

Marris Medical: Equipment financing for independent diagnostics clinic in the UK



Marris Medical

Marris Medical is a private diagnostics clinic in London, providing Magnetic Resonance Imaging (MRI) and ultrasound services, as well as an office-based laboratory (OBL) – a UK-first according to the clinic. The clinic was founded by consultant radiologist, Dr Ammad Hussain.



Challenges

- Dr Ammad Hussain was in the process of setting up his first diagnostic clinic (Marris Medical) in the UK, following the success of existing clinics in Pakistan and Dubai.
- Access to finance was critical for the acquisition of a new Magnetic Resonance Imaging (MRI) scanner, a mobile C-arm machine for X-rays, and an ultrasound machine.
- Dr Hussain's family-run healthcare company in Pakistan has been a Siemens partner for over forty years, so he was already familiar with the quality of equipment from Siemens Healthineers.

Solution

- Siemens Healthineers introduced Dr Hussain to Siemens Financial Services (SFS).
- Given SFS' experience in the diagnostics sector and knowledge of the equipment, the team was able to support the new clinic, despite unexpected delays.
- SFS and Marris Medical agreed on a 7-year financing term for the MRI and C-arm, and a 5-year term for the ultrasound system.

Benefits

- 📄 Marris Medical was able to access the critical financing it needed to get started, even though it is a nascent company.
- 📄 The clinic is now up and running, with plans to build on its success through further expansion.
- 📄 Despite the delays, the financing process was smooth, and Dr Hussain was able to complete all documentation digitally.

“It was my first time working with Siemens Financial Services (SFS), and it was helpful to get both the equipment and finance under one roof, so to speak. When my project was delayed, the SFS team was very understanding. If they had backed out, I would not have been able to open the clinic. It's that simple.”

Dr Ammad Hussain,
Founder, Marris Medical