



Warranty

Equipment Maintenance Program

Simple choice. Powerful warranty coverage.

As today's organizations become more sophisticated, the importance of properly covering their equipment becomes increasingly critical. To manage the post-warranty risk of equipment maintenance and repair, many organizations purchase individual service and maintenance contracts. While these service contracts extend the life of your clients' original investments, they don't have to be purchased from the Original Equipment Manufacturer (OEM). They can rely on the simplicity of the CNA Equipment Maintenance Program.

Give your clients the easy choice

The CNA Equipment Maintenance Program replaces your separate service contracts with a single CNA maintenance agreement, offering one renewal and billing date, and consistent terms and conditions. The program may save your clients up to 22% over purchasing individual OEM extended service contracts.

Experience the power of ONE

- **One** agreement to manage
- **One** billing date for better financial forecasting
- **One** online portal for easy access to service histories
- **One** number to call for all your maintenance and service needs

Trust CNA as your industry leader

As one of the largest warranty and service contract insurers in the U.S., CNA offers expertise as a leader in equipment maintenance and asset management. The program is offered through a network of independent insurance agents working with CNA's sales consultants to provide a flexible solution to control our clients' equipment maintenance management costs through immediate and future cost savings.

Revenue Potential

(Based on actual client experience)

East Coast Hospital System

Current Annual OEM Service Contract Spend	\$1,830,652
CNA Program Hard-Dollar Savings	\$338,671
CNA Program Annual Cost	\$1,491,981
Agency Revenue	\$149,198

Easy Sales Process



Client Benefits

- Guaranteed Cost Savings: 15%-22% compared to current maintenance contracts
- Simplicity: a single comprehensive portfolio agreement with ease to remove or add equipment as needed
- Guaranteed Budget: Risk transfer provides a fixed annual cost for maintenance.
- Service Vendor Neutral
- Flexibility: Customized billing options, coverage levels, service delivery, reporting and solutions

CNA Equipment Maintenance Program

Targeted Market Segments Include:

- Hospitals
 - Inpatient/Outpatient – no minimum
- Allied facilities
 - Ambulatory surgery centers – inpatient/outpatient
 - Imaging centers
 - Research laboratories
 - Clinical laboratories
 - Cancer treatment
 - Urgent care centers
 - Orthopedic clinics
 - Endoscopy centers
 - Emergency centers
 - Heart centers
- Financial institutions
- Education: K-12 and universities
- Grocery stores

Agency Benefits

Additional revenue source

- Additional risk management solution to offer existing clients and attract new clients
- Future opportunity for writing additional lines of business
- Differentiates you and the agency from your competition
- Standalone product
- No product experience required

For more information, contact CNA at EMP@cna.com or visit cna.com/warranty.