



**SOURCING EQUIPMENT  
AND NEGOTIATING  
THE BEST CONTRACT**

Asset Recovery Expert

**FIRST  
CASE**



**Ashley Jackson**

VP Asset Management Solutions | Mazree

*First Case Asset Recovery Expert™:*

# Sourcing Equipment and Negotiating the Best Contract

*Ashley Jackson | VP Asset Management Solutions @ Mazree*

Finding new technology is not as challenging as reaching agreements and negotiating contracts. Evaluating medical equipment suppliers and negotiating contracts with them, or assessing the relationships with the existing ones, is an important step of the Asset Lifecycle Management. Sourcing medical equipment and negotiating the best contract can be a daunting task for any healthcare organization. With so many options and factors to consider, it's easy to feel overwhelmed. However, taking the time to carefully review the options and negotiate a fair and favorable deal can pay off in the long run.

By investing in high-quality medical equipment and securing the best contract terms, the organizations have the resources they need to provide the best possible patient care. From reducing costs to improving efficiency, the benefits of careful equipment sourcing and contract negotiation are numerous.

In the medical field, this can be a challenging process, due to several factors:

1. **Cost:** Medical equipment and technology can be expensive, and it can be difficult to find a balance between getting the best deal and ensuring that you are purchasing high-quality products.
2. **Limited budgets:** Healthcare organizations often have limited budgets, which can make it difficult to purchase the equipment and technology they need to provide the best possible patient care.
3. **Limited time:** Finding the right equipment and negotiating a contract can be time-consuming, and healthcare organizations often have limited time and resources to devote to the process.
4. **Complex contracts:** Medical equipment contracts can be complex and may contain provisions that are difficult to understand or negotiate.
5. **Lack of expertise:** Some healthcare organizations may not have the necessary expertise or experience to effectively source equipment and negotiate contracts.

Overall, it is important for healthcare organizations to carefully consider these challenges when sourcing equipment and negotiating contracts to make informed decisions that will benefit both the organization and its patients.

This fear of the unknown should not hold hospitals back. With a little bit of planning and some savvy negotiation skills, they can secure the equipment and contract terms that will help the organization thrive.

*Have more questions for this expert? Contact Ashley at [ashley.jackson@mazree.com](mailto:ashley.jackson@mazree.com)*

*Asset Recovery Expert Series™ Biography:*

# Ashley Jackson

VP of Asset Management Solutions



mazree



Ashley Jackson is the VP of Asset Management Solutions at Mazree. With several years of experience at Memorial Sloan Kettering Cancer Center as a Biomedical Engineering Manager, Ashley is a foremost expert in Asset Management. She now oversees the development and implementation of Mazree's innovative and advanced Lifecycle Management CMMS product set to launch in 2023.

Ashley is passionate about implementing technology-driven solutions to optimize operations in the hospital. She strives to find new and innovative ways to enhance patient care by focusing on delivering key outcomes, building amazing collaborative teams, and quickly adapting to feedback from stakeholders. Over the years, Ashley's ability to develop, scale, and optimize solutions has garnered recognition and made tangible differences. Ashley is a supporting author for the book *Leveraging Technology as a Response to the COVID Pandemic*, which is available now on Amazon. Additionally, Ashley was awarded The Robbins Family Award for Excellence in Collaboration for her work in the onset of the Covid-19 pandemic.

Now, she is taking the lessons learned from the hospital setting to her new role at Mazree by helping create software which will greatly improve the hospital's ability to effectively manage the full lifecycle of their medical equipment.

When she is not working, Ashley is an avid musician and loves spending her time singing or playing the piano/guitar.



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