

# Press

Joint Press Release

**by Siemens Healthineers and  
the Marienhaus Group**

Erlangen, March 5, 2020

## Long-term technology partnership enhances patient care and boosts competitiveness

- **Digitalization of clinical processes and interlinking of hospitals**
- **Medical equipment to be upgraded, including service plan**
- **Introduction of online tools for personalized professional development**
- **Ten-year technology partnership with volume of €40 million**

Siemens Healthineers and the Marienhaus Hospital Group, based in Waldbreitbach, have launched a ten-year technology partnership—including an option to extend for an additional five years. Siemens Healthineers is developing a digital strategy for the Marienhaus Group that will eventually interconnect 18 hospitals and streamline clinical processes. The partnership provides for the replacement and management of around 130 medical imaging devices at all sites in the German states of North Rhine–Westphalia, Rhineland-Palatinate, and Saarland. Plans also call for personalized online training courses for clinical and technical staff. The partnership offers the Marienhaus Group reliable planning data and cost transparency for the duration of the partnership as well as a modern inventory of equipment. Digitally supported processes make it easier for clinical staff to focus on providing patients with quality medical care. The contract has a volume of around €40 million.

“The partnership with the Marienhaus Group is a great success for all of us and especially for the patients. After all, maximum-care hospitals in particular must be economically



Siemens Healthcare GmbH  
Henkestr. 127  
91052 Erlangen

Marienhaus Holding GmbH  
Margaretha-Flesch-Straße 5  
56588 Waldbreitbach

successful and be able to use innovative, cutting-edge technologies, always with the patient in mind. These challenges require comprehensive, sustainable and long-term solutions that can be flexibly adapted to ensure high-quality medical care along the diagnostic and therapeutic patient pathways,” says Dr. Bernd Ohnesorge, President of the EMEA region at Siemens Healthineers.

“With Siemens Healthineers at our side, we are ideally positioned for the future. We’re optimizing and digitalizing our processes and achieving cost efficiency while ensuring a high quality of medical services. Our patients benefit from state-of-the-art medical equipment. Going forward, we’ll be able to train and develop our staff through a focused online program, saving us time and money. This helps us remain on top as competition intensifies,” notes Dr. Thomas Wolfram, General Manager of the Marienhaus Group.

#### **Harmonization and servicing of medical devices**

The ten-year technology partnership is intended to improve the quality of patient care at Marienhaus Group hospitals, intensify digitalization, ensure cost-effectiveness, and boost competitiveness. The medical technology focus of the partnership is on radiology and advanced imaging areas such as angiography and surgical imaging. Siemens Healthineers will replace about 130 devices with equipment that meets the latest technological standards. Under an integrative service plan, both partners are jointly responsible for managing the equipment. An on-site project manager will ensure systematic and timely implementation of the contract, coordinating maintenance and repair, equipment installation, improvements, and employee training.

The Marienhaus Group, through the ongoing replacements, seeks to harmonize its equipment infrastructure and introduce uniform platforms. The SOMATOM go. hardware platform for computed tomography (CT) or the BioMatrix technology for magnetic resonance imaging (MRI), for example, are intended to standardize clinical workflows and optimize processes using tools such as artificial intelligence. Besides standardized

equipment, there are additional synergies: Fewer training sessions are needed to train all the users on their respective platforms, saving time and money.

### **Digital transformation**

The technology partnership provides for the use of several software solutions as part of the digital transformation process. The imaging software Syngo.via will be installed in a centralized data center so it is available at the main locations of the Marienhaus Group. Syngo.via uses smart algorithms that analyze the information and diagnostic images from CT, MRI, and angiography. The results support the radiologists in their diagnosis. Teamplay Dose and Teamplay Usage are a central dose and performance management systems for radiology. Teamplay Dose documents, analyzes, and displays doses. Teamplay Usage analyzes the performance of individual devices and utilizes overall equipment capacities more efficiently.

Siemens Healthineers will interlink the various Marienhaus Group sites using Syngo Virtual Cockpit, a control and monitoring system that promotes cooperation between hospitals and leverages synergies. The first phase is to link two MRI scanners to the software so that they can be managed and controlled centrally by a single person. This boosts productivity: The relevant expertise can be centralized across multiple sites, making it possible to deploy personnel more efficiently.

### **Training and continuing education**

PEPconnect and PEPconnections, the centralized online learning platform of Siemens Healthineers for clinical and medical technology personnel, will be set up at the Marienhaus Group sites. Marienhaus Group employees will gain access to personalized clinical learning content such as user training courses and radiation protection protocols. Structured training curricula, on-site training, or remote training will replace time-consuming business trips to seminars. The Marienhaus Group will also provide its employees with its own content that goes beyond clinical applications, such as fire safety and workplace safety. This

Joint Press Release  
**by Siemens Healthineers and  
the Marienhaus Group**

lets employees participate in ongoing professional development activities on their own schedules.

The agreement with the Marienhaus Group is what Siemens Healthineers calls a “Value Partnership”: a long-term, results-driven partnership that makes it possible for healthcare providers to enhance the value of their businesses while reducing the complexity of their operations. As part of the partnership, Siemens Healthineers will analyze and improve clinical processes, expand the service portfolio, and enhance clinical capabilities. Innovative medical technology solutions elevate the quality and precision of care for the entire facility. Value Partnerships already exist with Hamilton Health Sciences in Canada, the University of Missouri System in the US, Dallah Health Company in Saudi Arabia, and the Braunschweig City Hospital in Germany, among others.

You can find this press release and a press photo at

[www.siemens-healthineers.com/press-room/press-releases/marienhaus.html](http://www.siemens-healthineers.com/press-room/press-releases/marienhaus.html)

Further information on value partnerships is available at

[www.healthcare.siemens.com/services/value-partnerships](http://www.healthcare.siemens.com/services/value-partnerships)

#### **Contact for journalists**

Siemens Healthineers

Heiko Jahr

Phone: +49 162 2568 150; E-mail: [heiko.jahr@siemens-healthineers.com](mailto:heiko.jahr@siemens-healthineers.com)

Twitter: @heiko\_jahr

Marienhaus Holding GmbH

Heribert Frieling,

Phone: +49 2638 925-140; E-mail: [Heribert.Frieling@marienhaus.de](mailto:Heribert.Frieling@marienhaus.de)

---

**Siemens Healthcare GmbH**  
Henkestr. 127  
91052 Erlangen

**Marienhaus Holding GmbH**  
Margaretha-Flesch-Straße 5  
56588 Waldbreitbach

Joint Press Release  
**by Siemens Healthineers and  
the Marienhaus Group**

**Siemens Healthineers AG** (listed in Frankfurt, Germany: SHL) is shaping the future of Healthcare. As a leading medical technology company headquartered in Erlangen, Germany, Siemens Healthineers enables healthcare providers worldwide through its regional companies to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, improving the patient experience, and digitalizing healthcare. Siemens Healthineers is continuously developing its 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 diagnostic, image-guided therapy, and in-vivo diagnostics. Siemens Healthineers also provides a range of services and solutions to enhance healthcare providers ability to provide high-quality, efficient care to patients. In fiscal 2019, which ended on September 30, 2019, Siemens Healthineers, which has approximately 52,000 employees worldwide, generated revenue of €14.5 billion and adjusted profit of €2.5 billion. Further information is available at [www.siemens-healthineers.com](http://www.siemens-healthineers.com)

The Marienhaus Group is a major Christian provider of social services in Germany.

The Marienhaus Group includes

14 hospitals (at 24 locations)

20 retirement and nursing homes

3 child and youth welfare facilities

10 inpatient and outpatient hospices

7 educational institutions and

4 additional facilities

The facilities are located in the federal states of North Rhine–Westphalia, Rhineland-Palatinate, and Saarland. The Marienhaus Group employ a total of some 13,800 men and women.

---

**Siemens Healthcare GmbH**  
Henkestr. 127  
91052 Erlangen

**Marienhaus Holding GmbH**  
Margaretha-Flesch-Straße 5  
56588 Waldbreitbach