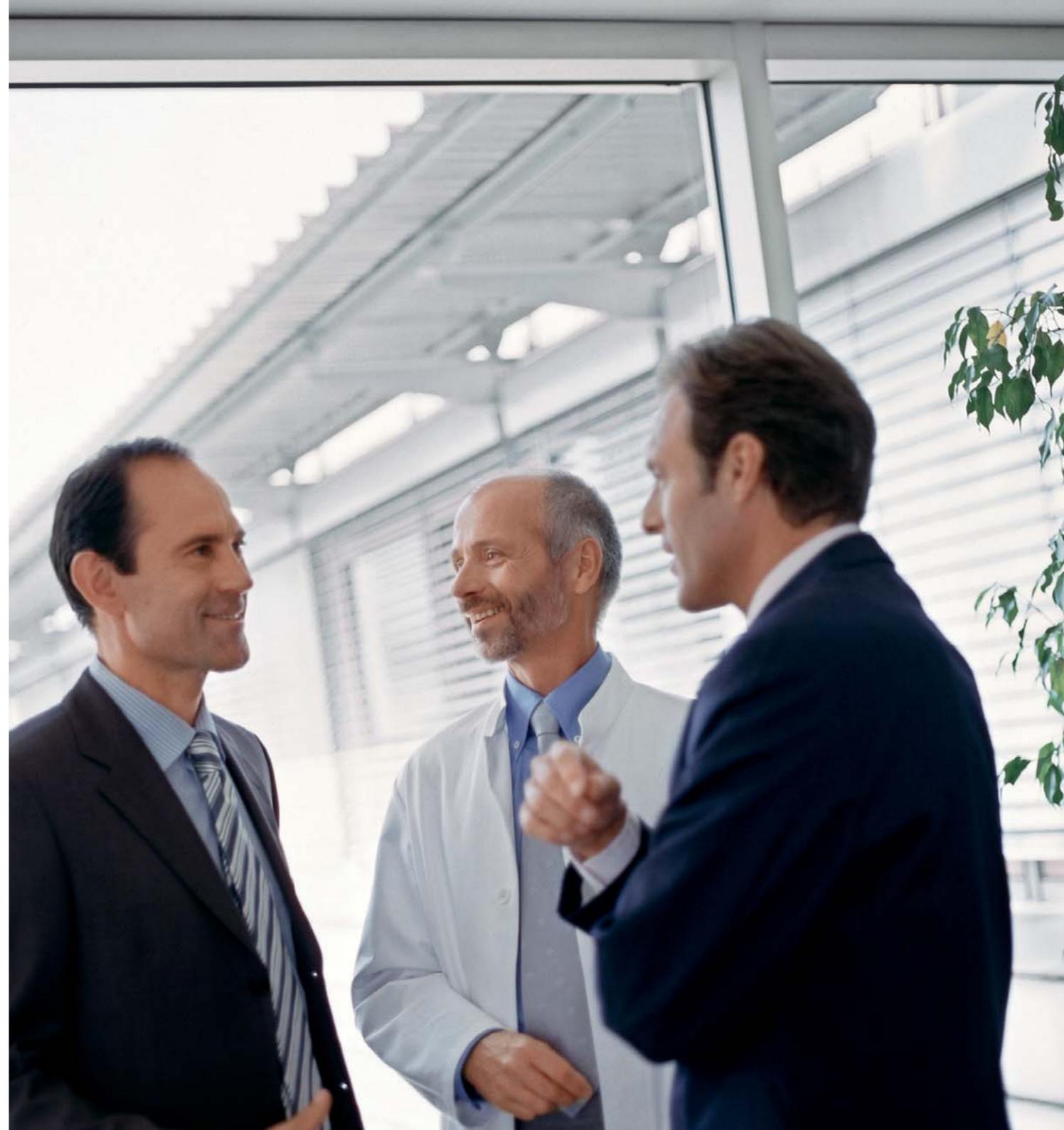


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Siemens at the heart of Britain's biggest
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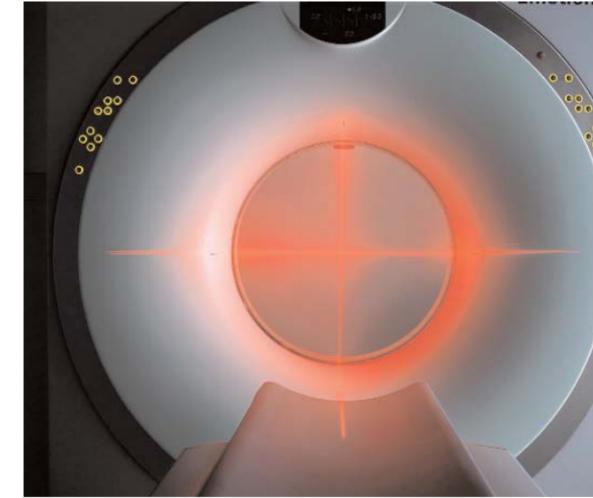
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Case Study Barts and The London NHS Trust

As soon as Siemens joined the team they began sharing their expertise with us. Their specialist input to help us perfect our design – and get it right first time – is very important.”
Arnold Klintworth, Skanska



A Leading Role for Siemens in Britain's Largest New Hospital

In March 2006, the go ahead was given for the redevelopment of St Bartholomew's (Barts) and the Royal London Hospital in Whitechapel, to form what will become the largest hospital in the UK.

Siemens has secured a £300 million, 35 year managed equipment service (MES) deal to supply imaging and radiotherapy equipment and ultrasound scanners to both hospitals.

Fact file

- The new hospitals will offer up to 1,248 patient beds.
- Barts will become a Cancer and Cardiac Centre of Excellence.
- Stage 1 is scheduled for completion in 2010 and Siemens will begin installing equipment late in 2009.
- Siemens will be responsible for ensuring both hospitals have the latest technology until 2045.

The project will be undertaken by a specially formed consortium, Capital Hospitals, comprising equity investors Skanska, Innisfree and John Laing. Design and construction on both sites, will be carried out by Skanska.

Siemens Expertise

Siemens became involved with Capital Hospitals at an early stage in the project and was able to share considerable expertise with Skanska. This specialist input led to the production of a design that was 'right first time' – a vitally important element in such a large scale project.

Technical strength

According to Ed Hogbin, equipment project manager for Barts & The Royal London, Siemens was selected for a number of reasons: "Siemens is an all-round player: it has technical strength across every area as well as a reputation for being solid and dependable".

Proven track record

A proven track record, flexibility and a thorough understanding of NHS culture, also ensured that Siemens were the right company for the project. Jane Sansome, director of operations at Capital Hospitals, recognised the necessary skills in the Siemens team: "I expected to meet a professional team and I did. The Siemens project team member is highly regarded both within the consortium and the Trust".

Innovation

Arnold Klintworth from Skanska recognised the benefits of working with an innovative company, one "who will offer Barts and The London better ways of working, who are lateral thinkers and use their initiative to get the best solution." Siemens are never short of ideas and are always keen to provide solutions that keep the client ahead of the market.

Flexibility

Siemens demonstrated a readiness to be flexible in many ways, from overcoming financial hurdles to working closely with Ed Hogbin on winning approval from the clinical team: "The flexibility shown by Siemens definitely helped to get their buy-in".

Experience

Applying lessons learned from other projects can be invaluable. Siemens suggested rotating the equipment by 180 degrees in one room in the new hospital as in their experience, users find it more effective.

"From my hands-on experience so far, I'd put Siemens at the top of the list for equipment maintenance"
Ed Hogbin, Equipment Project Manager, Barts & The London

The Benefits of a Managed Equipment Service

What are the advantages of committing to such a long-term contract with a supplier? For the team at Capital Hospitals, the Siemens contract means 35 years of security for the hospital and its patients.

Secure funding, regular machine replacement

"To know that far into the future we're guaranteed up-to-date equipment that meets our requirements is a big part of the appeal"
Ed Hogbin, Equipment project manager, Barts & The London

Clinicians like the fact that funding for replacement machines is secure. This means a new ultrasound every six years, CT and MR machines every seven years and angiography machines every eight years.

Time saving and more effective

"We expect a managed equipment service to release a huge amount of management time and to take a lot of hassle out of our lives"
Mark Viner, Clinical Development, senior project manager, Barts & The London

The MES provider is an integral part of the team. Right from the initial stages, the building can be designed around the equipment, making sure that everything is 'right first time'. Costly and time consuming alterations are avoided, keeping the project on time and on budget.

Effective and responsive maintenance

"From my hands-on experience so far, I'd put Siemens at the top of the list for equipment maintenance"
Ed Hogbin

Trusts are looking for reliable, timely and effective maintenance. Patients lives can be put at risk if equipment is not operational. An MES contract with Siemens ensures minimal downtime though a comprehensive maintenance plan including remote servicing.

A two-way process

"You need people who protect the interests of their own organisation but who also genuinely want to work towards a common goal"
Arnold Klintworth

A successful MES partnership is built upon shared goals and aspirations working towards the eventual outcome of improving patient's lives. Barts and The London chose Siemens, confident in the knowledge that the future of their managed equipment is secure, allowing them to deliver the highest standards of care to patients.