

ARJO

with people in mind

RENTAL PROGRAM

HEMOCARE MARKET



Why should I be an ARJO rental dealer?

The most profitable dealers are ones that offer rental programs in addition to product sales. Those dealers who participate in rental programs have a unique revenue niche and offer a service to providers and end users that many other dealers in the market cannot. In addition, because many dealers perform installation services for their customers on a rental basis, it makes great sense to add ARJO products to the list of equipment available for rent.

Who is your rental market?

- Customers of medical equipment for short-term disabilities
- PT/OT Rehabilitation facilities that are not dealing with ARJO directly.
- Hospice
- Case Management companies
- Nursing and assisted living homes that are not dealing with ARJO directly
- Specialty Needs Organizations
- Homeowners with a disabled friend or relative coming to stay
- Individuals with age-related function losses
- Individuals with ALS, Stroke, Parkinson's, and similar ailments

Do I need to stock ARJO in order to be a rental dealer?

It is not a requirement to stock ARJO products to begin the entry level rental program. However, to be prepared as a Rental Dealer in your market, you should stock at least one (1) rental unit, which will allow you to promptly respond to your client's needs.

Because the lead-time for product rentals is time sensitive, dealers that have units in stock are best suited to provide the service. Even though ARJO maintains ample inventory, you stand a better chance of gaining the rental if you have product on hand.

When a rental period is completed, the ARJO equipment is simply, cleaned, and stored.

What are the suggested rates for ARJO rental?

Although all Patient rental situations are unique, a few "rules of thumb" can be used to help determine pricing for rentals:

RECOMMENDED MONTHLY RENTAL CHARGE

To determine the monthly rental charges, divide the product's MSRP by 12. This will give you a suggested monthly rental fee.

MINIMUM 3-MONTH RENTAL REQUIREMENT

To ensure that you spend minimal time installing and removing units, a minimum rental period can be added into the rental agreement. Depending on the payer and the amount of business that they do with you, this rule may be waived or modified. Please note that some situations require exceptionally short-term rental periods and you may choose to make those available at a premium rate.

INSTALLATION AND REMOVAL FEE

It is recommended that the fee be charged at the beginning of the rental contract; however, this may vary by region or even by dealer. Some dealers may include the fee in the rental price while others may charge a fee based on the travel required to perform the installation and/or removal.

CLEANING FEE

The ARJO Patient Hygiene products may require a cleaning fee.

SECURITY DEPOSIT

This should be part of the rental agreement. Although many dealers waive this fee, it is good to have should the ARJO products become damaged during the rental agreement period.

RENTAL CAP

Many payers may require a rental cap as part of the rental agreement. In some cases when a ARJO products is rented for a short-term disability, the prognosis for the patient may worsen and the length of the disability may become longer than originally anticipated. A capped rent offers the payer a rent-to-own option, thus avoiding having to rent the system indefinitely. We recommend a period of 24 months for the rent-to-own option.

BUY BACK OPTION AT PRE-NEGOTIATED PRICE

Some dealers may allow for a portion of the rental payment to be applied to the purchase price of the ARJO product. Industry accepted terms of 50% of the monthly rent may be applied toward the purchase of the equipment, up to a maximum of 50% of the retail cost.

EXAMPLE: Joe Smith rents a ARJO Sara Steady transfer Aid (MSRP \$2905.64) for 6 months at \$242.14/month for a total amount of \$1452.84, 50% of \$1452.84 = \$726.42 which may go toward the retail cost of the TILT of \$2905.64, leaving a balance owing of \$2179.22

Total cost of installation does not apply toward purchase price; however, you may consider waiving the removal fee from the remaining balance.

INSURANCE COVERAGE

It is always a good idea to ensure that the homeowner or renter has insurance that will cover any possible theft or damage to the ARJO product (other than standard wear and tear from daily use). Most homeowner and rental policies should cover the ARJO product, but it is better to be safe now than sorry later. It is suggested to have your customer double check their policy.

Top Rental Items Pricing (EXAMPLE)

Category	Part#	Item	MSRP	Rental Price
Active Lifts	NTB2000	Sara Steady	2905.64	\$242.14 /mo
	HEA1002-US	Sara 3000 with Handles&Scales	6404.58	\$533.72 / mo
	HEB1000-01	Sara Flex with Scales	6916.95	\$576.41 / mo
Showering	BIB2003-01	Carendo	8280.54	\$690.05 / mo
	BLB2000--013	Carmina with foot support	4757.52	\$396.46 / mo
Beds	CX811A3E1AMABO	Citadel with Citadel 200 mattress	13900.00	\$1158.33 / mo
Ceiling Lifts	LUS-9440037KIT	Voyager Portable 4 Post	7518.00	\$626.50 / mo
Passive Lifts	KMCSUN-D	Maximove with scale, std caster	9282.84	\$773.57 / mo

****Slings are considered purchase only items***

SAMPLE RENTAL AGREEMENT

Note: This document is provided only as a guideline. Any use, in part or whole, is at your own risk. We recommend that any agreement or contract be reviewed by your attorney before using.

INSTALLATION LOCATION			
LAST NAME:	FIRST NAME:	MIDDLE NAME:	
ADDRESS:			
CITY:	STATE:	ZIP:	TELEPHONE:
EFFECTIVE DATE:	RENTAL PERIOD REQUESTED:		

This agreement is entered on the effective date listed above by and between YOUR COMPANY, with its headquarters located in YOUR CITY, YOUR STATE (hereinafter referred to as Owner) and client as listed above (hereinafter referred to as Renter).

Whereas, Owner desires to engage Renter and Renter desires to accept engagement by Owner as renter of an ARJO PRODUCT (hereinafter referred to as Rental Unit) under the terms and conditions of this Rental Agreement (hereinafter referred to as Agreement). The parties agree as follows:

1. The rental Agreement shall be on a month-to-month basis and will commence on the day of installation.
2. The Renter shall pay a monthly fee of \$ _____ which is due and payable on the first of each month.
3. The Renter shall pay in advance of installation a non-refundable installation and removal charge of \$ _____.
4. The Renter shall pay in advance of installation a security deposit of \$ _____. This security deposit will not earn interest and will be refunded after the rental agreement has been terminated and appropriate rental damage or repair fees have been paid in full and the Rental Unit has been returned. The Renter agrees to allow Owner to apply the security deposit against any unpaid rental, damage, or repair fees.
5. The Renter shall pay in advance of installation the following amounts:
 - a. Non-refundable installation and removal charges
 - b. Refundable security deposit
 - c. First month's rent
6. The Renter will maintain the Rental Unit in good condition. In the event the Rental Unit requires repairs during the rental period, the Owner will repair the Rental Unit 100% free of parts charged during the first 12 months of the rental period unless the repairs required are due to misuse, vandalism, casualty, or act of God. After the first 12-month period, the Renter will be responsible for all repairs during the subsequent rental period. The Owner agrees to provide complete and adequate repair, labor, and parts at reasonable prices.
7. The Renter has the option to purchase the Rental Unit for \$ _____, at any time after payment of _____ months' rent. If the option to purchase is exercised by the Renter, the security deposit will be applied against the option purchase price.
8. The Rental Unit will not be removed, transferred, or disposed of in part or in whole. The Renter will notify the Owner if the Rental Unit should be repaired, removed, or transferred from the original installation site.
9. The Agreement shall not be effective for any purpose until it has been signed by the Renter and the Owner. The Renter acknowledges that he/she has read and understands this Agreement and has received a copy of the same.
10. If the Renter is a tenant, the owner of the property of which the equipment is to be located should approve and sign below. The Renter must also sign this Agreement.

APPROVAL (RENTER/OWNER)	
CUSTOMER NAME: (PLEASE PRINT)	OWNER NAME: (IF DIFFERENT THAN RENTER)
CUSTOMER APPROVAL SIGNATURE:	OWNER APPROVAL SIGNATURE:
RELATIONSHIP TO CUSTOMER:	RELATIONSHIP TO OWNER:
DATED:	DATED: