

Enterprise Imaging IT

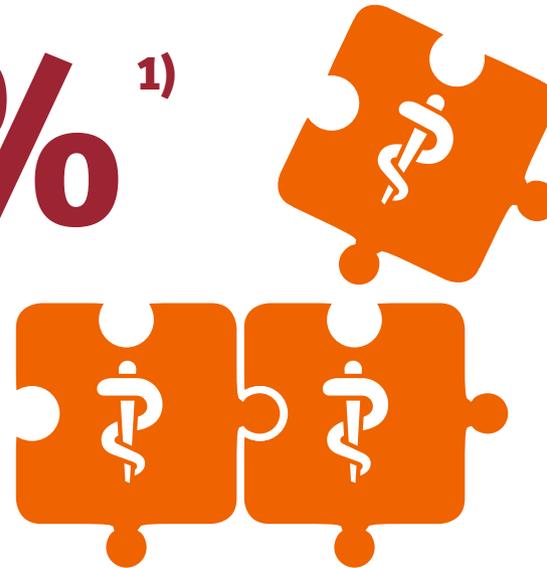
Providing value-based healthcare



The consolidation of healthcare

Hospital mergers and acquisitions
in the U.S. have increased by

6.1%¹⁾
in one year



... driving the need for consistent
and standardized imaging IT solutions.

Consolidation drives coordination: A new approach to imaging data

Ongoing cost pressure and value-based reimbursement are just two global trends that drive consolidation in healthcare. As a result, enterprises and Integrated Delivery Networks (IDN) grow larger and more complex.

How can you enable your imaging workflow to run smoothly?
How can you ensure secure patient-centric access to images and reports, whenever and by whoever necessary?

Integrated Enterprise Imaging IT solutions provide the answer. They help lower costs, reduce complexity, and enable seamless cooperation of all clinicians involved – enterprise-wide and beyond.



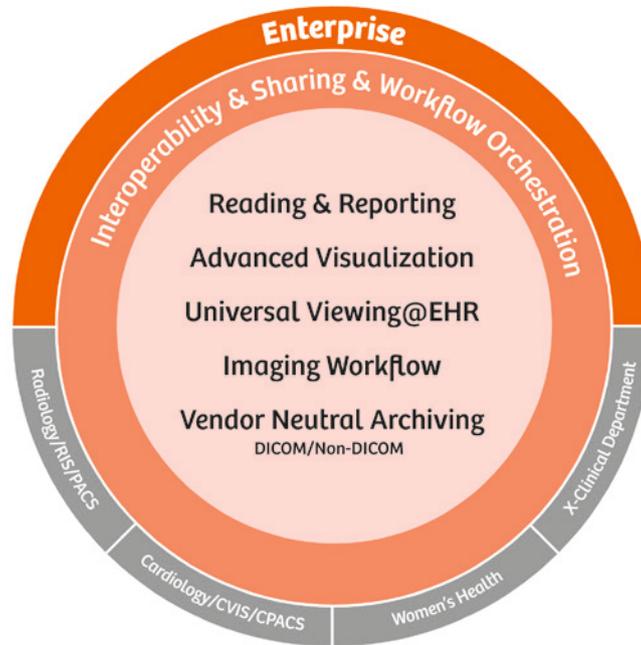
“The need for collaboration platforms in the healthcare sector will be increasing enormously in the future. Today, we have many different sectors in primary care and inpatient care. In the future, they will have to become more integrated.”

Univ.Prof. Dipl.-Ing. Dr. Werner Leodolter

Chief Information Officer, Information & Process Management
Steiermärkische Krankenanstalten, Austria

Make imaging workflows run smoothly – throughout your Enterprise and beyond

Enterprise Imaging IT comprises:



Reading, Reporting and Viewing –
automated tools that support reading workflow standardization of almost all clinical cases (e.g. Radiology, Cardiology)

Advanced Visualization –
highly sophisticated and specialist diagnostic tools for evidence-based reading and reporting of complex cases

Archiving –
enterprise-wide vendor neutral archiving and data life cycle management on one platform

Imaging Workflow –
a range of valuable tools that can help increase efficiency while decreasing operational cost

Interoperability –
easily connected thanks to a standard-based, IHE-compliant connectivity platform that eliminates information silos and costly integration points

Enterprise Imaging IT solutions

Supporting your mission

Many healthcare enterprises still suffer from inconsistent IT architectures. The result: rising costs, a lack of transparency – and a negative impact on speed and information flow along the patient care cycle.

A highly flexible and interoperable Enterprise Imaging IT solution from Siemens Healthineers helps you align your infrastructure with your strategic goals. Based on international standards such as IHE, you can manage your imaging workflow more efficiently, enhance communication with referrers, and refocus on managing health.

Rely on our 25 years of experience and trusted partnership in designing, installing, and operating your solution. It all starts with thoroughly listening to your requirements – let's get in touch!

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Consolidate your IT – save costs

How can you make your imaging IT landscape less complex? How can you reduce vendor variety and maintenance contracts while increasing cost transparency? Siemens Healthineers is there to help you with enterprise-wide consolidation. Based on a strategically aligned imaging IT infrastructure, you can improve day-to-day operation, lower expenses for system integration, and reduce education and training costs.

Users will find the common syngo user interface throughout the institution. The consistent usability concept helps you save education costs.

Reduce costs for IT integration and operation

Managing legacy IT landscapes can get tricky and costly, especially when adapting to current needs and workflows. The better choice is consolidation. For example, we help you replace inhomogeneous archiving islands with a centralized vendor-neutral solution: a smart way to simplify administration, minimize errors, and reduce costs.



The challenge:

Typical legacy IT landscapes – varied systems, user interfaces, vendor relations, and service contracts.



Our solution:

The future-oriented way – consolidating the landscape.



Your value:

Consolidation reduces overhead costs – for vendor management, system integration, and administration.



Grow your Enterprise in an easy, repeatable way

What’s your strategy for the short and long run? How fast can you implement it with your given human and financial resources? Our solution grows with your vision and needs. From a single department to multiple site, even across regions – it’s all modular and scalable.

Even if you’re not yet planning the big step, you can make progress with smart incremental investments. For example, improve IHE¹⁾ conformity and sharpen the patient focus of your imaging IT.

Minimize education costs

The best way to minimize user education costs is to create consistency. With our common *syngo* user interface, all clinical users share the same usability concept – from modalities to reading and Advanced Visualization across the enterprise. Beyond mere cost reduction, you can make users happier and allocate them more flexibility.

How it works: Multiple hospitals – consistent cross-Enterprise solution

A leading U.S. healthcare service provider is preparing for the future with all-in Enterprise Advanced Visualization from Siemens Healthineers. Thanks to a multi-server setup, multiple concurrent users are connected across six acute care hospitals – fostering consistent standards, reproducible results, and reduced education and training costs.

The business model: multi year subscription – based on calculable costs and liquidity-friendly, recurring payment

¹⁾Integrating the Healthcare Enterprise

Enhance clinical collaboration – improve outcomes

How can you strengthen workflow efficiency and improve the quality of care? By letting all clinical users and referrers share consistent standards and easy data access. Siemens Healthineers provides a smart IHE (Integrated Healthcare Enterprise) compliant IT infrastructure that supports standardized, paperless, and patient-centric imaging workflows. Eliminate sources of error and waste of resources while enhancing collaboration – within both your the enterprise and your network.

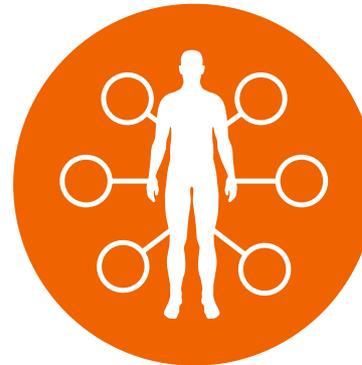
Collaborate paperlessly – connect beyond the Enterprise

We help you connect data silos and integrate existing systems into a smart IHE compliant IT infrastructure. All stakeholders can quickly access clinically relevant information, share a common patient-focused view, and collaborate seamlessly. To avoid repeated exams and help reduce costs, this is the way to go.



The challenge:

Insufficient communication and collaboration can lead to repeat exams.



Our solution:

Providing a smart IHE compliant infrastructure that fosters patient-centric collaboration.



Your value:

Avoiding repeat imaging exams and lab tests is estimated to save \$600 per trauma patient, to cite just one example.¹⁾

¹⁾ <http://www.healthimaging.com/topics/imaging-informatics/regional-pacs-trauma-network-slashes-repeat-ct-exams-costs>

Enhance process efficiency – optimize clinical outcomes

Establishing consistent enterprise-wide workflows pays off for you. Assisted by task- and role appropriate diagnostic tools, everyone can make best use of the information available. Secure access to reports and images enables evidence-based reporting from anywhere. Last but not least, reproducible and quantifiable diagnostic results enable optimized therapy support.

Measure yourself through benchmarking

With our smart data analytics platform, you can proactively monitor key performance indicators – from dose measurement to modality utilization, result turnaround times, and staff productivity. You can also enrich your individual dashboard by benchmarking data. Rely on facts-based decisions to boost your enterprise performance!



How it works: Connecting an entire country with a future-proof infrastructure

Austria is well on the way toward a country-wide eHealth solution to improve the quality of care and patient safety. More than 140 institutions, 5.2 million patients and 10.4 million documents are already connected to the ELGA (Electronic Health Record) infrastructure. Since 2006, the consortium has been partnering with Siemens Healthineers to establish a future-proof, scalable and vendor-independent solution.

The benefit: A single hospital alone – the Innsbruck Hospital – is now saving postal costs of more than 2.7 million Euros per year. And that’s just one of many examples.

¹⁾ <http://www.diagnosticimaging.com/rsna-2014/avoid-malpractice-radiologists-must-communicate>

²⁾ <http://www.medscape.com/features/slideshow/malpractice-report-2015/radiology#page=16>

Streamline administration – focus on excellent patient care

How can you focus on successfully managing health as your core task? How can your Enterprise Imaging IT solution support you in improving clinical outcomes at reduced costs? Siemens Healthineers provides a single vendor solution including consultancy and professional project management. You'll benefit from high-quality implementation, lean administration, and safe operation.

Smooth operation – rely on your solution every day

Our IT services and recovery concept, provides the basis for high system availability and data integrity.

For example, it's important to continue operation during planned software and hardware services. We proactively monitor your system and provide both technical and application support – on your screen and in real-time.



The challenge:

All relevant patient information should be accessible anytime and anywhere.



Our solution:

Fast disaster recovery and data restoration to quickly continue operations with Recovery Point Objective (RPO) and Recovery Time Objective (RTO) in minutes.¹⁾



Your value:

High availability and data integrity for continued and safe operation.

¹⁾ Seconds with Recovery Point Objectives (RPO);
15 minutes with Recovery Time Objectives (RTO)

Integrated IT environments – benefit beyond imaging

Let IT integration reach beyond your imaging. Our Enterprise Imaging IT smoothly fits with your assets – including your modalities, information systems, and EMR (electronic medical record). As a VMware Technology Alliance Partner we easily plug into virtual IT environments, following the trend of Hyper-Converged infrastructure.

State-of-the-art security – protect your values

Data security has become a top priority among IT administration tasks. Siemens Healthineers leverages long-term experience to harden and defend your systems and IT infrastructure.

Targeted skill management – so your staff can perform at their best

Our long-term Education Plan helps your staff evolve their skills to perform at their best. Everyone can pursue the right level, from standard to advanced requirements. This also facilitates successful onboarding of new users. Your team will be enabled to tap the full potential of your solution, keep up with innovation, and improve both patient outcomes and workflow efficiency.



What do you get?

A wide range of security measures – from malware protection to authorization check to data encryption.



What's your benefit?:

Higher immunity to data loss and manipulations – to protect your assets and your reputation.



**How it works:
High dependability and trouble-free system operation**

“Since the hospital is in operation 24/7, systems have to run at high availability, reliably and safely. When implementing the Siemens Healthineers solution, major characteristics were high dependability and trouble-free system operation. That’s why we are glad to have decided for partnering with Siemens Healthineers. Moreover, we’re optimistic to cope with future demands.”

Karl Kočever
CEO Stmk. Medizinarchiv Gesmbh (marc) und Leiter IKT der Stmk. Krankenanstaltengesellschaft m.b.H. (KAGes)



Enjoy a worry-free solution with a strong strategic partner

How can you get the most from ever-tighter budgets? Your Enterprise Imaging IT solution from Siemens Healthineers generates a high return on investment throughout its lifecycle. Expert consulting and professional implementation ensure a perfect match with your needs and fast availability. The agile solution adapts to changing conditions and prevents your technology from obsolescence.

Meet your timeline

Meeting your quality, time, and budget needs is a must. We make this happen with our highly experienced clinical consultants and professional project managers, all of which have a vendor-independent Project Management Professional (PMP) certification. As a team, they ensure reliable and fast implementation.

Protect your investment

Our fully integrated IT Services help you keep your Enterprise Imaging IT systems up-to-date and highly available. With continuous updates and upgrades, we protect your software from becoming obsolescent.

Specific needs – always get a high-quality solution

Our solution is designed for easy deployment in virtually any existing IT infrastructure. In some cases, however, custom-made integration or software modules ultimately help optimize workflows. Our experienced senior solution engineers professionally test, and implement additional pieces of software you may need.

Minimize your risk

Your needs, your budget, and your strategy are all individual. The same goes for the business models we offer. And whether you prefer a one-time investment or recurring payment, we'll support you in expanding smoothly. Let's assess your situation and discuss your future goals to create a perfect match.



Partnering throughout the entire lifecycle of your Enterprise Imaging IT solution



How it works: Comprehensive partnership for a great goal

Steiermärkische Krankenanstalten operates 20 hospitals and care facilities in Austria's second largest region. To synchronize workflows and the quality of care, the hospital association builds on a comprehensive Enterprise Imaging IT solution from Siemens Healthineers, including:

- Vendor Neutral Archive
- Reading & Reporting & Viewing
- Advanced Visualization
- eHealth IHE compliant infrastructure connecting to the Electronic National Health Record

Additional services

Our offering also includes additional services, for example:

eHealth Solutions¹⁾

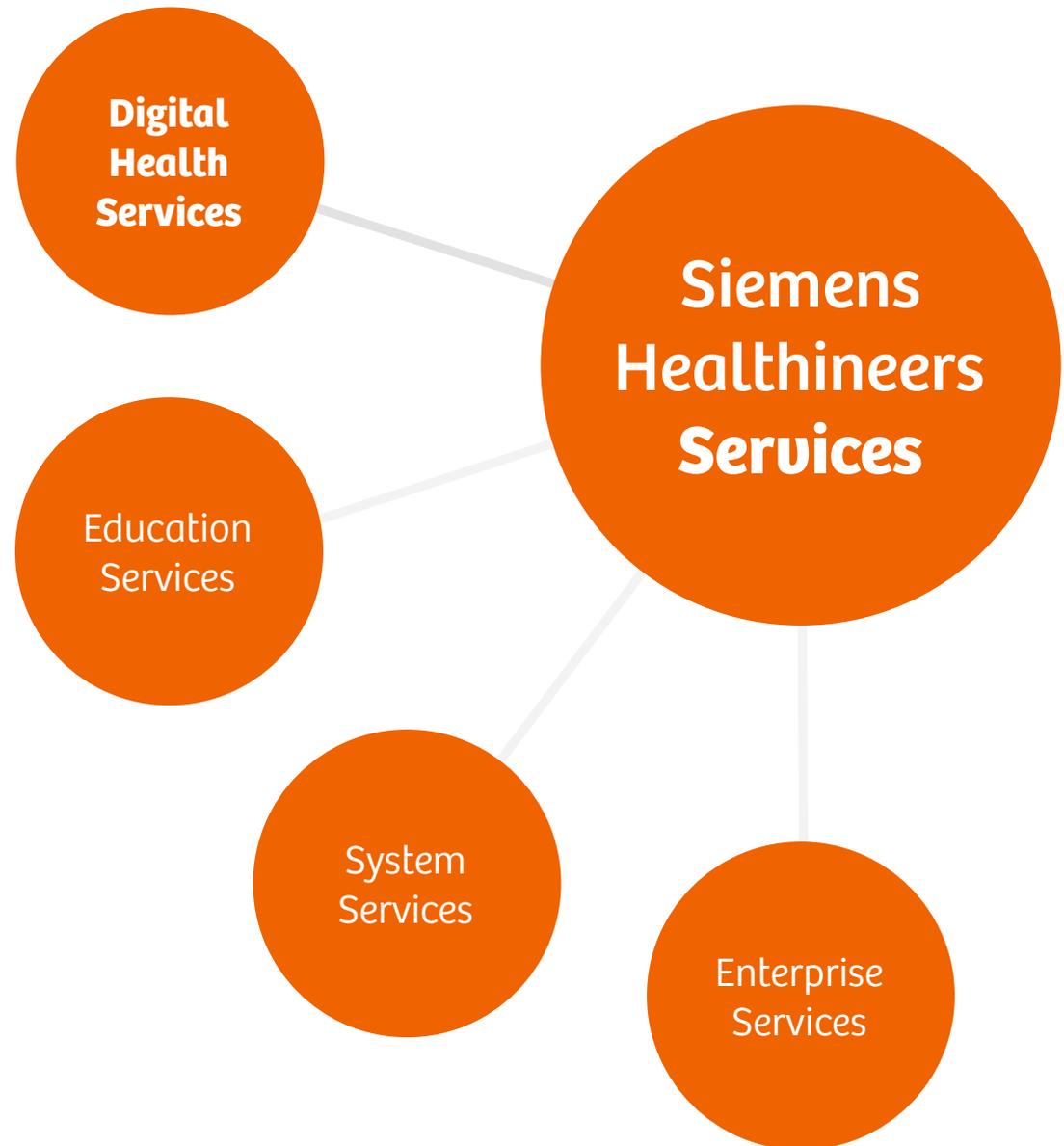
The IHE-conform software allows exchanging medical information in cross-institutional, regional, and national eHealth structures. This includes mobile apps and stakeholder-specific portals. For example, the Physician Portal enables hospitals and private practices to easily share diagnostic and treatment data when patient consent has been provided. All of this aims at improving quality, avoiding unnecessary exams, and saving resources and costs.

Performance Management for radiology and cardiology

Healthcare professionals, hospitals and institutions of higher learning come together in teamplay's rich cloud-based network to access both the metrics from their own imaging fleet, as well as from a shared pool of imaging data. As a community, they connect and collaborate in a trusted environment to improve patient outcome and quality of care.

Asset Management Services

For a fixed annual fee, we manage your medical equipment related concerns including ownership, purchase, installation, user training, maintenance, and replacement. We take care of your technology, enabling you to focus on high-quality patient care.



¹⁾ eHealth Solutions are products of ITH icoserve technology for healthcare GmbH, Innsbruck, Austria. eHealth is not available in all countries. Please contact your local Siemens sales representative for the most current information.

Engineering success Pioneering healthcare

At Siemens Healthineers, we are committed to becoming the inspired partner of healthcare providers worldwide, enabling them to deliver high-quality, affordable patient care in a demanding value-based environment.

As one of the world's leading medical technology providers, we are continuously expanding our portfolio of medical imaging, laboratory diagnostics, and advanced therapy solutions as well as further developing our digital and enterprise services and molecular diagnostics portfolio – all with the ultimate goal of helping providers achieve their success – clinically, operationally, and financially.

We lend our engineering skills and pioneering spirit to exploring opportunities and developing strategies together with our customers – as their inspired partner, making their healthcare business thrive.

Now's our time to inspire the future of healthcare together.



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The outcomes achieved by the Siemens 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 others will achieve the same results.

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