



8 Things You Should Look For When Buying Used Ultrasound Machines

If you are thinking about purchasing an ultrasound machine, there are several decisions you have to make, including which brand to go with, which features you want to have, and whether to get new or used.

A product that has been sold one time becomes a secondary product (also known as open box, new pull, refurbished, reconditioned, or used). Secondary equipment is an effective way to minimize costs because it is a fraction of the cost of new equipment; you can save anywhere from forty to sixty percent, depending on the medical equipment you need.

When times are tough, there are many cost-effective solutions that make owning an ultrasound machine more affordable than before. Many popular brands of ultrasound systems are previously-owned but have been restored technically and cosmetically to meet original equipment manufacturer (OEM) standards.

If you do decide to buy a used ultrasound machine, be sure to look for the following eight items so that you do not sacrifice quality, reliability or appearance.

1. New or Rarely-Used Company

You want to look for a company that has been around for a while and has experience working with practices like yours. If they have been around for some time, that is a good indication that they keep customers happy. But just because a business is new, do not disqualify them because they could provide amazing products and service. Find testimonials or ask for references from others.

2. Guarantee and/or Maintenance Package

Once you have found a reliable source that offers refurbished ultrasound equipment, it is time to test the machine to ensure it has been fully

restored and has full functionality. That is why it is a good idea to make sure the company offers some type of guarantee package and/or maintenance package. A typical one-year warranty should come with quick response times, on-site repairs, and all parts and labor included.

3. Up-to-Date Equipment

Even though the ultrasound machine has been professionally refurbished and restored, it is in your best interest to get the newest model possible. That way, it will most likely be compatible with other newer units and can get serviced by more technicians should the need arise. People want the best experiences and most accurate images, and your practice may be viewed as outdated if you purchase an older piece.

4. Tested by Manufacturer-Trained Staff

Any refurbished medical devices you purchase should be tested by staff trained in accordance to the OEM's specifications. That way, you can be sure that the ultrasound system you buy not only meets technical and cosmetic requirements but may in fact exceed them as well.

5. Quality Customer Service

When you spend a lot of money on an ultrasound machine, you want to make sure that you are getting the most for your money. That is why getting immediate customer service is critical. You should look for a vendor who provides several methods to contact them if you have a question or problem.

6. Vendors Who Accept Trade-Ins

If you want to upgrade an existing ultrasound machine, look for vendors who accept trade-ins. In addition to taking in your old machine, they may provide a discount towards a new purchase. They may also be able to donate your old machine to a local health clinic in need.

7. Vendors Who Provide Training

In order to properly operate the equipment, you are most likely going to need training unless you are very familiar with the type of ultrasound machine you purchase. At the very least, the vendor should provide you and/or your ultrasonographer with a basic review of the features on the day of delivery. If you need more in-depth training, you and your entire

staff may need training over several days, which is more comprehensive but also more expensive.

8. Watch for Equipment Sold "As Is"

Because an ultrasound machine is too critical to your practice to risk a costly breakdown, avoid any equipment being sold "as is." Be sure to thoroughly examine the machine. It might be a good idea to bring along your most experienced ultrasonographer to see the machine in action, look for any shortcomings, and get a detailed evaluation.

If you are interested in getting more information regarding purchasing high quality refurbished ultrasound systems, contact us at UsedUltrasound.com or call us at 1-866-44D-ECHO.