

Investing in Imaging the Smart Way



How does flexible finance make the best possible technology affordable and accessible?

A HEALTHCARE FINANCE EXAMPLE

The acquisition of new diagnostic equipment can be costly, especially during a time of pressurised budgets. With this in mind, Siemens Financial Services (SFS) tailors financing arrangements to suit each budget and organisation's needs.

Outdated Imaging Equipment

A diagnostic imaging company in the UK had had several of its diagnostic imaging units for more than six years. Not only were these units almost ready for replacement or upgrade, but the company had won a contract to provide outsourced diagnostic scanning in an in-town location.

New Demand Growing

The expected growth in diagnostic imaging demand meant the equipment fleet could no longer meet the requirements of an expanding patient base. That's why the company's management were carefully planning investment in a newer, more efficient set of units and to provide the latest imaging quality and patient pathways.



Finance for Flexibility

Given the high cost of acquisition alongside the ambitious growth plans, the company wanted to use third-party finance for the investment, reserving its own working capital for other areas of the business.

Excellence through Expertise

Because SFS is a specialist financier, it has deep experience with imaging technology, what it delivers in practice, the wider benefits of accurate early diagnosis, and the inter-dependencies that affect performance.



Finance to Fit the Organisation

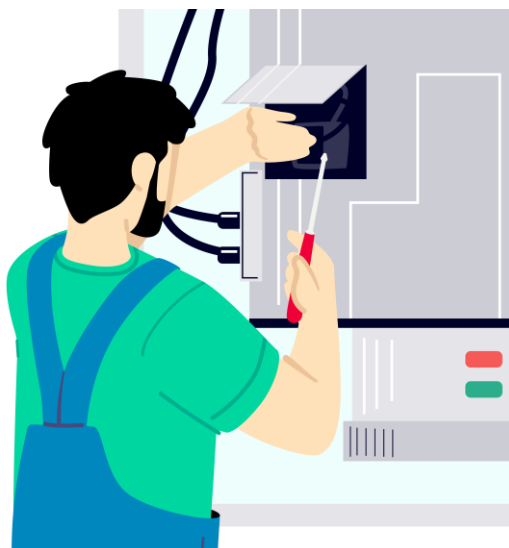
That expertise and knowledge allows SFS to offer customised financing plans that fit each company's budget while also factoring in its timeline for equipment delivery and installation, as well as facilitating the supplier's payment terms.

Flexible Terms

During discussions with SFS, it became clear that the company wanted a longer lease arrangement that spread the cost of investment over 7 years. This matched the equipment's intended lifecycle, reducing financial risk as well as improving cashflow.

All-in Package Value

In addition to the equipment, its delivery and installation, SFS was also able to facilitate a single payment option for maintenance and service for the duration of the financing period. Furthermore, the comprehensive financing arrangement also covered a suite of new beds that the facility required, creating even better value in the package.



Accuracy, Efficiency, Affordability

With the new equipment in place, the company can now fulfil its outsourced contracts and serve the wider community. The new technology offers higher resolution images while minimising scan time, making it more accurate and efficient – both in the acute environment and in the community setting.



Ongoing Support

The leadership team know their experience and dedicated account manager is always at the end of the phone if they need support or are planning future equipment investment.

This example draws on a real-world arrangement that is typical of the service that Siemens Financial Services (SFS) regularly offers private hospital groups and clinics. If you'd like to know how the team can tailor a solution to meet your investment needs or strategic goals, get in touch.