



CanonONE

Strategic Business Alliance Agreement (SBAA): ONE Smart Solution, Made for You

From acquisition to service to finance, CanonONE, our strategic business alliance agreement (SBAA), provides **ONE** seamless, customized agreement **MADE** and designed around your organization's needs.



CanonONE is Structured in Three Key Parts

With CanonONE, you gain more than an agreement, you gain a trusted partner committed to helping you simplify equipment acquisition and service.

Strategic Business Agreement (SBA)

Streamline acquisition of imaging equipment and service solutions by leveraging Canon as a preferred vendor. An SBA empowers Canon customers with easy procurement, tailored technology and the trusted expertise you need to succeed.

Through our SBAA, Canon Medical delivers imaging equipment, service solutions and financing that meet, or exceed, your organization's Group Purchasing Organization (GPO) terms.

Canon Medical Finance*

As an OEM lender, Canon's in-house financial services add to our partnership-driven philosophy with tailored solutions to meet each customer's individual needs.

This can include, but is not limited to:

- No payment until equipment is delivered, installed, and operating to Canon clinical specifications.
- Deferred and step payment options.
- Financing for non-Canon assets.
- Progress payment terms for non-Canon assets financed by CMF.
- A capital expenditure line of credit up to \$15MM for qualified customers.
- Same as cash and extended payment options.

* Canon Medical Finance is an optional benefit and is not required as part of an SBAA, SBA, or MSA.

Master Service Agreement (MSA)

Simplify service management by bundling multiple Canon systems into a single MSA. Whether you choose one service model or the entire portfolio of solutions, each agreement features flexible terms that can be adjusted over time to ensure value and align with your organization's specific needs.

Typical MSA agreements involve:

- Uptime guarantees
- Parts replacement
- Remote system diagnostics and monitoring
- Contract labor coverage hours and rates
- 24x7 applications and service support
- Cybersecurity protection
- Software or hardware updates

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