



Welcome To MVP

The Maintenance Value Plan (MVP) is a program that provides service contract alternatives to various types of businesses throughout the United States. Industries serviced include Health Care, Education, Government, Retail, Restaurant, Manufacturing, and any other industry that have a high concentration of extended service agreements.

MVP provides a program that allows the client to eliminate their current service contracts, convert their service to a time and materials basis, all while having the security of the **MVP** contract which is fully backed by an A rated insurance partner. **MVP** provides the client "vendor of choice" when deciding who provides service on covered equipment!

MVP utilizes a self-insured model which allows the client to pay for their own repairs under a set retention level. If the clients repairs fall under this level, these dollars stay with the client as additional savings. If the client exceeds the retention, then they are reimbursed by **MVP**.

The following is a financial example of how the program actually benefits our clients:

Current Service Contracts with OEM.....	\$1,000,000
MVP Service Contract Cost.....	\$250,000
Retention.....	\$600,000
MVP Program Cost.....	\$850,000
 Minimum Initial Savings.....	 \$150,000
15%	
Retention.....	\$600,000
Actual Repair Costs During Contract Term.....	\$450,000
Additional Savings.....	\$150,000
Total Savings.....	\$300,000
30%	



MVP's TRAC System



MVP tracks each and every service event on behalf of the client. As repairs and preventative maintenance is performed, clients provide MVP copies of their repair work orders and invoices. MVP then tracks the repair information on several levels including:

Master Company Level
Facility Level
Department Level
Equipment Level

This tracking allows management to use the information as a tool when negotiating rates with various vendors. Not only is the information provided on these levels, but at the equipment level, it is then broken down further:

Parts Cost
Labor Cost
PM Cost
Travel Cost
Tax

This gives the client ability to use their information when discussing hourly rates and parts costs. The information is available to the client on **MVP's** website at www.maintenancevalueplan.com. Clients can download the reports in various formats for their use. **MVP** is a totally transparent program, allowing the client to know exactly what their maintenance expenses are in a real time environment!

Memorial Medical Centers Results

In 2003, Memorial was spending in excess of \$3 Million dollars per year on service contracts alone. This cost was inclusive of their Medical Equipment, Plant, IT, Kitchen, Lab and various other departments.

Memorial initiated the **MVP** program in June of that year. Each OEM vendor was notified that Memorial would be terminating their service contract and converting to a Time & Materials basis. Each vendor was asked for their T&M rates so that Memorial could continue their relationship with the vendor.



Memorial then proceeded to use the OEM vendors as before, however, in lieu of using them on a contracted basis, paying for the service in advance, Memorial now called them only when a repair or PM was required.

By utilizing this system, Memorial was able to save 32% over the costs of their OEM service contracts in year one alone. This equates to an initial savings of over \$900,000!

If Memorial wasn't satisfied with the service they were provided by the OEM, they contacted **MVP** for additional approved vendors in their area that serviced their equipment. On the medical side alone, **MVP** was able to provide vendors whose rates averaged 40% less than those of the OEM in year one and two. This helped Memorial increase their savings to 37% in year 2 and 42% in year three.

[For more information visit our web site!](#)

MVP utilizes the concept of a self-insured retention, which allows your facility to pay a pre-determined contract cost, and then accumulate within the Self-Insured-Retention, all of those sums that are paid to vendors over the term of the contract. If these costs exceed the retention, **MVP** reimburses the facility for 100% of the approved costs. If the retention is not exceeded, the facility saves additional dollars, holding onto those funds that would have been traditionally expended under service contract.

There are no restrictions on who you can use to perform service on your equipment. If you choose the original equipment manufacturer, or a local vendor of your choice, **MVP** allows you to make that choice!

MVP does not require you to receive pre-approval for repairs. You call who you want, when you want. There are no penalties for utilizing vendors, or for not contacting us prior to the start of a repair. We realize that you need to maintain your equipment in a timely manner and strict requirements of program managers only cause you extended down time and loss of income.

With **MVP**, we don't dictate how you utilize service; we only change how you pay for it!

For more information, or for a quote, please contact George Mann @ 630.305.5527 or gfmann3@globalriskservices.com

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