Pay per Procedure Contract
A Contract That Enables Flexible Partnerships

Benefits

- Partnership to Improve Outcomes
- Procedure-/Usage-based or Flat Rate Payments
- Olympus Owns Assets — Full Amortization and Ownership Optional

- Procedure packages **customized to meet individual needs.**
- Packages not limited to one category of capital equipment and disposables, but cover the **whole Olympus portfolio and beyond.**
- Protects liquidity: payments linked to performed procedures or uses.
- 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.

**Reputation**
Attractiveness and Competitiveness
- Increased clinical output.
- Enhanced patient value.
- Improved hospital reputation.
- Increased employer attractiveness.
What Olympus Offers:

**Flexible Contract Periods:**
36 months typical, offer depends on region.

**Payment Model:**
Pay per procedure linked to equipment usage or procedure tracking (Olympus software or IT devices).

**Service:**
Olympus service included in procedure price.

**End of Contract:**
The contract can be prolonged, offering continued value through advance-procedure packages.

### Contract on Timeline

- **Contract start**
  - Delivery of equipment
  - Delivery of disposables or consignment stock

- **Contract end**
  - Periodic payment of agreed fee, e.g., monthly or quarterly
  - Depending on contract: procedure-based payments on top
  - Hand back equipment (or ownership)

### Sample Case Olympus Italy

Our Long-Term Customers in Endoscopy See Clear Benefits in This Contract Model (Status Feasibility Study):

- **Fixed price and bundles per procedure** (e.g., gastroscopy) with incentive schemes which are dependent on target achievements.

- **Procedure bundles** include CDS (Cleaning Disinfection Sterilization) endoscopy and CDS equipment, disposables, software and service.

- **Based on number of procedures** (with an agreed minimum fee).

- **Procedure tracking**
  Olympus software, for example ENDOBASE, KE (Knowledge Exchange) or others.

- **Renewal of equipment** in contract every four years.
Flexible Contracts and Payments