



## The Remi Group

The Remi Group is an equipment maintenance management company that consolidates and manages equipment service on laboratory, medical, office and information technology equipment at significant savings when compared to individual manufacturer contracts.

The Remi Group offers OSU departments a standard 25% discount on most equipment per the State of Ohio contract for exact or very similar coverage levels offered through manufacturers. **Preventive maintenance and/or repairs can be performed by the same technicians assigned by the manufacturer even after the service is converted to The Remi Group.**

OSU departments have already begun to save on annual maintenance agreements with top equipment manufacturers like Applied Biosystems, Agilent Technologies, BD Biosciences, Beckman Coulter and many more.

**See attached summary document for contract details.**

## Pricing and Ordering Information

Departments may contact either Central Purchasing or the inside sales contact listed below at The Remi Group with a copy of the existing maintenance agreement from the manufacturer. The Remi Group will review the agreement and provide a written quotation back to the requestor. The majority of contracts can be covered at the 25% discount off manufacturer cost, per the State of Ohio contract. **The Remi Group will clearly communicate any differences in coverage level on their written quotations.**

It is recommended that departments meet with The Remi Group account representative for a comprehensive review of all existing maintenance agreements to explore overall savings potential.

## Purchasing/Internal Contact

Christine Cihon, Associate Director  
614-688-8285 • [cihon.2@osu.edu](mailto:cihon.2@osu.edu)

## Vendor Contact

Nick Cannon, Business Development Manager  
704-602-0831 • [Ncannon@theremigroup.com](mailto:Ncannon@theremigroup.com)



## OSU Contact Info

Stores Service Center  
Phone: (614) 292-2694  
[stores@osu.edu](mailto:stores@osu.edu)

## Financials

**Contract Type:** OHIO  
**Contract ID#:** OT906110  
**Effective:** 03/01/2010-12/31/2012  
**Vendor ID#:** 0000444821  
**Category Code:** Various equipment categories—LABOE, MEDIC, OFFIE, SECUR

## Product/Service Categories

[Maintenance, Hardware and Building Supplies \(MRO\)](#)



# Equipment Maintenance Management Program



The Ohio State University has identified a cost reduction program through The Remi Group utilizing the State of Ohio Contract.

**OSU Vendor #: 0000444821, State Contract #: 0T906110**

### Cost Reduction

Reduces current equipment maintenance expenditures by 25% compared to conventional service contract pricing.

### Singular Contract

Consolidates all of your current service contracts into ONE comprehensive program, eliminating the high costs and inefficiencies of multiple vendor service contracts.

### Choice of Service Vendor

Works with national and local service companies and will dispatch your current or preferred service provider. This gives you the ability to choose service providers based on responsiveness, customer service, and quality, ensuring that you are receiving the highest level of service available.

### Service Management System

Manages your service call from start to finish. One toll free number for all covered equipment service calls and real-time tracking of each service event ensures that your equipment is maintained properly and fixed right the first time.

### Online Management Reports via Remi Online

Enables you to easily access information such as equipment inventory, repair history, performance, and service vendors.

### Guaranteed Budget

Solidifies your maintenance budget and protects your investment by providing a "capped cost" solution.

## Reduce Your Equipment Maintenance Costs

We analyze your current equipment maintenance portfolio, maintenance agreements, historical maintenance expenditures, and operational practices to develop a customized program to meet your unique needs. The goal of each program is to deliver the specialized management tools, expertise, and support necessary for you to achieve enhanced equipment performance coupled with significant cost savings.

### Service Management System

- Equipment failure occurs.
- End user calls toll free service center number or requests service online.
- Remi contacts the client's preferred service vendors and obtains Estimated Time of Arrival (ETA).
- Remi informs end user of ETA.
- Equipment is repaired.
- The Remi Group generates a check directly to vendor for covered corrective or preventive maintenance work.

[www.theremigroup.com](http://www.theremigroup.com)



## Four Easy Steps to Get Started

1. The Remi Group will perform a detailed analysis of your current equipment maintenance agreement.
2. To receive a proposal outlining what we can do for you, send copies of the following documentations to The Remi Group:
  - Copies of actual service contracts with current pricing and terms & conditions. This will allow us to match the customized coverage's you currently have on each piece of equipment and provide you with an accurate quote.
  - If you do not have service contracts, a list of all the equipment you would like quoted with the manufacturer and model numbers, item number, serial number, purchase number, and location.
3. The Remi Group will analyze your current service contracts and equipment coverage provisions.
4. The Remi Group will develop a proposal specifying cost savings, coverage, and detailed equipment schedule.

## For More Information Contact:

**Nick Cannon**

**The Remi Group**

Office: 704-602-0831

Fax: 704-887-2916

ncannon@theremigroup.com

**Christine Cihon**

**OSU Purchasing**

(614) 688-8285

cihon.2@osu.edu

## *Typical Equipment Covered:*

### Scientific Equipment

- Analyzers
- Angiographic Systems
- C-Arms
- Cell Savers
- Cell Washers
- Cine Film Viewers
- Co-Oximeters
- Densitometers
- Electron Microscopes
- Film Processors
- Fluorometers
- Fluoroscopic Rooms
- Gamma Counters
- MRI Scanners
- Physiological Monitoring
- Portable X-Ray Machines
- Projectors
- Sequencers
- Special Procedure Rooms
- Spectrophotometers
- Tomographic Rooms

### General Office

- Automated Filing Systems
- Collating Machines
- Dictation Equipment
- Endorsers
- Fax Machines
- Microfiche & Microfilmers
- Printers
- Shredders
- Time Clocks
- Typewriters
- Word Processing Equipment

### Security

- Alarm Systems
- Card Access Systems
- Vaults & Safes
- Video Surveillance Systems

### Information Technology

- Archiving Appliances
- Laptops
- Network Devices
- Network Storage
- PC's & Peripherals
- Servers

***Plus other equipment that is electronic in nature.***

**The Remi Group Program covers most types of electronic equipment. However, HVAC, elevators, lift equipment, plant and machinery, manufacturing equipment, refrigeration systems, and escalators are not eligible for the program.**

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