



**Southern Atlantic  
Healthcare Alliance**



**Total Scope, Inc.**  
The Leader in Medical Device Repair

SAHA is pleased to announce a newly-formed partnership with Total Scope, Inc. a direct repair facility for Endoscopes and Surgical Cameras. In keeping with our Five Pillars: Savings, Quality, Education, Compliance and Knowledge Sharing; Total Scope's expertise in the areas of Endoscopic and Surgical repairs will be an excellent resource in the continuing effort to provide value for member hospitals.

**Account Management**

Your dedicated Account Manager is skilled in providing excellent customer service, and is just a phone call away. Trained to perform Preventative Maintenance Inspections, Educational programs, and InServices; Your Account Manager will analyze, review, and report findings from customized management reports, and most importantly, develop a key relationship with end-users to understand your needs.

**Total Scope, Inc.'s Quality Statement**

Total Scope, Inc. will maintain a Quality System that, through scheduled Quality Management Meetings, will continually strive to improve the delivery of a consistent product to the endoscopic industry. This will be achieved with the commitment of management and the participation of all team members of Total Scope, Inc. in accordance with ISO 13485.

**Preventative Maintenance & Education**

Did you know that 85% of repairs are due to misuse, abuse, or mishandling? Preventative Maintenance Programs are designed to lower these repair incidents. Fewer repairs means a full inventory, and departments can perform more procedures, and drive revenue. Education/In-services help end-users and support departments prevent major repairs and identify minor repairs.

**TOTAL SCOPE** is America's **ONLY ISO 13485** Certified Scope Repair Company - **your ticket to quality!**



**Special SAHA Pricing**

<u>Compliance</u>	<u>Discount</u>
0-2 Hospitals	4%
<b>3-4 Hospitals</b> (Current Level)	<b>6%</b>
5-6 Hospitals	8%
7-8 Hospitals	11%
9-10 Hospitals	14%
11-13 Hospitals	17%
14-15 Hospitals	20%

For example, a Forcep Channel Replacement listed at \$978.00 would cost **only \$782.00** with 14 member hospital compliance.

**Turntimes**

**Minor Repairs** – Same day/One day turnaround  
(ex: bending rubber replacement, angulation adjustments, air/water nozzle replacement)

**Major Repairs** – 3-5 day turnaround  
(ex: forcep channel replacement, insertion tube replacement, image bundle replacement)