

NHS Trust acquires state-of-the-art stereotactic radiosurgery equipment with bespoke SFS financing solution

Case Study: United Kingdom

Given the budget constraints and the government's directive to drive through £20 billion of efficiency savings by 2015, healthcare organisations are confronted with the huge challenge of curbing costs while maintaining a high standard of healthcare services.


Healthcare finance managers are therefore under increasing pressure to seek sustainable ways of investing in the most up-to-date medical equipment, which is essential for the provision of the highest quality treatment and patient care, as well as increasing procedural speed, accuracy and productivity. In this context, leasing has emerged as an invaluable investment-enabler for the acquisition of up-to-date medical equipment.

Siemens Financial Services (SFS) has enabled one of the UK's largest NHS Foundation Trusts to acquire a state-of-the-art Gamma Knife through lease finance. In a competitive tender procedure, SFS was awarded the contract to finance the equipment worth £3.6 million, based on the company's best value financing terms and its considerable experience in funding large-scale healthcare investments. By spreading regular lease payments over a period of ten years, the financing solution, which also accommodated the replacement of the radioactive source (capital value - £600,000) in the sixth year, allowed the Trust access to this highly specialised

technology without the need for upfront capital, making the investment affordable and financially sustainable.

The Gamma Knife performs stereotactic radio surgery – a non-invasive method for treating brain disorders – by delivering a single, high dose of radiation to a small and critically located intra-cranial volume through the intact skull. The technology is renowned for its extreme accuracy, efficiency and outstanding therapeutic response. Globally, around 60,000 patients undergo Gamma Knife surgery every year. No other non-invasive treatment method in this field has greater clinical acceptance. Non-invasive treatments help speed up patient recovery times (often by a considerable multiple), reduce infection risk, and thereby reduce costs and improve productivity on the healthcare system.

Delivering better health outcomes and operating efficiencies has always been a high priority for the Trust, especially since it prides itself on its high rating for both the quality of its services and financial management. To this end it places particular emphasis on the use of modern healthcare equipment because of the disproportionately positive benefits that innovative medical technologies help deliver. With the bespoke lease offer from SFS, the hospital Trust was able to invest in advanced healthcare technology, thereby improving procedural efficiency to the benefit of patients and medical professionals alike.

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- Due to its favourable financing terms and sector expertise, SFS was chosen to help an NHS Foundation Trust finance a state-of-the-art Gamma Knife.
 - The acquisition of the equipment was made affordable and financially sustainable with a £3.6 million lease with a 10-year financing period.
 - Tailored lease offer allowed the Trust to harness innovative medical technologies to increase operating efficiencies and deliver better health outcomes for patients.