


Value Partnerships

Addressing healthcare's top challenges,
driving sustainable success

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Executive Summary

In an industry not known for agility, today's healthcare leaders are experiencing a greater need for adaptability. An aging population is increasing demand, while advancements in medical technology, including the integration of artificial intelligence, spur changes in standards of care. Staying ahead of the curve was always challenging. Now, healthcare administrators must constantly adapt just to keep up. Staff shortages, resource constraints and the necessity of cost containment are integral aspects of day-to-day business operations.

While macro healthcare trends may change, improving patient care and delivering value to all stakeholders remain constant goals. Great strides can be made by personalizing care with more precise diagnoses and treatments, making investments to optimize operations and transforming the healthcare system to deliver the right care in the right location. Going it alone isn't always feasible—or necessary.

Trust + alignment = unlimited potential

Enter Value Partnerships with Siemens Healthineers. These long-term, performance-oriented partnerships are tailored for each customer and offer unlimited opportunities to innovate healthcare for providers and patients alike. These strategic alliances drive dramatic, sustainable change in how and where healthcare is delivered. The following represent but a few of the myriad examples of how this is accomplished:

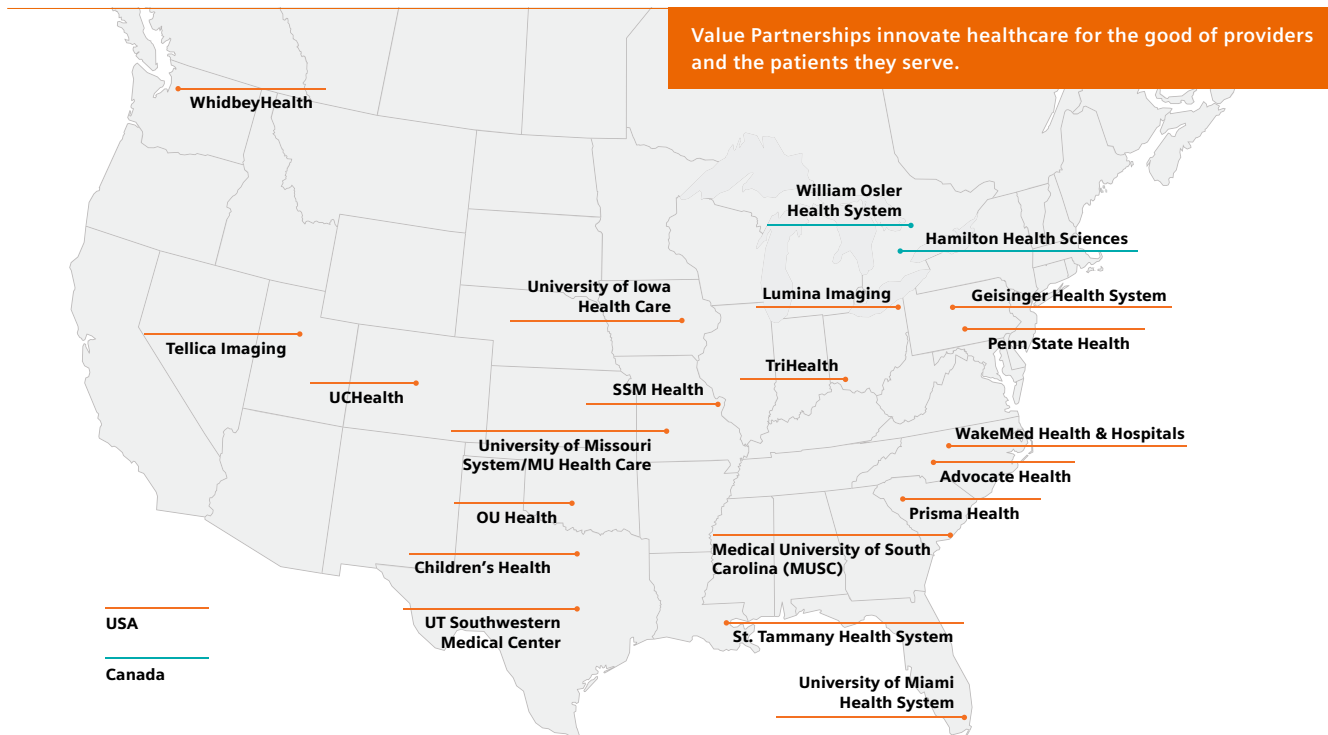
- 1 Creating an efficient working environment that allows providers to meet rising demands while dealing with staff shortages.
- 2 Improving access to care while making it more affordable and available.
- 3 Making investments in technology and workforce development to improve staff productivity and operational efficiency.

Stemming from mutual trust and shared aspirational goals, Value Partnerships challenge both partners to step out of their comfort zones, question the status quo and develop visionary solutions.



Take SSM Health, a large Midwestern healthcare system: To improve access to much-needed care, SSM Health and Siemens Healthineers are jointly investing in programs to expand early detection and management of chronic disease to underserved and vulnerable populations across SSM Health’s four-state service area. Job training and apprenticeship programs, including those with the Urban League of Metropolitan St. Louis, are helping to address critical staffing shortages and make healthcare expansion possible.

Across North America, the number of Value Partnerships has quickly topped twenty, and the list continues to grow.



“When it comes to healthcare, the potential for progress is unlimited,” said Brent Kruse, senior vice president and head of Enterprise Services, Americas, at Siemens Healthineers. “We designed our Value Partnerships to be innovative catalysts for change, leveraging our collective expertise and resources to solve some of healthcare’s biggest challenges and drive sustainable improvements in how and where care is delivered.”

What to look for in a partner

First and foremost, healthcare leaders should seek a partner who understands their challenges and shares their vision for what the future of healthcare can be. Affecting real change requires a partner with expertise and accompanying solutions to drive innovation in personalized care, operational efficiency and digitalization of the healthcare enterprise. Dedicated change management experts can steer care providers through present and future challenges, using best practices developed with and learned from other Value Partnership engagements.

When to consider a Value Partnership

Pivotal events often motivate healthcare leaders to seek new solutions. Examples include preparations for value-based care models, system expansion and replacing aging equipment fleets. More involved projects often inspire an interest in high-level strategies. A Value Partnership can mitigate challenges like navigating financial uncertainty, performance issues, reimbursement changes, workforce shortages and expanding care access. Daunting? Yes, but they also provide opportunities to revisit processes and policies to seek more efficient, more impactful and, potentially, more profitable solutions.

“When it comes to healthcare, the potential for progress is unlimited.”

Brent Kruse, Senior Vice President and Head of Enterprise Services, Americas, Siemens Healthineers



Creating a Value Partnership

While each Value Partnership is unique and dynamic, certain elements of these alliances remain consistent:

- In any partnership, **trust** is critical for success. At the heart of a Value Partnership is a dedicated engagement manager who builds a foundation of trust through transparency, communication and accountability.
- Both partners gain **alignment** on how to define success and processes for monitoring progress toward the goals of the Value Partnership.
- A Value Partnership unlocks the **potential** to address issues at the enterprise level rather than as single line items.
- Through **co-creation**, Value Partnerships lead to healthcare innovations that prioritize precision, efficiency and satisfaction. They redefine the very essence of healthcare and its delivery.

- A Value Partnership delivers uniquely customized and **holistic solutions** to meet agreed-upon goals. The ability to harness the partners’ collective expertise and resources enhances the capacity to address challenges innovatively and to expand or scale resources as needed.

Case in point, the Value Partnership with Geisinger Health System leverages cross-portfolio solutions from Siemens Healthineers, including the latest imaging equipment, digital assets and workforce development services to expand access to both standard and more complex MRI exams across the network as well as to upskill remote staff. By harnessing remote scanning via *syngo* Virtual Cockpit and optimizing protocols with FlexForce Coach, scan time blocks were reduced from 45 to 30 minutes, without compromising image quality. More than 1,000 MRI slots were made available across the Geisinger network, improving access in underserved communities and providing a better patient experience.



Leaders at the Medical University of South Carolina (MUSC), for example, wanted to improve perioperative operations across 70 procedure rooms. MUSC and Siemens Healthineers implemented a solution based on the LeanTaaS capacity-management platform. This system simplifies scheduling for surgeons and uses predictive analytics to prompt surgeons to release time blocks that would likely go unused. It has successfully enabled MUSC to navigate the inherent complexities of this intricate network: Within the initial 90 days, more than 650 block hours were freed up from orthopedics alone, with an average lead time of 72 days for block-time release.

A similar initiative has delivered sustainable outcomes in MUSC's PET-CT operations. Average exam time decreased from 155 minutes to 40 minutes, same-day cancellations decreased from 8% to 6%, median exams per day increased from 10 to 15 and median appointment wait times decreased from 35 days to 21 days. Over the past four years, MUSC has performed about 5,000 additional PET-CT scans compared with the baseline rate, meaning better access for the community and increased revenue potential for MUSC.

“We rely on our partners to accomplish our mission, enabling us to deliver the most outstanding healthcare. More importantly, and this is where Siemens Healthineers aligns with us perfectly, they assist us in redefining what’s possible in healthcare.”

David Cole, M.D., FACS, President,
Medical University of South Carolina

At the University of Missouri, the partners have created one of the first online certification programs to address the critical shortage of qualified clinical engineers, especially in rural areas. It is available to both traditional and nontraditional students, including veterans, and is supported by a \$2.6 million grant from the Missouri Department of Higher Education and Workforce Development.

“Forming an alliance with Siemens Healthineers... provides our university and health system with leading-edge technology and resources, unique research and collaboration opportunities, training for the next generation of the healthcare workforce, and expansion of our contributions to medicine and healthcare to rural Missouri and beyond.”

Mun Y. Choi, President, University of Missouri





Together, we can achieve more

By harnessing their collective power, Siemens Healthineers and healthcare providers can solve some of the industry's biggest challenges.

When innovation becomes the focal point, outdated paradigms can be reimagined, initiating a ripple effect that can reshape the future of healthcare delivery, clinical outcomes and patient and provider satisfaction, directly alongside enhanced profitability.

“Since Geisinger and Siemens Healthineers launched a Value Partnership, we’ve realized that together we can achieve more than we ever could on our own.”

Aalpen Patel, M.D., Chairman of Radiology,
Geisinger Health System

[➤ More on Value Partnerships](#)

Siemens Healthineers AG (listed in Frankfurt, Germany: SHL) pioneers breakthroughs in healthcare. For everyone. Everywhere. Sustainably. As a leading medical technology company headquartered in Erlangen, Germany, Siemens Healthineers and its regional companies are continuously developing their product and service portfolio, with AI-supported applications and digital offerings that play an increasingly important role in the next generation of medical technology. These new applications will enhance the company's foundation in in-vitro diagnostics, image-guided therapy, in-vivo diagnostics, and innovative cancer care.

Siemens Healthineers also provides a range of services and solutions to enhance healthcare providers' ability to provide high-quality, efficient care. In fiscal 2022, which ended on September 30, 2022, Siemens Healthineers, which has approximately 69,500 employees worldwide, generated revenue of around €21.7 billion and adjusted EBIT of almost €3.7 billion.

Further information is available at www.siemens-healthineers.com.

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