



## PURCHASING HEALTH SPECIALTY CLINICS: OPTIONS & BASIC TERMS

### What Are Our Options?

Today, your organization is exploring or has decided to launch a mobile healthcare (medical, dental, or specialty care) outreach program to serve local and/or statewide communities, or business opportunities that may allow you to expand your practice. A grant application is due, you're pursuing institutional financing, or have already secured funding. In purchasing a mobile unit ... you want to know, what are your options and costs? Following are the basic options to consider in acquiring a mobile clinic:

**#1. An all-brand new mobile clinic.** Contract with a health specialty vehicle manufacturer to build a mobile clinic with a new chassis and new interior clinic customized to your floor plan requirements. Generally, this option will take 9-12 months; often 12-18 months depending on current supply-chain circumstances. Quotes can range \$300-500K or more depending on required equipment (i.e., for medical or dental), size of vehicle, gas or diesel engine, and added features such as bathroom, wheelchair lift, or slide-outs.

**#2. Conversion mobile clinic.** Contract with a manufacturer to build a hybrid mobile clinic ... with a used chassis (of recent vintage and low mileage) and a new interior clinic customized to your floor plan requirements. This option generally takes 4-5 months. Average quotes can range \$160-250K depending on the available chassis (gas or diesel), required equipment (i.e., for medical or dental), and added features such as bathroom, WCL, or slide-outs.

**#3. Pre-owned/used mobile clinic** (medical, dental, wellness, or specialty care). This option allows you to acquire a mobile clinic and be on the road immediately, pending mechanical and equipment inspections. At often less than half the cost of a brand-new clinic, buying used is a viable option if your budget is limited. Always inquire if a vehicle extended warranty contract is available. Check [The Authority](#) website for current listings of available pre-owned mobile clinics for sale.

**#4. Leasing a mobile clinic.** Consider this option while waiting for awarded funding and financing; need a mobile clinic on a short-term basis; or, use while a brand new one is being custom built for your organization. Note however, leasing inventory will be limited.

### While Exploring Your Options ~ Helpful Terms

**Chassis** ... whether self-driven (Class A/B/C) or towable trailer, the chassis is the exterior frame (shell/skin) supporting an interior "body" (box) that holds the custom designed/built mobile clinic. Chassis are most often built by first-stage manufacturers such as Winnebago, Thor, Ford, GMC, or Freightliner. The chassis usually includes a structural under-frame with engine and radiator, gearbox and transmission, wheels (axles and suspension) and drive cab operating features. Building out the body, or interior clinic, requires specific engineering expertise by health specialty second-stage manufacturers ("bodybuilders"). The end goal is to deliver a completely turn-key mobile clinic to the client.

**CDL / Commercial Driver's License** ... ensures an individual has been evaluated under uniform testing procedures and displays the basic knowledge and skills to operate a commercial vehicle (i.e., Class A/B/C, trucks, tractor trailers, buses/coaches) that exceeds, on average nationwide, 26,000 pounds. In general, most states do not require a CDL to drive a vehicle under 26,000 pounds. To determine if your driver(s) require a CDL, request a copy of your state's CDL manual or contact your local DMV office.

### Additional Resources

**U.S. Department of Transportation (DOT)**

**Federal Motor Carrier Safety Administration (FMCSA)**

**For Assistance, Contact: Mobile Health Care Authority: (619) 795-9604 or [mobileclinics@aol.com](mailto:mobileclinics@aol.com)**