

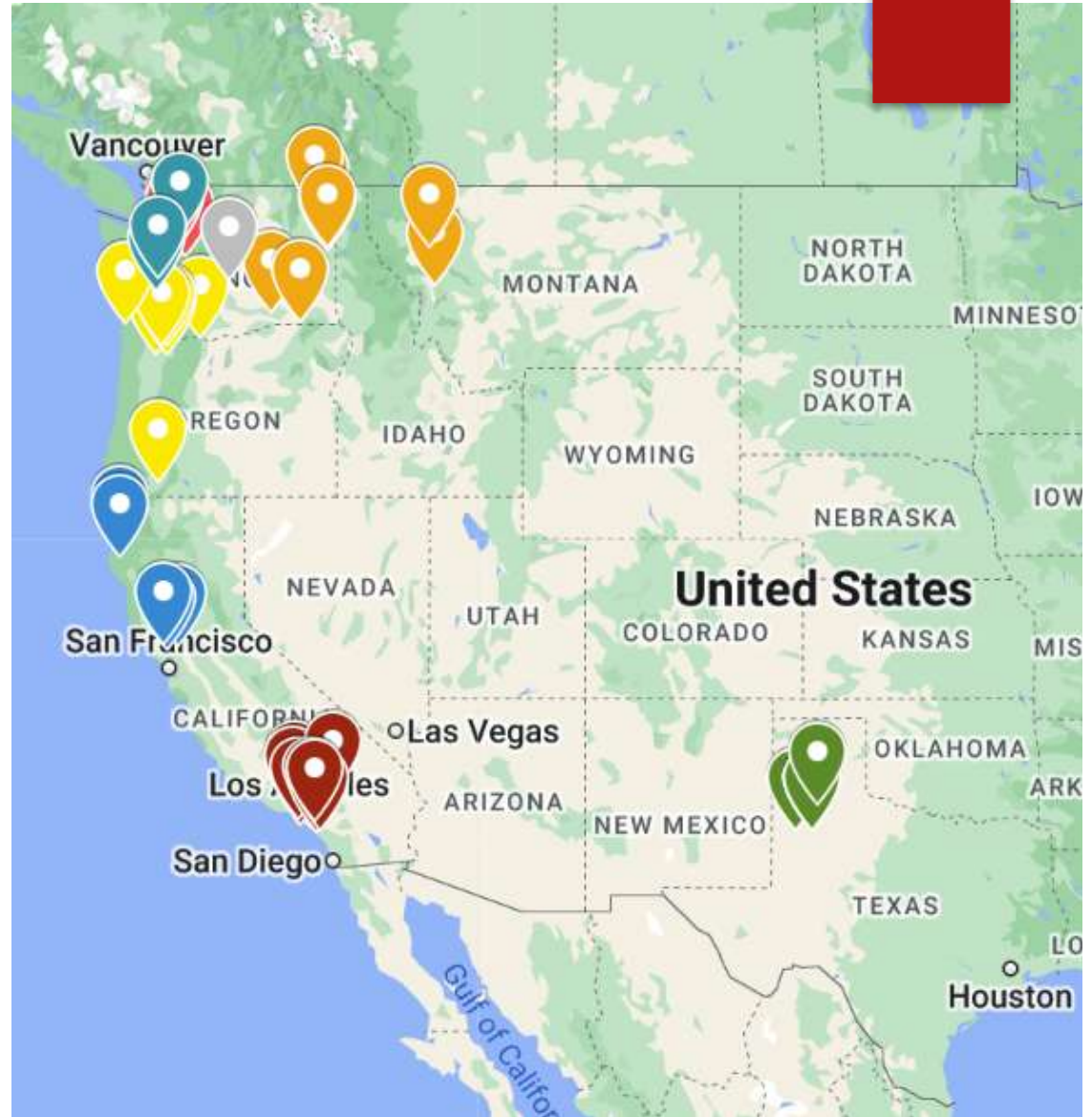


Maximize the Value of Your Retired Assets

ASSET RECOVERY FOR MEDICAL EQUIPMENT

Providence St. Joseph Health

- ▶ Not-for-profit, Catholic health care system
- ▶ 55 Hospitals
- ▶ More than 800 non-acute facilities.
- ▶ 7 States (Alaska, Washington, Oregon, California, Montana, New Mexico, and Texas)



Every health system
should have a robust
Asset Recovery Program.

Thousands of assets are being retired by our hospitals every year.
What was happening to those assets?

Taking Up Limited Space

In closets, storage rooms, warehouse, and hallways.

Landfill

Estimated over 37 tons of medical equipment end up in a landfill every year.

Not Shared

Limited redeployment to other facilities in our health system that could use the equipment.

Minimal Sales

Small dollars and limited control or visibility to any funds received.

Trade-In

Accepting any trade-in without check of market value.

Initial Questions to Consider

Over the last year...

1. How many assets did you retire?
2. How much money did you receive for those assets?
3. How many of those assets ended up in a landfill?
4. How many idle assets did you redeploy to your other facilities so that they could be used?

Can you answer these questions?

Most health systems can't. We were one of those.

Our Goal

In 2018, we made the decision to implement an **Asset Recovery Program** that would enable us to:

1

Free Up Space

2

Send Zero Pieces of Medical Equipment to the Landfill

3

Redeploy Assets to our other Facilities that can use them

4

Maximize Value of Asset Sales

5

Provide a Valuable Alternative to Trade-In Offers

Our Asset Recovery Program

6,223 Assets
Sold

\$5M Auction Sales

329 Assets
Redeployed

\$1.8M Cost Avoidance

897 Assets
Recycled

38 Tons

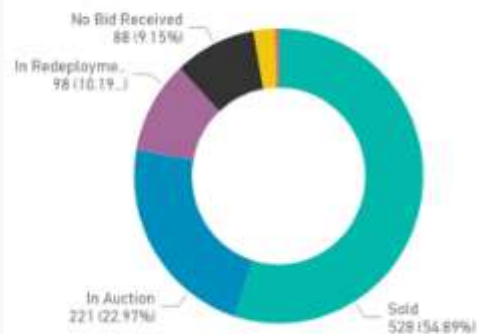


Value for Our Sites

Creating Value *Locally*:

- ✓ Full transparency of available equipment through the [redeployment portal](#)
- ✓ Accounting requirements occur behind the scenes instead of the responsibility of clinical departments
- ✓ Proceeds directly benefit Ministries where equipment originates
- ✓ Equipment logistics and physical movement handled by asset recovery partner [Mazree](#)
- ✓ Comprehensive [analytics & reporting](#)

Assets by Status



Before



After



Testimonials:

- *"This entire auction experience has been shockingly smooth and painless."*
- **Sacred Heart**
- *"Great outlet to have to off-load legacy medical equipment that are still in good operable condition and at the same time, return some residual value back to the clinic."*
- **Southern CA Clinic**
- *"Process was easy and streamlined."*
- **Southern CA Clinic**
- *"Working with [Mazree](#) has been a relatively effortless process. Their team is competent and responsive."*
- **St. John**
- *"I appreciate this service and your work with asset salvage"*
- **St. Peter**
- *[Mazree](#) has made a huge difference in how we manage our excess equipment. Locally, it provides a standardized process for all Ministries to dispose of all types of equipment. This enables others within PSJH fill short term needs by using [Mazree's](#) web site to get devices quickly. Otherwise they may need to wait for months and even years to address.*
- **Oregon**

Asset Redeployment

- Redeployment made easy – use the assets you've already paid for
- Sign up for notifications based on equipment type
- Easy staff access – just need a corporate email address
- Involve your clinical & biomed staff
- Seamless process from redeployment to resale

The screenshot displays the 'Asset Redeployment' web application. The header includes a home icon, a breadcrumb trail 'Home / Asset Redeployment', and a search bar labeled 'Search Auction Items'. Below the header is a blue bar with the text 'Item Listings'. The main content area features a grid of six asset listings, each with a photograph of the equipment, a title, facility information, a timer, and a 'Request Transfer' button.

Asset Name	Facility	Time Remaining
Datex-Ohmeda Aestia/5	Providence Hood River Hospital (OR-560)	0 Day 06 Hours 39 Minutes 12 Seconds
Medtronic Fusion ENT Navigation	Providence Hood River Hospital (OR-560)	0 Day 06 Hours 39 Minutes 12 Seconds
EPI Loght Hair Removal	Providence Mount Carmel Hospital (WA-370)	0 Day 06 Hours 39 Minutes 12 Seconds
Zonare Diagnostic Cart	St Patrick Hospital (MT-460)	
Ultrasound Scanner	Providence St Vincent Medical Center (OR-530)	
Datex-Ohmeda Aestia/5	Providence Portland Medical Center (OR-522)	

6 Keys to Success



1 Find the Right Vendor Partner

Our Partner Considerations

- *People*
- *Technology*
- *Process*
- *Services*
- *Price*



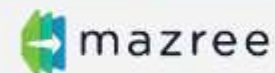
2 Communication

- Brochures
- Site Meetings
- FAQs
- Email
- Reports

Providence St. Joseph Health, in partnership with Mazree, a company specializing in Asset Recovery, is offering a new service to PSJH entities to first redeploy and then sell non-redeployed equipment and surplus.




For removal of equipment or surplus, contact Mazree and they will schedule a time to come onsite and remove the items for you, helping free up valuable space and resources.





Asset Recovery Solution

Maximizing the value of PSJH used equipment and surplus.

Contact Mazree to schedule your pick up.
Send an e-mail or call:

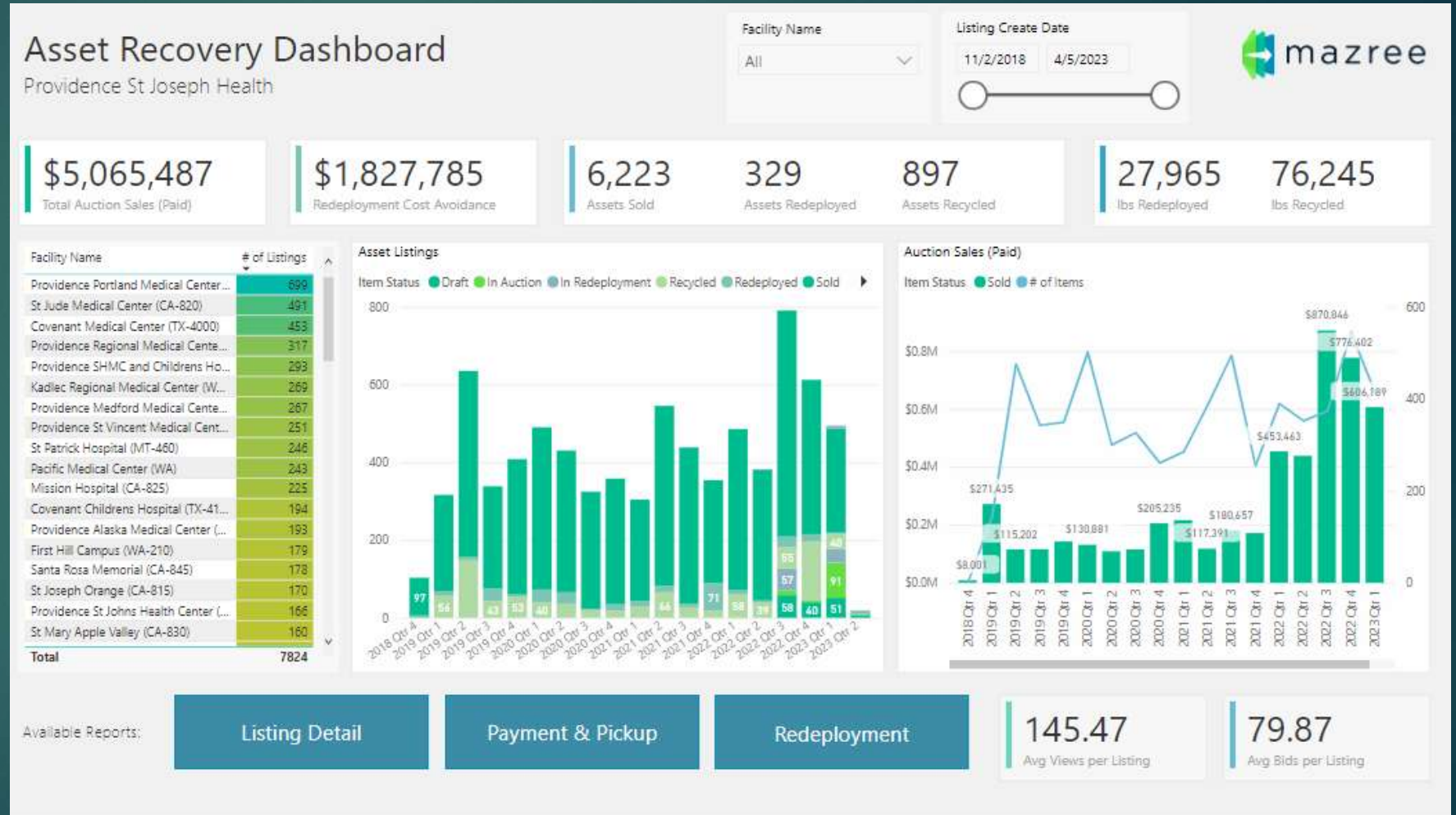
 (866) 512-5533

 info@mazree.com

 Monday-Friday 6 am – 4 pm (PST)

3 Data & Visibility

Ability to track and trend performance and value over time by site.



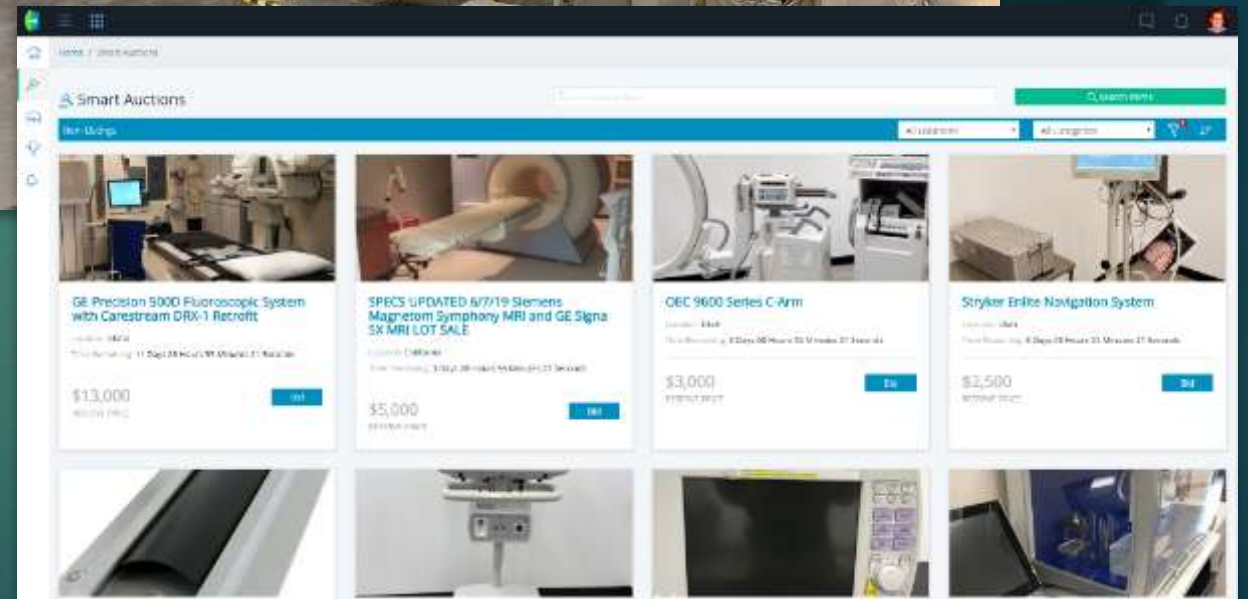
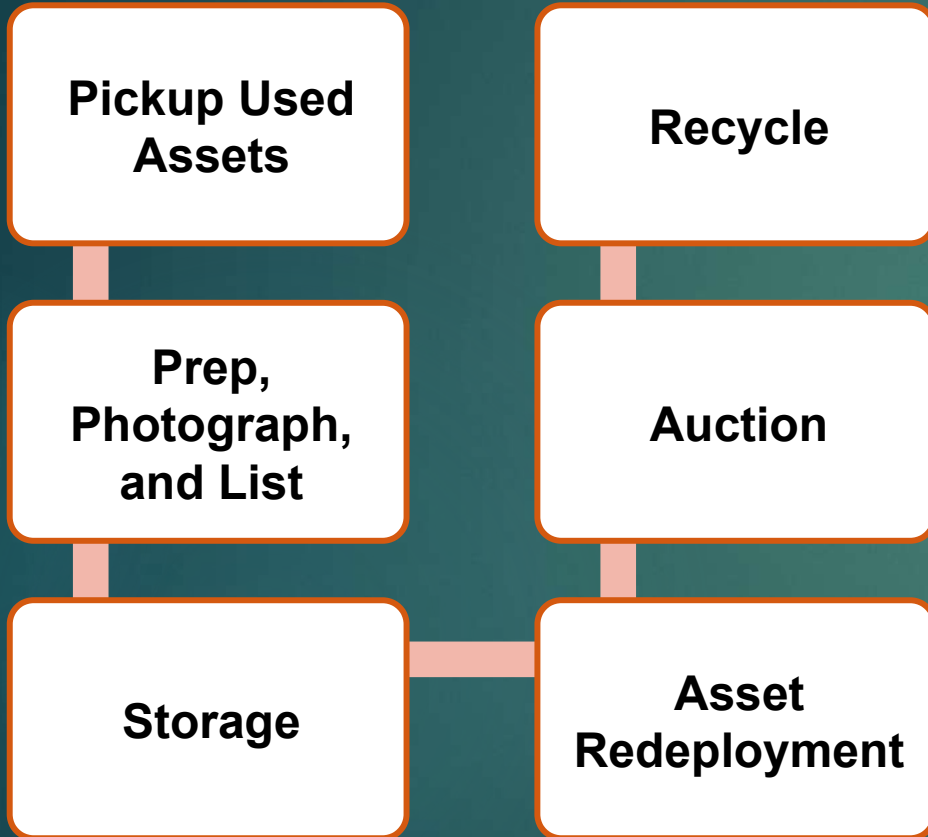
4 Funds to Sites

Sites receive funds directly for compliance to the program instead of going to corporate.



Facility Name	# of Listings
Providence Portland Medical Center...	699
St Jude Medical Center (CA-820)	491
Covenant Medical Center (TX-4000)	453
Providence Regional Medical Cente...	317
Providence SHMC and Childrens Ho...	293
Kadlec Regional Medical Center (W...	269
Providence Medford Medical Cente...	267
Providence St Vincent Medical Cent...	251
St Patrick Hospital (MT-460)	246
Pacific Medical Center (WA)	243
Mission Hospital (CA-825)	225
Covenant Childrens Hospital (TX-41...	194
Providence Alaska Medical Center (...)	193
First Hill Campus (WA-210)	179
Santa Rosa Memorial (CA-845)	178
St Joseph Orange (CA-815)	170
Providence St Johns Health Center (...)	166
St Mary Apple Valley (CA-830)	160
Total	7824

5 Consistent Processes



6

Compete Against Trade-Ins

Don't always blindly take a trade-in offer. The market value may significantly exceed the trade-in value.



Q&A