



PHILIPS

Healthcare

Transformation Services

Increasing your imaging systems' return on investment

Philips Healthcare Transformation Services – Capital Asset Planning

There is an increasing demand to enhance imaging technology utilization and return on capital investment. Philips provides insights and recommendations into technology utilization, planning, and future capacity needs based on data analytics, best practices, and simulation modeling to support data-driven decisions. Our capital asset planning services can help you make strategic and data-driven imaging equipment decisions.

Our capital asset planning services help healthcare leaders make strategic imaging equipment decisions including current deployment, effective replacement, and re-deployment, as well as provide a global perspective of asset deployment. Insights are based on system utilization, condition of assets, and more and can support a single modality or department or multiple modalities or departments.

Key advantages

- Enhance capital equipment mix and capital budget spend to improve long-term clinical and financial performance
- Leverage historical system data and analytic-based insights to reduce downtime and increase capital asset efficiency
- Align patient volume with available capacity for enhanced patient satisfaction
- Fact-based and measurable change recommendations and decision support



Inventory

Develop a complete and accurate technology inventory which includes capital asset location, age, and condition rating based on usefulness, service history, technology lifecycle, and more.

Utilization

Evaluate current system utilization, volume, procedure mix, staffing, and exam times and compare with industry benchmarks. Review high-level workflow to identify bottlenecks, delays, and inefficiencies. Understand the strategic and future market demands related to volume projections and future capital requirements.

Planning

Develop a multi-year capex plan to enable strategic imaging equipment decisions. Plan includes equipment realignment between current and future demands, initiatives to enhance equipment utilization, future technology requirements, and long-term replacement recommendations.

A collaborative approach

Philips is a leader in providing data-driven consulting services for hospitals and healthcare systems around the world.

We take a collaborative approach to enable meaningful clinical and business transformation. Our consultants work closely with clients as a full project team to agree on project scope and requirements, program deliverables, and timelines.

Our capital asset planning services help you leverage data and data analytics to support capital asset planning and ongoing imaging systems performance management.

Data as the foundation

We believe healthcare transformation should be based on data and data should support each phase of the consulting engagement and drive our recommendations.

We leverage a variety of data sources, research expertise, benchmarking, best practices, and tools to drive granular performance insights. Data sources include public data, client system data, a wealth of aggregate Philips install base information, third-party data, and more.

Capital Asset Planning includes:

- Assessment of equipment according to age, condition, and useful life within the system's lifecycle specific to the organization's strategic focus and goals.
- Analysis of current and future projected utilization, imaging, and regional market trends as well as comparison to external benchmarks and best practices.
- Alignment with strategic initiatives and structural design of the client's facility including growth and development plans, technology gaps, and long-term planning.

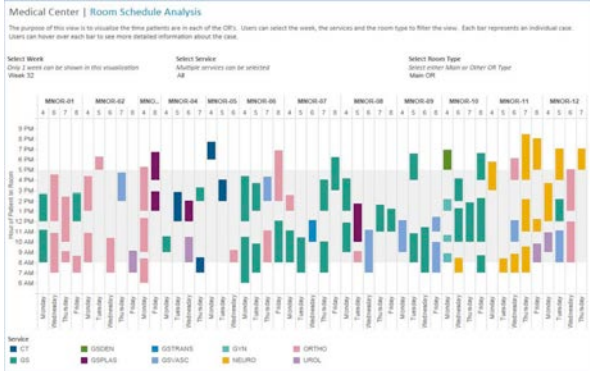
Leveraging analytics to unlock value

Applying analytical capabilities – such as advanced visualizations and powerful algorithms – enable you to thoroughly assess your technology performance and unlock insights.

Areas of detailed information include:

- Technology demand throughout the day
 - Provides detailed information regarding daily, weekly, monthly volume
 - Volume can be gathered by system or service
- Detailed imaging system utilization rates
 - Identify utilization rates by date or system
 - Predict impact of increasing or decreasing system availability
- Current processes
 - Cycle time performance compared to benchmarks
 - Distribution of case length times
 - Depict impact of late starts and provide insights into how late starts impact sequencing of events
- Scheduling patterns, by asset or group of assets
 - Visually represent volume and case length
 - Identify non-productive time between exams
- Referral Patterns
 - Provides insight on which physicians are referring to the department

Asset	Modality	Deployment Date	Manufacturer	Facility	Location	Install Date	Age	Life	% Util	Cost	2009	2010	2011	2012	2013	2014	2015			
MR	1.5T	2009-10-15	SIEMENS	PHILIPS	2-Boston	2009-10-15	5	10	100%	\$1.5M	X									
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M		X								
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M			X							
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M				X						
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M					X					
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M						X				
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M							X			
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M								X		
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M									X	
MR	3T	2010-03-15	SIEMENS	PHILIPS	2-Boston	2010-03-15	4	10	100%	\$2.5M										X



Benchmarking and best practices

Our consultants leverage benchmarking tools and industry best practices as well as new methodologies, simulation tools, and more to help you create a data-based capital asset strategy with detailed multi-year scenarios to help select the right plan for your organization.

Capabilities in advanced analytics, equipment, and clinical applications help us deliver value for your organization. We help align clinical, operational, financial processes to create new methods, change initiatives, and data-based solutions to achieve your capital asset goals.

Recommendations

Deliverables of our capital asset planning program may include:

- Technology realignment strategy for replacement or re-deployment of assets based on current and future demands
- Prioritization of current and future technology strategies to increase system utilization and align to technology needs
- Program recommendations to share equipment or dispose of underutilized assets
- Business case to support request for system upgrades and/or replacement (including long-term strategic planning to optimize operations)

Results

Philips provides data-based recommendations to support strategic imaging technology decisions. Our capital asset planning recommendations have helped clients:

- Integrate data into current and new processes and performance metrics
- Increase system utilization and patient throughput
- Leverage data to develop new insights and drive data-based decisions
- Create multi-year capital asset strategy





Additional consulting services

Philips Healthcare Transformation Services offers many other consultative services such as:

- Strategic healthcare consulting including performance improvement, population health, and experience design services
- Program implementation
- On-site project management
- Clinical education programs

Learn more

Through transformative, end-to-end engagements, Philips Healthcare Transformation Services can help you unlock opportunities to solve your complex, intertwined challenges of care delivery. We can help you achieve meaningful and sustainable improvements in clinical excellence, operational efficiency, patient safety, and financial performance to improve value to your patients. For more information, please visit www.philips.com/healthcareconsulting.

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Results are specific to the institution where they were obtained and may not reflect the results achievable at other institutions.