

## Core Philosophy

Since 1987, Shared Imaging (SI) has been providing state-of-the-art technology in CT, MRI and Pet CT systems. With over 240 systems placed nationwide, SI's business is delivering high-quality equipment. **The Focus is You!** What are your diagnostic imaging needs now and what could they be in the future? How can we reduce your operating costs and increase profitability now and perhaps in the future? Questions like these are always front and center at Shared Imaging. And that's just the beginning of SI's commitment to "*Caring for today. Preparing for tomorrow.*"

### Communication Keys

#### **Our Passion is building long term relationship and here is how we do it!**

**We Focus on Your Needs.** SI has one simple goal: to help you make progress and profits in CT, MRI and PET/CT services to the community's you serve. We've built our business by focusing on your needs today and goals for tomorrow.

**Consultative Approach.** SI begins each client engagement with a thorough needs assessment to gain a firm grasp of your key issues. Then we work with you to deliver just the right solution to meet your technology needs while staying within your budget. Through ongoing analysis of your scan usage patterns, referring Physician utilization patterns, SI will help you identify changes in your market, so you can stay ahead of the technology curve.

**Equipment Quality and Variety.** SI has offered equipment from all major manufacturers of CT, MRI and PET/CT technology, in any configuration (Mobile, Fixed Site/In-House or Modular Building) that works best for your doctors, your facility and your community.

**Uncommon Flexibility.** At SI, your needs dictate their services. Your agreement comes with unparalleled flexibility—from short term mobile services to full-time systems, with variable (fee-per-use) or fixed pricing methods, including the freedom to add days of service or upgrading equipment along the way. SI gives you unprecedented power to adapt to changing needs, keep up with advancing technology and meet your long-range goals.

**Long-Term Value.** Keeping up with technology is only the beginning. Marketing support, Referring Physicians in-depth analysis, National Account and GPO single source agreements and Pricing Power discounts, Increasing returns while minimizing risks, expanding services while conserving capital, and holding down operating costs—these are just a few of the ways SI builds valuable long-term relationships. That's how SI is *Caring for today. Preparing for tomorrow.*

From our Technologists to our Executives, we seek to become a strategic partner and a member of your facilities/organizations family, serving the community's your service with the very same Mission you ascribe to.