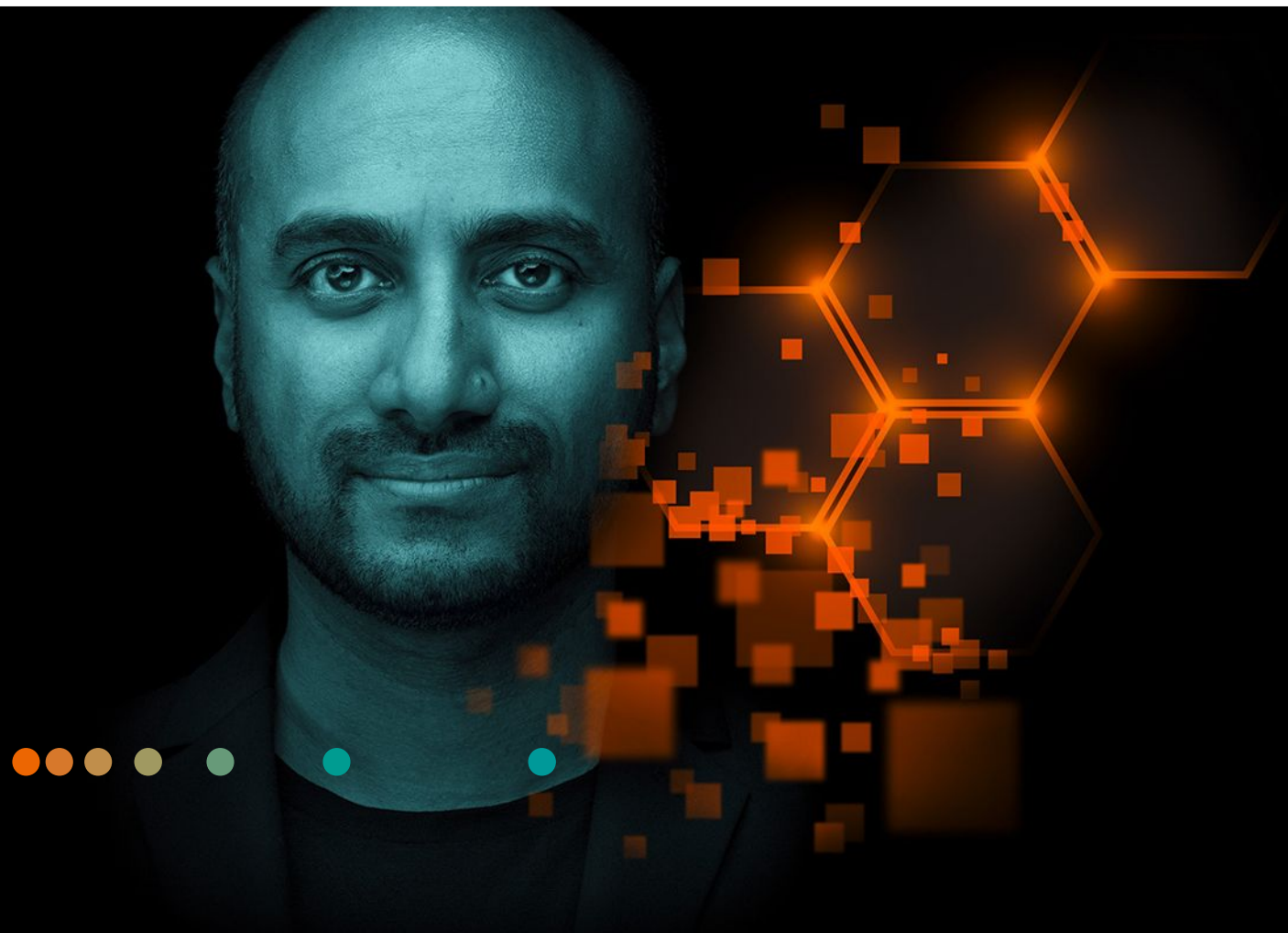


Progetti Innovativi

Dicembre 2020

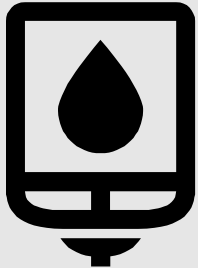
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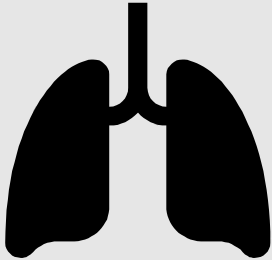
Progetti innovativi per gestione delle cronicità




Heart Failure




Diabetes



COPD



Stroke



Arthritis



1 - <https://www.cdc.gov/chronicdisease/resources/infographic/chronic-diseases.htm>.

Soluzioni per monitoraggio, assistenza ed engagement dei pazienti

Patient

Clinically grade medical devices to capture vital signs of patient¹



Intuitive Smartphone app to improve patient experience, engagement



Provider

Patient Dashboard displays disease specific patient data (vitalsigns, medication, feedback)



Plan and document patient communication



Intelligent workflow tools helping staff to prioritize and orchestrate workload



1 - not part of teamply myCare Companion offering

Progetto di gestione di pazienti con scompenso cardiaco: Bad Oeynhausen (Germany)

Value Partnerships



Heart and Diabetes Center North Rhine-Westphalia, (HDZ NRW), Bad Oeynhausen, Germany

With 35,000 patients per year, including 14,000 in-patients, HDZ NRW is one of Europe's leading specialist hospitals, and its largest center for heart transplants.

Challenge

Increase patient satisfaction

Improve care for heart failure patients and reduce hospital stays

Enhance patient outcomes

Provide continuous remote care to significantly slow the progress of disease

Leverage digitalization

Enable patients to manage their own disease via an app for a better quality of life

Solution

- The telemedical car program HerzConnect® - as part of a technology partnership - is aimed at health insurance companies that want to offer improved care for patients with chronic heart failure
- The contract includes all technical components e.g. mobile measuring devices, like mobile ECG, blood pressure meter, and scales, as well as a specifically developed app and software
- Mobile measuring devices record selected vital signs and parameters around the clock and provide automated feedback to patients, as well as needs-based contact from the medical specialists at HDZ NRW

Value contribution

1 Partner



who is responsible for the entire technical component, including logistical aspects

Improve care for heart failure patients and reduce unplanned hospital stays

Engaged patients, faster response times, and care in accordance with guidelines



Progetti innovativi di Consulting

Il nostro team di consulenti dedicati alla Sanità

Value Partners for Healthcare Consulting



Globally active on 7 continents



> 500 successful projects



>100 consultants worldwide
(and growing)

Clinical Operations

Clinical operations consulting in close collaboration and alignment with **specialists** from the operations field.

Our team members bring their specific **clinical and operational expertise**, especially paired with medical background (physicians, nurses, etc.)

Project focus:

- **Process consulting** in clinical specialties and competencies
- **Lean Transformation**
- **Operational efficiency** in provision of medical services
- **Workflow simulation**
- **Layout optimization**
- **Support in implementation** of medical strategies



Strategy & Finance

Strategy consulting in close collaboration with the hierarchies:

- **Management**
- **Department**
- **Procurement**

Our team of **economists and digital experts** is equipped with a profound consulting knowledge from projects in the healthcare sector

Project focus:

- **Consulting** (business and medical strategy)
- **Digital strategy**
- **Master planning and reorganization** of hospitals
- **Market**, asset and capacity & demand analysis
- Creation of **business cases**



Digital & Transformation

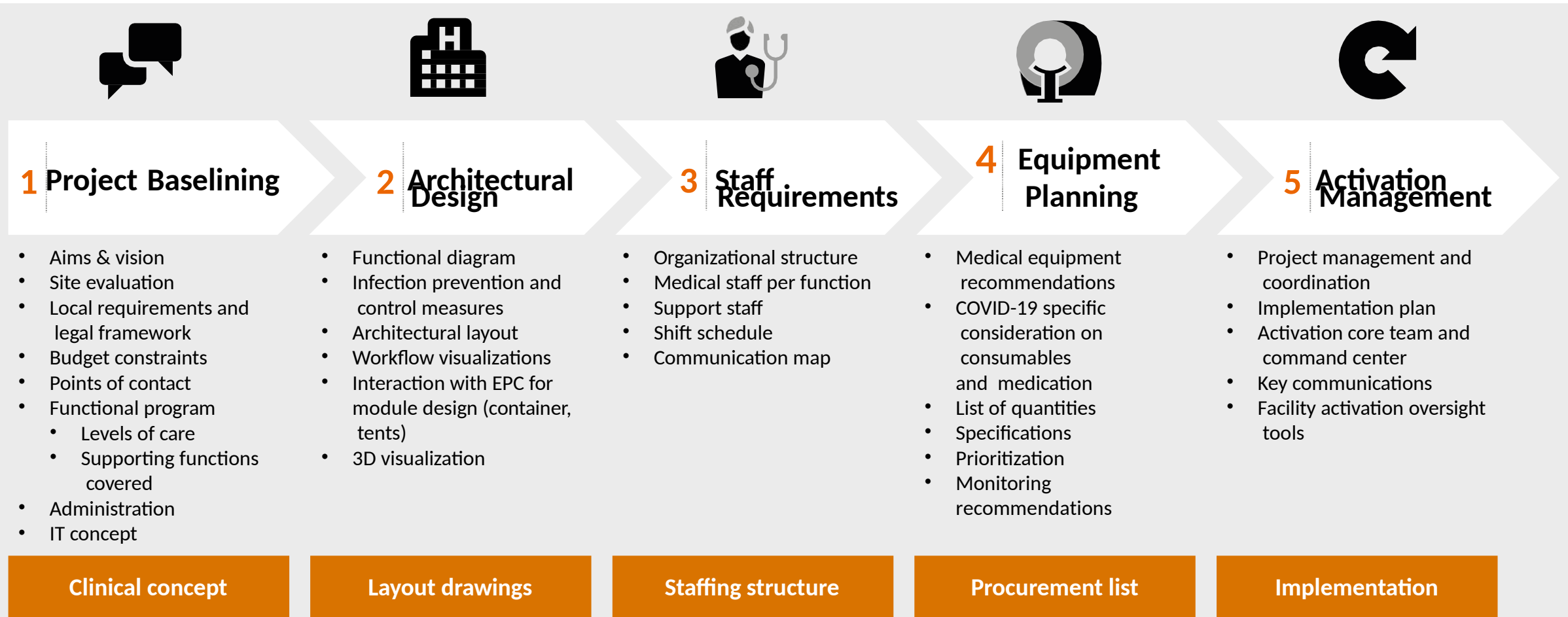
- Siemens Healthineers, esp. Medical systems
- Siemens Healthineers Enterprise Services
- Siemens Financial Services
- Siemens Digital Health & Healthcare IT
- External partners from the industry
- External partners for research
- Customers of Value Partners
- Customer of Siemens Healthineers, esp. Hospitals, Medical Service Centers, Lab providers, etc.



Progettare una struttura sanitaria richiede attente valutazioni di facility design, procurement, staffing e management



COVID-19 Response



Digitalizing healthcare: Optimizing operations through digital modeling

Consulting & Transformation | Design Planning



Mater Private Hospital, Dublin, Ireland

“It was amazing watching our 2D plans transform into 3D and then 4D reality. Thanks to our digital twin, we now have the best possible configuration for our department.”

Assoc. Prof Paddy Gilligan, Chief Physicist & Registered Radiation Protection Advisor

Challenge

Increase efficiency

Optimize workflows while accommodating growing patient demand

Ensure high-quality care

Implement modern equipment due to rapid advances in medical technology

Improve patient experience

Reduce rising waiting times, interruptions and delays

Solution

- Workflow Simulation and Digital Workflow improvement delivered by our Value Partners for Healthcare Consulting: Layout re-design, process analysis and on-site assessment were combined to build this 3D computer model of the radiology department
- Various scenarios and modifications were simulated to identify the best configuration based on selected performance indicators, predicted outcomes and customer strategic focus
- With those insights we supported the customer to shape its future operations in the most efficient way

Value contribution



+32%

MRI usage

-50 min

Less MRI staff overtime/day, representing potential annual cost savings of €9,500*

-34 min

Lower MRI patient turnaround time (arrival to departure)

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.

*) Assuming one medical assistant on duty; €26,04 per hour staff cost; 365 operating days. https://www.payscale.com/research/IE/Job=Medical_Assistant/Hourly_Rate/a23abdb3/Dublin

Transforming care delivery: Upgrading technology affordably and profitably

Value Partnerships



VieCuri Medical Center, Venlo and Venray, Netherlands

“Having Siemens Healthineers as a strategic partner gives significant advantages to our technology fleet regarding innovation and user experience. In addition, the immediate availability of the on-site technician is adding a lot of value to the workflow of healthcare delivery.”

Dr. G. A. Hoffland, Radiology Department, VieCuri Medical Center

Challenge

Increase efficiency

Increase productivity in the delivery of high quality patient care

Standardize care

Continuously monitor performance, and provide transparency and reporting

Improve quality of care

Maintain innovative technology fleet and optimize patient safety

Solution

- The 10-year Value Partnership includes: Provision, maintenance, upgrade, and replacement of 40 innovative medical systems for radiology, nuclear medicine and cardiology while ensuring predictability of technology investment cycles
- On-site technical management, leading to more efficient workflows and increased workforce productivity
- Management solutions to improve operations: Financial and performance reporting, tailored education programs, introduction of an technology utilization management system

Value contribution



+100

Additional MRI exams per month due to effective allocation of capacities

\$1.7 M

Total savings on operational costs expected over partnership lifetime



Radiation dose reduction in abdominal scans by process & protocol improvements

Transforming care delivery: Increasing competitiveness and boosting capacity

Value Partnerships



Zaans Medisch Centrum (ZMC), Amsterdam, Netherlands

“The Value Partnership provides us with important benefits. The educational program is a highly valuable aspect. The on-site manager, utilization management and project management systems have also increased workforce productivity.”

Natascha Drent, Head of Radiology, ZMC

Challenge

Increase efficiency

Realize holistic workflow improvements and optimize care delivery

Improve profitability

Take suitable measures to meet the intensive cost pressure in healthcare

Extend clinical capabilities

Empower clinicians to deliver excellent patient care by providing latest technology

Solution

- 13-year Value Partnership for Technology Management: provision of state-of-the-art medical technology as well as maintenance services, upgrades, replacements and on-site operational management
- Optimization of clinical operations through co-design of the new hospital building, implementation of a tailored education program, and a contractual basis for financing the new building
- Introduction of IT process to improve process management (incl. technology utilization and dose monitoring) as well as Consulting & Transformation to improve the patient throughput

Value contribution



100%

Achievement of committed uptime for technology

-\$150k

Decrease of annual spendings due to a profitable annual pricing fee

+25%

Increase of CTs/month based on the insights of the utilization management

Improving patient experience: Designing a hospital around the people it serves

Value Partnerships



Helse Stavanger University Hospital – New hospital “SUS2023”, Stavanger, Norway

“We had the feeling that the proposed reduction of the radiology floor space would cause major operational problems. Siemens Healthineers provided us with the right arguments to enforce the required layout adjustments. We are well prepared for the future.”

Hans Tore Frydnes, Head of Diagnostics, Helse Stavanger

Challenge

Expand clinical capabilities

Create pathway-oriented layout and locate all department facilities under one roof

Increase staff satisfaction

Close involvement of the users to reflect their requirements regarding the environment best

Assure future viability

Establish a forward-looking facility with room to grow that fits today and tomorrow

Solution

- One-year Operational Performance engagement with our Value Partners for Healthcare Consulting
- Redesigning of the diagnostic radiology, interventional radiology and nuclear medicine layout in close collaboration with the Helse Stavanger staff based on process mapping, market development study, stakeholder interviews, and iterative layout review
- Development of optimized layout with the final recommendation to significantly extend the building in order to enable future growth

Value contribution



Revised design will accommodate projected future need for expansion



Improved staff satisfaction through engagement in the design creation process



Optimized layout optimizes workflows, processes and patient experience

Transforming care delivery: Entering into a new era for managing patient relationship

Value Partnerships



Red Cross Hospital, Lisbon, Portugal

“The focus will be on clinical results that are relevant to each patient, so that a great experience is guaranteed, sustained by the humanism that characterizes the Red Cross brand.” Siemens Healthineers will help “in the path of excellence and high technology”.

Teresa Magalhães, Chairwoman of Executive Committee

Challenge

Increase patient satisfaction

Deliver great patient experience by improving relevant clinical results.

Leverage digitalization

Provide innovative services to increase clinical quality and proximity to the patient.

Improve patient outcomes

Focus on patient follow-ups to prevent the growing risk of cardiovascular diseases.

Solution

- 10-year Value Partnership for technical design, implementation and operation of the new heart center
- Solution includes advanced imaging and interventional technology, healthcare IT solutions as well as maintenance and technology evolution plans. Transformation & advisory services and a change management program are further covered
- Focus is set on clinical and value-driven innovations, e.g. digital solutions for telemonitoring

Value contribution

10 Years

Value Partnership focusing primarily on patient satisfaction

Health 4.0

Optimized care and personalized treatments through telemonitoring

Care continuum

eHealth solution enables precise follow-ups and full transparency for patients



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Transforming care delivery: Leveraging holistic Technology Management and Performance Improvement

Value Partnerships



Kingston Hospital NHS Foundation Trust, Surrey, South West London, United Kingdom

“This Value Partnership is the best thing that has ever happened to this radiology department bar nothing.”

James Weir, Radiology Manager, Kingston Hospital NHS Trust

Challenge

Improve profitability

Overcome the growing budget deficit and restrictions on capital projects

Optimize efficiency

Create transparency on performance and provide appropriate IT-solutions

Enhance patient care

Meet technology standards & safety issues by implementing an equipment roadmap

Solution

- Value Partnership for Technology management at the radiology department with an embedded radiology Performance Improvement program, including the installation of a monitoring dashboard
- The contract covers procurement and provision of high quality imaging technology, optimized maintenance and service delivery
- Optimization of radiology department design to improve workflows and enhance patient experience
- Performance Optimization to increase efficiency of diagnostic processes, e.g. “referral-to-report” process

Value contribution



-63%

Booking time dropped from of 22 days to 6 days

-97%

Staff sick days decreased and retention increased

Zero

PALS* complaints

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.

*PALS: Patient Advice and Liaison Service

Siemens Healthineers

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