



REDSTONE

HEALTHCARE

TOP 5 THINGS TO KNOW BEFORE BUYING AN ULTRASOUND

When choosing an ultrasound machine, there are many things to consider.
With so many options to choose from – **where do you start?**

1. Condition: It's important to understand the demands of your practice and seek advice from others. Whether you're looking to buy used, OEM refurbished or new machines, make sure you understand what each product offers.

2. Features: Not all ultrasounds are built alike, so when making a purchase decision, you need to know how you intend to use it: whether for .OB/GYN, pain management, cardiology or general use. Identify if it needs to be portable by determining if you plan to take it out of the office. Often clinicians believe they need a laptop when the fact is they never take it off the cart and suffer image quality loss.

3. Warranty: Make sure to ask if your used, refurbished or new machine comes with a warranty.

Other questions to consider asking:

How long is the warranty?

What parts are covered?

How long will it take to repair the machine? Is there a manufacturer warranty as well?

After the warranty period expires, are there other service contract terms and conditions available?

If so, what do they cost?

4. Competitive pricing: Are you fixed on wanting the name brand, like GE, Philips or Siemens? Or are you open to less common but affordable alternatives? There's something out there for every budget. If you're non-committal or looking to save a couple bucks up front, you can consider a lease or purchasing a pre-owned machine.

5. Support: Purchasing an ultrasound is a big investment. Make sure you have a team that can understand your needs, give you the best available options available and is not bound by a particular OEM.

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