



# Point of Sale Maintenance

## Save Now, Pay Later

Many suppliers offer discounts for customers that commit to point of sale maintenance contracts. Cash releasing savings of up to **18%** could be achieved over the term of the contract.

Raise a purchase order for the point of sale maintenance cover when you purchase new equipment and you don't start paying for the maintenance cover until the warranty period ends.

You choose the length of contract and the cover level you require. The team can support you in this process where you are unsure.



### Example

A five-year point of sale maintenance contract on a piece of equipment with one-year warranty, would mean that you only pay for your point of sale maintenance contract in years two, three, four and five.

### What are the Benefits?

- Suppliers can offer a better maintenance cover level during the warranty period, as an incentive.
- Suppliers can be flexible and may agree to spread the cost of the contract over the full term of the contract where requested.
- Additional discounts may be applied if the point of sale maintenance contract is paid in full at the time of the equipment purchase.
- Point of sale whole life cover can be arranged to take the worry of maintenance cover away during the life of the equipment (Equipment life expectancy available on request).
- Declare savings in line with your billing profile (capital or revenue).
- Less administration. Raise one purchase order for the term of the contract which can be billed after the warranty period annually subject to supplier terms and conditions.
- When the point of sale maintenance contract is three months away from renewal, a member of the Maintenance team will contact you with a renewal quote.

Interested in taking out a point of sale maintenance contract for diagnostic, pathology or therapy technologies equipment or finding out more?

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