

# A Professional Guide to Purchasing Used Medical Equipment

Buying tips  
for over 200  
medical  
devices!



Compiled and Edited by

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## Preface

When purchasing used medical equipment, there are many parameters that need to be considered in order to make the purchase as knowledgeable, secure and professional as possible.

If you are a hospital administrator, department head, or otherwise involved in the purchasing of medical equipment, you are probably well aware that used medical equipment is a very practical solution for furnishing medical facilities at a fraction of the cost.

As with purchasing any other pre-owned product, there are certain factors that you must take into account prior to purchasing used medical equipment. However, the responsibility that accompanies used medical equipment purchases is far greater than with purchasing products in other industries, since the equipment that you buy will ultimately be utilized to monitor, diagnose, and treat patients, and in some cases even save lives. It is therefore imperative to be aware of the particular elements, specifications, and common malfunctions of each medical device prior to making your purchase.

Our website - MedWOW.com, provides a global marketplace that enables buyers and sellers in the industry to trade used medical equipment online. Not long after the site's launch, we had received countless requests from buyers who sought our professional assistance and advice regarding purchasing used medical devices. We realized that there was a tremendous void in this market - buyers had a need to receive guidance from an objective professional organization, and didn't have one single source where they could easily and continuously refer to for such information; and so, the premise for this guide was born.

This guide is the end product and compilation of thousands of tips resulting from extensive research and conclusions that were compiled and developed by MedWOW.com, our affiliated team of medical equipment experts, doctors, technicians, and engineers from around the world.

Written as a guideline for individuals involved in the purchasing of used medical equipment, this guide provides you with buying tips for over 200 of the most common medical devices used in clinics, hospitals, labs, rehabilitation centers and other medical facilities. The tips emphasize the important features, specifications, and capabilities to consider for each device.

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## Tips for Buying Used CT Scanner

1. A mid-range 16-slice system can adequately perform most routine clinical exams.
2. Wide bore scanners, which are similar systems with larger gantry apertures, are appropriate for oncology exams, and are also useful for scanning bariatric patients.
3. Systems with more and thinner slices in one rotation, can handle more complex exams and more varied patient populations. The incremental benefit actually decreases as the number of slices that can be acquired increases. The smallest slice width on a 4-slice scanner, for example, is the same as that on a 16-slice scanner.
4. Most exams do not require the smallest slice width. For slices wider than 5 mm, there is no difference between 4-slice and 16-slice systems.
5. Systems may also be different in the speed of image reconstruction. Acquiring more slices is not advantageous if patient throughput is held up by slow image reconstruction. There is no point in buying a very high specification computer that will rarely be utilized.
6. Before buying a CT system, facilities must evaluate patient population, clinical needs, and desired throughput. Low-volume facilities, for example, will not benefit much from the more efficient use of the x-ray tube on a 16-slice scanner to justify its replacement cost.
7. Buyers should consider several design features before purchasing a CT scanner. The basic clinical applications are quite similar for units from various manufacturers. The differences between top-of-the-line units and less sophisticated ones generally involve cycle time, spatial resolution, data-storage features, and helical scanning protocols.
8. Buyers are encouraged to examine any CT scanner model they are considering, while it is operating.
9. Specially air-conditioned computer rooms are still required in some cases, although distributed processing in the construction of CT scanners has eliminated the need for them.
10. The reliability of the scanner system can be harmed if adequate air-conditioning for the computer equipment is not provided. This ultimately shortens its useful life. The existing hospital air-conditioning system cannot be used in most cases since its operation is connected to outdoor weather and since many times it is already operating close to capacity.
11. The ability of the scanner to make artifact-free images often depends strongly on the electrical power energizing the instrument. Buyers should install surge suppressors and means for automatic disconnection if the power fails.
12. Installation time varies among suppliers and may range from one week to two months. The most common installation period is two weeks.
13. Adequate training is a must due to the complexity of CT scanners. The training usually consists of one or more visits to the site by an instructor provided by the supplier. These visits can last 3-4 days, but longer visits are often desirable, depending on the expertise and experience within the facility. Users should arrange for follow-up visits 3-6 months after installation.

