

Vendor Comparison Guide

Evaluating Capital Equipment Providers in the Instrument Reprocessing Space

When investing in new equipment for instrument reprocessing services, you invest not only in equipment but in your provider. Evaluating vendors and their professional capabilities can have a significant impact on your project's success, and your department's bottom line.

Consider some of the criteria below to determine if your prospective vendors can fully achieve your project's needs and goals.

CRITERIA	PURE PROCESSING	STERIS	GETINGE	BELIMED
PRODUCTION CAPABILITIES				
<p>The vendor can accommodate complete customizability regarding reprocessing sinks and tables.</p> <ul style="list-style-type: none"> Walls, depths, lengths, and heights can be completely customized for unique workflows and spaces. Sink basin placement, orientation and design can be customized to meet construction and industry guidelines. Accessory & feature placement can be tailored for unique and specific workflows. Features, like drawers, footrests, faucets, and more can be included or removed dependent on the facility's project goals. 		~	~	~
<p>The vendor performs thorough assessment of a department's decontamination and assembly spaces.</p> <p>Vendors consider more than equipment during assessments, including impacts to plumbing, electrical, air & water facilities, and state and local considerations, such as OSHA and FGI Construction Guidelines.</p>		~	~	~
<p>The vendor has a complete and thorough understanding of instrument workflows, specialties, guidelines, standards and industry insights.</p>		~	~	~
<p>The vendor takes a consultative approach to understand all the needs of the department and project before making product and proposal recommendations.</p>		~	~	~
<p>Vendor can provide unique, a-la-carte features for reprocessing sinks and prep and pack tables that:</p> <ul style="list-style-type: none"> Boost productivity Strengthen compliance with changing guidelines Enhance worker ergonomics and comfort Ensure effective instrument cleaning outcomes 		~	~	~
<p>The vendor prioritizes and focuses their capabilities toward enhancing, improving and growing their catalog of features and accessories for reprocessing sinks and tables.</p> <p>The vendor's catalog evolves with the needs of the instrument reprocessing environment.</p>		×	×	×

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<p>Vendor provides U.S.-made products and services which support local businesses and partnerships.</p>	✓	✓	✗	✓
INDUSTRY INSIGHTS & DESIGN				
<p>Clients can present ideas for new features and accessories for equipment, and see concepts vetted and realized during the consultation phase.</p>	✓	✗	✗	✗
<p>The vendor's product design and use are driven by the "Voice of the Customer".</p>	✓	✗	✗	✗
<p>The vendor's body of expertise is rooted in customer feedback and experiences.</p>	✓	✗	✗	✗
<p>Equipment is 'future-proofed' with practical, user-friendly design.</p> <p>The sink or table has flexibility to grow with a department's changing workflow, case specialties, and demand.</p>	✓	✗	✗	✗
<p>Vendor has an evolving catalog of accessories and features that grow with the department's changing needs and guidelines.</p> <p>Vendor can accommodate accessories and tools provided from other vendors & partners.</p>	✓	✗	✗	✗
FULFILLMENT CAPABILITIES				
<p>Vendor frequently beats competition lead times for custom sink and table fabrication.</p> <p>The vendor can frequently accommodate 'rush' lead times and be flexible with customer timelines, notably during hospital projects and renovations.</p>	✓	~	~	~
<p>The vendor provides complete product development capabilities, from design & development of unique customer solutions, to integrated training, and to nationwide standardization in catalog offerings to provide access to all.</p>	✓	✗	✗	✗
<p>Equipment arrives pre-installed with many components requiring only final connections and tightening, such as faucets or lighting fixtures.</p> <p>Pre-installed equipment reduces demand on hospital facilities and construction staff for implementation.</p>	✓	~	~	~