



Case study: VieCuri Medical Center, The Netherlands

Upgrading technology affordably and profitably

A Value Partnership was the key to transforming care delivery

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In 2013, Siemens Healthineers started a ten-year Value Partnership with the VieCuri Medical Center, a teaching hospital in Venlo and Venray, The Netherlands.

The challenge

VieCuri needed a long-term partner who could manage their capital investments, reduce risk, and transform care delivery. Furthermore, the partnership had to maintain quality and profitability while optimizing clinical operations to address their healthcare demands and budgetary constraints.

The objective

The aim was to obtain state-of-the-art medical technology while increasing workforce productivity for the hospital through Workforce Development measures during the ten-year contract period.

The solution

A long-term Value Partnership with clear performance outcomes

VieCuri chose a long-term Value Partnership due to Siemens Healthineers offering innovative technology, performance improvement solutions and clinical experience. The partnership allows for improvement of clinical capabilities while optimizing clinical operations to meet VieCuri's health objectives through all project phases.

The Value Partnership includes:

1. **Technology Provision:** Provision and management of 40 innovative medical systems for radiology, nuclear medicine and cardiology while ensuring predictability of technology investment cycles.
2. **Technology Management:** Maintenance services, upgrades, and replacements.
3. **Operations Management:** On-site technical management, leading to more efficient workflows and increased workforce productivity.
4. **Operations Optimization:**
 - Financial and performance reporting to ensure transparency and proactively manage risk.
 - Tailored education programs for all users, improving staff engagement and employee satisfaction.
 - Introduction of an equipment utilization management system, providing benchmarking information to optimize clinical operations.

The bottom line

The Value Partnership drives modernization, as well as transformative and innovative management of VieCuri Medical Center's radiology department. The strategies implemented reflect an improvement for Technology, Operations, and Workforce.

Customized to the VieCuri Medical Center's unique and specific needs, the Value Partnership helped realize their strategic goals, maximize opportunities, and address the demands of their stakeholders.



Key clinical, financial, and operational outcomes

VieCuri Medical Center, Venlo and Venray, The Netherlands



Type: Tertiary teaching hospital

Total Beds: 509

Population served: 280,000

Key medical specialties:

- Provision of diagnostics for all specialties
- Provision of full scope basic care

"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. With this partnership, I always know that Siemens Healthineers will offer a solution to a possible problem, without having to wonder, is this the best for the Hospital?"

Dr. G. A. Hoffland, Radiology Department
VieCuri Medical Center, Venlo and Venray, The Netherlands



+100

More MRI patients

The monthly average of MRI patients rose from 400 to 500 cases within one year. This increase in workforce productivity was achieved due to the efficient allocation of capacities and demand using the implemented utilization management system. It provides actionable insights to VieCuri through performance statistics and benchmark status in comparison to other hospitals in the region.



99.3%

Increased uptime

The presence of an on-site Siemens Healthineers technical expert and manager, has led to continuous top performance of equipment. Equipment uptime is significantly better than the contractual figure of 98%.



- \$1.7m

Decreased operational costs

The clinical operations improvements obtained within the Value Partnership have enabled a substantial reduction of operational costs. It is expected that the overall savings due to optimized workflows will total around \$1.7m over the ten-year contract period.



Reduced radiation dose

The technology and advisory knowledge of Siemens Healthineers supported dose optimization. For instance, through process and protocol improvements VieCuri could reduce radiation dose applied at CT abdomen scans.

Do you want to use a Value Partnership to optimize your operations?

Get in contact:



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About Value Partnerships

Siemens Healthineers Value Partnerships are long-term, performance-oriented, collaborative engagements. We bring a combination of clinical insight, medical technology innovation, strategic vision, implementation expertise, and operational excellence to the table for you. As trusted partners, we help you formulate and achieve your strategic goals, increasing enterprise-wide value.

Value Partnerships drive value across your entire enterprise with focus on four domains: Technology, Operations, Workforce and Facility. Furthermore, together we enable breakthroughs through holistic and transformative initiatives such as Strategic Transformation and Digital Innovation.

Disclaimer

The products/features and/or service offerings (here mentioned) are not commercially available in all countries and/or for all modalities.

If the services are not marketed in countries due to regulatory or other reasons, the service offering cannot be guaranteed. Please contact your local Siemens Healthineers organization for more details.

The results described herein by customers of Siemens Healthineers 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.

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