The global healthcare landscape is changing rapidly. Rising costs, declining reimbursement and shifting demographics are creating unprecedented challenges for the industry. Providing viable, sustainable solutions to these challenges requires partnership. It requires innovation. It requires a commitment to delivering the best outcomes, not just for patients, but for the institutions dedicated to caring for them.

For PET imaging providers, every procedure depends on a tightly orchestrated set of events unfolding flawlessly. Without timely delivery of the PET dose, the imaging procedure simply cannot take place. Without new ways to refine skills, maximize efficiencies, expand business opportunities and increase revenues, imaging centers simply cannot stay competitive.

Siemens’ PETNET Solutions understands the challenges imaging providers face. More importantly, Siemens’ PETNET Solutions has the tracer portfolio, network reliability, tools and expertise to help transform these challenges into opportunities.

With the largest global network of integrated manufacturing operations and PET nuclear pharmacies, as well as partnerships with key pharmaceutical and industry partners, Siemens’ PETNET Solutions is uniquely able to offer access to PET tracers needed today, as well as those to expand clinical offerings in the future. And with training and development tools to sharpen clinical skills and improve efficiencies, Siemens’ PETNET Solutions is a trusted ally, mentor and solutions provider.

In a changing industry, the right partner makes all the difference. For more than 17 years, Siemens’ PETNET Solutions has been the leader in the PET tracer industry. Siemens’ PETNET Solutions understands the challenges, sees the opportunities and is dedicated to keeping patients—and imaging providers—healthy for years to come.

That’s partnership delivering outcomes.
Siemens’ PETNET Solutions Partnership delivering outcomes.
Key Benefits

Clinical

• Multiple oncology PET tracers support diagnosis and staging of the disease

• Multiple cardiac PET tracers provide physicians with a better understanding of ischemic heart disease conditions

Operational

• >99% order fulfillment rate helps ensure ability to perform timely clinical evaluations of patients

• Simplification of the dose ordering process with PETNET Direct online ordering system saves staff time on non-clinical tasks

Financial

• Average growth rate of 26% in PET/CT utilization as a result of successful execution of tailored growth strategies

• Up to 14% yearly income saved by monitoring cancellations and no-shows

---

2 Data on file.
Leadership, year after year

>6,000,000
doses delivered since 1996

>2,800
imaging centers around the world

Access Offered

By 2030, more than one billion people worldwide will be age 65 or older¹ and more than 50% of the population will be obese.² As a result, incidence of cancer, heart disease and dementia will increase dramatically. As the demand for PET imaging grows, imaging centers will require access to a comprehensive array of PET tracers necessary to perform exams prescribed for a wide variety of conditions. Without access to these tracers, imaging centers will not be able to expand their clinical offerings and meet this increased demand.

Siemens’ PETNET Solutions offers access to the most relevant tracers for oncology, neurology and cardiology PET imaging. Current collaborations with pharmaceutical and industry partners support customers’ research programs and help bring new PET tracers to market. This gives PET imaging centers the ability to expand clinical offerings, increase revenue and maintain leadership positions in PET/CT services.

World’s largest supplier of PET radiopharmaceuticals
With more than 50 locations around the globe, Siemens’ PETNET Solutions is the largest supplier of PET radiopharmaceuticals delivering more than 800,000 doses to more than 2,800 imaging centers worldwide, each year.

Largest clinical trial network
The global footprint, as well as the standardized equipment and processes across all locations, make Siemens’ PETNET Solutions the ideal choice for customers interested in participating in multi-center clinical trials.

Widest portfolio of relevant PET tracers
Whether the focus is research or clinical, Siemens’ PETNET Solutions offers access to a robust portfolio of the most relevant PET tracers. A broad selection ensures access to tracers to evaluate:*  
- Common oncological indications  
- Cardiac perfusion and viability  
- Neurological disorders

Meet the growing demand
With the full array of PET tracers from Siemens’ PETNET Solutions, imaging centers will be in a better position to meet growing demand for PET imaging services. Expansion of clinical PET offerings potentially leads to increased revenue and a stronger market position as a PET/CT leader.


* Please contact your PETNET Solutions sales representative for the tracer portfolio available in your local country.
Confidence Delivered

PET imaging relies on timely delivery of tracers. Without tracers—delivered at the right time—an imaging center cannot perform the scheduled procedures, which delays the results to the patient. Siemens' PETNET Solutions delivers confidence every day. Reliability is engineered into the business model, resulting in an order fulfillment rate of more than 99%.*

**The advantage of integration**
From clinical trials to manufacturing and distribution, Siemens' PETNET Solutions has vast experience in all aspects of the PET tracer business. As part of the Siemens family of companies, PETNET Solutions has direct input into research and development of Siemens cyclotron and radiochemistry solutions, which enables optimal yields and maximized reliability.

**Supporting your business**
When an imaging center is confident in PET tracer delivery, it becomes easier to maintain patient schedules, reduce wait times and provide timely results to referring physicians. For more than 17 years, Siemens' PETNET Solutions has delivered confidence to help customers grow and succeed.

**Reliable dose delivery**
Siemens’ PETNET Solutions has invested in redundant equipment for key processes to eliminate single points of failure, ensuring on-time dose delivery to customers. This SafetyNet™ program also enables a rapid increase in production to meet market demand. And, to ensure maximum uptime for all equipment, Siemens’ PETNET Solutions has implemented real-time production monitoring across all locations. Stringent monitoring of key performance indicators and 24/7 in-house support and service enables global network delivery to run smoothly and efficiently.
Skills Refined

The rapidly changing healthcare market demands that clinical staff continuously maintain and improve their skills. Siemens’ PETNET Solutions provides a range of tools and services to refine staff skills and competencies in order to stay competitive in the market.

MI LifeNet: tools for practice education*
MI LifeNet, an online customer portal, provides a comprehensive suite of education and outreach tools for imaging centers. Outreach resources are designed to improve the efficiency of imaging centers and educate the community and referring physicians on the value of PET imaging. From the best practice lecture series to the latest reimbursement information and marketing kits, MI LifeNet is an invaluable resource for building and educating a clinical practice. Visit www.mi-lifenet.com to take advantage of these resources.

Ongoing training and support*
Siemens’ PETNET Solutions offers on-site continuing education (CE) training to ensure staff is up-to-date with the latest advancements in PET imaging. By refining clinical and business skills, Siemens’ PETNET Solutions helps deliver quality services and become the provider of choice for patients and referring physicians.

> 8,000
customers regularly use the MI LifeNet customer portal, which is available 24/7

* Please contact your PETNET Solutions sales representative for availability in your local country.
Formulating an effective business strategy is a formidable challenge for many imaging centers. Siemens’ PETNET Solutions’ highly experienced staff, with an average of more than ten years of industry experience, guides every customer in developing and implementing a tailored business strategy.

Trusted partner to power growth
Siemens’ PETNET Solutions establishes a true partnership with customers, which includes the mutual exchange of proprietary information. As a result of this partnership, gap analyses can be performed to uncover hidden opportunities to maximize cost savings, identify growth potential and increase patient referrals.

PETNET Direct: online ordering and practice management*
PETNET Direct online dose ordering provides 24/7 convenience and flexibility. In addition to placing orders online, customers also can track patient visit data, such as diagnosis, staging and restaging. In addition, streamlined practice management tools enable quick and easy reporting on a variety of metrics.

Expert market research
Detailed research reports provide customers with a comprehensive view of the local market and assist in identifying new opportunities to capture additional market share.

Clinical trial guidance
Siemens’ PETNET Solutions collaborates with pharmaceutical companies and industry. This connection provides unique opportunities for customers to participate in clinical trials.

Successful business strategy support
Even in a difficult business environment, the right business strategy will enable growth by driving efficiencies and securing new revenue streams. On average, Siemens’ PETNET Solutions’ customers experience a 26% increase in PET/CT utilization as a result of successful execution of personalized growth strategies.*

---

Growth Personalized

Our staff members have an average of >10 years of industry experience

26% customer increase in PET/CT utilization as a result of personalized growth strategies developed by our staff*

---

* Analysis performed by PETNET Solutions; accounts in the United States

* Please contact your PETNET Solutions sales representative for availability in your local country.
“PETNET has been our ‘go-to’ resource for many years. They have the right mix of tracers that we need, and they deliver on time. I appreciate their integrity and ability to deliver on their commitments. PETNET is also a trusted partner, with the expertise we need to grow our business. NCPIC’s staff relies on the marketing materials and industry updates they provide to us. More importantly, we always have someone to call if we need anything.”

Ruth Tesar
Chief Executive Officer
Northern California PET Imaging Center
Sacramento, California, USA

“The PET/CT department at Imperial College NHS Trust thrives on having a high-quality radiopharmaceutical provider, and that is why we rely on PETNET. The range of their products is excellent and meets our clinical and academic requirements. Their flexibility and delivery reliability are exemplary and allow us to customise the workflow to achieve the best daily throughput. PETNET is also unique in providing educational and training facilities to our staff and international visitors, who are always impressed by the professional and generous attitude of PETNET staff.”

Professor Adil AL-Nahhas, FRCP
Chief of Service of Nuclear Medicine
Imperial College Healthcare Trust
London, England

PETNET Solutions
Partnership delivering outcomes.

- Access Offered
- Confidence Delivered
- Skills Refined
- Growth Personalized