
Prime Healthcare Services enters into exclusive multi-million dollar contract with Agfa HealthCare



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- Prime Healthcare Services will install a minimum of 50 Agfa DX-D 100 Systems in 2015 in its 34 acute care hospitals
 - Agfa HealthCare won a contract for its mobile DR solution due to its industry-leading MUSICA image quality, lower radiation dose potential, optimized workflow and RIS connectivity advantages.
 - Creative Agfa financing and nationwide direct/OEM service were also decisive criteria.

[Agfa HealthCare](#) has announced that Prime Healthcare Services has agreed to purchase 50 Agfa DX-D 100 mobile DR units to serve its hospitals after a thorough due diligence process. Agfa HealthCare was chosen for its leading edge value proposition which included - in addition to the clinical benefits - its unique Technology Evolution Financing, allowing Prime Healthcare to acquire a minimum of 50 mobile DR systems over a 60-month period. By bundling the resources of sales, service, and financing, Prime Healthcare Services will enjoy an inclusive and complete digital mobile solution with equipment and maintenance protection for optimal use. These units will be deployed in 2015, with the possibility to increase the number of units to 70 or more.

One-year assessment leads to choice of Agfa HealthCare

With more than 35,000 employees and staff, Prime Healthcare is an award-winning hospital management company, operating 34 acute care hospitals in 11 states of the U.S. Founded in 2001, the Ontario, California-based Prime Healthcare is a leading healthcare service provider in the country, and is committed to preserving access to healthcare and turning hospitals into thriving, community assets. President and CEO of Prime Healthcare Services, Prem Reddy, has been named to Modern Healthcare's prestigious list of the "50 Most Influential Physician Executives" for 2015.

In 2014, Prime Healthcare began a very competitive evaluation of providers of mobile DR solutions, including Agfa HealthCare. Following a one-year assessment, Agfa HealthCare was selected as the mobile DR vendor of choice.

Image quality, dose reduction potential, increased workflow and connectivity

"We are honored to be the chosen vendor for mobile radiography applications by such a prestigious and quality focused healthcare provider. Agfa HealthCare endeavors to serve Prime Healthcare's mission to provide comprehensive, optimized patient care through the use of our solutions with industry-leading MUSICA image quality, radiation dose reduction potential, and productivity advantages with the Agfa mobile DR's workflow-optimized GUI and its RIS connectivity directly from the user interface," comments Ueli Laupper, DR Business Director, Agfa HealthCare. "Utilizing our affiliated finance company, we are able to provide Prime Healthcare an attractive tailored acquisition financing model covering all operating costs including maintenance, continuous image quality optimization and even detector protection for a predictable, stable operating cost of our technology. Another major advantage of our value proposition is the ability to share detectors between mobile applications and radiography rooms, as 'room retrofits', enabling maximum operational flexibilities and further cost savings."

Mobile imaging excellence, with the DX-D 100

The DX-D 100 is a maneuverable DR unit combining full mobility with Agfa HealthCare's 'gold-standard' MUSICA image processing, which offers excellent contrast detail and image quality. The result enables high-quality radiology exams to be efficiently performed in mobile environments, including intensive care units (ICUs), emergency departments, operating rooms or at the bedside. The DX-D 100 comes with Agfa HealthCare's intuitive MUSICA workstation, which enables technologists to quickly and efficiently acquire images. The DX-D 100 is available with conventional Gadolinium DR panels, and to take advantage of potential dose reduction capabilities, the DX-D 100 is also available with high-DQE Cesium DR panels.

Performant solutions and flexible financial services

"Agfa HealthCare was able to offer us the mobile DR solutions and service we need for our hospitals, supporting us in our mission to deliver comprehensive, quality healthcare in a convenient, compassionate and cost effective manner," comments Seetha Reddy, Vice President of Ancillary Operations, Prime Healthcare. "Following our very competitive and thorough evaluation, we are confident that Agfa HealthCare is the right solution provider for us for mobile DR."

"We are very pleased to take this first step towards a long-term relationship with Prime Healthcare, starting with these 50 DX-D 100 mobile DR units," comments Lenny J. Reznik, Vice President Marketing, Agfa HealthCare North America. "This agreement represents another milestone for our DR business - proving we have the solutions and services in place to meet and exceed the requirements of the most demanding and quality focused healthcare providers."

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