Siemens Canada awarded $154 million service contract by William Osler Health System

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15-year term includes supply and maintenance of 190 diagnostic imaging and diagnostic cardiology equipment items.

Largest Siemens Healthcare contract win in Canada to date.

William Osler Health System (Osler), one of Canada’s largest community hospitals with sites in Brampton and Etobicoke, Ontario, has awarded Siemens Canada Limited, Healthcare (Siemens Healthcare) a Managed Equipment Service (MES) contract worth approximately $154 million. For a contract life-time of 15 years, Siemens Healthcare will provide Osler’s three hospital sites with a comprehensive suite of services that will manage the majority of its medical imaging equipment. The deal is the first MES contract ever awarded to Siemens Healthcare in North America and the largest Siemens Healthcare contract win in Canada to date.

The contract includes the procurement, ongoing replacement and maintenance of approximately 190 pieces of diagnostic imaging and diagnostic cardiology equipment in total. Among them are computed tomography scanners, magnetic resonance systems, ultrasound, breast imaging and X-ray equipment, angiography solutions, as well as molecular imaging equipment. Within the scope of the contract, Siemens Healthcare will also offer financing solutions, ongoing education and training for clinical users, onsite technical support, room renovations, professional services and a technology refresh program.

“We are delighted that William Osler Health System has chosen Siemens as its partner for the next 15 years. This award demonstrates our commitment to providing customer-centered, sustainable healthcare solutions for our customers in the Canadian market,” says Jim Graziadei, Senior Vice President, Siemens Healthcare. “Throughout the term of the partnership, we will provide Osler not only with state-of-the-art technologies from all vendors but also with the financial security and technology certainty Canadian hospitals require. This MES partnership will help them proactively manage the pressures of growing healthcare costs and increasing patient expectations of improving clinical outcomes in the long-term.”

“We are excited to partner with Siemens over the next 15 years and achieve an exciting international and Canadian first with their organization,” said Joanne Flewwelling, Executive Vice President, Clinical Services and Chief Nursing Executive, William Osler Health System. “Throughout the term of the partnership, we will provide Osler not only with state-of-the-art technologies from all vendors but also with the financial security and technology certainty Canadian hospitals require. This MES partnership will help them proactively manage the pressures of growing healthcare costs and increasing patient expectations of improving clinical outcomes in the long-term.”

Osler currently has two sites, Elboicke General Hospital and Brampton Civic Hospital; a third site – the new Peel Memorial Centre for Integrated Health and Wellness – is currently under construction, with substantial completion slated for fall 2016. Osler hospitals serve 1.3 million residents of Brampton, Elboicke, and surrounding communities within the Central West Local Health Integration Network (LHIN). Osler’s emergency departments are among the busiest in Canada and its labour and delivery program is one of the largest in Ontario.
About Siemens Canada
For more than 100 years the innovative ideas from Siemens have helped make Canada a better place. From the Atlantic to Pacific oceans, more than 4,500 employees in Canada work together to provide answers that last in the fields of electrification, automation and digitalization. Since it was federally chartered in 1912, Siemens has stood for innovation, quality, reliability and internationality. Sales for Siemens Canada in fiscal 2014 (ended September 30), were $2.7 billion CAD. The company has 39 offices and 12 manufacturing/assembly facilities across Canada.

About Siemens AG
Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 165 years. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitalization. One of the world’s largest producers of energy-efficient, resource-saving technologies, Siemens is No. 1 in offshore wind turbine construction, a leading supplier of combined cycle turbines for power generation, a major provider of power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. The company is also a leading provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems – and a leader in laboratory diagnostics as well as clinical IT. In fiscal 2014, which ended on September 30, 2014, Siemens generated revenue from continuing operations of €71.9 billion and net income of €5.5 billion. At the end of September 2014, the company had around 357,000 employees worldwide. Further information is available on the Internet at www.siemens.com.