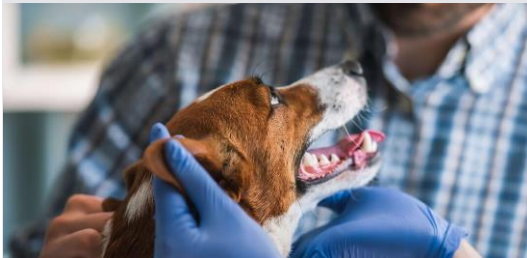


Bridge Referrals: Leasing solution for veterinary referral centre in the UK



Bridge Referrals

Established in 2022, Bridge Referrals is an independent, multi-disciplinary veterinary referral centre based in Tyneside in the northeast of England. The centre provides pet owners and veterinary practices a range of advanced treatments including diagnostic imaging, neurosurgery, oncology, ophthalmology and orthopaedics at and affordable costs.



Challenges

- Bridge Referrals had recently completed the first development phase of its new centre. The next step was to build two new operating theatres to expand its x-ray and fluoroscopy services.
- The centre wanted to invest in cutting edge equipment that would allow it to operate at the forefront of the veterinary industry. This included a fluoroscopic c-arm from Siemens Healthineers.

Solution

- PLH Medical, an approved supplier of Siemens Healthineers equipment, introduced Bridge Referrals to Siemens Financial Services (SFS), who suggested a Sale & Lease Back agreement for the acquisition.
- Bridge Referrals purchased the fluoroscopic c-arm for nearly £80k; this was reimbursed by SFS. Bridge Referrals can now repay the sum in agreed monthly instalments – both the principle and VAT.
- The leasing agreement also embraced other small value equipment, bringing the total sum to £150k+.

Benefits

- SFS managed the whole process of ordering and financing the equipment, which allowed Bridge Referrals to concentrate on other business-critical priorities.
- The new equipment allows the centre to offer a wider range of services and procedures which it wouldn't have been able to do otherwise. It has also increased its capacity to serve a greater number of patients.

“Organising large purchases and leasing agreements can be laborious, but SFS took care of the whole process for us. Sally gave us a timeline for delivery and made sure everything arrived on time.”

Iain Kennair, Operations Manager, Bridge Referrals