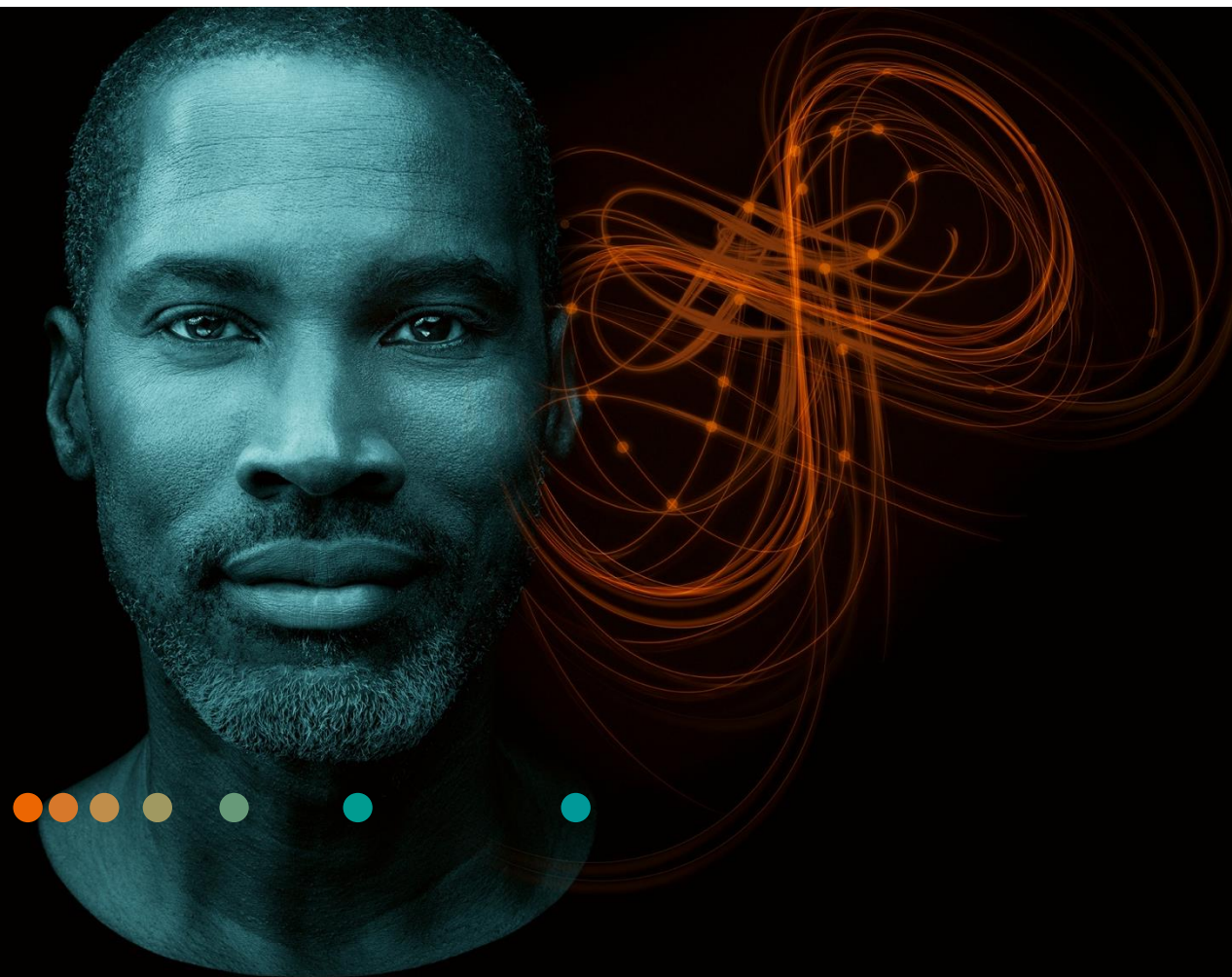


Best Practice di una strategia win-win tra aziende e istituzioni

Sergio Visci
Head of Enterprise Services Italy
Siemens Healthineers

Aprile 2019





Perché intraprendere una partnership di lunga durata?

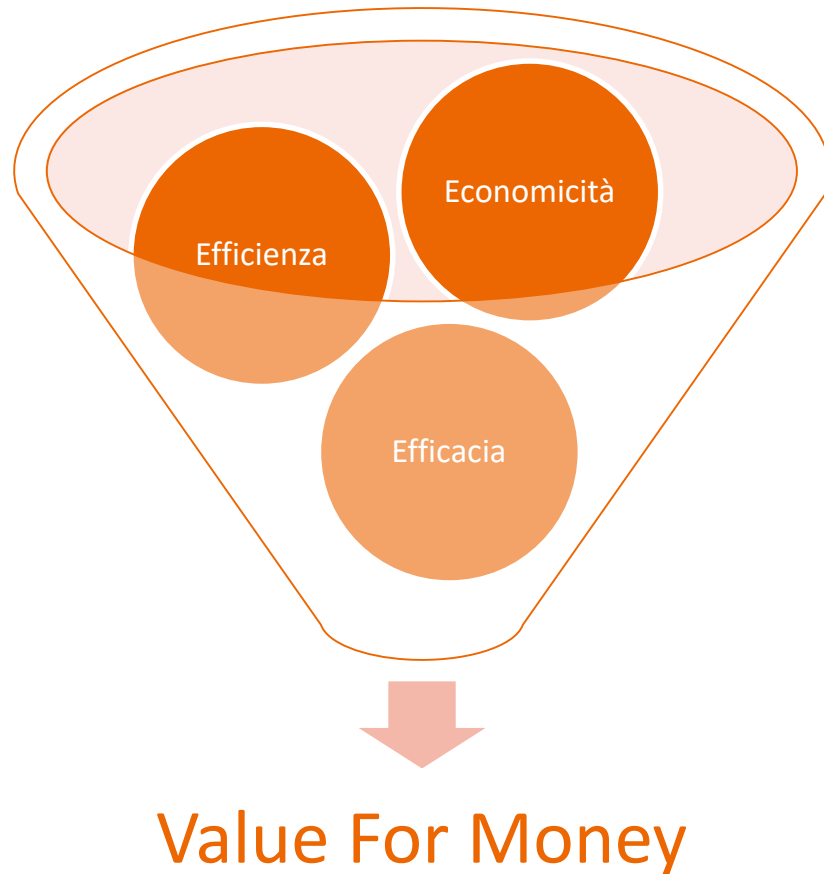
Partnership con aziende di tecnologia sanitaria per abilitare percorsi di innovazione¹

What would you like to see as a result of your partnership with medical technology companies? [averages]

1 Not spoken

Voiced 5





Economicità

- Prezzo d'acquisto



Efficienza

- Costi gestione e mantenimento
- Costi indiretti emergenti
- Costi di gestione contratto e transazione



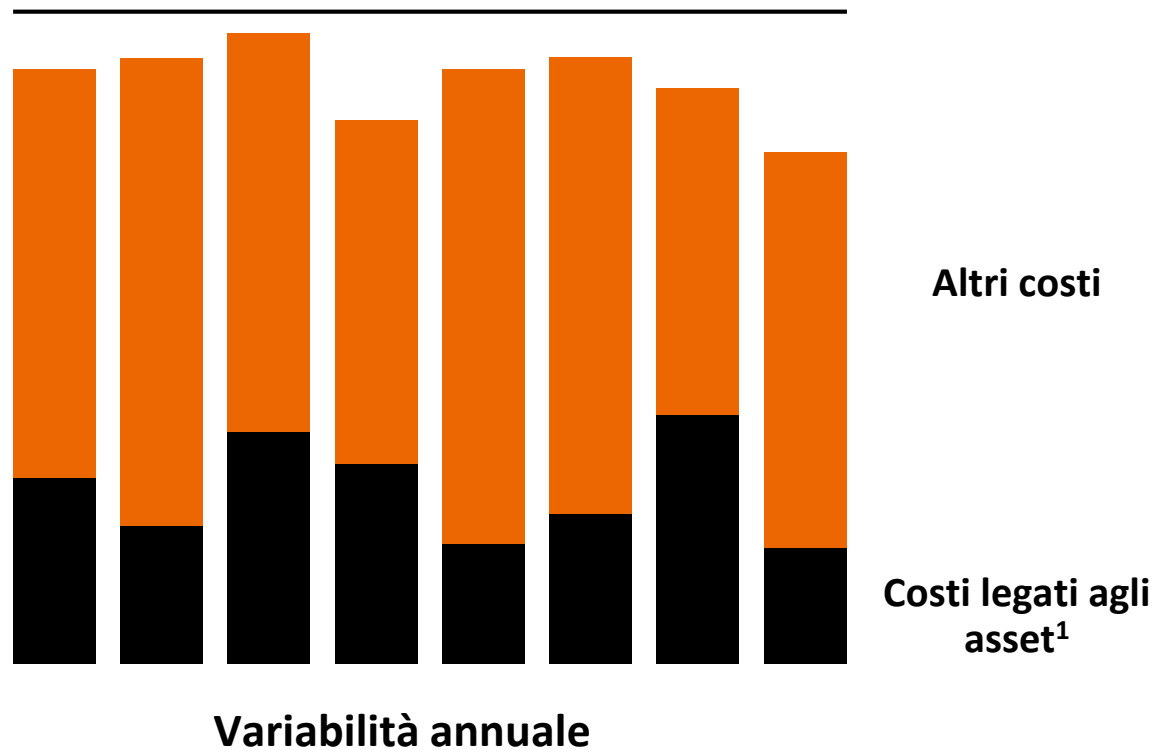
Efficacia

Dipende dall'obiettivo: «fit for purpose»

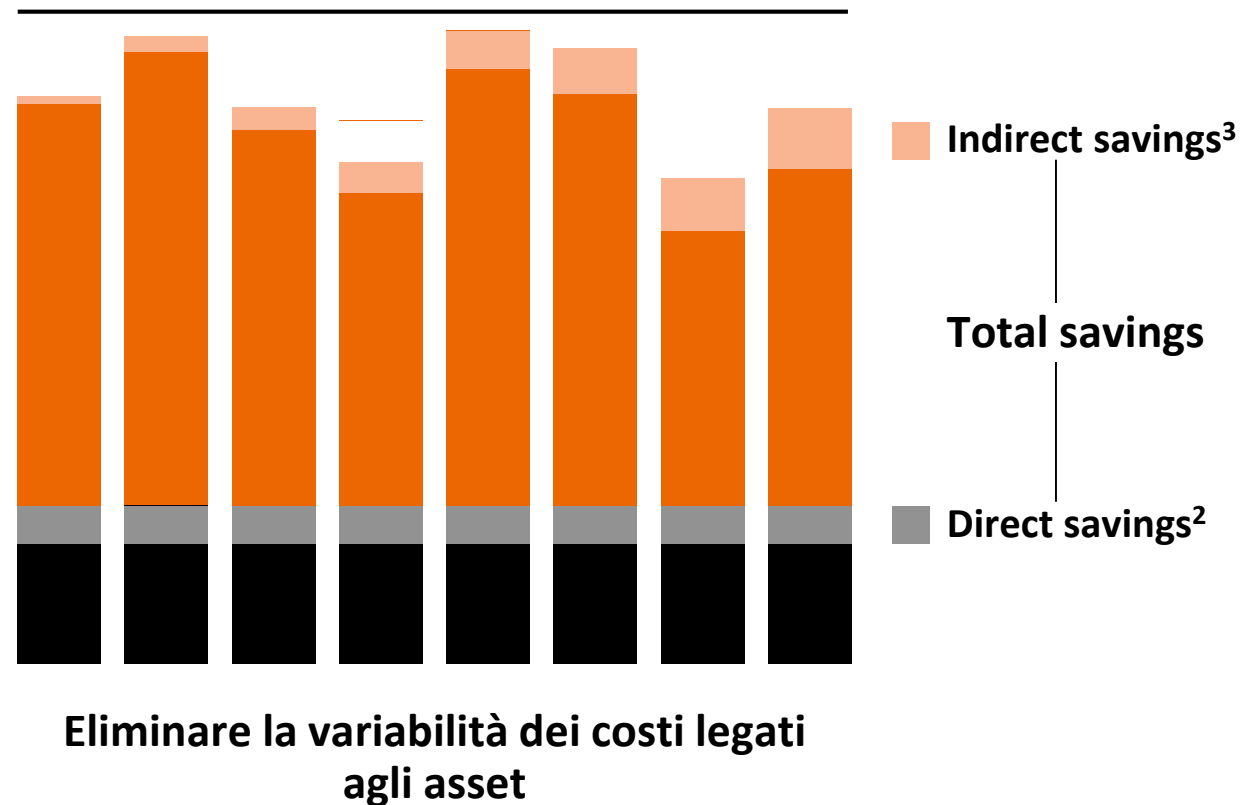
- Es. efficacia clinica
- Es. tasso ospedalizzazione
- Es. mortalità
- Es. comfort del paziente

Costi...

... caso 'Tipico'



... caso 'Value Partnerships™'



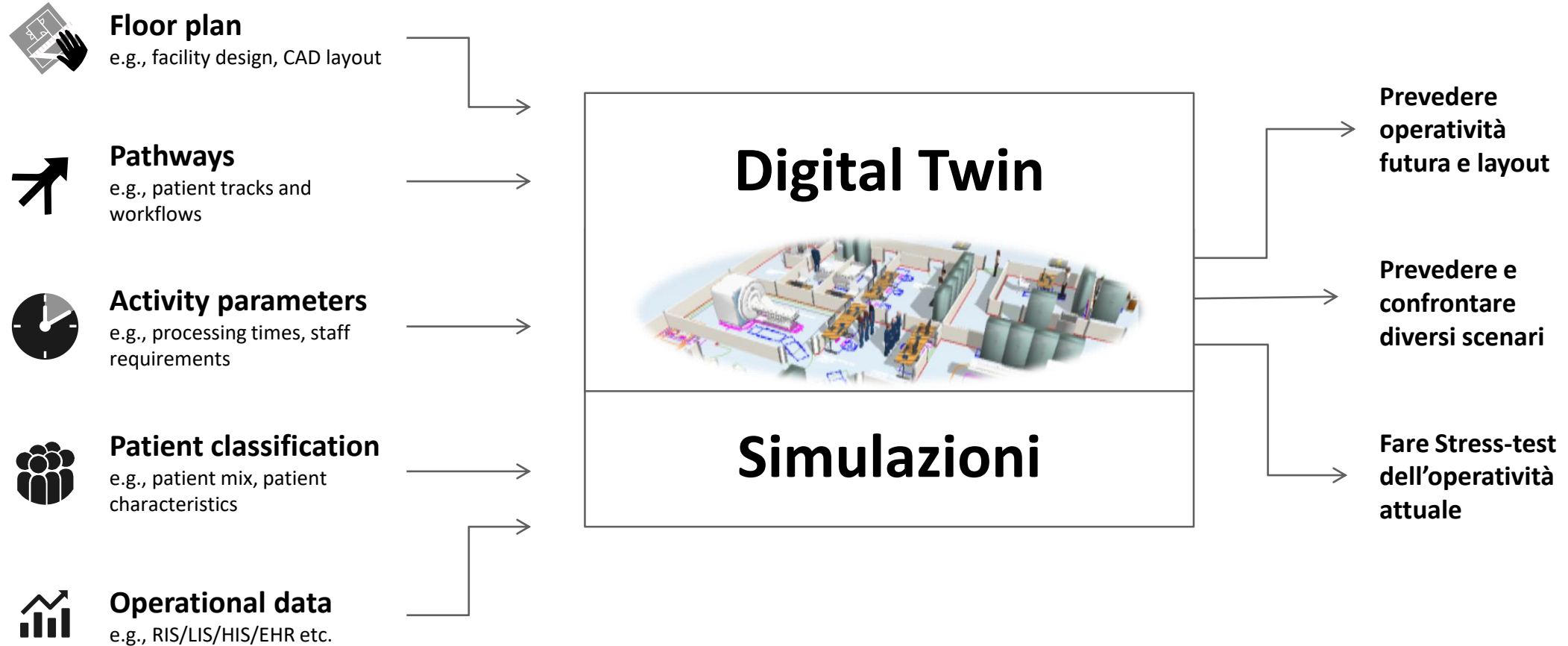
1 Es. Costo del capitale, manutenzione, formazione, indisponibilità

2 Es right-sizing equipment miglioramento della disponibilità, migliore formazione per il personale

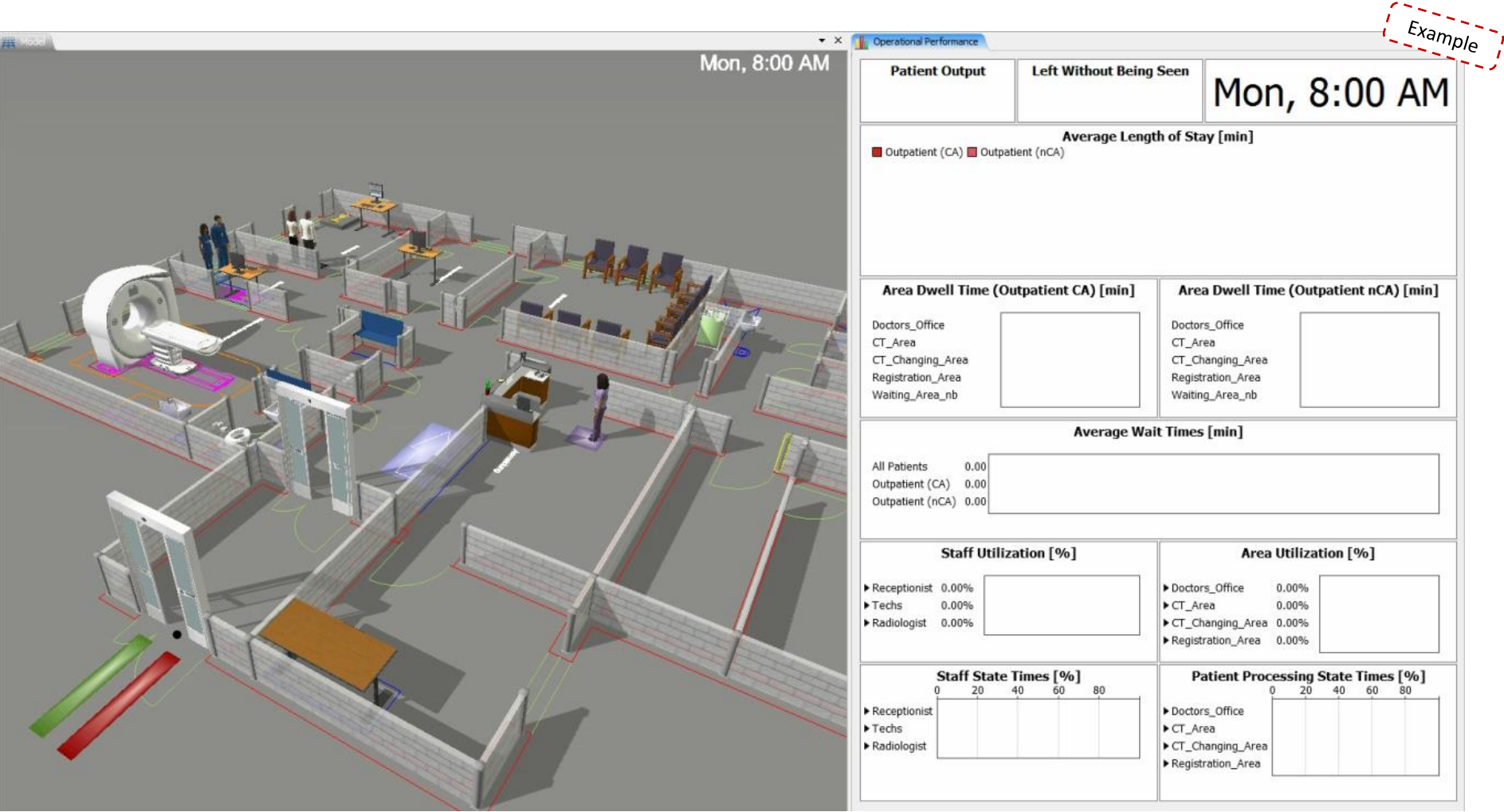
3 Es. Workflow più efficienti, migliori esiti, retention del personale, migliore utilizzo delle macchine con aumento ricavi

Efficienza ed Efficacia

Soluzioni digitali a supporto - Best Practice



Il Digital Twin permette di quantificare i KPI dell'operatività clinica su diversi scenari





Improving Patient Experience

12% decrease in waiting time for CT priority two and three inpatients¹

1) There are three inpatient priority levels at UHG. Priority one patients are the most urgent and receive appointments earlier than priority two and three patients

Transforming Care Delivery

83% reduction in handovers between the CT team and the wards¹



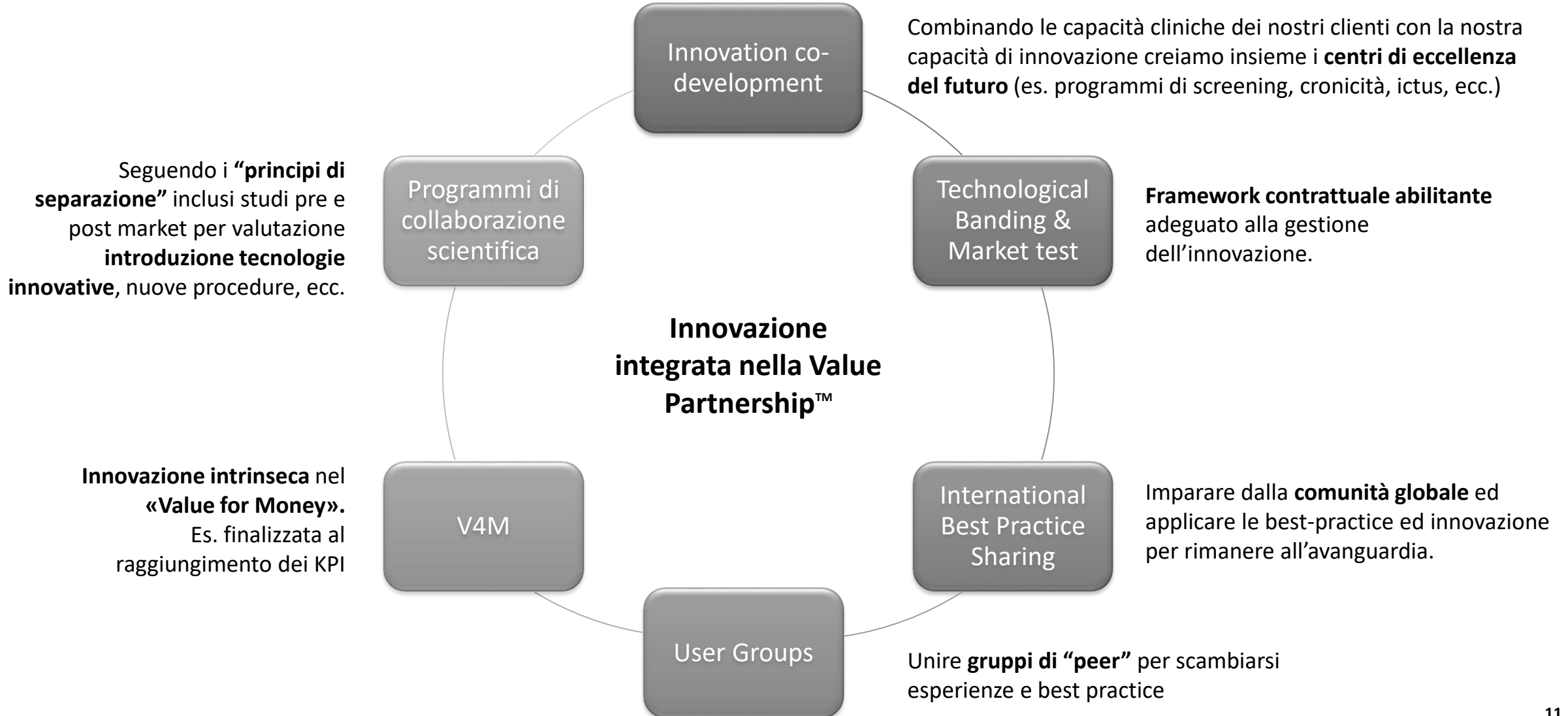
1) The results by Siemens customers described herein are based on results that were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables exist (e.g. hospital size, case mix, level of IT adoption) there can be no guarantee that other customers will achieve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

Digitalizing Healthcare

**95% of Interventional
Radiology (IR) procedures
now ordered via the
intranet – a 36% increase¹**

1) The results by Siemens customers described herein are based on results that 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.

Condivisione, sviluppo congiunto e accesso ad una rete di eccellenza per garantire soluzioni “future-proof” e avanzare il grado di innovazione





Value Partnerships examples: Jointly creating more value

Digitalizing healthcare at design planning: Improving operations through simulation-based optimization

Digital workflow optimization



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

Balance fixed vs. variable costs

Replace aging equipment despite budget constraints

Extend clinical capabilities

Add devices within existing limited footprint

Solution

- Layout re-design, process analysis and on-site assessment were combined to build a simulation model (digital twin) 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

Expected value contribution

+32%

MR exam capacity

-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)



Transforming care delivery: Strategic partnership to disrupt and reshape health care delivery

Value Partnerships



Medical University of South Carolina (MUSC), Charleston, S.C., USA

“Through this partnership, both organizations will transform health care delivery in clinical practice, open new research pathways, and greatly enhance the exposure and involvement of our students in health care innovation.”

David J. Cole, M.D., MUSC president

Challenge

Improve quality of care

Drive the highest quality of health care and ensure value-based care

Increase efficiency

Overcome fragmentation, cost and inefficiency of health care delivery systems

Attract and develop workforce

Prepare and develop health care staff optimally for the future of health practice

Solution

- Optimize performance and operational excellence at MUSC in focused target areas including pediatrics, cardiovascular care, radiology, and neurosciences
- Expand capabilities and patient experience through “digital twin enabled workflow and layout planning
- Advance the quality and precision of care by combined application of research and engineering expertise e. g. within an innovative world-class stroke program

Value contribution

1st

10



of it's kind strategic partnership

years of joint innovations, development and education

Co-define the new gold standard for best-practice knowledge transfer

