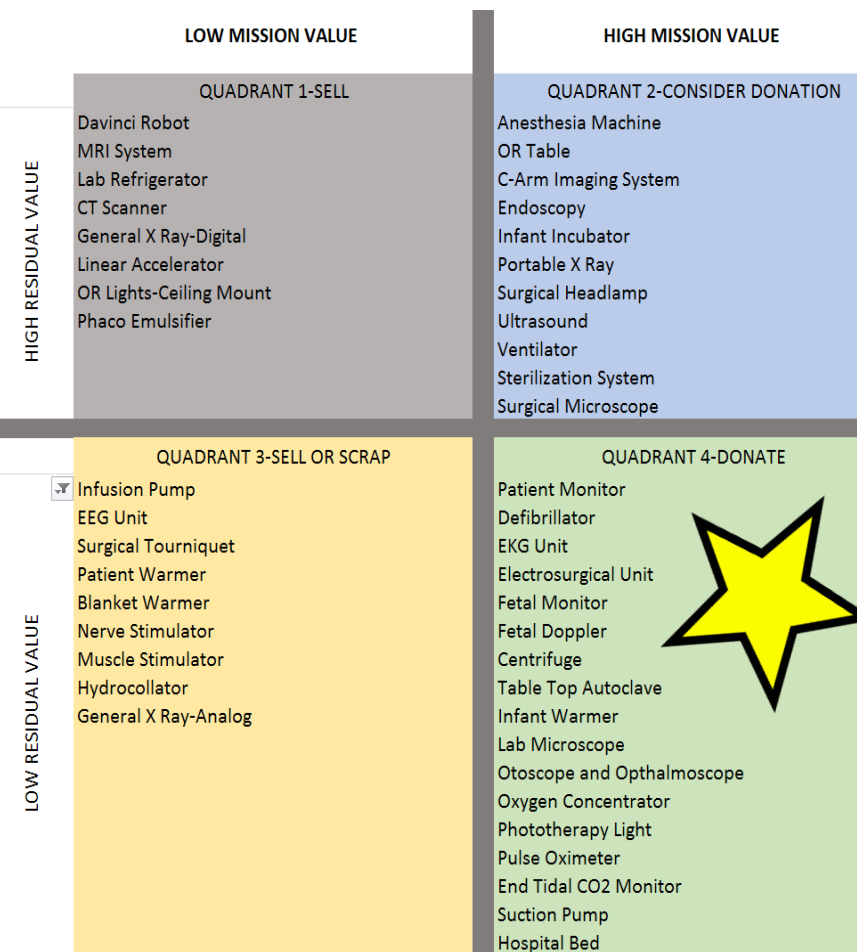


LIFESAVING DECISIONS

It is not every day that you can save lives through a simple decision. According to a report by the World Health Organization, “The poorest of the poor, around the world, have the worst health. Those at the bottom of the distribution of global and national wealth...present an urgent moral and practical focus for action.” Equipment disposition decisions, made each day in U.S. hospitals, provide an opportunity for moral, practical responses that save lives.



The Equipment Disposition Decision Matrix (figure 1), created with data from Mission Outreach donor hospitals and recipients worldwide, provides a quick guide for equipment disposition decisions. Biomedical equipment is ranked according to residual-resale value and value to mission hospitals and then categorized into 4 quadrants.

Quadrant 1 contains equipment with high residual-resale value and low mission value. Contact Mission Outreach if you want to donate equipment in Quadrant 1. Donations to advanced mission hospitals are possible but SELL is usually the best option.

Donating equipment listed in **Quadrant 2** requires some creativity. Mission Outreach Partners in low resource countries certainly need this equipment. U.S. hospitals want to donate, but find it hard to pass up on residual-resale revenue. How can you make a donation happen for equipment in Quadrant 2? If you have 20 ultrasound machines, consider selling 10 and donating 10. If you are working through a trade-in/purchase agreement with a manufacturer, request that the manufacturer give you the trade-in rebate and direct the equipment to Mission Outreach. **CONSIDER DONATION**

Figure 1

Equipment in **Quadrant 3** has low residual resale and low mission value. SELL or SCRAP. **Quadrant 4** is an easy way to make a major impact. Mission Outreach Partners in low resource countries are in desperate need of the equipment in Quadrant 4 and this equipment has low residual resale value for U.S. hospitals. Mission Outreach has a constant need for this equipment.

The need for equipment far exceeds our current inventory.

PLEASE DONATE NOW. ■



EQUIPMENT NEEDED (the most requested items by priority):

- Anesthesia machine
- Diagnostic ultrasound with probe
- Electrosurgical unit
- EKG unit
- Patient monitor
- Sterilizer
- Defibrillator
- Infant Incubator
- Infant warmer
- Fetal monitor
- Hospital beds
- OR table

Contact Ratish Kumar, Biomedical Engineering Supervisor for more information at 217.525.8843 ext. 196 or rkumar@mission-outreach.org