Actual ultrasound equipment listings from eBay
How to Shop for an Ultrasound Machine

There are many makes and models to choose from, if you arm yourself with a little knowledge, you could save yourself thousands of dollars and hours of frustration.

Fact: most sonographers and physicians choose a system based on one of two criteria: their own past experience or recommendation of someone they know in the business. The others? Typically they shop with little information to go on, and make choices based solely on price.

On the face of things, each one seems to be perfectly logical approach. However any one of them could end up costing your practice boatloads of money and precious time. We’ve seen it happen time and time again.

Many practices either buy too much machine and pay for features they would never use ... or ... they scrimp and buy too little, and they end up getting something that doesn’t do what they need and the machine sits in a corner collecting dust. So either way, they’ve paid too much.

The irony is that most buyers, not knowing what to look for or what questions to ask, will base their decision solely on price. Usually the best price wins. Better to think things through and get the best equipment for your dollar.

The fix is easy. A good vendor should be able to work with you to determine your precise needs, then custom configure a system just for you. This can easily be done with new or pre-owned equipment.
Before we begin… a note about “quality”

Quality is a subjective term. You see, there are no real industry standards for you to rely on. Words like used, pre-owned, reconditioned, remanufactured and refurbished can mean the same thing or something completely different. In some cases, they can mean nothing more than a way to conceal the truth. So you’ll need to do your research, ask lots of questions, and make sure you get everything in writing.

Where to buy: Brokers, Dealers, other online venues

The Internet has made it much easier for you to seek out people selling pre-owned equipment. And it’s also made it possible for anybody with an Internet connection to sell pre-owned equipment. So let’s define in broad terms who these people are.

It’s a safe bet to say it’s much easier to become a broker. In fact, little more is needed than a website and a telephone. The kicker is, by their very nature, brokers don’t even stock inventory. They make their money by finding likely prospects (you), determine what it is you’re looking for, then go about the task of finding a machine to fit your requirements. Here’s where price shoppers are at a decided disadvantage. Give a broker a price and he’ll surely find something to fit that price. Whether or not it fits your needs is not important.

Brokers can usually offer a low price, claiming to have low overhead. The low overhead claim is true, because brokers have no service or testing facilities. So you’ll have to be a gambler of sorts. That’s because you’ll never know what you’re getting. Could be a top-notch machine. Could be another sonographer’s headache.

And there’s the eBay or other auction/blind online seller. The graphic at the beginning of this guide tells all you need to know. All three of these are real items from eBay. The system selling for $10,000? Not worth the shipping cost to get it. Want an ultrasound from someone who sells jewelry, too? And Do you really want to use a system that’s not FDA approved nor an actual manufacture name?

Dealers represent a step up the quality ladder. And a step up the price ladder as well. All will have inventory, but not all will maintain in-house service and testing facilities. That almost always presents an accountability issue. It’s not uncommon for a medical practice to be caught in the middle of a battle between the dealer and the independent service facility when something goes awry.
Worse still, dealers rarely have any control over the quality and the extent of the reconditioning process outside service facilities provide. They simply take what comes their way, then sell it to unsuspecting medical practices.

Then there’s the Value-Added Seller. It’s not until you get to this rung, higher up the ladder, that you attain a level of quality and value that rivals brand new. Value-Added sellers restore equipment to its original specifications. They stand behind their work with a rock-solid guarantee. Providian Medical is a Value-Added seller.

**How reliable is the used equipment from Providian?**

To put it simply, there is very little difference between brand new ultrasound equipment from the original manufacturer and the high quality refurbished ultrasound equipment sold by Providian Medical. Much like the “certified pre-owned” programs offered by automobile manufacturers, Providian Medical has extraordinarily high standards for its refurbished equipment.

Before we will sell a piece of pre-owned ultrasound equipment, we put it through a rigorous 28-point inspection. Conducted by a qualified ultrasound technician, our inspection and refurbishment process includes everything on the system from top to bottom. We are so confident in the quality and reliability of our pre-owned ultrasound equipment that we offer a 100% satisfaction guarantee.

**What warranties does Providian provide?**

Providian Medical is proud to offer a warranty on nearly all the pre-owned ultrasound equipment we sell. For most equipment purchased for use in the U.S., a 90-day warranty is included that covers parts and labor. For equipment used outside of the U.S., only parts are covered for that 30-day period. All new equipment carries a warranty of one-year or longer.

**How do service contracts work?**

Even though Providian Medical only sells the highest quality pre-owned ultrasound equipment available, many of our customers appreciate the added peace of mind provided by an ultrasound service contract. Our service contracts are generally for one year in length.

A Providian Medical service contract includes a preventative maintenance visit to ensure that your ultrasound equipment is operating safely and efficiently. Our maintenance checklist includes a complete cleaning, routine diagnostic and safety tests, and any
other adjustments that are needed. By keeping your equipment in peak operating condition, you reduce the chances of any costly repairs or downtime and help protect your investment in that equipment.

One of the other benefits of our service contracts is the discount on labor and parts you will receive if any repairs are necessary during the contract term.

Can Providian provide training on the equipment?

Yes, Providian Medical offers an Applications Training Program to help customers get the most out of their equipment. Our training is conducted by an experienced ultrasound professional that will go over all the important features of your system and answer any questions you might have. Proper training is essential and will go a long way to ensure that you are operating your equipment in the most efficient and safest way possible.

Providian Medical is here to help

At Providian Medical, we offer much more than just low prices on pre-owned ultrasound equipment. We realize that you have a lot of options when it comes time to make a purchase, so we strive to offer the best customer service before, during and after the sale.

We’ve been in business for a long time, and many of our new customers come through referrals given by current customers. We are a U.S.-based company, and we also ship internationally. Over the years our low prices on pre-owned ultrasound equipment have helped countless customers start or enhance their business, and we are a major provider of ultrasound equipment to top hospitals and medical practices all over the globe.

Once again, if you have any questions or need additional information, please contact us by phone at (888) 627-6101 or e-mail us and a member of our customer service team will be happy to help you.