

Enterprise Services

Support for Private Healthcare Providers



Common challenges for private healthcare providers

Siemens Healthineers support healthcare providers ranging from small start-ups to corporations with a footprint across Australia. Often, they encounter similar challenges:

- **Limited access to capital:** It is difficult to secure funding for advanced technology and facility upgrades, especially with a smaller balance sheet and limited credit history.
- **Demand volatility:** Fluctuating referral patterns and demand creates uncertainty in revenue streams.
- **Competitive pressure:** Intense competition from public hospitals and large private networks forces smaller providers to differentiate through technology and service quality.
- **Limited brand recognition:** Smaller providers often struggle to build trust and visibility compared to large hospital networks. This impacts patient acquisition.
- **Difficulty in scaling operations:** Expanding to new locations or adding modalities requires substantial capital and operational planning.

Our finance solutions

- **Flexible financing and payment models:** We offer customised financing solutions (including ramped payment structures) to ease cashflow pressures during the critical start-up phase.
- **Business case and modelling support:** Our team consults with you to create robust business cases that optimise long-term profitability.
- **Training and education:** Our comprehensive training programs ensure you are fully equipped to operate advanced technology and deliver high-quality patient care from day one.
- **Data analytics:** We provide actionable data insights that inform your decision-making regarding site location and expansion.
- **No personal asset liability:** (subject to credit checks) We can structure agreements that protect companies from personal asset exposure, thereby reducing financial risk while enabling business expansion.
- **Consultancy services:** Our consultancy team supports your strategic planning, workflow optimisation and technology integration to accelerate your success.

Our solutions are bespoke and co-designed with you.