

A woman and a young child are in a museum, looking at a large, glowing blue and green display. The woman is pointing towards the display with her right hand. The child is looking at the display with interest. The background is a bright, modern museum space with curved walls and recessed lighting.

**PHILIPS**

Diamond Select

**Brighten the  
way ahead**



# Your future

You want to provide the best for your patients - exceptional diagnosis, excellent medical and patient care. Your ambition is to start up your own imaging business or expand it further. You require an innovative solution partner that proactively addresses changing end-market demands. Philips is engaging with current and prospective clients in increasingly complex projects, solutions and services demanding that we move beyond simple asset based support. Grasp the opportunity to strengthen your competitive position and accelerate growth.

## Challenges in healthcare

The current pressure on managing healthcare spending provide many opportunities for private initiatives. One of the key challenges of setting up an economically sound business is a low total cost of ownership. Philips' Diamond Select program provides reliable refurbished imaging systems at an attractive price, so you can afford up-to-date technology and provide a wider variety of high-quality services to your patients, while supporting profitability.

## Supporting value-based models

Quality and clinical functionality are important drivers that support your clinical diagnosis. We make sure you have access to advanced features and applications and you stay up to date. Because managing your time is valuable, optimized workflow on departments is necessary to increase efficiency. The interoperability of our systems helps you and your team to accelerate and to optimally perform.



## Drives **long-term alliance**

We are intensively collaborating with clinics all over the world to continuously improve and facilitate affordable care. From the smallest to the largest clinical sites, you and your patient matter to us. Providing high quality care, both now and in the future, while at the same time keeping costs under control. Our Refurbished Systems come with meaningful Philips innovations while maintaining their affordability.

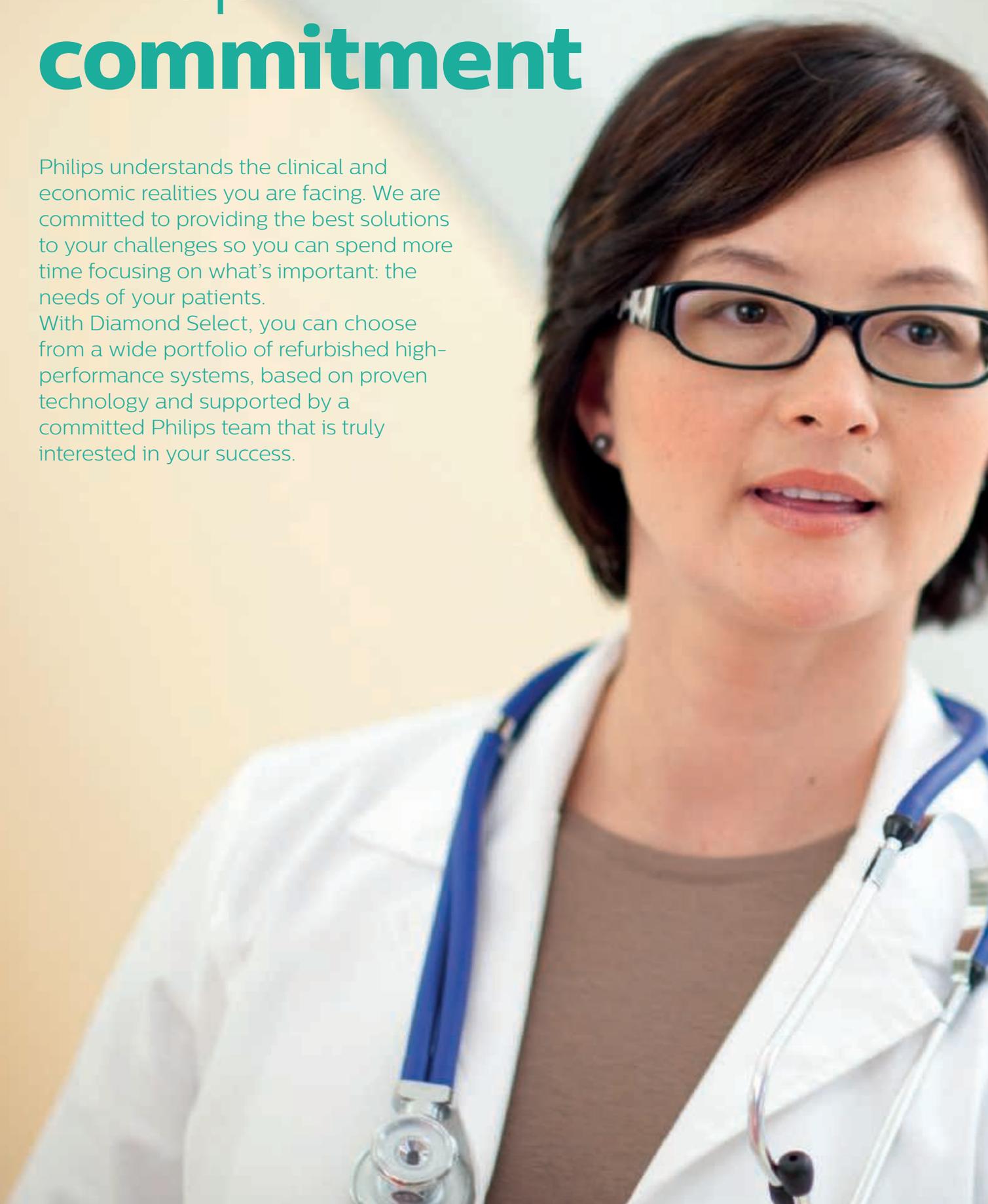
## Circular **economy**

Within a world in which valuable resources are harder to come by, ecosystems are under pressure and the world population is increasing, 'closing the loop' of products become increasingly more important. Circular principles like re-manufacturing, refurbishing, pay-per-scan, and leasing are great examples of 'closing the loop' in order to facilitate multiple life-cycles with minimal loss of value, quality and energy impact. The circular economy framework is an integral part of our Diamond Select program which has the focus to extend material value as long as possible, while providing attractive pricing which makes business sense.

# Philips' **commitment**

Philips understands the clinical and economic realities you are facing. We are committed to providing the best solutions to your challenges so you can spend more time focusing on what's important: the needs of your patients.

With Diamond Select, you can choose from a wide portfolio of refurbished high-performance systems, based on proven technology and supported by a committed Philips team that is truly interested in your success.



## Philips refurbishment process:



### Step 1 - Stringent selection

Philips identifies and selects prime systems by evaluating the equipment's age, condition, and service history.



### Step 2 - Skilled de-installation and transport

Proper de-installation and specialized transport by experienced technicians so that the system arrives in one of the Philips facilities in good condition.



### Step 3 - Expert refurbishing

The system is fully inspected by highly qualified engineers, components are registered and inventoried, and the refurbishment process begins:

- All components are tested
- Obsolete or defective parts are replaced
- Latest software releases and field updates are installed
- System is configured to the customer's specifications
- System is cleaned and painted to look like new
- Full performance and image quality checks are performed according to original specifications



### Step 4 - Effective installation

The system is installed, calibrated, and tested by qualified technicians to the same high standards as any new piece of equipment.



### Step 5 - Full warranty and support

As with all new systems, Diamond Select refurbished systems come with Philips warranty, applications training, attractive financing options, and the support of Philips' worldwide customer service.

## Diamond Select

The Diamond Select program provides the right balance between performance and return on investment. The program helps to facilitate a robust business performance with high quality standards.

Philips imaging systems have a reputation for performance and long-term value. Our customers can rely on high-quality, high performance equipment which provides meaningful technological innovations to help them move forward. This proven technology is the basis for our Diamond Select program, which draws from a pool of highly reliable systems.

## Diamond Select Advance

The Diamond Select Advance program fulfills your needs in even more advanced clinical functionality at outstanding value.

This top line of refurbished systems provides imaging systems with a performance level close or equal to the latest Philips' models for a more affordable price.

This Diamond Select Advance offers an extensive service period which is close or equal to a new product.

Recent innovations are made accessible and together with the upgradeability a future proof solution is created.

# Future proof

To best serve your patients, you have to be able to count on your imaging equipment with full confidence. It's our goal to provide refurbished products to the same high standards as any new piece of equipment. That is why we have developed a qualified refurbishment program to create your peace of mind. Philips equipment is refurbished according to a stringent process. In dedicated facilities, systems are submitted to rigorous testing and quality controls to meet our exacting standards. The result of this process is a high quality imaging system that can provide years of service to you and your patients.

**“When you look at the system, you can't distinguish it from a new system externally and I have noticed that many internal components are also cutting-edge. Many important parts have completely been replaced and updated. Computers and software have been upgraded. Overall, the system looks like a new machine.”**

Dr. P. Ehlenz of the Johanniter Hospital, Germany about their Diamond Select MR system

Philips refurbishes equipment from across its broad portfolio of imaging systems, Philips can help you choose the right system for your business requirements and your patients needs, now and in the future.

Our factory refurbished portfolio includes the following modalities:

- Magnetic Resonance Imaging
- Computed Tomography
- Cardio/Vascular or Interventional X-ray
- General X-ray
- Surgical C-arms
- Nuclear Medicine and PET/CT
- Mobile Surgery
- Ultrasound

#### **Full Customer Service**

Diamond Select equipment is backed by our world-renowned customer service organization. Philips' Customer Service helps you get the most out of your investment. It allows for increased uptime, improved productivity, lower cost of ownership and enhanced patient throughput. In addition to comprehensive equipment support, clinical education and applications support will help you use your equipment more accurately and efficiently.

#### **Flexible financing options**

Diamond Select equipment can be financed like any other new piece of Philips equipment through Philips Medical Capital. PMC designs flexible finance solutions that can help you deliver quality patient care and manage a successful business. We understand that the pressures of maximizing your capital budget,



being clinically superior and managing increasing patient volume are all important concerns to you. When your facility wants to increase profits through careful cash flow management and expense monitoring, Philips Medical Capital can help. Our regional finance managers will work with you to design a payment schedule to meet your cash flow cycle, reimbursement funding cycle, or projected equipment use.



Visit us:  
[www.philips.com/refurbishedsystems](http://www.philips.com/refurbishedsystems)

**“The Diamond Select purchase and installation process including application, service, support and warranty are identical to new. You would never know the system is refurbished unless someone told you. I would not hesitate to purchase another Diamond Select CT from Philips.”**

Judy Mink, Administrative Director, Radiology Services at  
Robinson Memorial Hospital, USA

