

MEDICAL DEALER

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THE OFFICIAL MARKETPLACE TO BUY, SELL & SERVICE NEW & PRE-OWNED MEDICAL EQUIPMENT



The Clear Choice in Diagnostic Imaging

A Atlantis WORLDWIDE

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For many businesses it's the end result – the sale – that is ultimately steering the ship. But for New York-based Atlantis Worldwide, earning the sale is just the tip of the iceberg. For the past 15 years, this world-leading diagnostic imaging reseller has been carving out a path to success via a truly customer-centric approach to service.

Consistent, steady growth has certainly not hampered Atlantis' commitment to providing a consultative approach to meeting customers' various diagnostic imaging needs. "We are interested foremost in giving our customers up-to-date, accurate information and common sense advice – not selling our inventory," explained Jeff Weiss, President of Atlantis Worldwide. "We maintain our international reputation by giving honest advice, promising what we will do to help and then [delivering on that] promise."

It's that promise – coupled with a 10,000 square-foot, state-of-the-art warehouse and corporate facility, and some of the most knowledgeable staff in the diagnostic imaging industry – that has allowed Atlantis to continue catapulting its way to success. "We're not an internet-only operation; we're a brick and mortar company staffed with a trustworthy team of experienced sales and technical staff."

Of course, the power of integrity and ethics also cannot be underestimated.

"I truly believe that honesty and ethical business behavior are the hallmarks of our success," Weiss added. "Understanding our clients' needs and delivering what we promise is what Atlantis Worldwide wants to be known for."

Here Weiss further opens up about the company's secret for steady growth, shares his thoughts on the value Atlantis Worldwide brings to diagnostic imaging customers across the globe, and outlines what the company's "Complete Project Management" approach truly means for its customers.

WHAT IS THE PRIMARY FOCUS OF ATLANTIS WORLDWIDE AND THE MARKETS IT SERVES?

Atlantis Worldwide is the leading full-service provider of pre-owned diagnostic imaging systems, including MRI, CT Scanners and C-Arms, as well as other imaging systems. We serve private clinics, imaging centers and hospitals throughout the U.S. and around the world. Our "Complete Project Management," with customer-specific solutions, is the precise package of financing, refurbishment, installation, and service our customers require for a trouble-free experience. This ensures satisfaction of our customers through the entire cycle of the purchasing-to-ownership experience. Our expertise to properly de-install, refurbish and reinstall systems ensures that we meet the distinct and specific needs of each client.

WHAT IS YOUR SECRET FOR STEADY GROWTH?

The true testament to our work ethic is the fact that our business is built on word-of-mouth recommendations and customers



Jeff Weiss, President
Atlantis Worldwide

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who call us time and again. Extensive global contacts are essential to our success – from manufacturers like Philips, General Electric, Siemens, Toshiba, and Hitachi – to the leading financial institutions, professional engineering firms and reliable third-party service companies. Working together, with a consultative approach, we help our customers define the right equipment, financing and level of service that will best meet their needs and budgetary guidelines.

We truly believe in informed clients. The advice we give our customers in choosing appropriate equipment and suitable levels of added-value services is what really sets Atlantis Worldwide apart.

WHAT IS ON THE HORIZON FOR ATLANTIS?

Our "Strategic Technology Alliance" with Philips Medical Systems allows Atlantis Worldwide to sell the Philips' full line of new and refurbished Diamond Select diagnostic imaging systems. We coordinate the whole sales cycle from quotation to installation and service with Philips.

Our new agreement with General Electric/OEC as their exclusive trade-in partner for C-Arms continues Atlantis Worldwide's ability to inventory a full range of C-Arm systems from economically priced systems to the latest technology.

For more information on Atlantis Worldwide please call 800.533.3356 or visit us at www.atlantisworldwide.com.

What is Complete Project MANAGEMENT?

Customer Specific Solutions

To assist you, we offer a full range of added-value services and consultations. Our experienced sales and technical staff will help you purchase a system that suits your clinical requirements, as well as your budget. We can help you choose an array of added-value services that will complete your project over and above your expectations. You'll find Atlantis Worldwide at the nexus of delivering complete turnkey services, determining equipment appropriate for your clinical requirements and being able to meet budgetary parameters. Our services are centered on fulfilling the needs of every client.

Deinstallation

Our experienced engineering crews professionally remove the systems we have purchased, always taking into consideration the requirements of reinstallation. As the old system comes out and the new one comes in, our crews communicate and coordinate with you to minimize disruption.

Site Planning and Construction

Our engineers can assist with site plans and placement of your system for efficient use of space and successful installation of your system. We can also provide complete construction services to build your imaging center.

Installation

Attention to detail makes all the difference in our installations. We work within your schedule. We see to it that your system functions properly before we're done. We treat your equipment just as if someone's life depends on it. Our engineers have experience specific to the equipment they install. In most cases, the same crew handles deinstallation through refurbishment, installation and service. That gives us control over the entire process and guarantees a seamless process in which you can rely.

Financing

Our flexible financial packages and wide variety of options ensure that your needs are met.

Interim Rentals

We provide short-term system rentals during construction and installation of your new equipment so business is not interrupted. In 2005, Atlantis began operating our own fleet of Mobile CT and MRI systems. Odyssey Mobile Partners' equipment is owned by us, not brokered — so we can guarantee quality and availability as well as responsibility.

Applications Training

After installation, we train your users, ensuring that they are comfortable and competent with the new equipment.

Service and Warranty

We stand by our promises. One way we do so is offering service plans and warranties that afford you the smoothest possible operation and rock-solid peace of mind.