



## **Financial Solutions from ZEISS**

Excellent care in times of tight budgets



We make it visible.

## One desire

### The latest technology from ZEISS



For practices and hospitals specialized in ophthalmology, microsurgery, oncology or dentistry – whether you would like to start your own practice, fuel expansion or diversify services – tight budgets are an issue almost everywhere these days in the accelerating healthcare business.

However, we at ZEISS firmly believe that, despite this situation, you should be able to offer your patients reliable and high quality care at all times. State-of-the-art ZEISS technology can help you to do precisely that.

ZEISS Financial Solutions has the right financing option for your needs: from helpful ways to spread your payments to pay-per-use scenarios, we offer a large range of flexible finance options that offer just as much value as our products and solutions.

## Two reasons

### Financial Solutions from ZEISS

The use of ZEISS technology, not ownership, creates value for you and your patients. Financing options are an established means of keeping your installed base up to date. However, there are two things that set ZEISS Financial Solutions apart.

#### **An exclusive ZEISS offer**

Overall packages combining ZEISS technology, services and consumables are exclusive ZEISS products that can be provided on a global scale. What's more, these offers are always tailored to meet your specific requirements.

#### **More efficient procurement**

By teaming up with ZEISS engineering excellence, healthcare market expertise and the financing skills of our partners, we at ZEISS act as a one-stop source in procurement. This allows you to reduce your administrative work during the acquisition and operating phases, and gain speed.

# Three ways

## Financing medical equipment with ZEISS

### FinanceLease from ZEISS

Offers a traditional means of financing ZEISS equipment that can be tailored to your specific financial objectives.

### OperateLease from ZEISS

Lets you pay to use the ZEISS equipment without any obligation to purchase. That means for you: full use of ZEISS equipment while transferring the risks of ownership.

### Full-Service Lease Contracts

Concentrate on what you do best while ZEISS takes comprehensive care of your equipment.

#### ■ FlexRent from ZEISS

Covers not only the use of your ZEISS equipment, but can also include additional services such as repairs, servicing, insurance and consumables.

#### ■ FlexConsume from ZEISS

Places the ZEISS equipment you need at your disposal, provided that you agree to purchase specific consumable items at a predetermined price.

#### ■ FlexUse from ZEISS

Is based on the total costs of your ZEISS equipment and enables you to use it on a fee basis, with a predetermined minimum volume of procedures.

		FinanceLease	OperateLease	Full-Service Lease		
				FlexConsume	FlexRent	FlexUse
Type	Lease	■	■			
	Full Service Lease			■	■	■
Coverage	Device(s)	■	■	■	■	■
	Consumable(s)			■	□	■
	ZEISS OPTIME service agreement			■	■	■
Billing Unit	Consumable			■		
	Month	■	■		■	
	Procedure					■

■ Included □ Optional



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