

STANDARDIZATION, COMPLIANCE, AND SAVINGS

Avobus Unifies Procurement and Service for 17 Skilled Nursing

Organizational Scope

17

Skilled Nursing Facilities (SNFs)

~1,300

Resident Population

3 States

Geographic Coverage (IN, IL, WI)

Primary Goals

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Improve equipment consistency across all departments and locations.

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Enhance compliance readiness by standardizing maintenance and documentation

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Reduce time and effort spent on procurement, staff training, and service coordination.

The Challenge

Decentralized Chaos: Rapid expansion led to a fragmentation of equipment management, creating staff training burdens, inconsistent patient care protocols, and significant financial risks across the organization.

Inconsistent Equipment

6+ different equipment models per category across sites, increasing staff training time and service complexity.

Fragmented Service

Reactive service with varied vendors, inconsistent pricing, and scattered paper records, leading to poor audit readiness.

The AVIQ Solution

A Unified Enterprise Platform: Avobus created a single system to standardize equipment, consolidate purchasing power, and automate compliance across all 17 facilities.



Standardized Procurement Portal

- A single online portal listing approved equipment and accessories for all 17 SNFs.
- One login per facility with corporate-level oversight and approval workflows.
- Streamlined purchasing for monitors, infusion pumps, disposables, and accessories.
- Automated volume-based pricing and bundled options across all sites.

Centralized Biomedical Service Management

- Preventive maintenance scheduled per manufacturer guidelines for all capital equipment.
- On-site biomedical services coordinated and tracked through the Avobus portal.
- Real-time equipment tracking, automated service reminders, and digital inspection records.

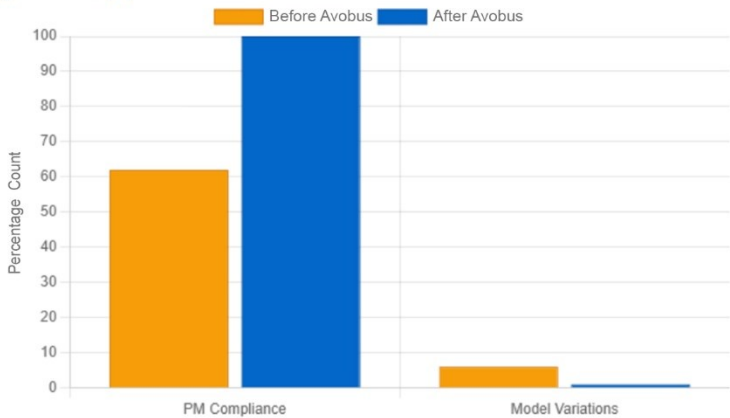
Visibility and Reporting

- Monthly dashboards for each facility showing cost, usage, and asset lifecycle data.
- Corporate access to consolidated spend, compliance, and inventory reports.
- Alerts and analytics for proactive replacement planning and capital budgeting.

Performance Metrics: Results After 6 Months

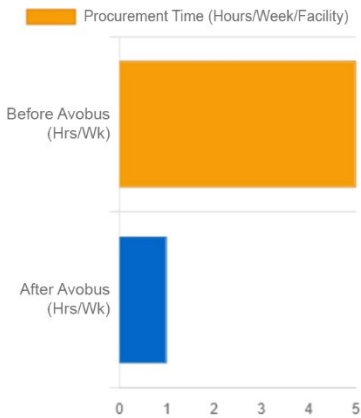
The transition to a standardized and centralized model delivered measurable improvements in efficiency, compliance, and cost control.

Compliance & Equipment Model Standardization



Standardizing equipment models and integrating automated PM tracking drove compliance from a low of 62% to a perfect 100% compliance rate.

Procurement Time Saved



Time Reduction: Material Managers' procurement burden dropped by over 80%, freeing up staff to focus on clinical support rather than chasing vendors.

Key Metric Comparison: Cost & Readiness

Metric	Before Avobus	After Avobus
PM Compliance	~62%	100%
Cost/Service Event	\$200-\$275	\$149 (Standardized)
Audit Readiness	Inconsistent Records	Fully Digitized

Administrator Feedback & Benefits

Forecastable Budgets

Ability to manage and forecast capital equipment replacement due to actionable data.

Consistency & Peace of Mind

Staff is freed up to focus on patient care instead of chasing service and purchasing.

"Avobus made it possible for us to actually manage and forecast our capital equipment. They gave us consistency, visibility, and peace of mind. It's one less thing our nurse managers and materials managers have to chase."

- Director of Trade Relations