

Endoscopy at  
a fixed monthly price



complete  
coverage  
contract

by Richard Wolf

Plannable endoscopy?  
The Richard Wolf 3xC concept!

## Why "3xC"?

"3xC" stands for the concept "Complete Coverage Contract". Richard Wolf applies this concept to offer the perfect opportunity for an individual overall solution in the area of endoscopy which does not constitute a burden on the investment budget and reduces the maintenance costs – and all this at an agreed fixed monthly price.

## Progress pays off

Continuous renewals of medical equipment are absolutely indispensable for modern medicine. Old systems and technologies reduce the appeal of medical service providers for their patients and their referrers, and also generate significantly higher costs as a result of the rising maintenance costs associated with the age of the systems. They put a brake on workflows, prevent quality and process improvements, and therefore also limit potential revenues.



Eliminating investment backlogs is therefore one of the most important functions in order to address the following issues:

- Provision of high-quality and modern medical procedures
- Best possible treatment for your patients
- Avoidance of unnecessary costs in the area of maintenance
- Expansion of the revenue situation by increasing the performance and/or expanding new procedures
- Improving workflows and maximizing efficiency potentials
- Enhancing an institution's own competitiveness

**The key challenge is nevertheless to succeed in eliminating the investment backlogs under the existing cost pressure and in times of tight budgets.**

**Our response to this challenge:**



## The "3xC" concept

Richard Wolf will provide you with all the products and services you require for providing your services in the area of endoscopy within the framework of a fixed budget – this is provided under a contract offered by Richard Wolf – the "Complete Coverage Contract".

As a customer, you pay a fixed rate over a fixed period for the use of endoscopic equipment, its maintenance and service, and for the supply of necessary consumer products.



## Your advantages

Richard Wolf applies the "3xC" concept in the area of endoscopy to empower the use of the latest technology including maintenance in conjunction with consumer products in return for a fixed usage charge.

This relieves the pressure on your investment budget and modernizes your equipment inventory – all this with plannable monthly costs.



## 10 good reasons

**10 good reasons for deciding to adopt "3xC" from Richard Wolf in the area of endoscopy:**

### **1. Avoidance of high levels of investment**

Endoscopic capital goods are financed over the term of the contract. Liquidity is retained.

### **2. Elimination of investment backlogs**

The complete equipment inventory is comprehensively renewed and modernized on the basis of individual customer needs.

### **3. Certainty for budgets, plannability and transparency**

Unplanned costs are avoided through contractually agreed budgets for capital goods, consumer products and maintenance.

### **4. Increase in efficiency and quality**

Administrative functions, e.g. in the area of purchasing, are radically simplified by predefined processes.

### **5. Enhancing competitiveness**

Access to the most advanced equipment for provision of services at the highest medical level ensures enhanced competitiveness.

### **6. Economic transparency**

Absolute transparency for the corresponding costs based on a simple comparison between costs and revenues.

### **7. Increase in satisfaction as a result of a strong partnership**

Shifting unwanted auxiliary processes to Richard Wolf provides more time for core activities, e.g. working with the patient.

### **8. No opportunity costs**

The available liquidity can be used for investments in other core areas and projects.

### **9. Upgrade opportunities**

Exchanging devices and expanding the equipment inventory is possible in line with technological advances.

### **10. Tax advantages**

Depending on local tax law, the costs for the "3xC" contract may reduce the earnings subject to tax.



## Financing: leasing or hire purchase?

### What is included in the monthly usage rate paid to Richard Wolf?

The monthly usage rate defined as a fixed, flat-rate usage charge includes the provision of endoscopic devices, and their maintenance and servicing over the term of the contract. There is also an entitlement to a fixed, defined number of consumer products. The exact scope of endoscopic devices, their service and maintenance, and the consumer products required are defined individually and jointly, and form the basis for the contract.

### How does the financing of the devices operate?

The purchase price of the endoscopic devices is financed through part of the monthly usage flat-rate amount. If an imputed leasing structure is used, the devices are not included under the fixed assets of the customer (the customer is the user but not the owner). If an imputed hire-purchase structure is used, the devices are included under the fixed assets of the customer (the customer is the user and acquires ownership entitlements).





## The other elements of the "3xC" concept

### **Budget certainty and minimal downtimes – Maintenance and service**

Richard Wolf ensures the operational availability of the devices as a result of maintenance and servicing. If there is a defect, the maintenance component ensures that the devices are repaired or if necessary exchanged. The key issue is minimization of downtimes and the most appropriate approach will always be adopted to achieve this end. Since the maintenance and service costs have been contractually agreed, unexpected costs have already been excluded – the budget is defined.

### **Optimum provision – the consumer goods component**

All products that are not subject to any maintenance measures and are only used once come under the category of consumer goods. The type and quantity of consumer goods is based on the individual needs, and these are then fixed accordingly in the contract. A fixed amount is therefore agreed for consumer products over the term of the contract which is then paid together with the monthly usage flat-rate charge.

### **Why is Richard Wolf offering the "3xC" Concept?**

Richard Wolf wants to use the "3xC" contract to make a significant contribution to the biggest current challenges in our health system – eliminating investment backlogs and providing all the associated advantages for medical service providers:

- The most advanced endoscopic medical technology
- Increase in treatment quality
- Budget certainty
- Covered and reliable planned maintenance
- Outsourcing of business risks
- Reinforcing the public image and competitiveness

**Our mission is your success – this is the only way in which we too can be successful as a company.**

## How does the "3xC" concept operate?

1. Discuss your requirements with a Richard Wolf sales adviser
2. Transfer of your needs to the "3xC" concept by Richard Wolf
3. Preparation of an individual offer
4. Conclusion of a contract between you and Richard Wolf
5.
  - Delivery and installation of endoscopic devices
  - Acceptance of devices and installation
  - User training
6.
  - Monthly payment of flat-rate usage charge
  - Delivery of consumer products
  - Provision of agreement service and maintenance work







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## Are you interested?

**Do you have any questions about our "3xC" concept?**

You are welcome to talk to us. We will be delighted to provide you with further assistance.

### Your partners:

The Richard Wolf Medical Product Consultants  
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**Would you like more information on Richard Wolf and the products supplied? Visit us on our home page: [richard-wolf.com](http://richard-wolf.com)**

