



MVP can help improve your profit picture

Driven by today's competitive business environment, a dynamic product has recently been developed to help businesses reduce their equipment maintenance expense. This cost-effective equipment maintenance coverage plan is specifically designed for hospitals and medical clinics. The plan, called MVP, has been developed to serve *your* financial interests, not that of the equipment manufacturer.

MVP gives you comprehensive equipment maintenance solutions that help save money. MVP enables you to take better control of your maintenance management program while providing you with an opportunity to improve your profit picture right now. Additionally, a variety of management tools are also available that will help you further reduce your maintenance budget for the long term. For short and long-term consideration, MVP is a rock solid winner...it helps your bottom line. Ask your sales rep for details.



ESSEX INSURANCE COMPANY

Essex Insurance Company is a division of Markel Corporation, which is an international property and casualty insurance holding company headquartered in Richmond, VA. They sell specialty insurance products and programs to a variety of niche markets. Essex and Markel seek to differentiate themselves from competitors by reason of their expertise, service, continuity and other value-based considerations. Essex has a reputation for sound judgment, creativity, and flexibility in an ever-changing insurance environment.

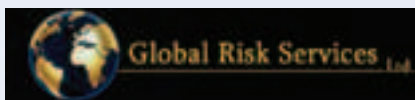
Covering your world one risk at a time.

Global Risk Services

Global Risk Services, Ltd. specializes in the design and implementation of equipment maintenance programs for its clients. Global Risk is one of the largest independent agencies that specialize in the Equipment Maintenance area, providing its clients with the expertise they need to make the right decisions.

**Markel and Global Risk Services are not affiliated companies.*

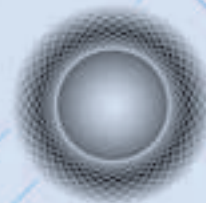
**For information on how to
add an MVP to your team, contact:**



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Presenting...



MVP
Maintenance Value Plan



FEATURES OF THE PLAN*

Here's how it works

A team of experienced professionals analyzes your current hospital equipment maintenance situation and offers solutions that recognize your current and future equipment maintenance needs. Because we understand how important it is for you to maintain relationships with your current service providers, you remain in control over who services your equipment.

- *You control who is called for service*
- and*
- *You control the timing of the service action.*

By consolidating your current vendor maintenance contracts under one program, we can help eliminate the high costs and inefficiencies of multiple vendor service contracts.

** Limits of liability and exclusions apply. Please see service agreement for complete details of coverage.*

The total program cost of the MVP program includes a deductible and premium payment. Once the deductible has been exceeded your facility will receive reimbursement for the costs of repair and scheduled maintenance work performed on covered equipment. The MVP program can provide immediate hard dollar savings and is backed by the financial strength of a global insurance provider.

The MVP program provides:

- One of the most comprehensive coverages in the industry – 24 hours a day, 7 days a week
- Accessible and dependable engineering support services
- Sophisticated on-line management reports that are easy to understand.

