




# Alternative Payment Programs From Bayer in Radiology



Acquire connected technology and comprehensive services  
with financial flexibility



**medRAD**® Centargo  
CT Injection System

**medRAD**® Stellant FLEX  
CT Injection System

**Cortenic**™

# Introduction

Access the latest connected technology while minimizing capital outlay

## Introducing Bayer's Alternative Payment Programs, designed to deliver payment flexibility.

New acquisition pathways help your organization get the right technology on your terms, to activate holistic, scalable solutions and new levels of efficiency.

### ➤ Flexible Options:

Free up capital for other priorities

### ➤ Comprehensive Support:

Maximize uptime and drive efficiency with technical and clinical support

### ➤ Committed Partnership:

Deliver quality care with support from Bayer's expert team tailored to your department's evolving needs



Bayer's Alternative Payment Programs offer pathways to connected CT solutions with financial flexibility, setting you up for long-term success.



# Connected CT Solutions Powered by Cortenic™ Connectivity

Bayer's Alternative Payment Programs allow you to pair your connected CT solutions with either the Essential Service Solution Plan or the Comprehensive Solution Plan, optimizing the capabilities and performance of your connected solution.

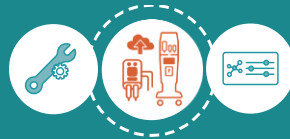


## BASE TIER

### Base Solution

- Installation\*
- Initial Clinical Applications Training
- Remote Connectivity
- Critical Cybersecurity Patching
- 12-Month Manufacturer's Warranty

\*Installation fees will be listed separately from the CT injector purchase on the quote and invoice.



## ESSENTIAL TIER

### Base Solution

#### PLUS:

- **A Full-Service Essential** Hardware Maintenance Package

#### OR

- **Essential** Software Subscription Package



## COMPREHENSIVE TIER

### Base Solution + Essential Hardware Maintenance Package + A Software Subscription Package

#### PLUS:

- **A Full-Service Comprehensive** Solution Maintenance Package *with*
- Advanced Clinical Support

Note: Alternative Payment Programs are not available for customers who choose the **Base Solution** or **Essential Software Solution Plan**.

➤ Learn more about Centargo Solution Plans here.

➤ Learn more about FLEX Solution Plans here.



# Alternative Payment Programs Overview

Bayer offers two Alternative Payment Programs

**Would you like to own or lease  
your CT injection system?**

OWN

OR

LEASE



# Alternative Payment Programs Overview

Bayer offers two Alternative Payment Programs

Would you like to own or lease  
your CT injection system?

## OWN

Own your CT injector outright through the **Technology Refresh Program**,\* which is a solution plan combined with the latest connected CT technology.

OR

## LEASE

Lease your CT injector through the **Operating Lease Program**,† with no upfront capital outlay and a series of fixed payments over time.

\*The **Technology Refresh Program** is available with either an **Essential Service Solution Plan** with a Full-Service Hardware Maintenance Package, or a **Comprehensive Solution Plan** with a Full-Service Solution Maintenance Package.

†The **Operating Lease Program** payments include installation, covered hardware maintenance and selected software subscriptions, as determined by the customer's selection of either an Essential or Comprehensive Operating Lease.



# OWN – Technology Refresh Program

## Who Is This For?



Customers who want to access the latest connected technology combined with the purchase of a solution plan

## The Details

- Customers can own their CT injector outright upon installation
- Customers can replace an existing injector (with trade) or purchase a CT injector for a new suite

**The Technology Refresh Program allows customers to access CT injectors with the purchase of either an Essential Service Solution Plan or a Comprehensive Solution Plan.\***

## The Key Contracting Terms

- 3-, 5- or 7-year Program terms available
- Technology Refresh Program payments combine the CT injector, support and maintenance and any selected software subscriptions
- Cancellation terms outline refunds or payments owed based upon the customer's cancellation date, chosen term length and any invoices paid to date
- Lifetime Value Assurance for longer-term agreements (5- or 7-year term lengths) provides an accrued credit to be applied to a future technology upgrade or solution plan renewal at the end of the Program term

\*The selected solution plan will include a Full-Service Hardware Maintenance Package.



# LEASE – Operating Lease Program

## Who Is This For?



Customers who want to rent a CT injector through a series of fixed quarterly or annual payments

## The Details

- Customers can lease a CT injector with no upfront capital outlay. At the end of the agreement term, customers can opt to renew the Operating Lease Program or review options to purchase the CT injector separately
- Customers can replace an existing injector (with trade) or purchase a CT injector for a new suite

**The Operating Lease Program includes support and maintenance for CT injectors with a software subscription if selected, delivered through the customer's choice of either an Essential Service Solution Plan or a Comprehensive Solution Plan.\***

\*The selected solution plan will include a Full-Service Hardware Maintenance Package.

## The Key Contracting Terms

- 3-, 5- or 7-year Program terms available
- Lease payments include installation and coordination, covered support and maintenance and selected software subscriptions
- Bayer will execute a credit check upfront in the contracting process
- CT injector will remain Bayer property for the Program term
  - Customers may opt to purchase a CT injector separately at the end of the Program term
  - CT injector must be returned to Bayer at the end of the lease period unless it is purchased or the operating lease is renewed
- Cancellation terms outline refunds or payments owed based upon the customer's cancellation date, chosen term length and any invoices paid to date
- Lifetime Value Assurance for longer-term agreements (5- or 7-year term lengths) provides an accrued credit to be applied to a future technology upgrade or solution plan renewal at the end of the Program term



# Which Program Is Right for You?

	OWN Technology Refresh Program	LEASE Operating Lease Program
Immediate ownership	✓	
Lease over time		✓
Predictable, fixed payments	✓	✓
Flexible quarterly payment option		✓
No upfront capital required		✓
Option to own after agreement plan*		✓
Can be acquired with or without trade unit	✓	✓
3-, 5- or 7-year terms	✓	✓

\*Options to convert operating lease to ownership will be negotiated separately at the end of the customer's Program agreement term.





# Which Program Is Right for You?

Still Can't Decide? We're Here to Help. >>>>

	Yes	No	Unsure
Are you an early adopter who wants to have the latest technology in your suite?			
Are you concerned about capital constraints but wish to have access to a connected CT injector now?			
Are you interested in owning or are you required to own your CT injector?			
If you're not interested in owning your CT injector now, do you still want that option in the future?*			
Are you interested in acquiring your CT injector through a series of fixed payments spread out over time?			



\*Options to convert operating lease to ownership will be negotiated separately at the end of the customer's Program agreement term.



# Partners in Your Success

We know that your organization is navigating evolving financial pressures. Alternative Payment Programs from Bayer in Radiology offer pathways to the latest connected technology and comprehensive services with financial flexibility, so that you can access solutions to optimize workflow and patient care – without large upfront costs.



[Learn more about Bayer's connected CT solutions](#)



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