



PORTABLE ULTRASOUND.com

Used Portable Ultrasound Equipment Buyer's Checklist

Looking to buy a pre-owned portable ultrasound machine instead of a larger, more expensive, console system? Secondary equipment is an effective way to minimize cost. Clinicians can save anywhere from 40-60% depending on the specific portable system you need.

When times are tough, there are many cost-effective solutions that make owning an ultrasound machine more affordable than before. Many of our popular brands of ultrasound systems were previously-owned but have been restored technically and cosmetically to meet original equipment manufacturer (OEM) standards.

Is it time to decide which model is best for you? Before making a purchasing decision, be sure to carefully review these important factors.



Technical Specifications

Your primary clinical application need should be the main determining factor when deciding on a specific portable ultrasound system. For example, although many systems are capable of scanning an OB patient, a system specifically built for obstetrics and gynecology will often include features that will produce better fetal scans, reduce scanning times and reduce patient anxiety.

However, it's still important to consider the technological basics of any ultrasound machine, such as scanning frequencies, power source, power requirements and power output, size and weight desired, battery life and monitor size. Consider carefully any technologies that may not yet be reimbursed by insurance, or that may be simply "nice to have" rather than "need to have" features.

Image quality should also be a key concern. An ultrasonographer examining blood flow or an artery blockage will want the clearest on-screen image to help speed diagnosis and treatment, but you may also need multiple types of images to make the best diagnosis.

How Portable is Portable?

Whether a mobile cart-based system, a hand-carried unit or a PDA-sized scanner would work best for your practice will depend largely on your clinical needs, facility and available space. However don't discount the technical ability and desires of your staff, and your future growth plans, when choosing the portable ultrasound system that is right for your office.

Warranty and Service Plans

A portable ultrasound machine is a piece of sophisticated machinery. It is therefore important to ensure maintenance and repairs are considered in total cost of ownership. Many national, non-OEM service organizations offer comprehensive service agreements for refurbished ultrasound equipment. Before you sign on the dotted line, make sure you understand exactly what will be covered and how. A typical one-year warranty should come with quick response times, on-site repairs, and all parts and labor included.

Tested by Manufacturer-Trained Staff

Any refurbished medical devices you purchase should be tested by staff trained in accordance to the OEM's specifications. That way, you can be sure that the used portable ultrasound system you buy not only meets technical and cosmetic requirements but may in fact exceed them as well.

Training

Unless you and your staff are already proficient in the operation of your new ultrasound machine, you'll want to make sure that training is part of the overall package. At the very least, the vendor should provide you and/or your ultrasonographer with a basic review of the features on the day of delivery. If you need more in-depth training, you and your entire staff may need training over several days, which is more comprehensive but also more expensive. If you are making the jump to a more sophisticated pre-owned ultrasound system, more detailed application training may be required. Make sure to understand what your training needs are, both initially and on an on-going basis.

Customer service

Getting immediate customer service is critical. You should look for a vendor who provides several methods to contact them if you have a question or problem.

Shipping

Shipping costs add to the total cost of anything you buy online, including ultrasound machine and supplies. Make sure that any price quotes you receive include shipping insurance.

Ready to learn more? Contact us now for a free, no-obligation price quote and more information on any system you are interested in. [Submit our easy-to-use price quote form now](#), or call us now at 1-866-443-3246.