

**Case Study: VieCuri Medical Center, The Netherlands**

# Upgrading technology affordably and profitably

A Value Partnership was the key to transforming care delivery

[siemens-healthineers.com/value-partnerships](https://www.siemens-healthineers.com/value-partnerships)

In 2013, Siemens Healthineers started a ten-year Value Partnership with the VieCuri Medical Center, a teaching hospital in Venlo and Venray, The Netherlands.

## The challenge

VieCuri needed a long-term partner who could manage their capital investments, reduce risk, and transform care delivery. Furthermore, the partnership had to maintain quality and profitability while optimizing clinical operations to address their healthcare demands and budgetary constraints.

## The objective

The aim was to obtain state-of-the-art medical technology while increasing workforce productivity for the hospital during the ten-year contract period.

## The solution

### A long-term Value Partnership with clear performance outcomes

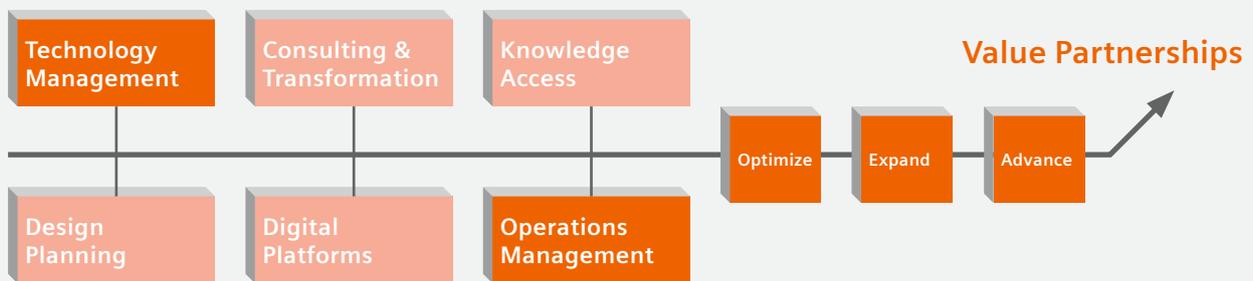
VieCuri chose a long-term Value Partnership due to Siemens Healthineers offering innovative technology, performance improvement solutions and clinical experience. The partnership allows for transformation of care delivery while optimizing clinical operations to meet VieCuri's health objectives through all project phases.

The Value Partnership includes:

1. Provision and management of 40 innovative medical systems for radiology, nuclear medicine and cardiology while ensuring predictability of technology investment cycles.
2. Maintenance services, upgrades, and replacements.
3. On-site technical management, leading to more efficient workflows and increased workforce productivity.
4. Management solutions to improve operations:
  - Financial and performance reporting to ensure transparency and proactively manage risk.
  - Tailored education programs for all users, improving staff engagement and employee satisfaction.
  - Introduction of an equipment utilization management system, providing benchmarking information to optimize clinical operations.

### Siemens Healthineers Value Partnerships assist you to:

- Optimize your operations today
- Expand with new capabilities tomorrow
- Advance your level of innovation



We co-create solutions with and for you to generate significant clinical, operational, and financial benefits for your organization.

■ Main portfolio modules of VieCuri's specific Value Partnership

## The bottom line

The Value Partnership drives modernization, as well as transformative and innovative management of VieCuri Medical Center's radiology department. The strategies implemented reflect an improvement in clinical, financial, and operational outcomes.

## Key clinical, financial, and operational outcomes

### VieCuri Medical Center, Venlo and Venray, The Netherlands



**Type:** Tertiary teaching hospital

**Total Beds:** 509

**Population served:** 280,000

**Key medical specialties:**

- Provision of diagnostics for all specialties
- Provision of full scope basic care

*“Having Siemens Healthineers as a strategic partner gives significant advantages to our technology fleet regarding innovation and user-experience. In addition, the immediate availability of the on-site technician is adding a lot of value to the workflow of healthcare delivery. With this partnership, I always know that Siemens Healthineers will offer a solution to a possible problem, without having to wonder, is this the best for the Hospital?”*

**Dr. G. A. Hoffland, Radiology Department**  
VieCuri Medical Center, Venlo and Venray, The Netherlands



**+100**

#### More MRI patients

The monthly average of MRI patients rose from 400 to 500 cases within one year. This increase in workforce productivity was achieved due to the efficient allocation of capacities and demand using the implemented utilization management system. It provides actionable insights to VieCuri through performance statistics and benchmark status in comparison to other hospitals in the region.



**99.3%**

#### Increased uptime

The presence of an on-site Siemens Healthineers technical expert and manager, has led to continuous top performance of equipment. Equipment uptime is significantly better than the contractual figure of 98%.



**-\$1.7m**

#### Decreased operational costs

The clinical operations improvements obtained within the Value Partnership have enabled a substantial optimization of operational costs. It is expected that the overall savings due to optimized workflows will total around \$1.7m over the ten-year contract period.



#### Reduced radiation dose

The technology and consulting knowledge of Siemens Healthineers supported dose optimization. For instance, through process and protocol improvements VieCuri could reduce radiation dose applied at CT abdomen scans.

Do you want to use a Value Partnership to optimize your operations?

**Get in contact:**



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## About Value Partnerships

Siemens Healthineers Value Partnerships combine our strength in holistic medical technology management and operations management into a long-term performance-oriented engagement focusing on the creation of value. We offer six comprehensive portfolio modules that can be customized and applied to optimally address your needs:

Technology Management, Consulting & Transformation, Knowledge Access, Design Planning, Digital Platforms, and Operations Management. With these areas of expertise at our disposal, we are well positioned to co-create a solution with and for you, which will generate significant clinical, operational, and financial benefits.

### Disclaimer

The products/features and/or service offerings (here mentioned) are not commercially available in all countries and/or for all modalities.

If the services are not marketed in countries due to regulatory or other reasons, the service offering cannot be guaranteed. Please contact your local Siemens Healthineers organization for more details.

The results described herein by customers of Siemens Healthineers were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables exist (e.g., hospital size, case mix, level of IT adoption), there can be no guarantee that other customers will achieve the same results.

The scientific overlay on the title is not that of the individual pictured and is not from a device of Siemens Healthineers. It was modified for better visualization.

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