

How a Large Midwest Health System Reduced Costs By Standardizing Their Medical Scales

Standardizing on the right medical scale is about more than just price. A mix of brands, excessive SKUs, and ongoing service needs can quietly increase total costs across the scales used throughout a health system.

Health o meter® Professional reduced medical scale spend through **lower unit pricing, product standardization, and decreased service and repair costs.**



Three Ways Health o meter® Professional Reduces Total Cost



Lower Unit Pricing

Health o meter® Professional delivers **~15% lower unit cost vs. leading competitors** — without sacrificing accuracy, clinical performance, or compliance.



Standardization

Standardizing on one manufacturer and product line simplifies purchasing and eliminates duplicate orders.



Service and Repair Savings

A single contract streamlines calibration and service management, and reduces clinical training time — saving on long-term costs

Before Standardization

18

Manufacturers

200+

SKUs

Multiple

Service & Calibration Contracts

Inconsistent

Clinical Workflows

After Standardization

1

Manufacturer

11

SKUs

1

Streamlined Contract

1

Unified Clinical Workflow

15%
Immediate
Cost Savings

After standardizing on the Health o meter® Professional product line, a leading health system consolidated to 11 SKUs across 2,000+ scales, simplifying purchasing and cutting hidden long-term costs.

Why Healthcare Facilities Trust Health o meter® Professional

- ✓ Certified, trusted medical scales for every care setting
- ✓ Expertise in standardization and total cost of ownership
- ✓ Guidance to recommend the right scale the first time
- ✓ Consistent workflows across all models
- ✓ Installation and post-sale support
- ✓ Long-term partnership and ongoing program sustainability

Ready to Learn What Health o meter® Professional Can Do for Your Facility?

Visit www.homscales.com or contact your local MTMC representative.