

**Value Partnerships in the United Kingdom**

**Improving care delivery through  
innovation and collaboration**

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*“We are proud to support the NHS in advancing the provision of healthcare to meet the challenges of the 21<sup>st</sup> century. The success we share in delivering improved outcomes across our Value Partnerships is a product of close collaboration, shared understanding, and mutual commitment.”*

Richard Jansen, Head of Siemens Healthineers Enterprise Services, Great Britain & Ireland

**In the United Kingdom,** Siemens Healthineers is partnering closely with National Health Service (NHS) trusts and private healthcare providers through Value Partnerships – tailored strategic collaborations that power clinical, operational, and financial benefits.

The NHS is recognised worldwide as a premier public health system and has been a leader in making important investments in medtech, AI, and community health initiatives. Of course, as is the case with healthcare systems everywhere, there are challenges.

Staff retention and ageing infrastructure have emerged as areas of particular concern in the UK and are focal points for planning the future of the NHS. These challenges, combined with financial constraints, have resulted in a health system with little extra capacity.

Detailed in the case studies below are three NHS trusts that are responding to these challenges through Value Partnerships with Siemens Healthineers:

- **Norfolk and Norwich University Hospitals NHS Foundation Trust**
- **Worcestershire Acute Hospitals NHS Trust**
- **University Hospital Southampton NHS Foundation Trust**

While each is uniquely tailored to the specific requirements of the trust, the common element of every Value Partnership with Siemens Healthineers is that they represent a true collaboration based on mutual trust and shared values and objectives to provide a platform for productive long-term professional relationships.



# The United Kingdom healthcare landscape

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## Co-creation with a trusted partner

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### Success stories in the United Kingdom

- Norfolk and Norwich University Hospitals NHS Foundation Trust
- Worcestershire Acute Hospitals NHS Trust
- University Hospital Southampton NHS Foundation Trust



# The United Kingdom healthcare landscape

The National Health Service (NHS) is the publicly funded healthcare system of England, Scotland, and Wales. Health and Social Care in Northern Ireland is a separate entity but is often locally referred to as the NHS. Together, they serve more than 66.5 million people.

Healthcare services in the United Kingdom are based on clinical need, and delivery involves both public and private partners.

Because healthcare is publicly funded in the UK, it is subject to current governmental policy priorities. However, the NHS also embraces long-term planning to prepare the UK and its people for the future.

The NHS spends an estimated £10 billion per year on medtech. The total healthcare expenditure in the UK in 2024 was estimated at £317 billion, equating to some £4,500 per person.<sup>1</sup>

That level of spending accounted for around 11.1% of gross domestic product (GDP) in 2024, with total healthcare expenditure increasing by 6.5% in nominal terms between 2023 and 2024.<sup>1</sup>

However, while the NHS is recognised as a leader in medtech investments, and even though the introduction of community diagnostic centres has provided valuable support to local populations, the patient backlog remains significant. There is currently a waiting list of ~7.5 million, consisting of around 6 million individual patients waiting for treatment in England.<sup>2</sup>

As we will see in this report, Siemens Healthineers has vital expertise and resources to support the United Kingdom's healthcare system in its response to these evolving needs and challenges.

# Co-creation with a trusted partner

Value Partnerships founded on knowledge and trust

Siemens Healthineers Value Partnerships are long-term, performance-oriented, collaborative relationships that are uniquely centred around co-creation to address customer needs. These collaborations are founded on trust. Siemens Healthineers brings a combination of clinical insight, medical technology innovation, strategic vision, implementation expertise, and operational excellence to the table. And because we operate in a partnership model, you can trust that we are as invested in your success as you are – because your goals are our goals.

The NHS trusts profiled here have a wide variety of goals – including improving patient experience, streamlining workflows, fostering financial predictability, and enhancing efficiency – but they are all motivated by the same underlying need: to deliver high-quality, financially sustainable patient care.



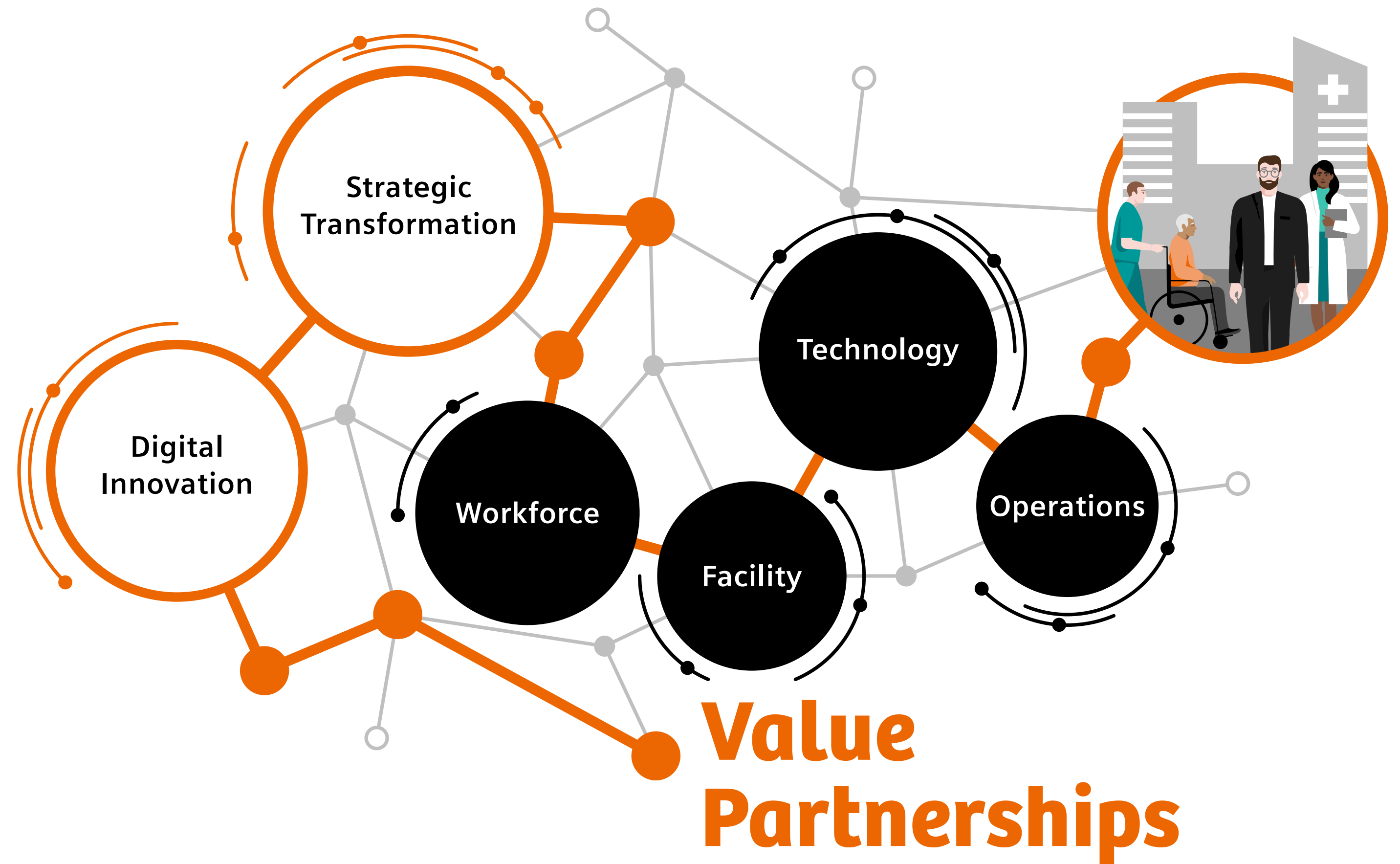
Siemens Healthineers has a robust portfolio of services available under the Value Partnerships umbrella. Value Partnerships use four Value Drivers, that focus on specific domains within healthcare organisations, to drive performance, efficiency, and innovation:

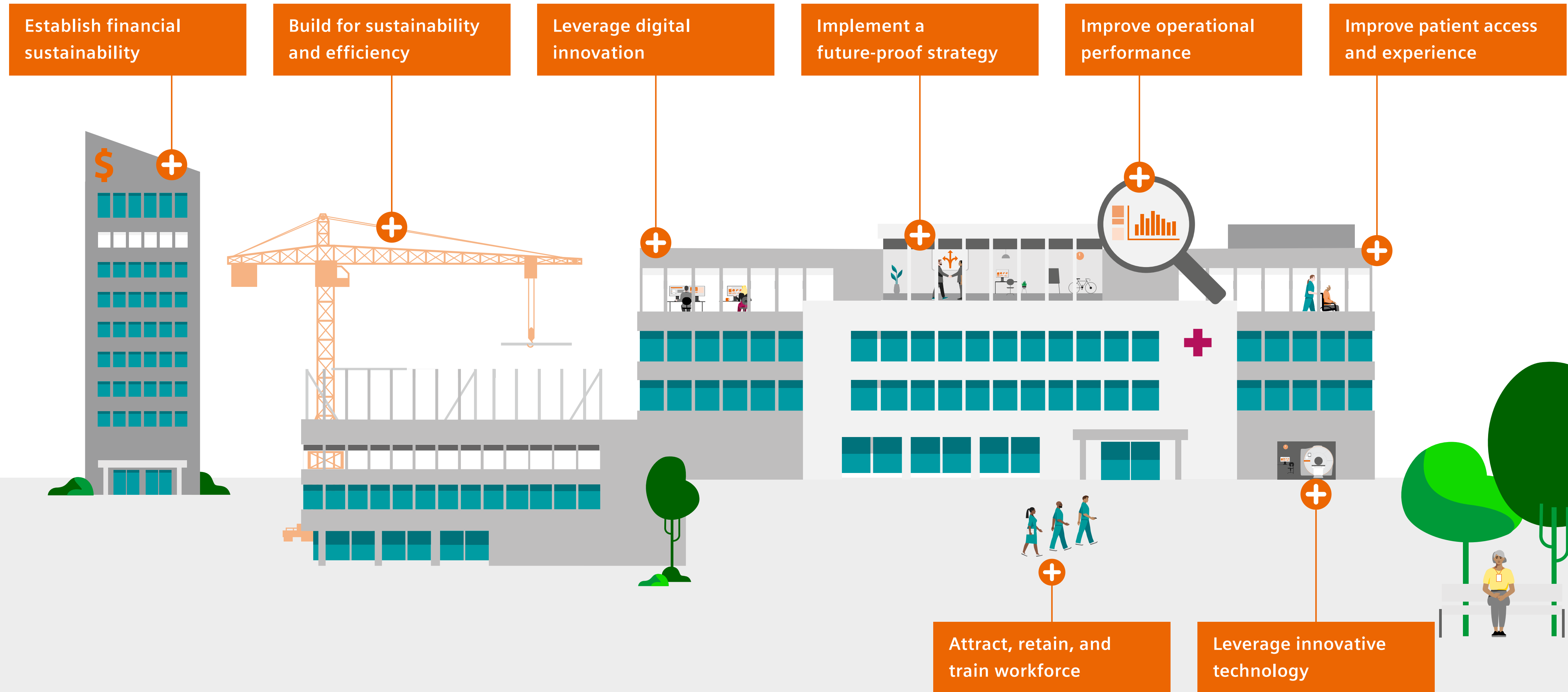
- Technology
- Operations
- Workforce
- Facility

Value Partnerships also leverage two Excellence Drivers, which are holistic, transformative initiatives that can apply across multiple domains:

- Strategic Transformation
- Digital Innovation

Always with you, your patients, and community at the heart of everything we do.

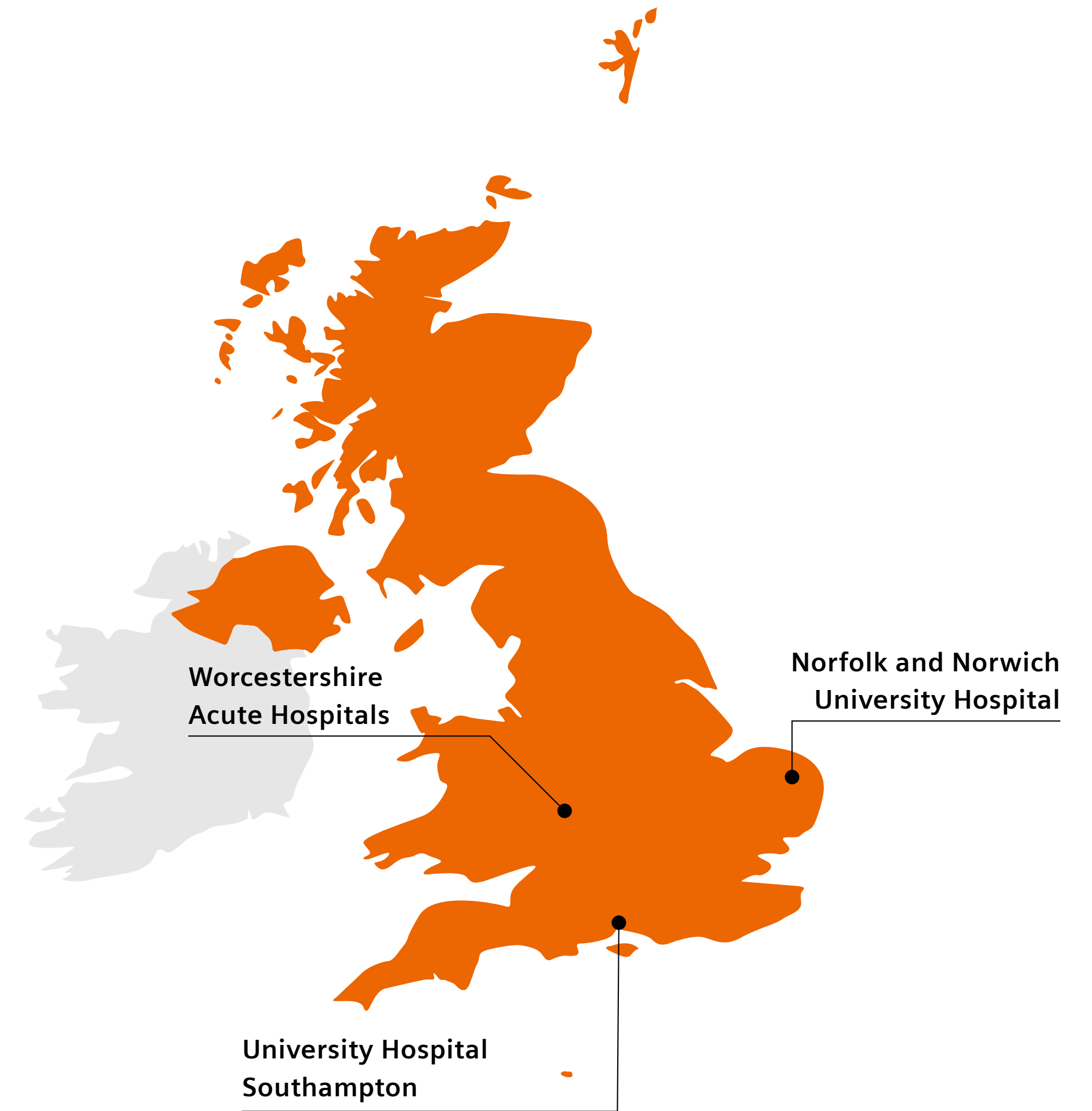




# Value Partnerships success stories

Excellence in action

- > **Norfolk and Norwich University Hospitals  
NHS Foundation Trust**
- > **Worcestershire Acute Hospitals NHS Trust**
- > **University Hospital Southampton  
NHS Foundation Trust**



# Norfolk and Norwich University Hospitals NHS Foundation Trust

Increasing diagnostic capacity and efficiency  
to improve access to imaging services



# Value Partnership summary

Norfolk and Norwich University Hospitals NHS Foundation Trust

## Institutions:

- Norfolk and Norwich University Hospital
- Cromer Hospital

## Public/private:

Public

## Duration of Value Partnership

Seven years (nuclear medicine); ten years (catheterisation laboratories / radiology)

## Key services

- Installed advanced imaging equipment without the need for capital funding
- Provided technical support and on-site service
- Optimised services through activities such as demand forecasting and clinical pathway design
- Provided a 12-month package of education services to assist with training requirements

## Benefits

- Tripled SPECT/CT capacity
- Upscaled the Norfolk Centre for Interventional Radiology from two to three systems
- Collaborated with the trust's contractor to quadruple the number of interventional suites
- Trained over 80 radiographers in a single year

Norfolk and Norwich University Hospitals NHS Foundation Trust (NNUH) predominantly caters for the population of Norfolk and North Suffolk. With a growing, ageing population, Norfolk is experiencing increasing demand for imaging services. In light of this, NNUH has needed to increase efficiency, space, and capacity.

To help the trust realise its ambitious growth goals, it is supported by a Value Partnership with Siemens Healthineers. The partnership comprises a seven-year arrangement providing access to innovative nuclear medicine technology and expanding procedures and therapies; and a ten-year arrangement supporting the expansion of catheterisation laboratories and providing new equipment for radiology.



For the Nuclear Medicine Department, the partnership has played a valuable role in facilitating its growth and reconfiguration, expanding procedures and therapies to allow increased cancer treatment and scanning, as well as cardiology and neurology imaging. Siemens Healthineers ensures the provision and maintenance of imaging equipment, increasing imaging capacity from a single SPECT/CT scanner to three Symbia Intevo Bold systems. The partnership also provides dedicated technical support and on-site service.

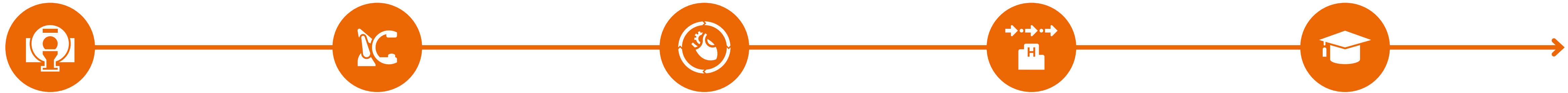
The Siemens Healthineers Consulting team has developed a shared action plan proposing how workflows could be streamlined, and what obstacles have needed addressing.

The partnership with Siemens Healthineers has also supported the expansion of NNUH's radiology capacity. The creation of the new Norfolk Centre for Interventional Radiology (NCIR) has quadrupled the number of interventional suites at NNUH, with Siemens Healthineers collaborating with the trust's contractor to facilitate the expansion. The NCIR is the first in the country to house two freestanding Siemens Healthineers ARTIS pheno robotic C-arm systems, as well as a further two ceiling-mounted Artis Q C-arms, placing NNUH among the foremost centres in the UK for Interventional Radiology.

Elsewhere, NNUH utilised consulting resources from its Value Partnership to design the clinical pathways of its Community Diagnostic Centre (CDC) in preparation for its launch. Siemens Healthineers worked with the trust's service and modality leads to stress test CDC patient flow, workforce, and equipment assumptions, and helped to identify potential flow optimisation opportunities.

As an addition to the Value Partnership, the trust also acquired a 12-month package of education services from Siemens Healthineers to assist with its training requirements, upskilling over 80 radiographers in a single year.

## Value Partnership timeline



### **Nuclear medicine equipment refresh**

Nuclear medicine imaging capacity was upgraded to three Symbia Intevo Bold systems

### **Radiology capacity increase**

The NCIR was the first in the country to house two freestanding Siemens Healthineers ARTIS pheno robotic C-arm systems

### **Opening of new catheterisation laboratory**

The Value Partnership helps to ensure the ongoing maintenance and high performance of radiology and cardiology equipment

### **Launch of the NNUH CDC**

NNUH utilised consulting resources from its Value Partnership to design the clinical pathways of its CDC in preparation for launch

### **Increase radiographer training**

Siemens Healthineers provided a 12-month package of education services, training over 80 radiographers

*“The partnership provides assurance and consistency. If we need new equipment to keep our service up-to-date and ensure a smooth service, then we can always rely on Siemens Healthineers to do that – whether it’s software, hardware, or ancillary resources. And we are always able to approach them about strategic planning and how they can support that.”*

**Matt Gray**, Clinical Scientist in Nuclear Medicine  
at Norfolk and Norwich University Hospital



### **Benefits of trust and partnership**

The Value Partnership between Siemens Healthineers and Norfolk and Norwich University Hospitals NHS Foundation Trust supports the expansion of radiology and nuclear medicine to improve patient access to innovative imaging services.

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# Worcestershire Acute Hospitals NHS Trust

Optimising facility design and  
workflows to maximise productivity



# Value Partnership summary

Worcestershire Acute Hospitals NHS Trust

## Institutions

- Alexandra Hospital
- Kidderminster Hospital and Treatment Centre
- Worcestershire Royal Hospital

## Public/private:

Public

## Duration of Value Partnership

32 years

## Key services

- Rapid identification of additional equipment requirements
- Facility design and project management of a multi-modality imaging installation
- Rapid improvement events leading to enhanced workflow and reduced waiting times
- A performance improvement programme to optimise the care pathway
- Relocation of the Emergency Department

## Benefits

- Optimised Radiology services benefit patients and staff
- 97% of cancer patients now scheduled within target
- Vetting time for Radiology requests reduced by 58% (from 40 hours to 17 hours)
- CT “did not attend” rate reduced by 35%



The Worcestershire Acute Hospitals NHS Trust is a family of three institutions – Alexandra Hospital in Redditch, Kidderminster Hospital and Treatment Centre in Kidderminster, and Worcestershire Royal Hospital in Worcester. Together they are tasked with meeting the demands of a growing catchment population while ensuring that procedures and culture are aligned across the three sites.

The hospitals provide a wide range of services to patients in neighbouring areas as well as Worcestershire itself, resulting in a catchment population that varies between 420,000 to 800,000 depending on the service.

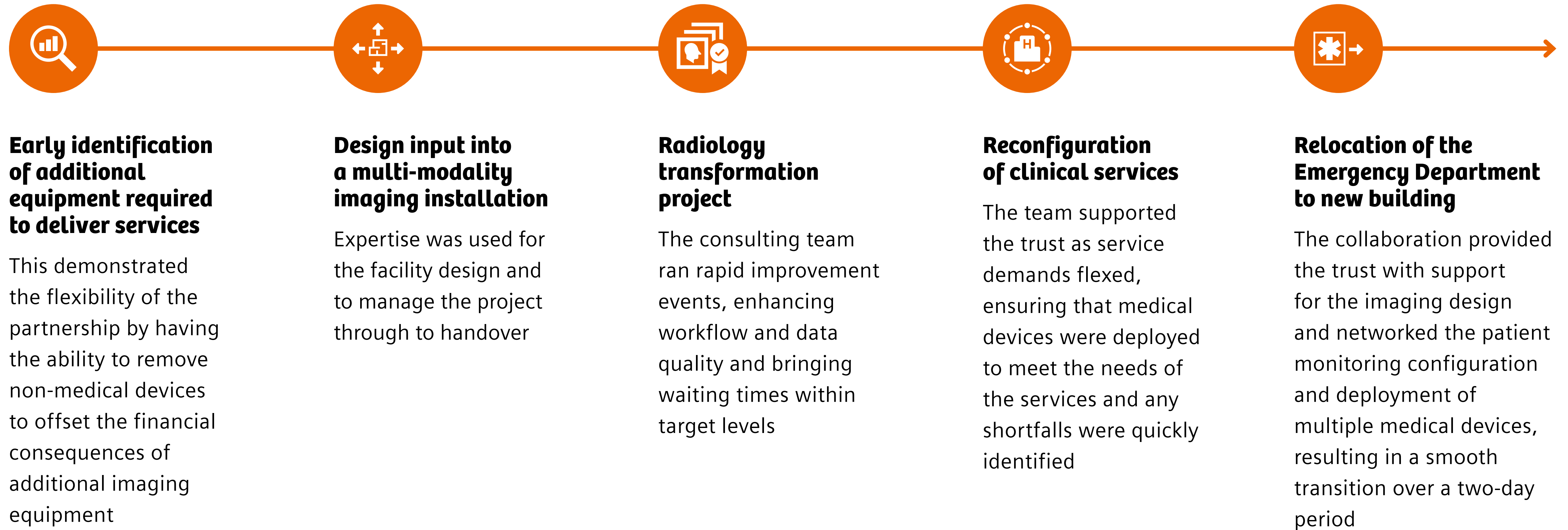
Siemens Healthineers and Worcestershire Acute Hospitals NHS Trust initially partnered under a vendor independent Managed Equipment Service (MES) contract covering ~27k devices, which has since blossomed into a Value Partnership.

Today, the depth and breadth of this relationship enables Siemens Healthineers to provide facility design, workflow optimisation, and other services that help the trust maximise its resources to best serve the community.

Design optimisation has helped eliminate duplication of services among the three institutions whenever possible, centralising specialist services to ensure that they are appropriately staffed.

Elsewhere, a jointly devised performance improvement programme identifies challenges in existing workflow, surfaces potential opportunities, and implements best practices along the care pathway.

## Value Partnership timeline



*“This cooperation has brought us everything we asked for. The Value Partnership with Siemens Healthineers addresses all our woes.”*

**Dr. Jeremy Thomas**, Specialised Clinical Services Division,  
Worcestershire Acute Hospitals NHS Trust



### **Benefits of trust and partnership**

The depth and breadth of the relationship between Siemens Healthineers and Worcestershire Acute Hospitals NHS Trust ensures the provision of services that help the trust maximise its resources to best serve the community.

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# University Hospital Southampton NHS Foundation Trust

Improving financial predictability and  
patient experiences



# Value Partnership summary

University Hospital Southampton NHS Foundation Trust

## Public/private:

Public

## Duration of Value Partnership

13 years

## Key services

- New outpatient MRI suite and intra-operative MRI suite
- Siemens Healthineers ARTIS pheno installed
- A breast imaging technology refresh
- Cardiology ultrasound expansion and refresh
- Mobile CT trailer provided to deliver Targeted Lung Health Check

## Benefits

- Improved patient satisfaction
- Greater financial stability
- Enhanced technology performance
- Improved staff morale and retention



University Hospital Southampton NHS Foundation Trust provides general care to around 1.9 million people living in Southampton and South Hampshire, United Kingdom. It also provides specialist services in neuroscience, cardiac services, and children's intensive care to more than 3.7 million people in South England and the Channel Islands. It is a level 1 major trauma centre and a centre for teaching and research in association with the University of Southampton and its partners.

University Hospital Southampton NHS Foundation Trust required a strategic partner who understood modern healthcare and could provide budgetary certainty, flexible financial modelling, service-level deliverables, and a turnkey equipment programme – all in one affordable package. At the same time, it was looking to increase predictability and flexibility in radiology equipment procurement.

Through a Value Partnership with the trust, Siemens Healthineers provides a vendor independent MES contract, with additional services of room design and build included, customised to meet the trust's unique and specific needs.

This includes:

- A comprehensive maintenance plan with regular servicing to maintain uptime and immediate service response when required
- A flexible financial programme including a KPI-driven payment mechanism, enabling a responsive approach to emergent trends and trust needs

A robust and proven medical equipment replacement programme provides the additional benefits of increased financial stability, improved staff morale, and access to the appropriate clinical resources to serve the patient population.

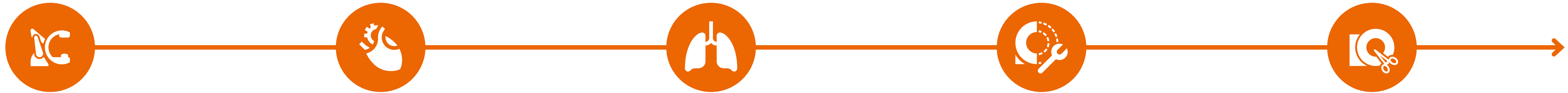
The scope of the project has grown from 138 to over 230 devices, with the Value Partnership helping the trust evolve to better serve its patients with additional and expanded services that were not part of the original scope.

This includes mammography, with the trust becoming a breast imaging reference site (MAMMOMAT B.brilliant and MAMMOMAT Revelation mammography systems) as part of a combined breast imaging technology refresh.

Elsewhere, the inclusion of mobile services to this Value Partnership, through the provision of lung health screening trailers, helps the trust support the NHS initiative of bringing high-quality care closer to communities across the UK.



## Value Partnership timeline



### **Siemens Healthineers ARTIS pheno installed**

The ARTIS pheno, a robotic C-arm, was installed in the trust's hybrid theatre, becoming one of the first of its kind in Europe

### **Cardiology ultrasound expansion**

Siemens Healthineers supported an expansion into an additional directorate at the trust to replace and maintain cardiology ultrasound systems

### **Targeted Lung Health Check**

A mobile CT trailer and support trailer was provided as part of the Targeted Lung Health Check, an initiative to provide a one-stop service for patients

### **Redevelopment of the Radiology Department**

A new outpatient MRI suite was created, comprising three MRI systems in a new building replete with a dedicated reception and patient lounge with ultrasound suite

### **Development of an intra-operative MRI suite**

Capable of carrying out diagnostic imaging separately from the operation theatre, the suite maximises inpatient activity

*“We wanted more than a traditional MES-type contract; we wanted to be covered for the replacement of technology to agreed standards, maintenance, training, and associated requisite works. The contract has built-in flexibility and scalability, allowing it to evolve with our requirements and ensuring we can keep pace with the technological landscape.”*

**Aaron Hutchison**, IISS Project Lead & Programme Manager, University Hospital Southampton NHS Foundation Trust



### **Benefits of trust and partnership**

The relationship between the trust and Siemens Healthineers embodies a holistic and collaborative approach. Not only does Siemens Healthineers supply the latest medical technology, but it also helps anticipate the changing needs of the population and co-create – with the trust – cost-effective solutions to these needs, including turnkey and enabling work associated with equipment.

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# Explore more Value Partnerships around the world

To learn more about Value Partnerships and explore their potential for helping you achieve your objectives, contact a Siemens Healthineers representative today.



## Explore more Value Partnerships around the world:

- [United States of America](#)
- [Canada](#)
- [Southeast Asia](#)

## We also encourage you to explore our content on Value Partnerships:

Explore all our case studies:

- [Value Partnerships case studies](#)

Hear firsthand the experiences of our Value Partnership customers:

- [Value Partnerships customer insights](#)



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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.

<sup>1</sup> UK Office for National Statistics. Healthcare expenditure, UK Health Accounts: 2023 and 2024. Accessed at <https://www.ons.gov.uk/peoplepopulationandcommunity/healthandsocialcare/healthcaresystem/bulletins/ukhealthaccounts/2023and2024>

<sup>2</sup> British Medical Association. Analysis of Referral to Treatment (RTT) figures. <https://www.bma.org.uk/advice-and-support/nhs-delivery-and-workforce/pressures/nhs-backlog-data-analysis>

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