

PHILIPS

OBL and ASC
Solutions

SymphonySuite

Increased financial savings for your OBL or ASC

Bundle your financed equipment and interventional devices to maximize your investment with the Philips Cadence Program

Philips Office-based Lab (OBL) and Ambulatory Surgery Center (ASC) Solutions – SymphonySuite – and Philips Medical Capital (PMC) have partnered up to offer OBL and ASC customers a special program designed to help reduce financial risk. With the Philips Cadence Program, participants receive quarterly monetary rebates for their aggregate interventional device purchases to put toward their financed equipment.¹ Customers can receive those savings throughout the life cycle of their lab, lowering overall costs and improving productivity in their lab.

How the Cadence Program works

-  **1** Purchase Philips capital equipment and finance it through PMC as part of our SymphonySuite solution
-  **2** Sign a Philips device rebate agreement to participate in the Cadence Program
-  **3** Receive a rebate towards your next quarter's capital equipment payments based on an evaluation of your device spend in the previous quarter

How the Cadence Program rebates are calculated

Rebates are allocated based upon the tiers identified below. You can receive up to a \$430,000 value over five years if your quarterly disposable purchase exceeds \$250,000.

Customer example:



Cadence Program tiers	Aggregate quarterly purchase of eligible disposable products	Quarterly value received	5-year value
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

Solutions designed for your success

Philips Medical Capital

PMC equips healthcare systems with flexible financing solutions designed to relieve strain on capital budgets. Our years of experience, combined with simple and adaptable terms, help you meet your business goals. Together, let's customize solutions that foster new opportunities for growth and bring your healthcare system the edge it needs to stay relevant and competitive.

Philips SymphonySuite

Philips SymphonySuite has more of what you need in one trusted place for OBLs and ASCs. We offer a full range of industry-leading, specialized 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 so you can concentrate on what matters most – your patients. With SymphonySuite, you've found the expert you need, the partner you can trust, to turn your passion into reality.

Visit philips.com/SymphonySuite for additional details on the Philips Cadence Program.

1. This offer is provided by Philips Medical Capital, a joint venture, owned by Philips and DLL Group. This offer is subject to the terms and conditions on your Philips Healthcare equipment quote. Philips Medical Capital determines creditworthiness and eligibility, and not all customers will qualify. 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.

