

# Why Hospitals Keep Buying Equipment They Already Own

  
**TRUE SPOT**  
*It Starts with Location...*



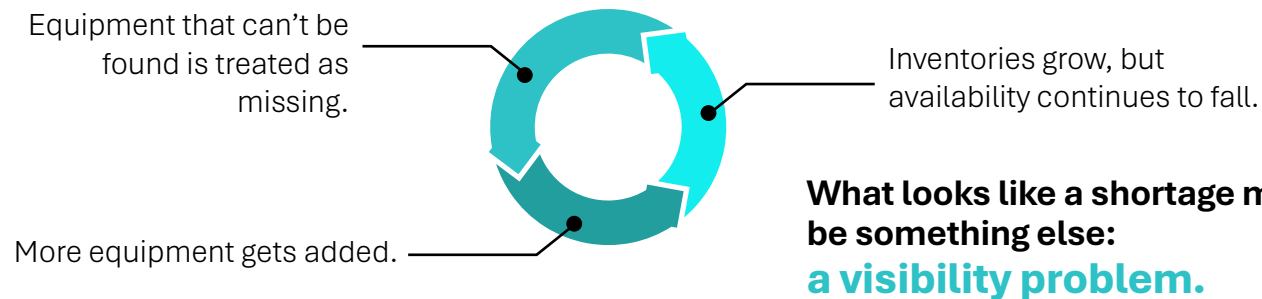
Here are the equipment visibility challenges that cause increased capital spending, staff frustration, and operational inefficiency

For hospitals, the numbers aren't adding up. Budgets are tightening, and leaders face increasing pressure to control costs. Yet many hospitals continue buying large amounts of moveable medical equipment — IV pumps, wheelchairs, monitors and other devices — because staff say they don't have enough.



At the same time, studies suggest hospitals use only a fraction of the equipment in their inventories. Devices sit unused in storage rooms, supply closets or informal hiding places created by staff who want to make sure they have what they need, when they need it.

The result is a costly cycle.



## Understanding the gap

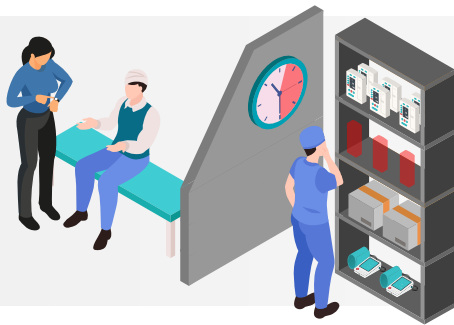
Hospitals often rely on systems that were never designed to track moving equipment. Inventory may live in spreadsheets or asset databases. Biomedical teams may know what the hospital owns. Supply chain may know what has been purchased.

But once equipment moves, visibility breaks down:

- **Devices follow patients.**
- **They move between departments.**
- **They get parked in rooms, hallways or storage areas.**

No system tracks that movement in real time — so even when equipment exists, it becomes difficult to locate.

## Operational consequences



### Effect on patient care

For nurses, it means time spent searching for equipment instead of caring for patients. In some cases, clinicians spend up to an hour per shift trying to locate what they need.

### Poor inventory management

For biomedical teams, it means equipment that can't be found for maintenance, incomplete inventory records and growing gaps in compliance.



### Lack of oversight

For supply chain, it means repeated requests for additional equipment and increasing spend without a clear understanding of why.

## The result: equipment hoarding

When staff can't rely on the system, they create their own:

- **Devices are kept close.**
- **Equipment stays in units after discharge.**
- **Items get stored in closets or tucked away so they're available when needed.**

It works in the moment, but across the hospital, it creates fragmentation. Equipment becomes scattered across departments. Visibility drops. Utilization falls.

This creates the illusion of shortage.

## Why this has been difficult to solve

Hospitals have tried to fix this before with real-time location systems that promised better visibility. But early versions of those systems were difficult to deploy, expensive to maintain, and required significant IT support. They showed where devices were, but not how it moved or how it was being used. For many, the return didn't justify the investment — so the problem remained.

## A shift in what's possible — and a simpler way forward

Many hospitals have struggled to see meaningful ROI from traditional RTLS systems because of complicated deployments and dependence on hospital IT networks.

TrueSpot Health takes a different approach.

Built specifically for healthcare environments, the platform uses a standalone network that is easier to deploy, simpler to support, and designed to provide immediate insight into where equipment is and how it moves through the system.

The impact is immediate:

- **Less time searching.**
- **Better use of existing inventory.**
- **Less unnecessary equipment purchasing.**
- **Fewer IT headaches.**

The result is a visibility system that works the way hospitals need it to — without adding operational complexity.

## About TrueSpot Health

TrueSpot Health provides healthcare-focused asset visibility solutions designed to help hospitals reduce time spent searching for equipment, improve utilization and make better use of existing resources, without the complexity of traditional systems.



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