank and only one counterparty to manage.
- **Full cost transparency;** supports procedure profitability tracking.

Value Dimensions

We Contribute to Your Organization’s Success in Different Ways

Economics

Cost and Cash Flow Management

- Support of financial stability.
- Payments fit operating model.
- Shared investment risk.
- Increased cost control.

Value

Reputation

Attractiveness and Competitiveness

- Increased clinical output.
- Enhanced patient value.
- Improved hospital reputation.
- Increased employer attractiveness.

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What Olympus Offers:

✓ Flexible Contract Periods:

36 months typical, offer depends on region.

✓ Payment Model:

Pay per order linked to Olympus disposables.

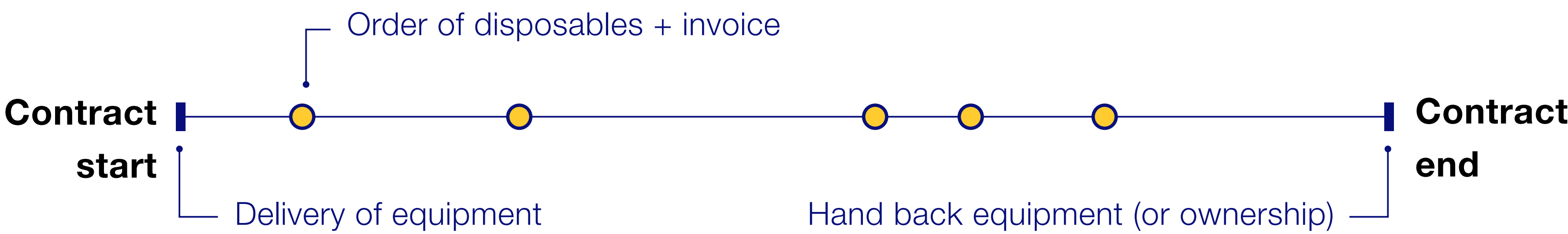
✓ Service:

Olympus service included in disposable price.

✓ End of Contract:

Depending on chosen option, compare the local rules for Finance Lease and Operate Lease/Rental contracts for end-of-contract terms.

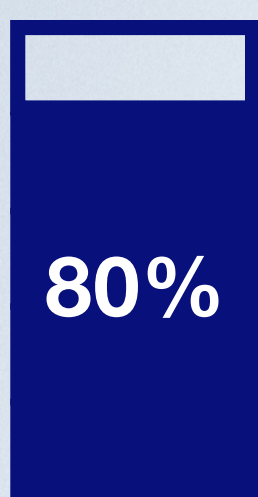
Contract on Timeline



Sample Case Olympus Germany



Situation



Approximately 80% of THUNDERBEAT and other energy customers use the Amortization/Pay per Disposable contract.



Contract periods vary, but are usually for two to three years.



Customers either own the equipment after the agreed time or want to stay flexible, renting the equipment and handing it back at the end of the contract.



Outcome

- This contract guarantees a fast and trouble-free entry into a new technology.
- The customer's budget might not be available or not be calculable for the current year, restricting the choice of possibilities. Our Amortization/Pay per Disposable contract allows such customers to skip the waiting time until budget approval.

Flexible Contracts and Payments



OLYMPUS EUROPA SE & CO. KG
Postbox 10 49 08, 20034 Hamburg, Germany
Wendenstrasse 14-18, 20097 Hamburg, Germany
Phone: +49 40 23773-0, Fax: +49 40 233765
www.olympus-europa.com

As medical knowledge is constantly growing, technical modifications or changes of the product design, product specifications, accessories and service offerings may be required.