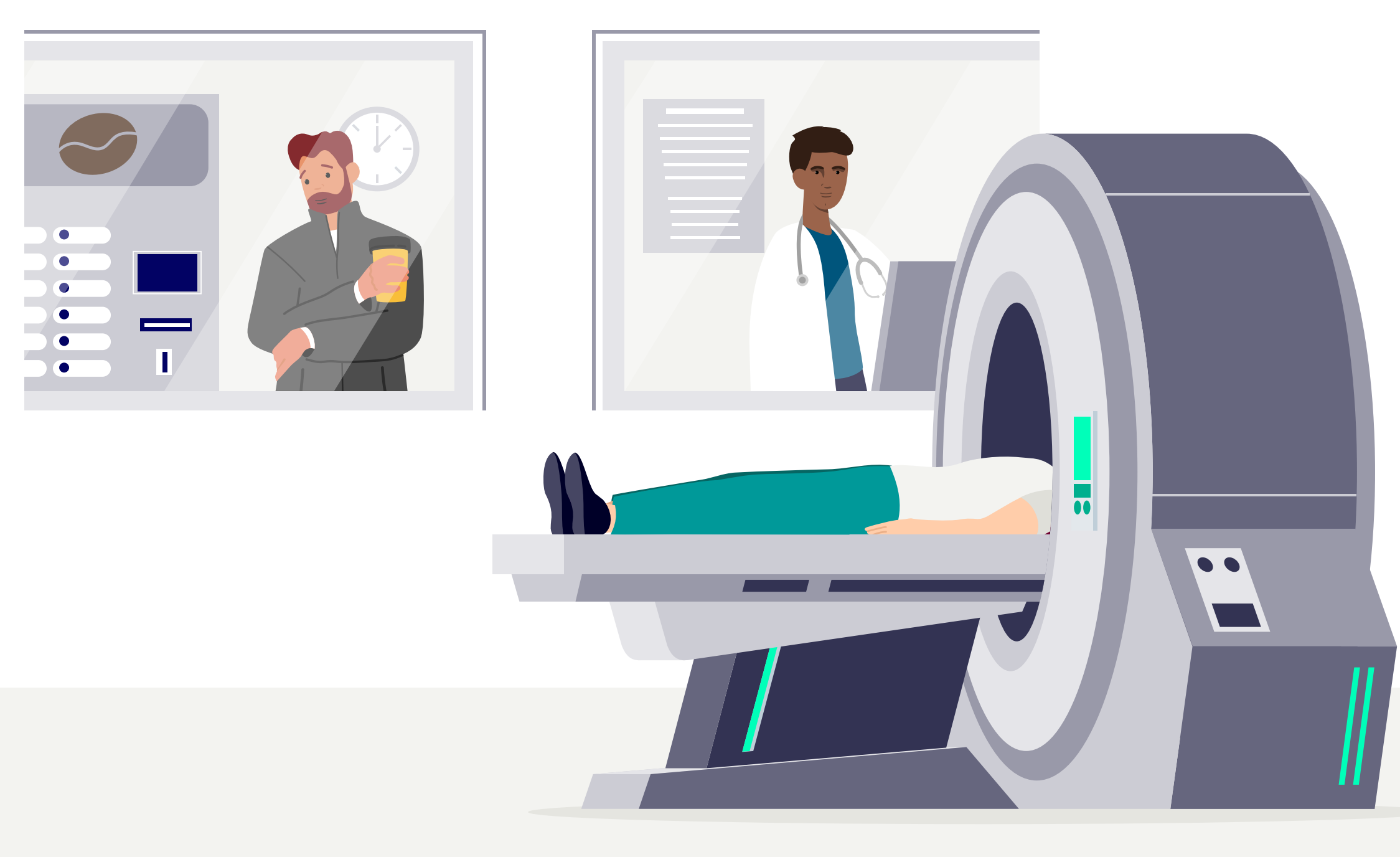


Your world through finance:
the patient’s journey



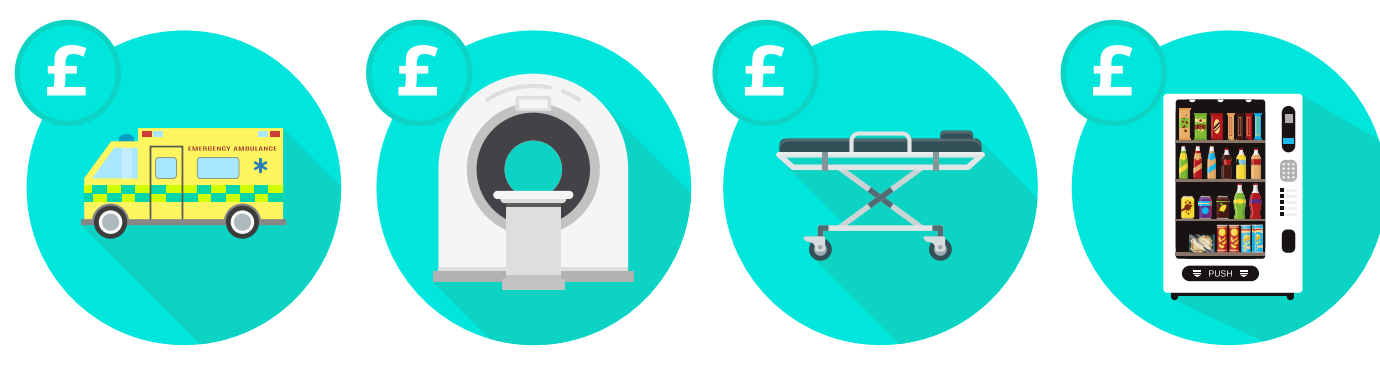
Healthcare institutions are under extreme financial pressure post-covid with treatment backlogs and delayed procedures still commonplace. The aftermath continues to impact the care system as evidenced by the unprecedented levels of waiting times. Therefore those responsible for providing and managing our healthcare facilities are dedicated to finding ways to enhance the patient experience. At a time when finances are tightening, Penny Pinnock, Siemens Financial Services (SFS), explores how smart specialist finance techniques are helping healthcare providers make facilities more effective and more efficient in order to deliver better experience and outcomes to the patient.

All across the UK, patients are benefitting from the wide range of healthcare assets financed by SFS as the examples below show:



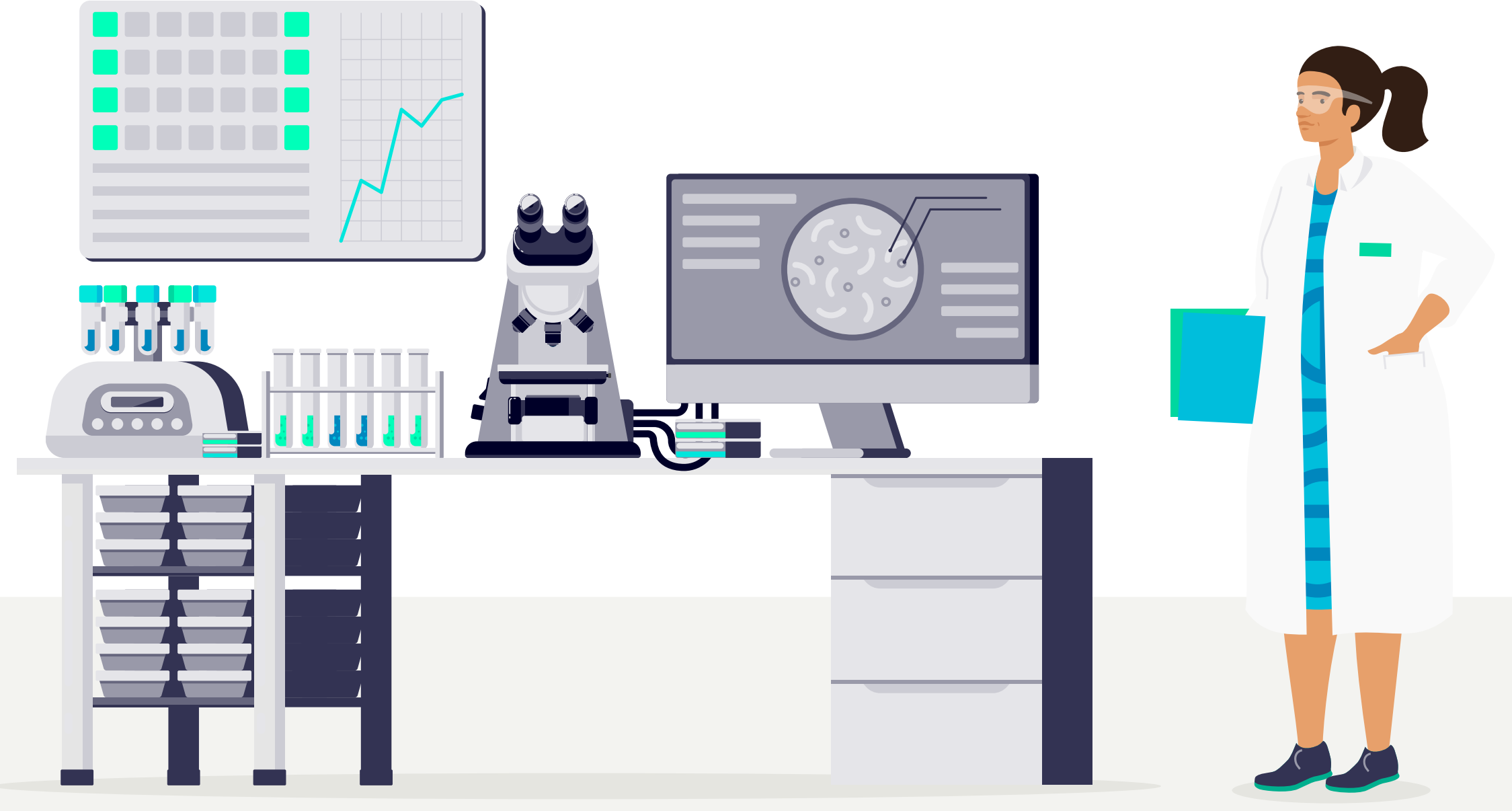
After an initial appointment with his GP, **John** is transferred to a hospital by **ambulance**. He is wheeled on his **hospital bed**, to have an MRI scan, whilst his partner waits in reception and grabs a coffee from a nearby **vending machine**. Once his scan has been taken, the **AI in the MRI** can spot potentially anomalous tissue supplying the radiologist with initial automated findings that can significantly speed up the appointment.

The ambulance, AI-enabled MRI equipment, bed and vending machine are all financed by SFS.



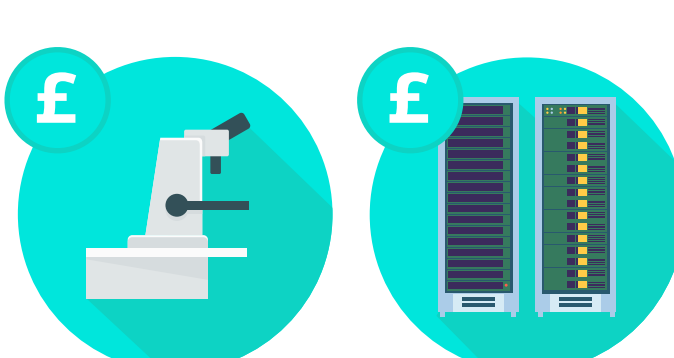
Downstairs, **Shilpa** approaches the hospital reception desk to visit a friend. The medical receptionist finishes a **phone call** and checks Shilpa’s request on the system. The receptionist has access to the latest data on patient location as well as **building controls** to optimise room conditions. Unbeknownst to Shilpa, the hospital uses this system to **monitor its energy use** and achieve carbon savings.

The telecoms, IT systems, and building controls are all financed by SFS.



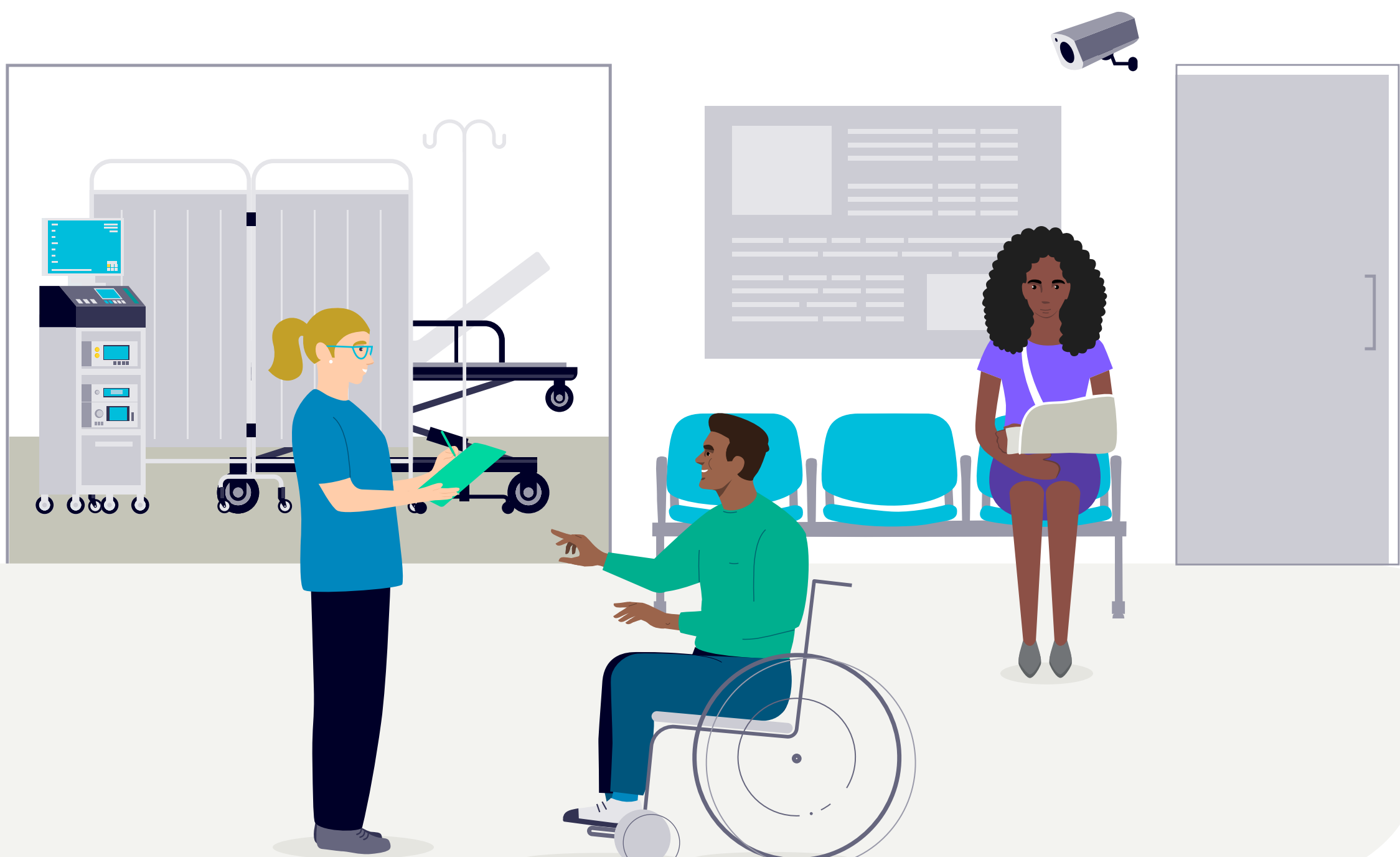
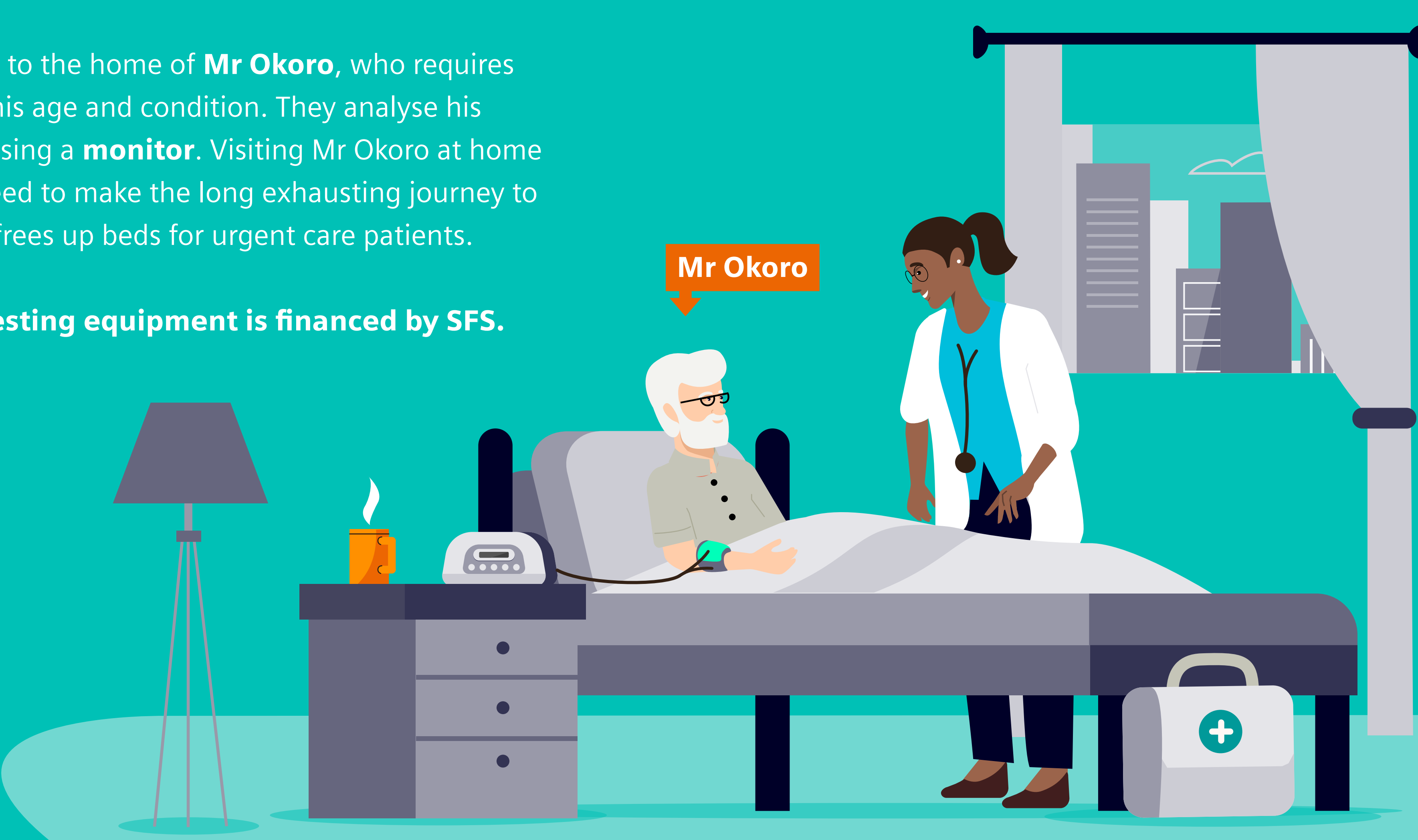
Down the corridor, the results of **Max’s** blood test are sent to the lab for analysis. The sample is processed through an **automated system** that can better manage increasing test volumes, enhance accuracy, and reduce costs.

The laboratory diagnostics and supporting IT management infrastructure are all financed by SFS.



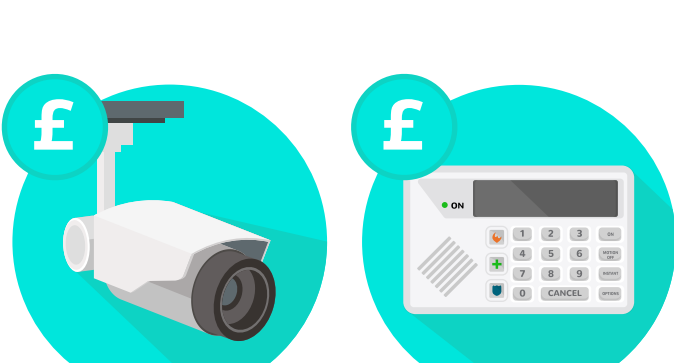
A District Nurse drives to the home of **Mr Okoro**, who requires in-house care due to his age and condition. They analyse his blood glucose levels using a **monitor**. Visiting Mr Okoro at home means he does not need to make the long exhausting journey to the hospital and also frees up beds for urgent care patients.

The point-of-care testing equipment is financed by SFS.



Back at the hospital, the late-night A&E gathering begins to appear. **24-hour security systems** ensure the safety of staff and patients alike. Should an adverse incident occur, **alarms** can be triggered, and protocols escalated and the presence of **CCTV** acts as a deterrent. These added safety measures are crucial to ensure the smooth running of an already overburdened part of the healthcare system.

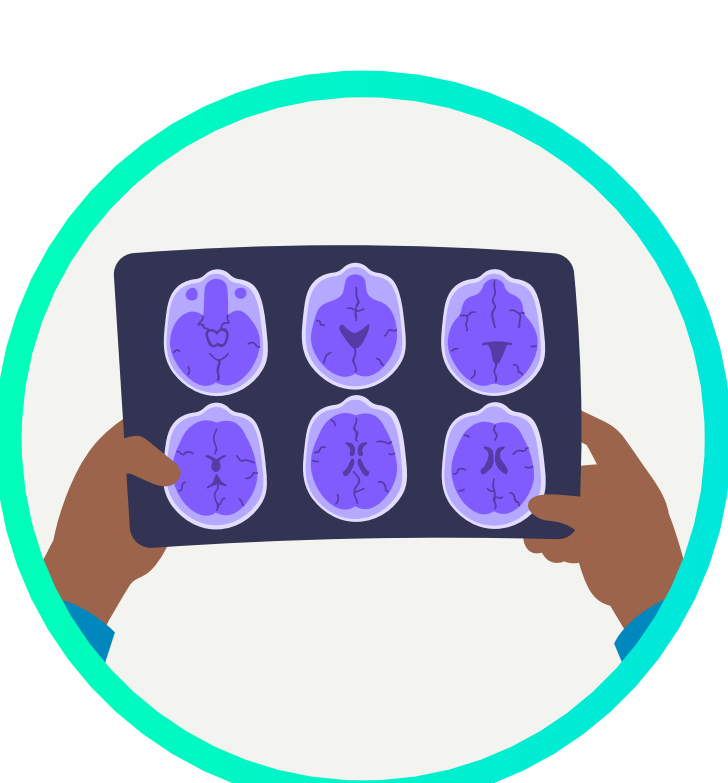
The CCTV and security controls are all financed by SFS.



John, Shilpa, Max, Alice and Mr Okoro, like most patients, are unaware of how the SFS team are quietly supporting their individual journeys to restored health and helping millions of people across the UK to benefit from the optimum provision of healthcare.

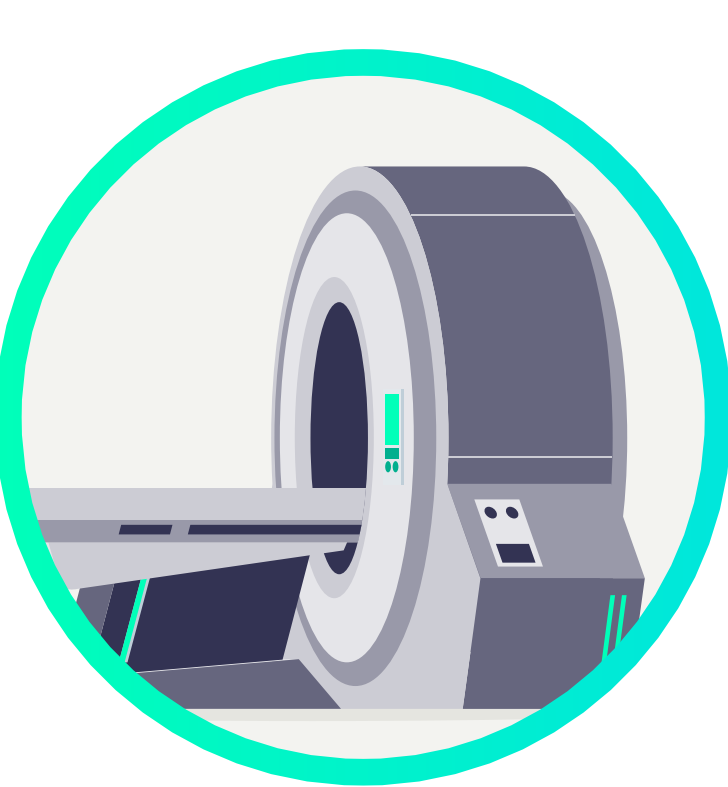
From CCTV to AI and ultrasound, the broad range of equipment, technology and infrastructure financed by SFS is supported by a suite of smart, tailored solutions that enhance cash flow.

Smart finance equipping hospitals in the UK



Digital assets – pay as you gain

The latest digital technology is changing the landscape of healthcare access and delivery. However, the additional benefits and improved outcomes from new technology will be gained over time. Smart financing arrangements can be structured to reflect the impact of those benefits. Not only can the length of the financing period be adjusted, but low-start payments are possible and can be aligned with the expected outcomes. This provides critical assistance to organisations seeking to manage pressurised operating expenditures.



Technology and buildings/facility adaptation

New equipment and technology often require the adaptation of facilities and buildings. Smart finance providers recognise this requirement and will offer arrangements that embrace the total cost of technology acquisition and setup. A single arrangement will include the technology, its installation, and the buildings technology that makes the whole facility work.



Smart sustainable buildings

Smart buildings technologies can radically reduce energy consumption while improving the capacity and efficient throughput of healthcare facilities – a key target as healthcare demand continues to rise. On-site people flows, airflow management, patient comfort and recovery, hot-desking, security, and much more can be automated and digitally managed using smart buildings technology – but capital budgets are under tremendous pressure in healthcare. Smart financing allows buildings to be made smart without the need to tie up capital.



Managed Services

Pioneering technology vendors are now increasingly working with healthcare organisations in a partnership model. In such arrangements, the technology provider agrees on a service level that it commits to provide – encompassing equipment/ technology maintenance, service, uptime, and sometimes even human skills and outsourced peak demand management. Underpinning these managed services arrangements are smart financing structures that make them work for providers and healthcare organisation alike.