

# LifeLineMobile®

## 15 evaluation criteria for buying a new mobile unit

Buying a new mobile unit is a daunting task. These 17 criteria will lead you back to LifeLine every time.

**1 2 YEARS-NO EXCEPTIONS** for your new vehicle warranty coverage. That means all parts and labor are included. Watch for vendors that say that they provide *manufacturers' pass-through* warranties. Many don't include labor!

**2 NO WOOD** should be used in the structural members of your new van. Because it's a lot cheaper than metal or man-made composites, most manufacturers use wood in walls, ceiling, and floors, where it will eventually warp, rot, or disintegrate through delamination. Watch for disguised terms like *luan* or *particle board, chipboard, engineered wood, synthetic resins, and fiberboard*: they're clues to a cheap interior that will not last.

**3 BACK-UP POWER** with a generator and air conditioning system that is equal in power to the primary system.

**4 NO LEAKS** in the roof of the vehicle. Specify a one-piece roof with no seams, no holes, and no leaks!

**5 FULL-COMPLIANCE WITH ADA** with a wheelchair lift that is stowed under-carriage and independent of any stair system. If the lift is integrated with the steps, chances are it is not compliant with the Americans with Disabilities Act.

**6 REPLACEABLE WALLS & CEILINGS** are a must, since they become damaged over the years. Demand to know how they can be removed and replaced easily.

**7 FULLY-DUCTED AIR** conditioning system protects staff and patients with plenty of air exchanges every hour. Rooftop air conditioners are not fully ducted, and don't move air as well as a ducted system.

**8 INTERIOR STORAGE** of at least 150 cubic feet, plus storage cabinets, so that you have plenty of indoor storage for sterile supplies.

**9 FREE GRAPHICS ASSISTANCE** for designing and applying your exterior graphics.

**11 ALL-METAL CABINET FRAMES** with fully adjustable shelves, and real locks on all the doors and drawers, provide beautiful, long-lasting interiors. Avoid cabinets made from particle board or MDF (medium-density fiberboard). These simulated wood products are okay in a home, but won't last on the road.

**11 RECESSED AWNING** to prevent damage from trees. If the awning isn't recessed, it will eventually be torn off the vehicle: it's just a matter of time.

**12 TELEMEDICINE PRE-WIRING** to ease voice and data transmission for your computers.

**13 DON'T BE SOMEONE'S GUINEA PIG.** Get a list of customers from each vendor showing for whom they've built a mammography vehicle.

**14 VISIT IN PERSON** for a demonstration of the vehicle, right at your facility.

**15 DOCUMENTS** that each vendor must supply to support their bid proposal should include:

- Scale elevation drawings of the interior walls
- Exterior elevations with dimensions
- Electrical schematic
- Electrical load capacity chart
- Tele-medicine pre-wiring diagram
- Plumbing schematic
- Drawing detailing the construction of the vehicle's floor, walls and ceiling
- Detailed set of construction specifications that fully describe all major components on the mobile unit
- Summary of the vehicle's features

