



Quick Start Guide



PRODUCTIVITY TOOLS FOR HEALTH CARE PROVIDERS

Better ways to:

- Buy
- Sell
- Find Service
- Find Parts

Welcome to A Better Way of Doing Business

Medical equipment today performs wondrous lifesaving work. Each piece of that equipment has a natural lifecycle. DOTmed's job is to help you get the most out of it – efficiently, easily and economically.

We've spent over 15 years refining the equipment lifecycle tools we offer. If you're employed at any level in any health care facility, we invite you to use these tools – they are always free to health care providers.

The size and scope of the Internet is one reason why buying and selling on DOTmed is your most cost-effective solution. One posting gives you multi-vendor access to all the companies and resources you need to reach. And every transaction is fully transparent.

DOTmed – A global, multi-vendor platform enabling commerce at all levels of the health care industry

DOTmed delivers buyers and sellers from around the world, along with a high level of ethical oversight. When it comes to conducting business safely and easily online, DOTmed gives you better choices than anyone else.



DOTmed – The world's leading B2B health care industry website

- 375,000 **user listings** on any given day
- 225,000 **registered users**
- 20,000 **unique daily visitors**
- 1,500,000 **items sold**



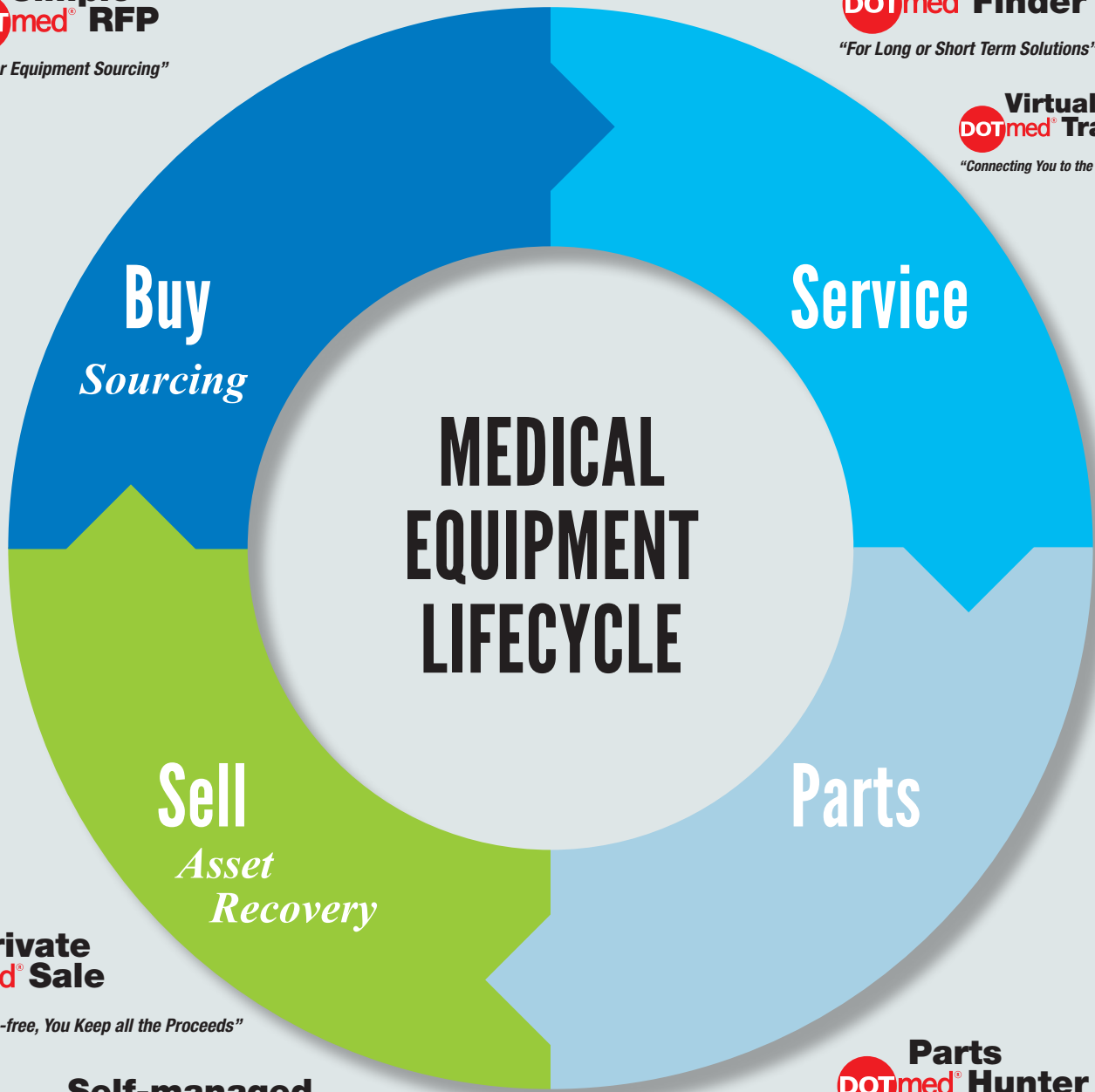
Over 20,000 visitors a day

DOTmed's Suite of Internet-Driven Equipment Lifecycle Tools

Simple
DOTmed[®] RFP
"Easier Equipment Sourcing"

Service
DOTmed[®] Finder
"For Long or Short Term Solutions"

Virtual
DOTmed[®] Trade Show
"Connecting You to the Best Solutions"



Private
DOTmed[®] Sale
"Commission-free, You Keep all the Proceeds"

Self-managed
DOTmed[®] Auction
"You Sell to the Highest Bidder"

Full-service
DOTmed[®] Auction
"We Do the Work, You Get the Money"

Parts
DOTmed[®] Hunter + EasyPay
"Parts Without the Mark-up"



"Easier Equipment Sourcing"

**Buy Exclusively from
Gold Service Dealers**



Buy
Sourcing

How a Simple RFP works:

Use this tool to find the medical equipment you need by alerting **multiple dealers with one easy posting**.

Simply describe what you want online. You can be anonymous or you can make your contact information public.

We notify all **DOTmed's Gold Service Dealers** (GSDs) who specialize in the equipment you're seeking, and you receive offers on your personal RFP Offer Page – alternatively, GSDs may contact you directly if you grant them access.

You deal directly with **DOTmed's Gold Service Dealers**, choose the best deal and then work out the details.

Get started now, go to www.dotmed.com/rfp

To find equipment on your own, use 'Search' on our homepage.



Gold Service Dealers are a pre-screened group of top-tier industry professionals who are experts in the equipment they work with. We notify them exclusively about your Simple RFP to help ensure you have a better buying experience. They value your business and value their company's reputation. They know you can publicly post your satisfaction with every transaction on DOTmed using our 5-Star Rating System.





"For Long or Short Term Solutions"

**Work Exclusively with
Gold Service Providers**



"Connecting You to the Best Solutions"

Service

How Service Finder works:

Use this tool to find a service provider on a contract basis or time & materials basis.

Simply describe your service requirements online. You can be anonymous or you can make your contact information public.

We notify multiple **DOTmed Gold Service Providers** (GSPs) who specialize in the services you need and you receive offers from GSPs on your Service Finder Offer Page – alternatively, GSPs may contact you directly if you grant them access.

You deal directly with **DOTmed's Gold Service Providers**, choose the best deal and then work out the details.

Get started now, go to www.dotmed.com/sf

The Virtual Trade Show

If you want to locate a service provider on your own, try DOTmed's Virtual Trade Show (VTS). There are hundreds of leading service companies listed there, and one is very likely to have just the solution you need.

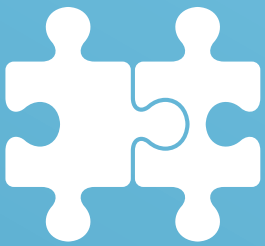
In addition to being industry's best online resource, the VTS has a comprehensive Equipment Guide with product descriptions, specifications, and reviews in over 500 categories.



Gold Service Providers are a pre-screened group of top-tier industry professionals – they will respond exclusively to your Service Finder RFP. They are experts in the equipment they work with. They value your business and value their company's reputation. They know you can publicly post your satisfaction with every transaction on DOTmed using our 5-Star Rating System



Parts



Parts
DOTmed[®] Hunter + EasyPaySM

"Parts Without the Mark-up"

**Work Exclusively with
Gold Parts Vendors**

Featuring EasyPaySM – A better way to pay

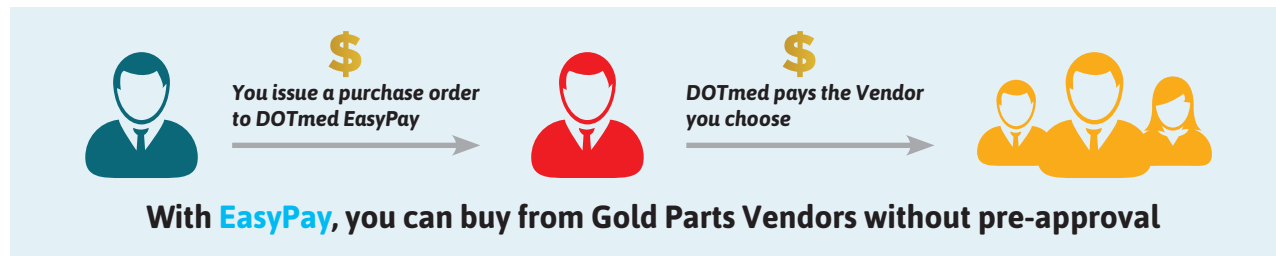
How Parts Hunter + EasyPaySM works:

Use this tool to easily find any parts you need – sometimes you'll find them instantly, because **DOTmed Gold Parts Vendors** all stock parts.

Describe what you need online, and we will notify multiple **DOTmed Gold Parts Vendors** (GPVs) that carry the parts you want. You will receive offers on your Parts Hunter Offer Page – alternatively, GPVs may contact you directly if you grant them access.

It's this easy: 1) You contact the Gold Parts Vendor you prefer; 2) You close the deal; 3) The GPV ships the part. **There's no middleman mark-up as with other parts sources.**

Pay with DOTmed EasyPay – You can buy parts from almost any GPV dealer using DOTmed's single-point **EasyPay service**. **A one-time credit authorization between your facility and DOTmed is all you need. Then you simply issue a purchase order** – never wait for vendor approval again. You can also choose to pay the Seller directly, if you wish.



Need parts? Get started now, go to www.dotmed.com/parts

To find parts on your own, use 'Search' on our homepage.



Parts Vendor

Gold Parts Vendors are a pre-screened group of industry professionals who stock and warehouse parts – they will respond exclusively to your Parts Hunter requests. They value your business and value their company's reputation. They know you can publicly post your satisfaction with every transaction on DOTmed using our 5-Star Rating System.





Private
DOTmed[®] Sale

"Commission-free, You Keep all the Proceeds"

Self-managed
DOTmed[®] Auction

"You Sell to the Highest Bidder"

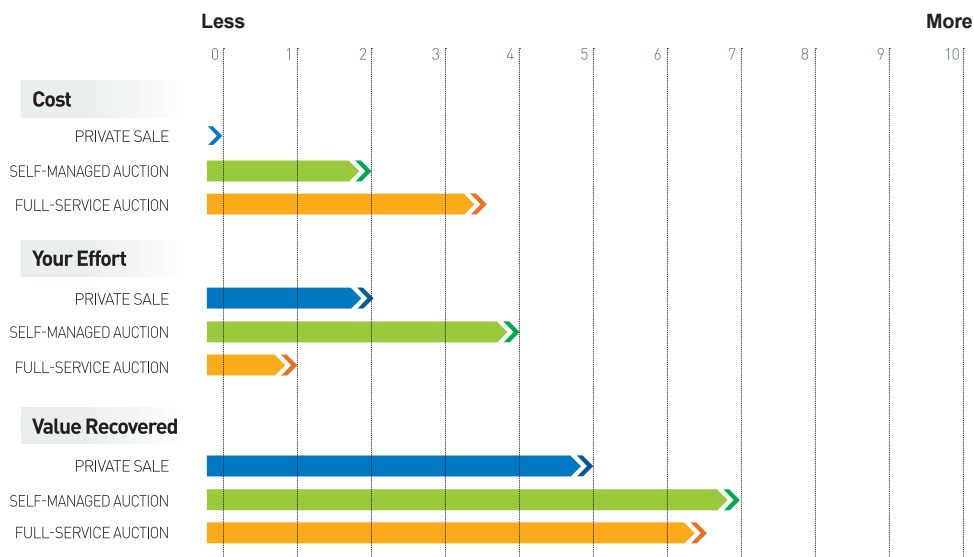
Full-service
DOTmed[®] Auction

"We Do the Work, You Get the Money"

Sell *Asset Recovery*

DOTmed Asset Recovery Options At-a-Glance

Our medical equipment resale choices let you decide the level of effort you want to devote to the sale. The more time you can invest, the more money you can realize.



Sell it yourself, or let us sell it for you – the choice is yours.

How a Private Sale works:

Only Gold Service Dealers participate – We call this product a ‘Private Sale’ because only pre-screened DOTmed Gold Service Dealers (GSDs) are allowed to bid. This way you don’t have to deal with amateur buyers. GSDs help make the transaction run smoothly because they know the equipment and are experienced with all the shipping logistics.

Commission-free – Private Sales are always completely commission free – you keep all the proceeds.

Easy to list – You set up your sale with just a few keystrokes and receive bids from GSDs.

You’re in control – You choose the offer you prefer at any time.

Anyone can purchase your equipment – Anyone can buy your equipment by using a participating GSD as their purchasing agent.

Best for: *People who want to work with pros and avoid a sales fee.*

How a Self-managed Auction works – Open to the public

Do-it-yourself – You set-up and run a Self-Managed Auction. You answer Bidder’s questions and collect payment from the Successful Bidder.

Deinstallation & shipping – You will work with the Buyer to arrange for deinstallation, packing, crating and shipping.

Low commissions – Because you do the work, there is just a small set-up fee and commission (2%-5%). You are likely to net more money because your equipment is sold in an ‘open auction’ to our global pool of Buyers.

Best for: *People who are experienced and have the time to sell online.*

How a Full-service Auction works – Open to the public

Full-service Auctions put DOTmed’s auction expertise to work for you

DOTmed managed – With just minimal involvement on your end, we manage your Auction from beginning to end. We negotiate with Bidders, collect payment for you, and arrange for deinstallation and shipping.

We promote your equipment to known Buyers – DOTmed targets and contacts known buyers to maximize the bidding and sale price.

Full-Service commissions – Because of the resources needed for this level of service, DOTmed charges a 25% commission (with a \$1,000 minimum per Auction).

Best for: *People who want professional assistance selling online.*



Contact DOTmed and learn more

Our Customer Service, Private Sale and Auction Specialists will be happy to discuss which buying and selling options best meet your needs.

Call 212-742-1200 x 252; or email: info@dotmed.com

When you call, also ask about our eBook:
“18 Top Rules for Selling Medical Equipment Online”
by DOTmed president, Philip F. Jacobus – benefit from his more than 30 years of experience: dotmed.com/rules



**The World's Leading Public
Medical Equipment Marketplace**

DOTmed.com, Inc.
29 Broadway, Suite 2500
New York, NY 10006
212-742-1200
info@dotmed.com