

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 further details.

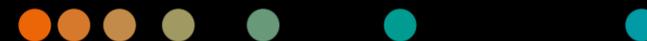
Siemens Healthineers
Headquarters
Siemens Healthcare GmbH
Henkestr. 127
91052 Erlangen, Germany
Phone: +49 9131 84-0
siemens-healthineers.com

Published by Siemens Healthcare GmbH · ©Siemens Healthcare GmbH, 2020

Enduring Performance

Asset Lifecycle Development with Siemens Healthineers.

siemens-healthineers.com/performance



SIEMENS
Healthineers

Is this your challenge?

Rising expectations on the one hand and increasing pressure on the other cause a severe dilemma. Asset Lifecycle Development from Siemens Healthineers provides a comprehensive solution.



“Every investment in medical imaging should support your strategy. Over the lifecycle, this can become challenging.”

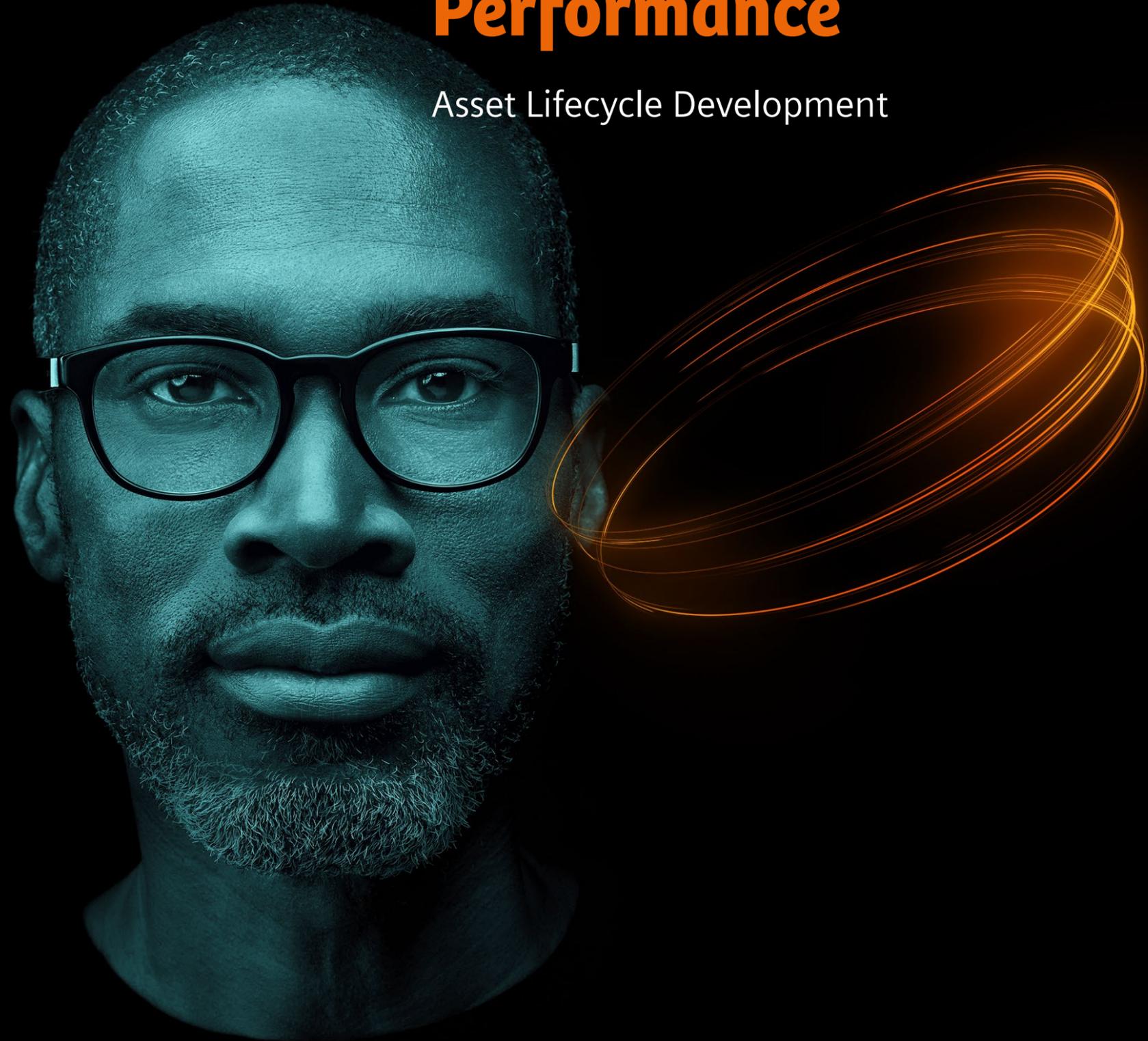
We at Siemens Healthineers help you to consistently develop your fleet. One focus is to further increase your systems’ performance, lifespan, and return on investment. At the same time, we ease access to state-of-the-art scanners and therapy systems so you can differentiate your institution from competition – even with limited budgets.

It’s our mission that you can run your medical equipment longer, perform stronger, and invest smarter.”

Dr. Verena Schön
Siemens Healthineers, Head of Installed Base Development

Enduring Performance

Asset Lifecycle Development



After you've invested in medical equipment, time goes by and the demands continue to grow. That's why a strong partnership is vital. Grow with our strategic Asset Lifecycle Development solution: Wherever your assets are in their lifecycle, we offer a solution and accompany you throughout the entire asset lifespan.

Keep your fleet at the cutting edge of innovation and enjoy enduring system performance – by enriching your equipment with new applications and features, upgrading it to higher efficiency levels, and hardening it against new cybersecurity risks.

Our ecoline refurbished systems offer a truly sustainable solution at exceptional value. And have you ever considered trading in your assets and getting an attractive buy-back value to increase your financial flexibility?

Asset Lifecycle Development helps you ...

- Keep improving your system performance
- Extend the lifespan of your systems
- Improve diagnostic accuracy and patient experience
- Open up new revenue streams
- Overcome financial constraints

Asset Lifecycle Development relies on three elements:

- Access Performance** – with ecoline and Trade-in 6
- Plan Performance** – with Asset Planning Session 12
- Grow Performance** – with Options & Upgrades 16

Access Performance

ecoline and Trade-in

ecoline lets you benefit from high-quality refurbished medical systems from Siemens Healthineers – offering the broadest range of refurbished systems in the industry. ecoline systems look and perform like new – at exceptional value. Get a truly sustainable solution. Don't miss the opportunity to secure attractive buy-back value and professional processing by trading in your assets.

i Invest smartly ...

With ecoline, you'll receive a high-quality refurbished system that's manufactured following independently certified processes at an affordable price. And with our Trade-in services, you can free up your budget for your investment needs. It is also a smart way to replace your system with new or ecoline equipment from Siemens Healthineers.

✓ ... to differentiate yourself.

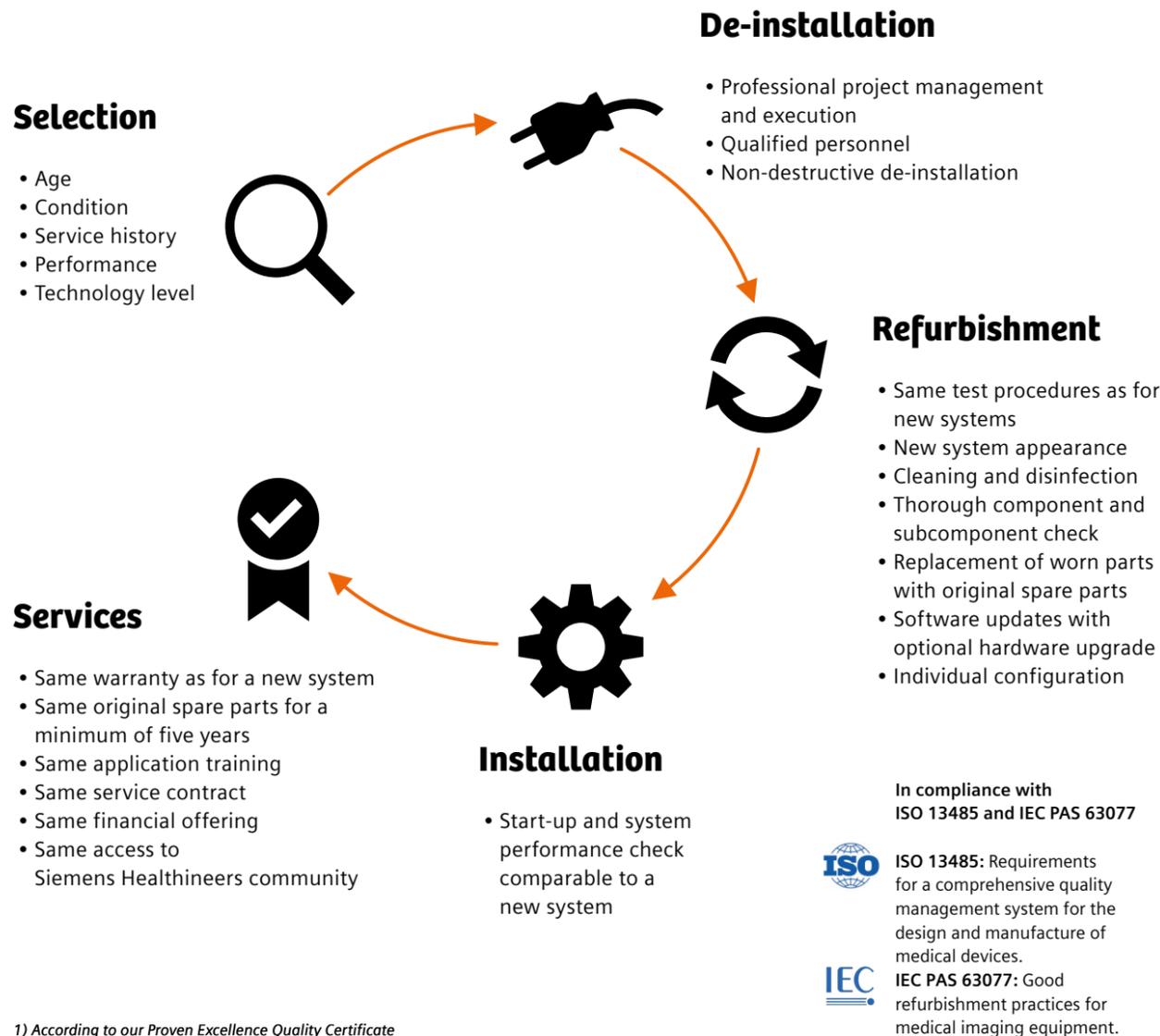
- Do not compromise on quality: ecoline systems look and perform just like new.
- High quality standards with IEC PAS 63077.
- Get state-of-the-art technology for high-quality medicine and low radiation exposure.
- Overcome your budget limitations in a smart way.
- Enjoy more freedom by selling or exchanging your current assets.

ecoline: Certified Performance.¹⁾ Exceptional Value.

ecoline equipment is the end result of a meticulous refurbishment process: Our certified 5-step Quality Process performed by Siemens Healthineers as the original equipment manufacturer.

We know and refurbish our systems inside and out – including a one-year warranty just like a new system and a guarantee of spare-part availability for a minimum of five years.

Is there a better way to combine outstanding quality with an affordable price?



¹⁾ According to our Proven Excellence Quality Certificate



A pre-owned Siemens Healthineers system does not automatically become an ecoline system – it has to earn it, based on our strong quality requirements

“ecoline looks like new and you can’t tell if it’s a refurbished system. We can’t tell the difference in the day-to-day operations either. We’d select ecoline again next time.”

Mr. Satoshi Mizuno,
Chief Radiology Technician,
Radiology Department, Seikeikai,
Chiba Medical Center, Japan

Performs and looks like a new system ...



... configurable according to your needs ...



... at an affordable price.



The ecoline portfolio: The broadest range of medical systems in the industry

Explore our comprehensive ecoline portfolio and select the system that can best support your clinical routine.

Advanced Therapies

- Cardiology
- Interventional Radiology
- Surgery



Computed Tomography



X-ray Products Women's Health



Coverage

Practically the entire Siemens Healthineers imaging and therapy portfolio

Magnetic Resonance Imaging



Molecular Imaging

- SPECT
- SPECT/CT



Molecular Imaging

- PET/CT

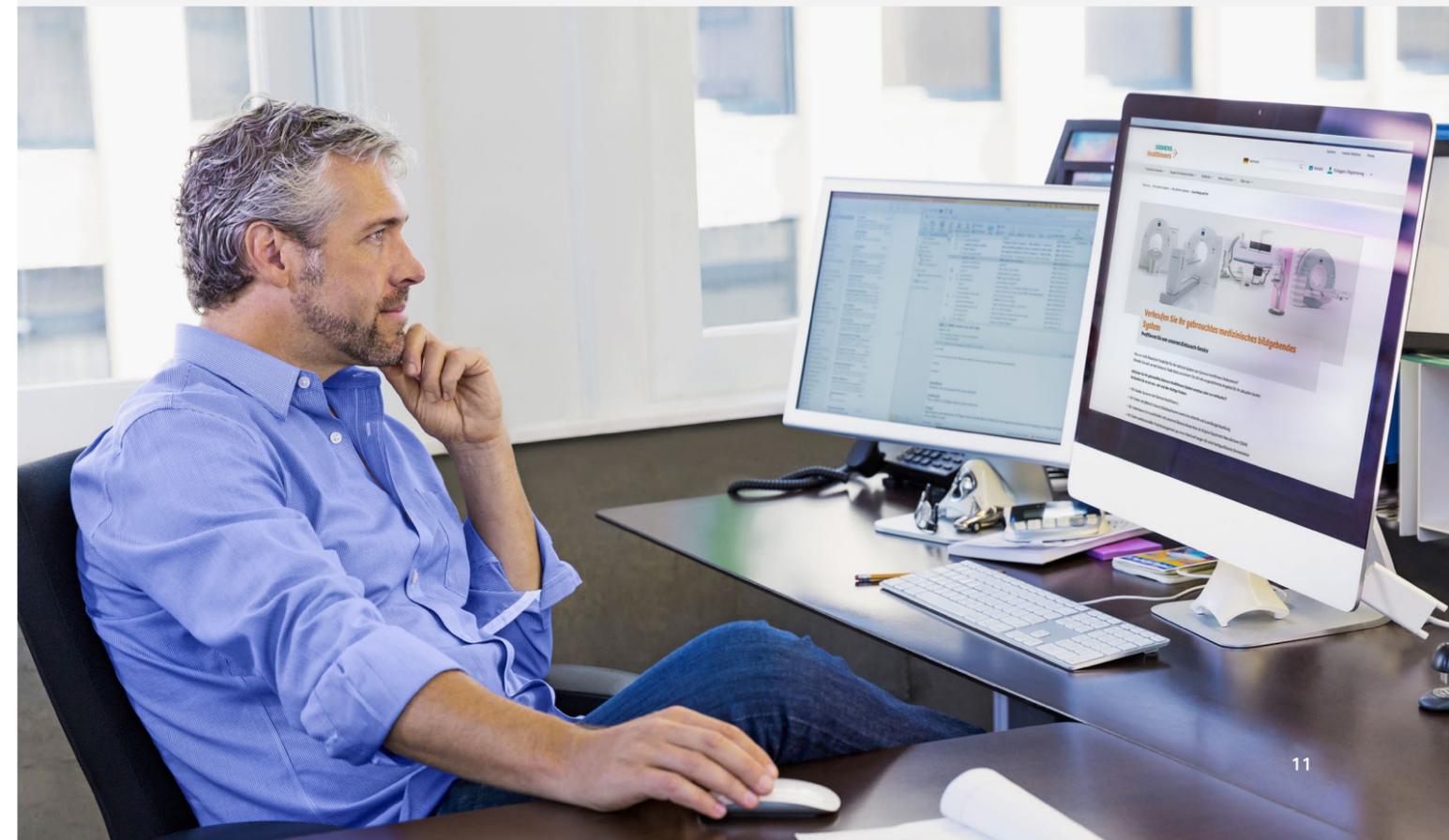


Trade-in: Get more without paying more

It's this easy: Simply sell or trade in your used medical equipment. It doesn't matter whether it's from Siemens Healthineers or not. In short: You'll combine an excellent deal with fast payment and greater financial flexibility.

Experience how fair, fast, and simple it is:

- One-stop solution – from offering your system to getting paid
- Fast and professional de-installation – minimized downtime
- Attractive value – quickly and reliably transferred





Plan Performance

Asset Planning Session

With Asset Planning Session, you can uncover your assets' long-term potential. The value of offering new clinical services. The savings that result from longer lifecycles. The efficiency gain, both in your assets and your workflows.

Let's analyze the data from your Siemens Healthineers systems. Using that as our foundation, we'll derive a scalable asset management plan for you. From Options & Upgrades to new or eco-line refurbished equipment – we'll help you develop your assets' performance in line with your strategic goals.

i Data and dialog ...

An Asset Planning Session is a collaborative approach designed to help you unleash the full potential of your fleet. Through data analysis and structured evaluations reflecting the asset lifecycle, we help ensure that your assets are aligned with your organization's strategies.

✓ ... to uncover your potential.

- Continuously develop your assets over their entire lifecycle.
- Get a clear picture of utilization gaps and growth opportunities.
- Increase your planning security in line with your business and clinical targets.

Data and dialog. To uncover your potential.

Asset Planning Session helps you address challenges in your organization by identifying potential gaps between what the market is doing, how your imaging department is performing, and your strategic goals. By aligning your assets to your strategy, the collaborative session allows you to unleash the full potential of your Siemens Healthineers systems and drive your imaging decisions.



Utilization Analysis
We analyze your current **asset utilization**.

We consider future trends and developments in the relevant clinical areas, which allows us to identify your growth opportunities. Understanding your strategies helps us align your actions with your goals and demonstrate how you can grow. Based on these considerations, we discuss the workflow and clinical improvements that make the most sense.



Asset Planning Session in practice. A customer journey.

Radiologische Allianz is a network of imaging, radiotherapy, and surgery institutions throughout the city of Hamburg, Germany. The Asset Planning Session was initiated with three goals in mind:

- Obtain state-of-the-art equipment to improve clinical capabilities and offer new examinations
- Optimize processes and improve operational results
- Support cost-effectiveness

The group's CEO and CFO attended the sessions, while other stakeholders were involved as needed. The sessions helped identify essential market trends in the region that weren't immediately apparent: among others, the decline of two risk factors in oncology and cardiovascular care.

Siemens Healthineers contributed to ...

- Optimized workflows
- Enhanced clinical capabilities
- C-level involvement in training program

“The Asset Planning Session provided us with key answers to clinical and economic questions. It will remain a permanent feature of our strategy discussions in the years ahead.”

Professor Joern Sandstede
Head of Radiology, Radiologische Allianz,
Hamburg, Germany



Grow Performance

Options & Upgrades

Options & Upgrades are our hardware and software solutions for tackling new challenges and seizing new opportunities. Enter new clinical areas with the right applications and features. And ensure your long-term security in a connected world – across the entire lifecycle.

Access our applications flexibly and benefit from our free-of-charge 90-day Trial Licenses. Is there a smarter way to assess their value before actually investing?

i Smart decisions ...

Our Options & Upgrades portfolio holds the right solution for your needs – whether it's about keeping up with current capabilities and performance or extending your assets' lifecycle.

✓ ... to push boundaries.

- Benefit from an extended lifetime for your installed system.
- Optimize clinical operations and increase productivity.
- Get access to state-of-the-art technology and innovations.

Smart decisions. To push boundaries.

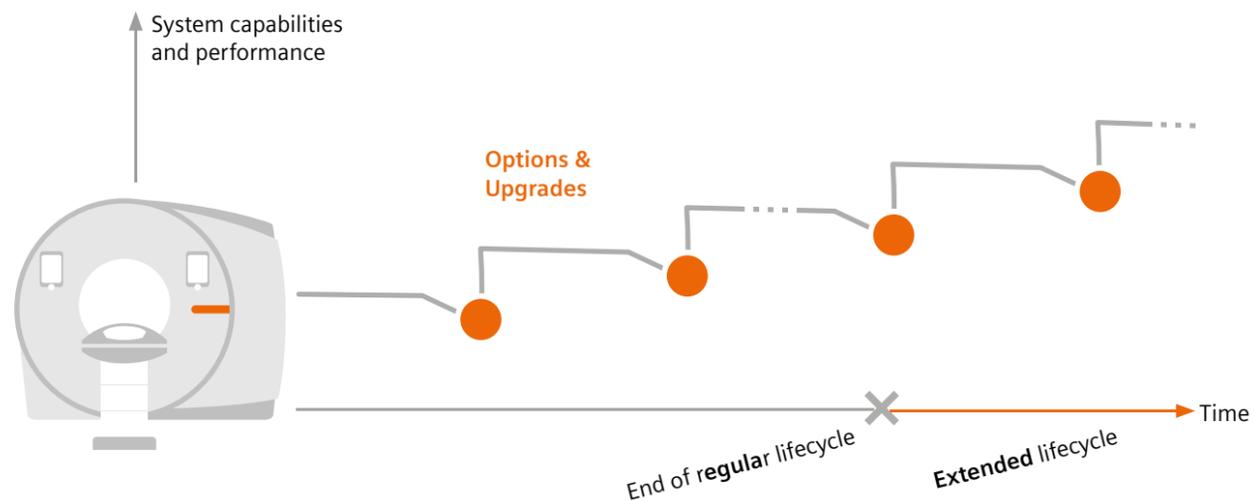
Everything you invest in the lifecycle of your systems pays off – through higher performance, better outcomes, and an extended lifespan. Plus, the transition and training effort is less strenuous when you switch to the next system generation.

Options

Benefit from our extensive portfolio of applications and features, both in hardware and software. We'll help you expand your clinical capabilities, increase productivity, or generate revenue from new clinical service lines at any point in the system lifecycle.

Upgrades

By upgrading your installed system to the next level, you'll benefit not only from the latest technology features but, among other things, from reduced downtime compared with installing a completely new system.



Options & Upgrades in practice. A clear vote by patients.

There are many examples that demonstrate the importance of continuous improvement. For example, adding new options to your MRI scanner can reduce the number of no-shows and incomplete pediatric MRI exams.*

A study conducted on three academic radiology centers in the U.S. showed that an average of 2.3 percent of pediatric MRI scans aren't completed due to patient anxiety.¹⁾

Our Options & Upgrades include offerings for:

- Better patient stabilization
- Less motion artefacts
- Optimized scan time
- Reduced perceived wait time
- Improved communication between your technicians and your patients

As a result, you benefit from:

- Increase in overall patient satisfaction
- Reduction of radiology costs associated with patient no-shows and MRI re-scans

* The safety of imaging fetuses and infants under two years of age has not been established. The responsible physician has to decide about the benefit of the MRI examination compared to other imaging procedures.

¹⁾ Impact of Audio/Visual Systems on Pediatric Sedation in MRI, JMRI 2009, 30:p649

"Patient wellbeing is one of many areas where Options & Upgrades can contribute to significant improvement. At the same time, our Options & Upgrades portfolio continues to address 'traditional' aspects such as workflow efficiency, image quality, and diagnostic outcomes."

Dr. Verena Schön, Siemens Healthineers
Head of Installed Base Development

Asset Lifecycle Development: Count on our experience

Most trusted

partner for pre-owned medical equipment: nearly every second system in the global market

3-4K

Options & Upgrades orders per year

>800

Asset Planning Sessions performed every year



Caring for **77,000** systems in the Installed Base

780

ecoline systems sold every year

8,800

installed ecoline systems worldwide

To wrap it up ...



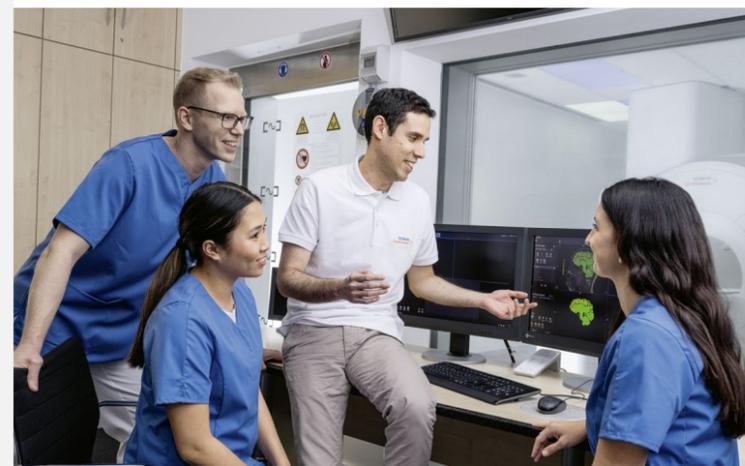
Access ...

- High-quality equipment with ecoline
- Performance at an affordable price
- New opportunities with Trade-in



Plan ...

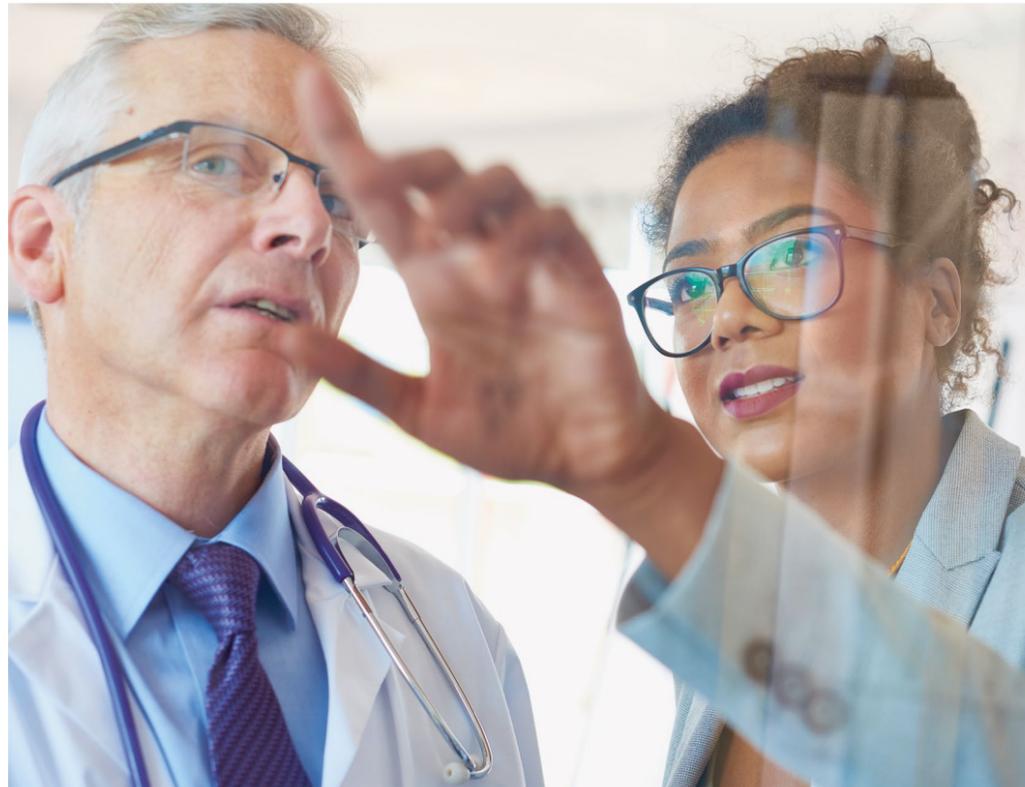
- Your future performance
- Your asset strategy
- Your budget



Grow ...

- Your clinical capabilities
- Your assets' efficiency and security
- Your equipment's lifespan

Why Siemens Healthineers?



At Siemens Healthineers, our purpose is to enable healthcare providers to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, and improving patient experience, all enabled by digitalizing healthcare.

An estimated 5 million patients globally every-day benefit from our innovative technologies and services in the areas of diagnostic and

therapeutic imaging, laboratory diagnostics and molecular medicine, as well as digital health and enterprise services.

We are a leading medical technology company with over 120 years of experience and 18,500 patents globally. With more than 50,000 dedicated colleagues in more than 75 countries, we will continue to innovate and shape the future of healthcare.

