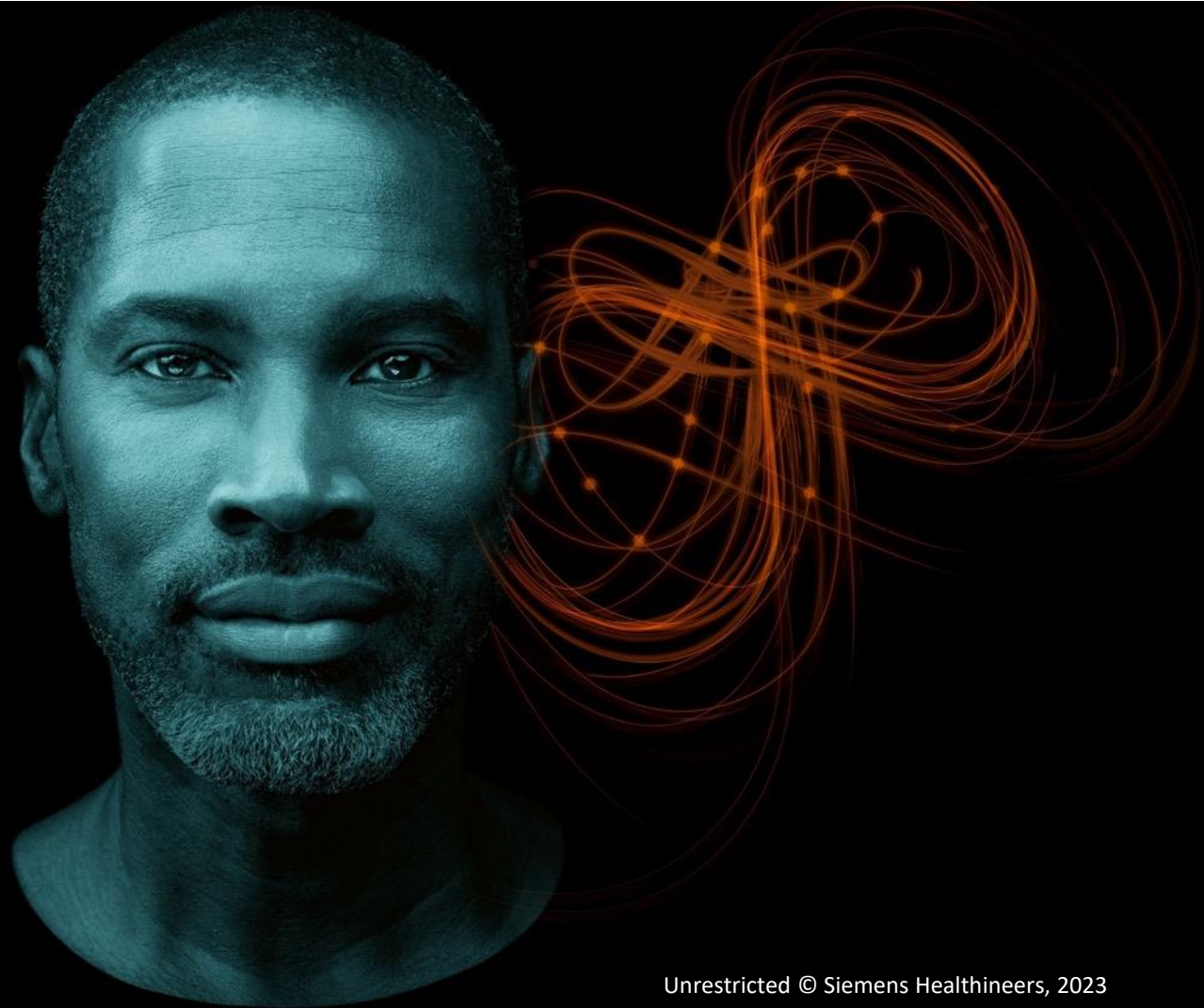
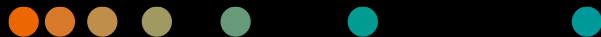


Creating more value in healthcare

Value Partnerships with Siemens Healthineers

ITAPA HEALTH & CARE 2023

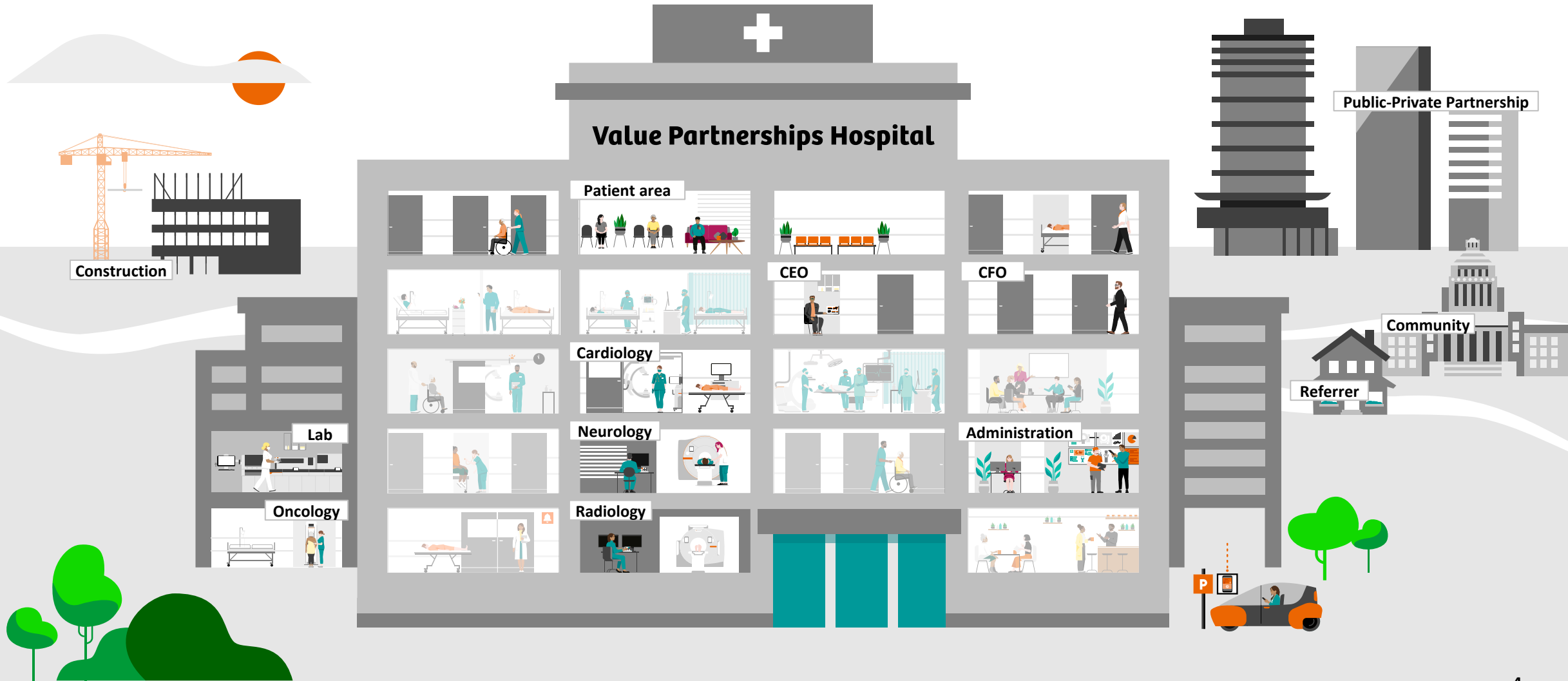
Sebastian Saulich



Focus on

The Big Picture

We see healthcare holistically



Focus on

MedTech Procurement

Optimize your medical technology procurement with Value Partnerships

We support you



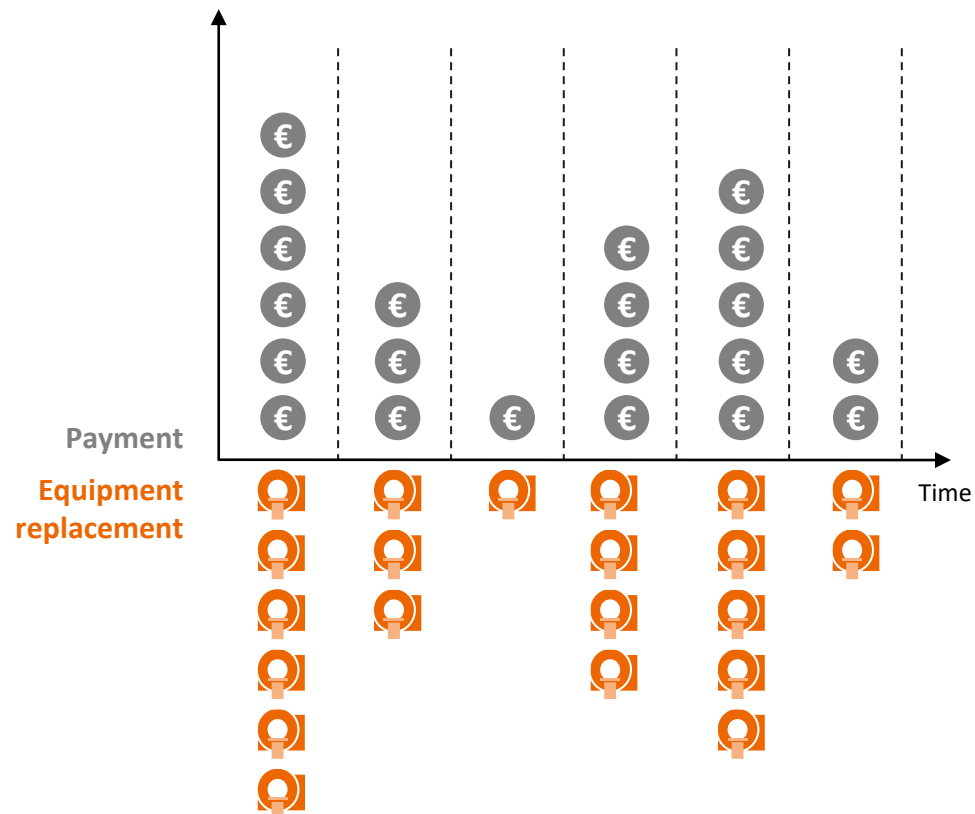
**Technology
Roadmap
Development**

**Technology
Management**

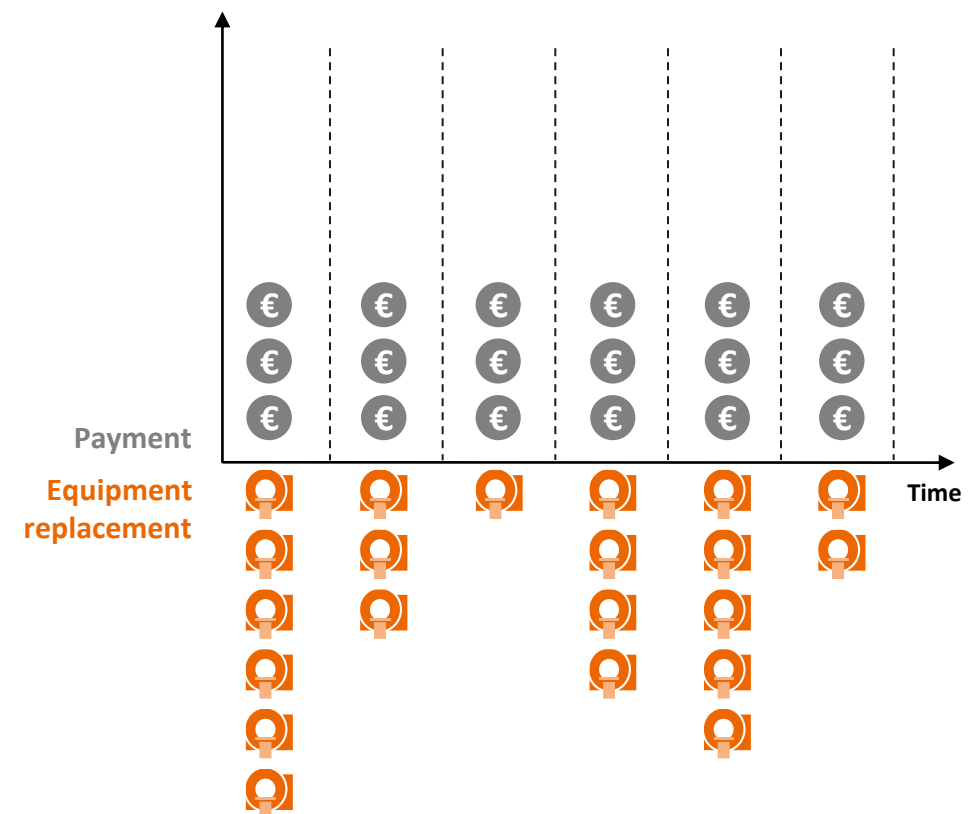
**Technology
Provision**

Sustain a state-of-the-art technology asset pool by moving from investment peaks to a sustainable commercial model

From **investment peaks ...**



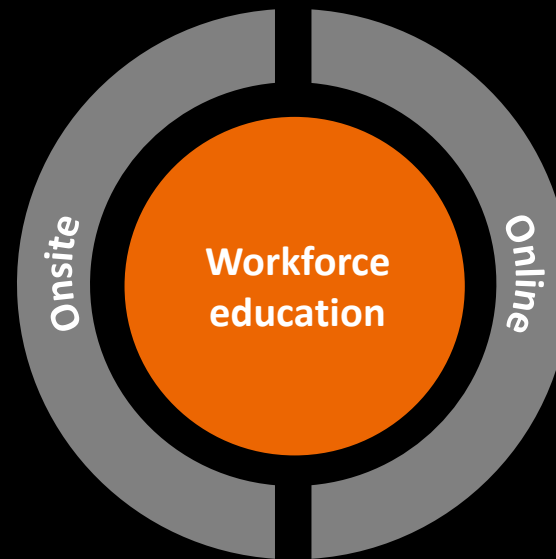
... to a **sustainable commercial model**



Focus on

Workforce

Workforce Development



Year 1 program

to enable new users

Continuous education

throughout equipment lifecycle

Advanced program

for CT & MRI expert users

Workforce Management

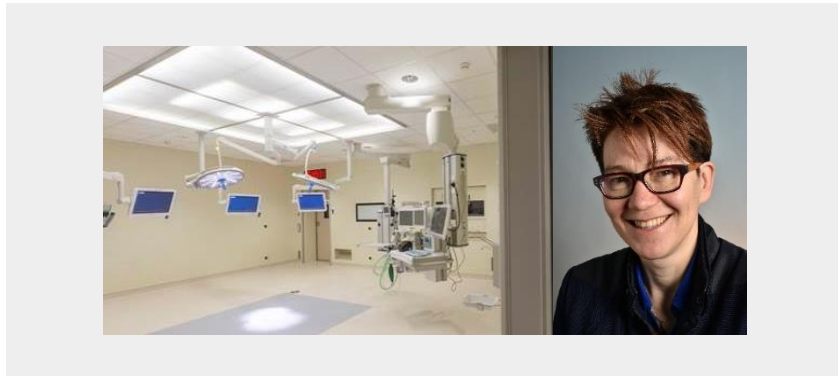
Our global impact

We pioneer breakthroughs in healthcare. For Everyone. Everywhere.



Transforming care delivery: Benefit from a leasing solution for an operating room complex

Value Partnerships



Admiraal De Ruyter Ziekenhuis (ADRZ), Goes and Vlissingen, Netherlands

“The Value Partnership gives **security** for the next ten years. This makes life a lot easier and gives energy to focus on healthcare, and that is what we really want.”

Gré Schroevers, Business Manager, ADRZ

Challenges

Improve patient
experience

Ensure
high-quality care

Stay
competitive

Solution

- **10-year Value Partnership** including **design, construction** and latest **technology** for a complex of six operating rooms and a new hybrid-OR
- **Financing** and full relocation of the nuclear medicine department
- Both facilities and medical technology are being **leased**

Value contribution



10%

Lower turnkey investment

>\$12 M

Capital freed

+1,000

Additional operating hours

The results and statements by Siemens Healthineers customers described herein were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables exist (e.g. hospital size, case mix, level of IT adoption), there can be no guarantee that other customers will achieve the same results.

Transforming care delivery: Enhancing healthcare in Slovakia with the biggest private project in the healthcare sector

Value Partnerships



Bory Hospital, Bratislava, Slovakia

Based on the long-term positive experience with Siemens Healthineers in most of our hospital network, we decided to make a step forward to a higher level of cooperation and partnership. I am sure this Value Partnership will guide the future direction of our entire healthcare sector.

Martin Hrežo, Chief Executive Officer, Penta Hospitals International

Challenge

Improve patient care

Extend clinical capabilities

Optimize clinical operations

Solution

- **15-year Value Partnership** for their Next Generation Bory Hospital
- **Integrated staff education** to ensure the best possible patient care
- Significant **improvement of patient care** provided by Bory Hospital starting in 2023
- **Replacement, Installation and management of about 20 imaging devices**
- Ground-breaking **AI-based solutions** to further ensure the hospital's state-of-the-art innovation supply

Value contribution



Optimal quality of patient care



Innovative and on-going education



It support for efficient workflows

The results and statements by Siemens Healthineers customers described herein were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables exist (e.g. hospital size, case mix, level of IT adoption), there can be no guarantee that other customers will achieve the same results.

How to Build and Equip Hospitals Optimally?



1

Keep an eye on the **big picture of MedTech** in the Hospital

2

Attract and retain staff through **education**

3

Consider **availability-based payment models** to free-up your budgets

4

Explore **long-term partnerships** as an alternative to standard procurement

Thank you!

Sebastian Saulich, MA

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