



Project Business in Healthcare

From equipment accessories to turnkey hospital solutions –
experience the broad portfolio

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SIEMENS

Facing the challenges of the future

Projects with Siemens Healthcare – discover our comprehensive portfolio

Today, healthcare providers are facing numerous challenges. The overall goal is to offer high-quality and patient-centered medical care, while introducing highly efficient and most effective workflow processes and keeping to a fix budget. Backed by decades of experience and know-how in the field, Siemens Healthcare can help you reach this goal – by providing single solutions or building an entire hospital center from the ground up. We can offer you one of the widest portfolios of technical innovations and healthcare services on the market and support you in achieving best-in-class performance at an optimized cost-benefit ratio. Find out all about what we can do for you.

A renowned supplier of medical equipment

Siemens Healthcare is known for innovative technology, outstanding quality, and high reliability around the world: leading imaging systems, sophisticated laboratory diagnostics, and the latest IT solutions for earlier detection and more specific diagnosis, individualized therapy and improved follow-up. However, there is even more. Our wide service portfolio includes the delivery, installation, and servicing of your medical equipment as well as the training of your staff.

Providing one-stop solutions for turnkey projects

You are planning a new department even a comprehensive hospital? Siemens Healthcare is your partner for creating, coordinating, and implementing turnkey solutions. As a global player with local presence, we understand your specific needs – wherever you are. Moreover, we can offer you everything you need from one source: consulting, architectural design, planning of in-house and public infrastructure, products and solutions for communication, integration, and networking to energy distribution, lighting, building automation, fire protection systems, and access control solutions. Benefit from a one-stop solution with one partner on your side that takes care of all the details, so you can focus on the big picture.

An expert team takes care of everything

We can revert to know-how that spans both public and private healthcare markets around the globe. Our teams are made up of skilled experts who are highly experienced in devising strategic plans in order to achieve short and long-term objectives, manage hospital operations, and implement and commission large and complex hospital systems. In a first step, we can develop with you your functional and technical requirements and then recommend the necessary equipment. Delivery and installation, punctual start up, and high functional safety of all systems is of course a matter of fact.



And what can we do for you?

Helping you getting started

After the completion of your department or hospital, we will also support you during the start-up phase in the medical, paramedical, technical, and administrative fields. Our services can include for example preparing your hospital's organization, defining operational and functional work processes, selecting key personnel or helping you with detailed staff planning. Depending on your requirements, we can also take over for you service, maintenance or operational management of your medical systems, department or entire hospital.

Benefit from a closely acting global network

Siemens Healthcare has strong partnerships not only with other Siemens divisions, but also with other companies and vendors around the world. Of course, we take care that they also fulfill the highest quality standard and that they fit smoothly into our existing network. All of our qualified partners provide an extensive range of services regarding medical equipment as well as products and systems for telecommunication, information, building automation, and security.

Customer-specific project management

From accessories and turnkey solutions to services that span the entire life cycle of your system or hospital – **Siemens Healthcare is your partner** that helps you meet your requirements. And we are at your side wherever you are, around the world.

Our service offering includes:

- Consulting
- Design
- Planning
- Procurement
- Implementation
- Commissioning
- Training
- Maintenance
- Support



A brief insight

We prove what we claim

An extract of reference projects



Over the past years, we have gained extensive expert knowledge in hospital projects. Lean back and benefit from our global experience, wide equipment portfolio, and our comprehensive service packages.

Siemens Healthcare has successfully completed numerous hospital projects around the world. They range from accessories to turnkey projects, from consulting and realization to maintenance services.

We have compiled for you a few selected projects that give you a small glimpse of what we could do for you.

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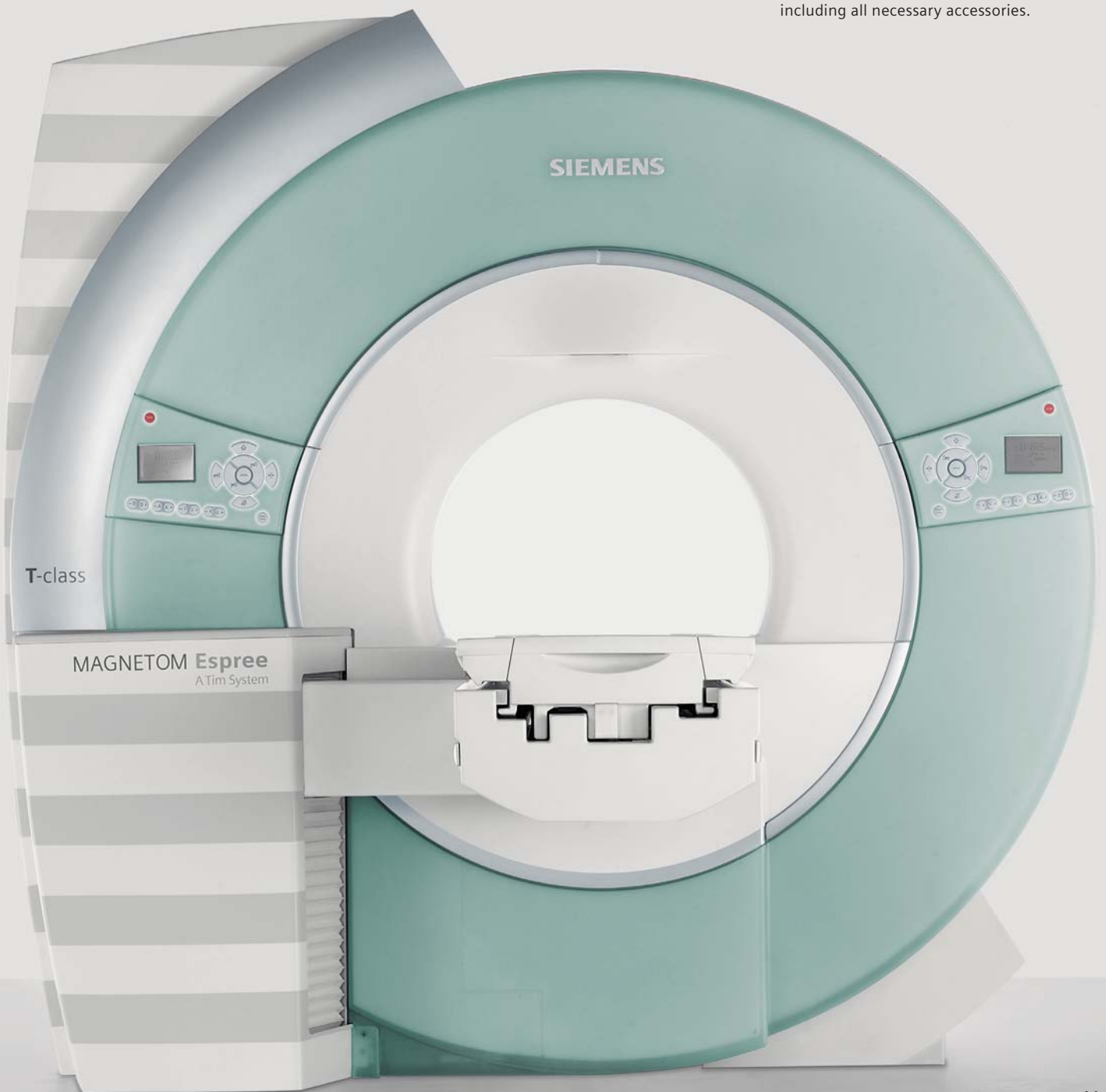
Cairo Children's Cancer Hospital in Cairo, Egypt in detail

Setting international standards for children's hospital design

The CCHE is the first hospital in Egypt that has been especially designed and built for children diagnosed with cancer. It handles about 2,000 incoming cases a year, in addition to investigative and outpatient cases.



One of the many medical systems Siemens Healthcare installed at the CCHE is the magnetic resonance scanner MAGNETOM Espree, including all necessary accessories.



MRI

Siemens Healthcare answered the challenges of this functional MRI unit with the following:

Development



Planning



Project Management



Proactive Services

Equipment



Magnetic Resonance



Accessories & Supplies



syngo

Service



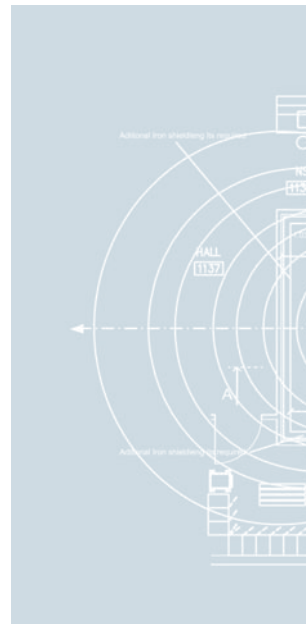
Building Management

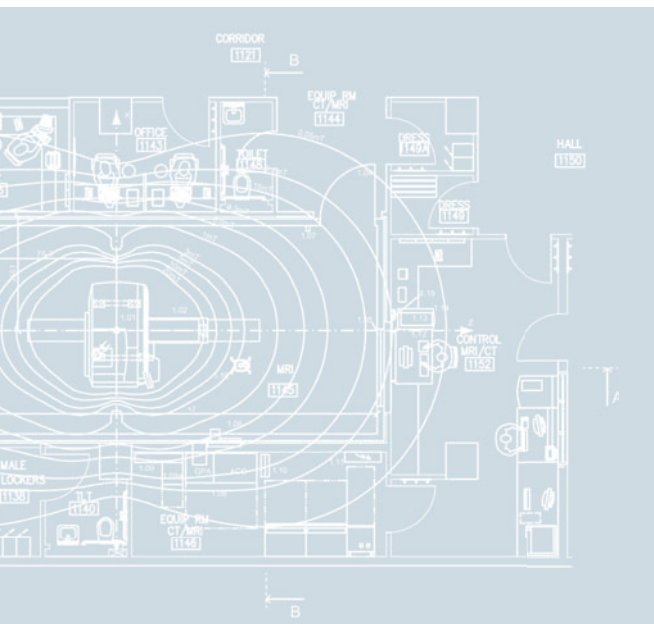


Training



Maintenance and Repair





Part of the project was also to plan and equip a comprehensive suite for magnetic resonance examinations.

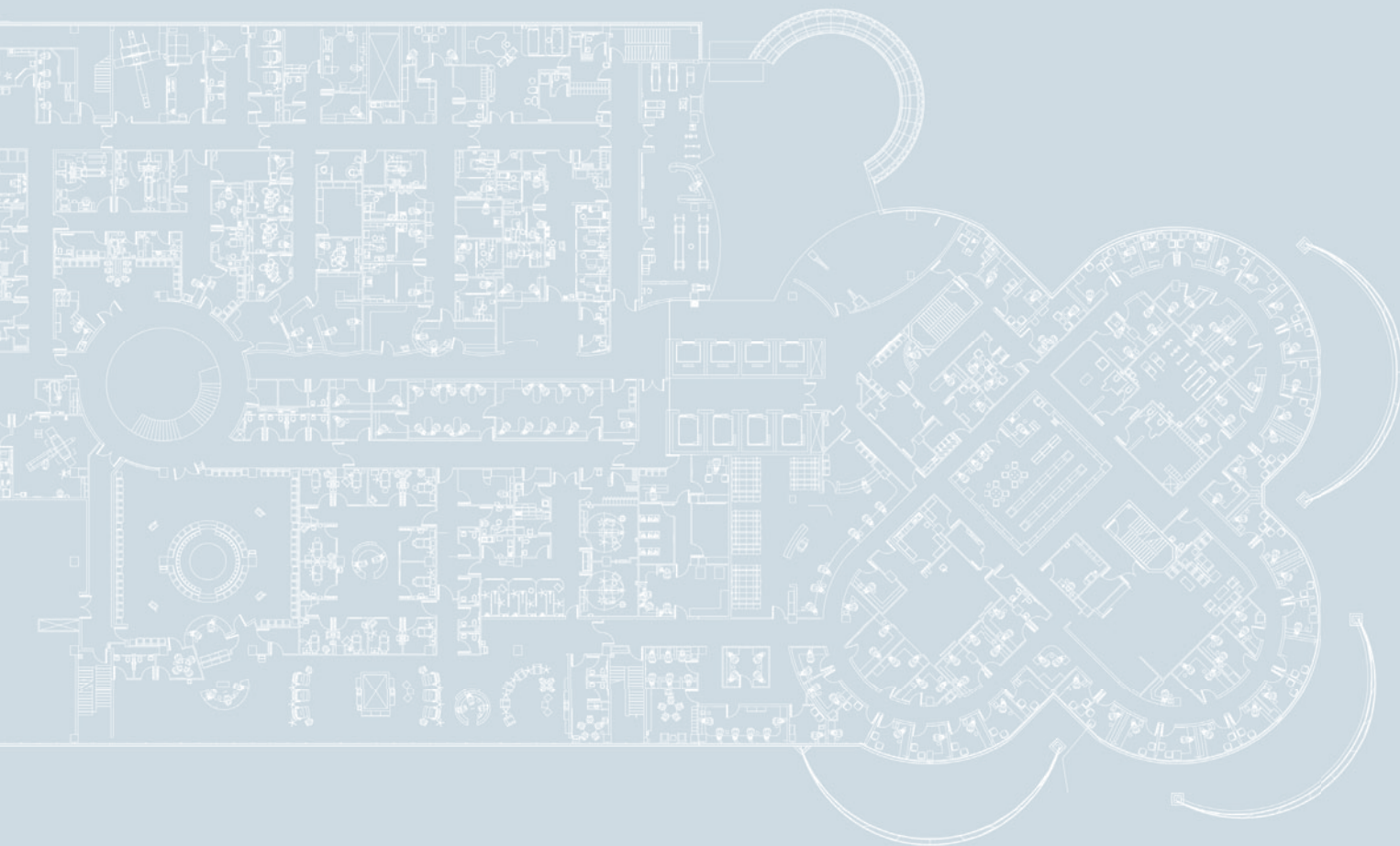


In June 2007, the new state-of-the-art pediatric cancer hospital opened, providing free healthcare to children diagnosed with cancer – regardless of their social or ethnic background.

Siemens Healthcare was selected to be the main partner for the entire medical equipment package for the 180 bed oncology clinic. The goal was to develop smooth clinical workflows by integrating the latest Siemens modalities and all necessary medical equipment that serve to improve patient care processes. The equipment plan was challenging, as it meant outfitting an entire hospital from scratch. The primary criterion was that it had to include all the standard equipment for a pediatric oncology hospital: In detail: diagnostic equipment that is considered benchmark for diagnosing children with cancer; laboratory technology such as cord blood lab, cytogenetics, immunophenotyping, and molecular biology; and advanced operating room equipment that can assist in performing complicated procedures such as neurosurgery, microsurgery or eye surgery.



• Location	Cairo, Egypt
• Partner	Government Foundation
• Size	180 beds, 30 ICU
• Disciplines	Oncology treatment, nuclear medicine, neurology, ophthalmic surgery, laboratory
• Equipment	Radiology systems incl. CT, PET/CT, and MRI, OR equipment
• Services	Planning, medical technology



Clinica Girassol in Luanda, Angola

Offering innovative technology and services for turnkey hospital project



Clinica Girassol, a hospital with all the supporting modern amenities, offers the latest technology in healthcare systems and treatment facilities. The interior creates a welcoming atmosphere and provides a comfortable habitation for recuperating patients. The turnkey hospital project was realized by Tecnimed, Siemens’ strong partner in Angola for innovative solutions in healthcare for over 30 years. By offering advanced technologies and the appropriate service programs, Tecnimed and Siemens help Clinica Girassol take care of its patients in the best possible way.

• Location	Luanda, Angola
• Partner	Sociedade Nacional de Combustíveis de Angola – SONANGOL
• Size	259 beds
• Disciplines	Oncology, surgery, gynecology-obstetrics, pediatrics, ICU, brachetherapy
• Equipment	Radiology incl. CT, MRI, and nuclear medicine incl. hot lab
• Services	Medical technology

Hospital da Luz in Lisbon, Portugal

Ensuring optimized care with a workflow-oriented IT solution



Hospital da Luz is an integrated healthcare campus featuring an acutecare hospital, a nursing home, and assisted-living apartments. Siemens experts ensured a workfloworiented planning and the implementation of the infrastructure, medical technology, and information systems. The integrated IT solution provides physicians and nurses with complete information at each point of care, ensuring optimal service for the patients.

• Location	Lisbon, Portugal
• Partner	Espírito Santo Saúde
• Size	395 beds – acute care (130), nursing home (150), assisted-living apartments (115)
• Disciplines	Radiology including CT, MRI, AX, nuclear medicine
• Equipment	30 specialty areas and clinics
• Services	Planning, building technology, medical technology, IT

Inkosi Albert Luthuli Central Hospital
in Durban, South Africa

Providing medical equipment and comprehensive service



The scope of the public-private-partnership project (PPP project) included a solution for the planning, supply implementation of all medical and non-medical equipment of the 846-bed hospital in Durban. During the 15-year contractual period, Siemens is responsible for the technical and medical equipment management, life-cycle replacement, and coordination of third-party suppliers' equipment and services. Our PACS solution plays a key role in distributing and storing digital images for the first paperless hospital in South Africa.

• Location	Durban, South Africa
• Partner	Kwazulu Natal Provincial Government
• Size	846 beds, 176 ICU
• Disciplines	Radiology, radiotherapy, surgical, laboratory, out patient department, physiotherapy
• Equipment	20 medical clinics, 19 operating rooms
• Services	Planning and implementation, technical management, multi vendor services, medical technology, IT

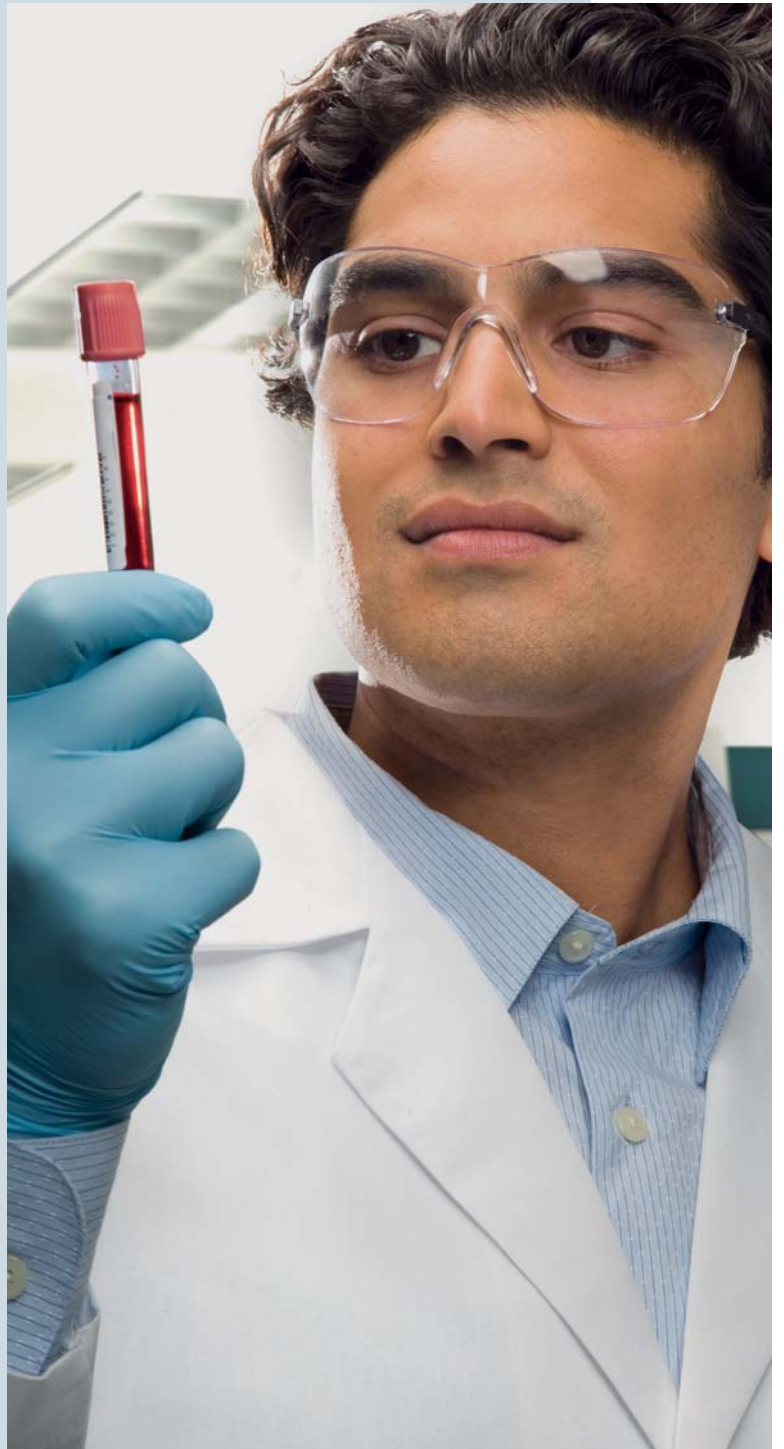
International Neuroscience Institute (INI) in Hannover, Germany

Fulfilling the role as general contractor for turnkey hospital project



The 100-bed International Neuroscience Institute (INI) specializes in interdisciplinary neurosurgery and neurology care and has integrated teaching and research facilities. As the general contractor for the total project, Siemens had overall responsibility for architectural planning, building technology, communication technology, acquisition and implementation of medical equipment.

• Location	Hannover, Germany
• Partner	Professor Madjid Samii
• Size	100 beds
• Disciplines	Neurosurgery, neurology care
• Equipment	Surgery, teaching and research facilities
• Services	General contractor, radiology, CT, MRI, (architectural) planning, building technology, communication technology, medical equipment, research cooperation



Radiotherapy Center at Krems, Austria

Creating a comprehensive solution from initial planning to realization



The Siemens-tailored turnkey solution for the new Radiotherapy Center, part of the Krems State Hospital, consisted of planning, architectural design, construction, acquisition, and implementation of all medical and non-medical equipment. The design was based on an optimized, patient-oriented workflow which resulted in a one-stop solution for the customer. The management and coordination by Siemens Healthcare helped to complete the project within 24 months.

• Location	Krems, Austria
• Partner	Landeskrankenhaus Krems
• Size	27 beds
• Disciplines	Radiotherapy center
• Services	Customized one-stop solution: initial project planning, architectural design, workflow concept, financing, logistics, installation

SARS Epidemic Project in China

Providing emergency equipment and taking care of logistics



The immediate response program supplied the Chinese government with urgently required equipment and preventive hygiene products in connection with the SARS epidemic. Siemens Healthcare provided fast on-site processing support within 3 weeks. The key issue was a very fast response that was achieved by sourcing and consolidating the required products and arranging the transport logistics, including the special plane charter, in an extremely short period of time.

• Location	Selected Chinese province hospitals
• Partner	German Government
• Disciplines	Epidemic prevention and therapy
• Equipment	Pulmonary disease prophylaxis, ventilation equipment, laboratory, protection clothing
• Services	Medical technology

Regional clinics in Azerbaijan

Equipping seven clinics in remote areas



Siemens was the main project partner of the State Oil Company and sole supplier for seven regional clinics throughout Azerbaijan. The challenge was to cover the routine health and preventive medicine requirements in the more remote areas in the country.

• Location	7 clinics in Azerbaijan
• Partner	State Oil Company
• Size	20 beds, 6 ICU
• Disciplines	4 ORs, intensive care station, surgery
• Equipment	Radiology, medical gas supply, laboratory, ENT, diagnosis, physiotherapy, emergency
• Services	Medical technology

Kidney Transplant Center in Baku, Azerbaijan

Equipping transplant center and upgrading linked departments



The Kidney Transplant Center is an extension of the Republican Urology Clinical Hospital and was outfitted with specialized equipment for kidney transplant surgery. A comprehensive dialysis department was also established. Additionally, linked departments within the existing hospital, including four operating rooms and an intensive care unit, were upgraded with the latest state-of-the-art equipment.

• Location	Baku, Azerbaijan
• Partner	Ministry of Health
• Size	8 beds, 14 ICU (extension)
• Disciplines	Kidney transplant and urology, diagnosis, therapy
• Equipment	Transplant surgery, lithotripsy unit, laboratory, medical gas supply, dialysis system
• Services	Planning, medical technology

Outfitting new center for diagnosis and therapy of blood disorder



This project included a comprehensive equipment package for a new center in Baku for diagnosis and therapy of Thalassaemia, a group of genetically inherited disorders of the blood. The disorder, which is not uncommon in this region, could so far not be diagnosed or treated. This is now possible at the new center and will enable patients to be treated locally without expensive visits abroad.

• Location	Baku, Azerbaijan
• Partner	Ministry of Health
• Size	20 beds
• Disciplines	Laboratory, Thalassemia & Hemophilia, stem cell therapy
• Equipment	Specialized laboratory analysis equipment, blood transfusion and dialysis equipment, blood bank equipment, sterilizing apparatus
• Services	Planning, medical technology

Proven project competence

You can count on our experience and partnership

From consulting via implementation and realization to safeguarding your operational requirements, Siemens Healthcare offers you comprehensive performance packages.

Our approach is to understand your needs first and then to address those needs by providing solutions that meet the identified technical, clinical and commercial requirements. Depending on your individual business concern, our products and services contribute to form highly valuable solutions.

Working with us gives you the benefit of one contact partner who is taking care of every detail, thus relieving you from having to coordinate a large number of suppliers including associated commercial and technical issues. As a result of our global network and knowledge-sharing culture, we have access to best-in-class resources. Therefore, we are able to provide you with individually tailored solutions and services worldwide – for a successful implementation of small to large healthcare projects. Take advantage of our international experience of many years in hospital design and process development and benefit from a successful long-term partnership.



Proven partnership

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