

ACCELERATE SALES AND CLOSE MORE DEALS WITH WESLEYAN

We help you support your customers

With GPs seeing significant developments in technology and treatments over the last 50 years, and with further innovation taking place continually, keeping up to date and on top of the latest technologies can be challenging for GP practices and their suppliers.

Wesleyan can make your products easier to sell and easier to buy. As a specialist provider to the professions we share many customers and are able to help both those and your prospects to finance asset acquisitions of any type or size. With 25 years of experience of enabling businesses reach their full potential, you can rest assured you are in safe hands with Wesleyan Bank.

“Wesleyan Bank was able to demonstrate a far greater understanding of the medical sector and the challenges GPs face. They showed a willingness from the outset to provide a competitive solution which was tailored to my needs and I would recommend that GPs make Wesleyan their first port of call when seeking specialist financial support.”

- Central Buchan Medical Practice case study

Key benefits

- ▶ **Drive revenues, increase margins**
You can see returns from sales immediately, and drive higher margins by adding products and services to sales
- ▶ **Shorter sales cycles**
Eliminate cost concerns from the start of the sales process
- ▶ **Improved win ratio**
A more financially attractive way to offer your products and services to customers, with instant returns for you
- ▶ **Greater customer retention**
Long-term contracts and cost effective routes to upgrades, with proactive ongoing support
- ▶ **Reduced debtor days**
You get paid up front, removing the need to chase payment
- ▶ **Enhanced competitive advantage**
A powerful competitive advantage and an effective response to market demands
- ▶ **Wesleyan expertise and resources**
When you allow your customers to pay over time for your products and services using finance from Wesleyan you work with one of the most innovative, customer-focussed specialists in the business

Equipment we can finance

Equipment

- ▶ Autoclave
- ▶ AED (Automated External Defibrillator)
- ▶ Audiometer/ Tympanometer
- ▶ Auriscope
- ▶ Blood draw, exam room, office and waiting room furniture
- ▶ Cabinetry and storage shelving
- ▶ Emergency equipment and supplies (airways, aspirators, oxygen, mask, resuscitation bag/ mask etc)
- ▶ Centrifuge
- ▶ Colposcope
- ▶ Computers, printers and accessories
- ▶ ECG unit and accessories
- ▶ Oxygen

- ▶ Exam tablets (bariatric, pediatric, power)
- ▶ Laboratory diagnostic equipment (urine/ chemistry analysers, microscope)
- ▶ Patella hammer
- ▶ Peak flow meter
- ▶ Procedure tables
- ▶ Refrigerator/freezer
- ▶ Specialised lighting
- ▶ X-ray viewing facilities
- ▶ Water filtration system
- ▶ Specialised equipment (spirometer, fetal monitoring)

Consumables

- ▶ Basic diagnostic (blood pressure monitor, thermometer, pulse oximeter etc)
- ▶ Blood glucose monitoring equipment

- ▶ Examination light
- ▶ Break room appliances (microwave, toaster, coffee maker, refrigerator/freezer etc)
- ▶ Body weight scales
- ▶ Eye examination equipment
- ▶ Eye charts
- ▶ Height measurement device
- ▶ Inhalers
- ▶ Janitor equipment
- ▶ Minor surgery equipment
- ▶ Ophthalmoscope
- ▶ Stainless steel equipment
- ▶ Step stools
- ▶ Stethoscop

Technology needs

- ▶ Telephone triage system

- ▶ Medical records system – patients want secure online access
- ▶ Digital records system – to replace paper records
- ▶ Marketing – blogs, social media, websites, and e-newsletters
- ▶ Practice Management System including online appointment booking, appointment reminders, recall notices and post appointment communications, ability for patients to change address and update details etc. Also online repeat prescription ordering
- ▶ Online/remote video GP appointments

We can provide payment scheme for all equipment and technology needs. What's more we can provide full training, support and assistance. We are also able to offer short term finance for you and your business. Contact one of our account managers today to find out how we can help you.

Get in contact:

■ wesleyan.co.uk/suppliers

■ 0808 123 1990

■ bankcommercialsales@wesleyan.co.uk

we are all about you

