



PHILIPS

OBL and ASC
Solutions

SymphonySuite



Proactive maintenance and savings for your lab

Save on your service contract with interventional device rebates through the Philips Cadence for Service Program

Providing patient care today means making every investment worthwhile. Every piece of medical equipment in an office-based lab (OBL) or ambulatory surgery center (ASC) is a vital asset that needs to be fully maintained, affordably. Philips OBL and ASC Solutions – SymphonySuite – offers programs designed to help minimize these costs for customers who are opening a new lab or expanding their current lab.

With the Philips Cadence for Service Program, participants earn quarterly financial rebates through the aggregate spend on eligible interventional devices to put towards their Philips Service Agreement.¹ The higher your disposable spend across eligible devices, the higher the quarterly rebate you will receive towards your Service Agreement.

How the Cadence for Service Program works

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1 Purchase Philips equipment for your OBL or ASC*
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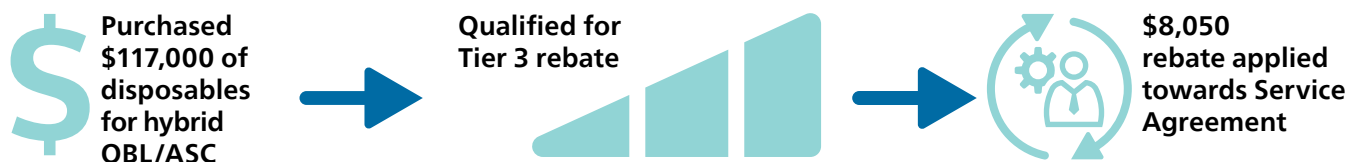
2 Sign a Philips Service Agreement¹ and device rebate agreement to participate in Cadence for Service Program
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3 Receive a rebate⁺ towards your next quarter's service agreement based on an evaluation of your device spend in the previous quarter

How the Cadence for Service Program rebates are calculated

Rebates to your Service Agreement are allocated based upon lab type and the tiers identified below.²

Customer example:



Lab type	Tiers	Aggregate quarterly purchase of eligible disposable products	Quarterly rebate received	5-year value
OBL Peripheral vascular device usage	Tier 1	\$50,000	\$3,250	\$65,000
	Tier 2	\$70,000	\$4,700	\$94,000
	Tier 3	\$90,000	\$6,500	\$130,000
	Tier 4	\$115,000	\$9,000	\$180,000
	Tier 5	\$130,000	\$10,500	\$210,000
	Tier 6	\$145,000	\$12,500	\$250,000
	Tier 7	\$200,000	\$17,000	\$340,000
	Tier 8	\$250,000	\$21,500	\$430,000
Hybrid OBL/ASC Peripheral and coronary vascular device usage	Tier 1	\$70,000	\$4,410	\$88,200
	Tier 2	\$90,000	\$6,043	\$120,860
	Tier 3	\$115,000	\$8,050	\$161,000
	Tier 4	\$145,000	\$10,875	\$217,500
	Tier 5	\$170,000	\$17,850	\$357,000
	Tier 6	\$245,000	\$22,050	\$441,000
	Tier 7	\$275,000	\$24,750	\$495,000

OBL and ASC Solutions designed for your success

Philips SymphonySuite offers a full range of industry-leading equipment and interventional devices with unique programs that help you reinvest in your lab. Our experts help guide you every step of the way, saving you time and money.

Learn more at philips.com/SymphonySuite.

* Not utilizing Philips Medical Capital for financing

† Must elect to be billed for service on a quarterly basis

‡ Accrue your rebates in Year 1. Rebates will not begin until Year 2 of your Service Agreement; All quarterly rebates will be made directly to our Service Department on your behalf

1. Not all customers will qualify. Subject to program agreement. Any projections or calculations provided by Philips to customer relating to customer's utilization of Philips equipment/products and resulting revenue, income or rebates are provided merely for purposes of Customer analysis and evaluation. Philips does not make any representation or warranty as to the accuracy of the projections or the level of utilization of Philips equipment/products. Customer is expected to make its own assessments of utilization.

2. Customers who are currently part of a value-based device usage agreement for certain devices may receive a smaller quarterly rebate pending terms of your agreement.

