



# Medical Trailers: Guide to Going Mobile

MOBILE PET/CT | MOBILE CT | MOBILE MRI

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# Why Go Mobile?

## Wide Range Care Access

Access to care is NOT limited to the community where one lives or having effective transportation to clinic sites.

## Flexible Market Assessment

Mobile units can provide a good predictor for where fixed clinic sites should be located in the future.

## Shared Medical Equipment

Medical equipment can be allocated across many sites.

## Ease of Adaptability

Mobile care is a building-on-wheels that can change focus (and locations) easily by season; providing neighborhood care in the summer, and school based care in the winter.

## Shared Staff

Professional staff can be shared across sites, reaching the whole service area with physician, nurse practitioner, or physician's assistant available to all.

## Connect Patients with Providers

Mobile care will link up patient and provider, so the patient and family can finally have a provider home.



# Develop Your Plan

## Have you thought about developing a full blown marketing plan for your program?

Mobile program startups are a big commitment of resources, so you need to understand your costs out front. As you develop your program, you will think of more questions about your particular situation, so don't hesitate to call your representative for assistance.

### The plan that you develop should include, at a minimum the following:

- Program objectives
- Marketing the program
- The mobile program services
- Competitive analysis
- Competitive advantages of your program
- Specific markets to be reached
- Promotion of the mobile program
- Your organizational structure
- Equipment on board
- Future capabilities of the mobile unit
- Staffing and licensing issues
- Three year financial projection's



**"Our strategic partnership has been nothing short of a remarkable. Armor Mobile Systems is strategic partner, contributing to our success in the truest sense of the term."**

-Michael Cacchillo, Director of Business Development & Dennis Radford, President, MRI Mobile/IsoScan

# What Are Some Planning Questions?

How many patients can you expect to serve?

How many medically underserved people are in your mobile program area?

What are the current area's competing health care services?

What are the current gaps or barriers to this kind of care?

What are current provider patient ratios?

What is the distance that patients have to travel for care?

Are there cultural or language issues to resolve?

Are there groups of homeless or migrant persons who need help where they work or live?

Can you expect to partner with another health care organization?

What other uses can your mobile unit provide if it is not fully utilized right away?

What parts of your service area will you need to reach?

What will the program cost to start? To operate?

How will your mobile program provide the solutions?





# Criteria For Your Mobile Unit Chassis

- A commercial-grade vehicle, not a retrofitted recreational vehicle
- Plenty of space for work and storage
- All aluminum construction without wood or fiberglass
- Good patient flow inside the van, with wide doorways
- Handicap accessibility
- Stairways that are easy to deploy and have hand rails
- A restroom, sinks and enough refrigeration
- Large electric generator
- Capability to load and unload equipment
- A primary and secondary shore power plug in
- Awning canopy for inclement weather
- A defined office area
- A defined waiting area that is separate from the exam area
- Large exam rooms
- Lab or pharmacy space
- Office equipment such as a computer and fax, etc.
- Advanced medical equipment such as ECG, OB/GYN, exam tables, etc.
- TV and VCR for playing educational tapes to patients
- Good lighting
- Air conditioning and heat
- Plenty of electrical outlets
- Locks on all cabinet doors
- Stabilizing jacks



# Plan Your Work Environment

## Every Floor Plan is Custom Designed

With Armor Mobile Systems you decide what functions you wish to perform in your floor plan, and you decide how the medical trailer is laid out. We help you all along the way with precision scale drawings, so that you get what you want, when you want it. Doors, walls, and windows go where you want them.

We draw up your planning ideas, with no muss, no fuss and at no charge to you! Interiors look professional, in fact medical coaches units are professionally built inside and out so patients feel as if they are in a building, not a medical trailer.

Most importantly, you choose the medical equipment. We use the same well known healthcare brands that you use, and we don't force you to take off brand or homemade medical equipment.



# Floor Planning

While your sales representative can show you some ¼ inch scale drawings with many floor plan ideas, you may want to review the list below to help us get started.

## EXAM ROOMS

How many exam rooms?  
Adult or pediatric?

## CONSULTATION AREAS

How many rooms?  
How many people seated  
in each?  
Can exam room be combined  
with consultation?

## LAB OR PHARMACY

Room size?  
Refrigeration needed?  
Sub-zero freezer needed?

## INTAKE OR RECORDS AREA

Any special records  
requirements?

## DISABLED (ADA) ACCESS

Wheelchair lift?  
Partial or full access?

## WAITING AREA

How many persons?

## REST ROOM

Staff only or public?

## EXTERIOR

Awning canopy?  
Exterior lighting?  
Graphics?

## SPECIAL EQUIPMENT

Chest x-ray?  
Mammography?  
Audiometric booth?  
Bone densitometry  
Dental equipment?



# Purchase A Medical Trailer That Will Last For Decades

**Competing outreach vehicles are frequently built on recreation vehicle or bus frames. Why is Armor Mobile Systems' super-strong chassis better?**

## **CUSTOM BODY CONSTRUCTION**

Armor Mobile Systems custom, all aluminum "C" sections are .080" thick, 60 percent thicker than the competitions riveted flat sheet panels. The channels are bonded together with the same materials as Formula One race cars, luxury boats, passenger aircraft, and rocket ships. Our thick all-aluminum sides resist minor scratches and dents and can be weld-repaired in the field. There is no risk of corrosion or leaks inherent in riveted construction.

## **CUSTOM BUILT CABINETRY**

Our master cabinet maker builds our cabinets with both European flair and quality. Latches and hinges are all made of the highest quality stainless steel. Our pushbutton stainless steel latches easily indicate when cabinets are latched (flush when pushed in) to prevent valuable equipment from falling out during transit. All cabinets have solid back panels (not open like most competitors) insuring the strength and rigidity mandatory for long life in a mobile unit.

## **FLOOR CONSTRUCTION**

Base flooring utilizes large highdensity panels completely covered with reinforced fiberglass, greatly increasing strength and durability, and eliminating the risk of moisture damage to plywood.

## **FRAME/CHASSIS**

Our chassis are specially designed so that it will ensure the dependability of expandable side operations and table to gantry alignment. All frames have air-ride suspension, high dampening shock absorbers, and air-ride fifth wheel to protect delicate equipment.

## **ENERGY SAVING CERAMIC ROOF COATING**

Our roofs are coated with ceramic. Developed for aerospace and used on the Space Shuttle for protection from high heats. The ceramic coating reflects 99% of the radiant energy from the sun, provides additional sealant and insulation, and saves energy required for environmental controls. It also provides additional protection from tree limbs and branches.

## **SPECIAL EPOXY BASED PAINT**

We worked with PPG to custom design a paint that is extremely durable and epoxy based so it will stand the rigors of any climate and condition. The paint is over \$500 per gallon, and two coats are applied after the coach has been hand sanded, seams caulked, and a base coat applied. It is so strong that you can literally spray paint the unit and wipe it off with lacquer thinner without damaging the coat.





# Secure A Higher ROI - Up to 500%

**Potential estimated savings of \$500,000 over the lifetime of the trailer usage.  
Additional scanning revenue based on uptime performance for patient outcomes.**

Additional scanning revenue based on uptime performance for patient outcomes.  
Discover the value-added manufacturing component that we engineer into every medical trailer.

## Built-in Underbelly Generator



### Benefits:

- Translates into less service maintenance and repair time in the field to avoid costly downtime
- Diesel generator has an alternator with a 10-year life span vs. a 3-year average life span
- All generator parts are modular to be swapped out vs. hardwire parts
- Side-mounted generators are easier to service than a front-mounted generator, which require a fork truck or ladder
- Special vibration dampers and sound silencers enhance generator operation

## Built-in Underbelly Lift Gate & Steps



### Benefits:

- An underbelly lift greatly reduces the set-up time because there is no debris to clear off
- Storing the lift under the trailer yields 96 additional square feet of interior space in the control room
- Manual pump included in case of power loss to store the lift, allowing the lift to be raised and lowered in an emergency situation
- Lifts are provided with light, easy-to-handle, stainless steel handrails

## Body Construction



### Benefits:

- Thicker walls reduce vibration on sensitive healthcare equipment maximizing uptime performance for positive patient outcomes and generating revenue
- Resistant to dings, scratches, and general deterioration
- Eliminates the risk of corrosion from riveted construction
- Simple weld repairs result in minimal downtime
- Armor Mobile Systems trailers on average last 12 to 15 years with proper maintenance

# Secure A Higher ROI

To comprehensively analyze your mobile PET/CT, CT, and MRI trailer investment, contact our sales team to calculate your total cost of ownership.

## Heat Protecting Ceramic Roof Coating



### Benefits:

- Reduces the energy load on HVAC Systems
- Provides an extra level of protection against roof damage due to falling branches and hailstorms

## Floor Construction



### Benefits:

- Greatly increases the strength and durability, as large panels only have joints at partitions
- Reduces the risk of moisture damage to plywood, linoleum, and unsightly interior aesthetics

## Sliding Patient Door



### Benefits:

- Replacing the problematic electric roll-up door eliminates mechanical or electrical issues, where the lift cannot be used until repaired
- Keeping the temperature consistent and for ease of entry and exit

## Superior Ceiling Design



### Benefits:

- A comfortable work environment of even airflow
- A quieter environment with patented more sound-absorbing material, easy to access wiring in the ceiling, and no need to replace stained ceiling tiles

# Plan Other Uses For Your Mobile Unit In Future Years

**Many owners want solid plans for their mobile unit for the first three years and reserve or contingency plans for the unit in the future.**

- Health Education and Screening
- HIV/STD/AIDS Screening
- School-Based Dental Program
- Immunizations, EPDST Work
- Pre-Natal Care Program
- TB Outreach
- Pediatric/Adolescent Outreach
- Occupational Medicine
- Special Events, Health Fairs
- Mammography X-Rays and Screening
- Auditory Testing
- Disaster and Mass Casualty Relief
- Physical Therapy
- Migrant Camp Outreach
- Chest X-Ray
- Sports Medicine, School Physicals
- Respiratory Therapy
- Primary Care and Screening
- WIC Administration
- Pulmonary Function Testing
- Vision Testing
- Senior Citizen Skin Screens
- Functional Capacity Evaluation
- Homeless Outreach



# You Can Count On Us

Here's why health care professionals count on Armor Mobile Systems:



## YOU GAIN OUR EXPERIENCE

As manufacturers of health related specialty medical trailers, you gain our experience and that all of our other owners. You've come to the health care vehicle experts and because we don't build recreational vehicles, school busses, or race car haulers, you and your program get our undivided attention.

## YOU HAVE AFFORDABLE PRICING

These trailers are not inexpensive, but Armor Mobile Systems tailors your custom vehicle to what you can reasonably afford for a mobile unit of this quality, and we provide you with leasing options that ease your payment schedule.

## YOU GET FIRST-CLASS SERVICE

When it comes time to fix something, Medical Coaches backs you with super service.

## OUR BENEFITS INCLUDE

### 24/7 PROMPT PHONE SUPPORT

Four hour response time via toll-free number dispatching an authorized and trained service technician in your area.

### NO HIDDEN COSTS

Customers are not charged for mileage, freight or overtime.

### PREVENTIVE MAINTENANCE PROGRAMS AVAILABLE

Reduced downtime adds dollars to the bottom line. 24/7 parts support, with an in-depth parts inventory, factory authorized repair, and maintenance of chassis and trailer sub systems.

### WE PROVIDE YOU WITH SUPPORT

Whatever you need to convince others of the merits of mobile care, we can provide. From technical questions, to video and slide presentations, to special hand-outs and booklets, we provide them to you free of charge.

### YOU DEAL DIRECTLY WITH ARMOR MOBILE SYSTEMS

We don't use a middle men to represent us, so you get straight talk, direct answers, and honest dealing. It's the reason that we can give you an unconditional 100 percent guarantee that when we bring you your new mobile health clinic, you will be pleased and satisfied.

### WE CUSTOM BUILD FOR YOU

These medical clinics aren't some warmed over vacation home, or some bus off a lot somewhere. You get a custom built vehicle that is made by our craftsman just for you and your program.

### YOUR INVESTMENT IS PROTECTED

We only have one reputation, so we protect it by providing you with a strong vehicle frame, quiet generator power, and worry free interiors that speak quality to your staff and patients.



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**Contact us today!**

