

Equipment lease from SFS enabled transformation to digital radiography at West Suffolk Hospital

Case Study: United Kingdom

West Suffolk Hospital is a vibrant and accessible hospital set in a 19-hectare parkland site on the edge of Bury St Edmunds, serving a population of around 275,000. Thanks to its excellent performance in delivering quality services and ensuring patient safety, as well as its sound financial management and robust plans for future development, the hospital was awarded NHS Foundation Trust status by independent regulator Monitor in December 2011. This gave it greater independence and more freedom to develop services tailored to the needs of local people.

With its new status, West Suffolk Hospital needs to put a particular focus on delivering a challenging cost savings programme while maintaining and improving the quality of care delivered. Recognising that its old analogue mammography machines were outdated, the hospital decided to acquire three static and one mobile MAMMOMAT Inspiration™ Full Field Digital Mammography systems from Siemens Healthcare after a competitive tendering. To finance the significant investment, the hospital opted for a lease provided by Siemens Financial Services (SFS) in a separate competitive tender.

The units are primarily deployed for breast screening, stereotactic biopsy, vacuum assisted biopsy as well as symptomatic work. The installations mark the Breast Imaging Unit's transition to digital radiography. Not only have the mammography systems greatly improved image quality, but their ease-of-use has also increased diagnostic efficiency, benefiting both staff and patients. Fitted with stereotactic biopsy modules, the systems intuitively guide the operator through the entire procedure and directly control the tube angulation from the workstation. With just one click the

system automatically opens the patient scheduler and the user interface is set for the whole exam. It then selects the target and the needle-holder automatically moves into the correct position. This increases the speed of procedures without compromising diagnostic confidence.

As part of the project the hospital was also able to transform its old processing room, which was no longer needed, into a third mammography room. This helped it cater for more women as the government extended the screening age from within three years of a woman's 50th birthday to within three years of her 47th.

Nigel Beeton, Imaging Services Manager at West Suffolk Hospital, said, "To balance the need to drive cost savings while ensuring the highest standard of patient care, financial sustainability has been a fundamental element in our investment strategy. The finance lease from SFS allowed us to realise the diagnostic and clinical efficiencies delivered by digital machinery while removing the need for a one-off capital payment on the balance sheet. The lease agreement spread the lease payments to assist with asset and financial planning at the Trust. This finance model has enabled us to acquire state-of-the-art technology for the delivery of high quality and efficient healthcare services.

"Siemens' expertise and experience in delivering innovative medical equipment and technology means that SFS has a proficient understanding of the medical equipment market. We are very pleased with the specialist finance solution that is tailored to our specific needs and individual requirements. Combined with the very competitive prices, the finance offering, together with the first-class equipment, represents a true value for us."



- With lease financing from SFS, West Suffolk Hospital has been able to master the challenge of driving cost savings while maintaining its superior healthcare standard through the transition to digital radiography.
- The specialist finance solution enabled the acquisition of Siemens' digital mammography systems, with lease payments spread over the financing period, removing the need for a one-off capital payment on the balance sheet.
- Capitalising on Siemens Healthcare's expertise in the medical market, SFS provided the hospital with a tailored financing offer that would allow it to continue its growth path on a solid financial footing.