

Enterprise Services

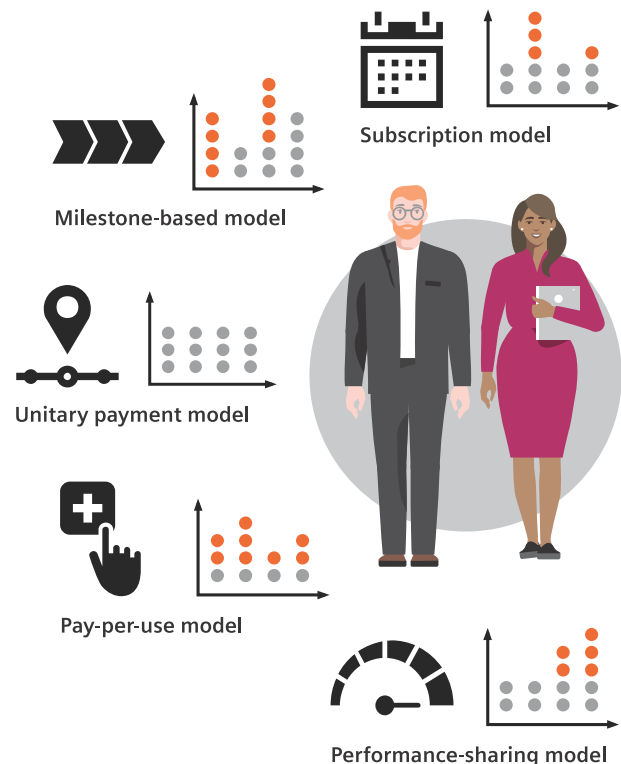
Innovative Finance Solutions

Common challenges for healthcare providers

- **Capital constraints and equipment lifecycle:** Hospitals often replace medical imaging equipment on a case-by-case basis, driven by age and capital sensitivity thresholds. Equipment upgrades are frequently delayed by limited funding and competing priorities, which creates operational inefficiencies and revenue implications.
- **Large upfront cost of advanced technology:** Cutting-edge medical equipment offers improved diagnostic accuracy but requires significant capital investment. This financial burden is compounded by the cost of specialised expertise to procure and maintain equipment.
- **Fragmented technology management:** Many hospitals manage equipment procurement and maintenance at a departmental level, resulting in over-purchasing and lack of strategic alignment. This siloed approach increases costs and reduces visibility into future capacity needs.
- **Sustainability and long-term planning:** Hospitals must meet sustainability goals and plan for future demand. They need solutions that integrate facility design, technology upgrades, and optimised operations.
- **Rising operational costs:** Energy costs, maintenance expenses and compliance requirements are always on the rise. This puts additional strain on operating budgets and reduces flexibility for investment in innovation.

Our finance solutions

- **Flexible financing and leasing models:** Siemens Healthineers now offer competitive leasing options in Australia. As the original equipment manufacturer and owner, we provide added value during the initial and secondary rental periods (including significantly reduced operating costs and access to innovation funds). This stands in clear contrast to high-street leasing providers who typically offer financing only and provide minimal reductions during secondary rental periods.
- **Predictable long-term budgeting:** We offer fixed service fees over the contract term, enabling you to plan with confidence and avoid unexpected spikes in capital expenditure.
- **Reduced upfront capital outlay:** Siemens Healthineers provide you with access to cutting-edge technology, without the need for large initial investments. This frees your capital for other critical priorities.
- **Cost transparency and accountability:** We provide clear, consolidated financial reporting across all modalities and services, ensuring transparency and supporting your governance requirements.
- **Reduced risk:** Siemens Healthineers provide financial sustainability through predictable costs, improved cash flow and minimised operational/financial risks. We manage all equipment-related responsibilities, allowing you to focus on patient care.



Our solutions are bespoke and co-designed with you.