



Flexible Commercial Solutions

Unlocking investment to meet
your healthcare challenges



Capital investment

A growing healthcare challenge

The National Health Service is under unprecedented pressure. An ageing and growing population means there are more people with long-term treatable conditions, putting a huge strain on resources.

Just coping with day-to-day demand can be challenging. Capital budgets are often cut to pay for unforeseen rises in day-to-day spending - leaving little scope to replace older infrastructure.

To manage rising demand, you need to invest in new technology and innovations, so you can treat more patients, more efficiently in the future.

But with capital resources limited – or committed years ahead – you may not have the money to invest.

Get the treatments and technologies you need today

Getinge's Flexible Commercial Solutions offer innovative approaches to unlocking vital investment without putting further strain on capital budgets. We work with you as partners, enabling you to spread the cost over time, while minimising the risks associated with major projects.

You get immediate access to the latest clinical and equipment solutions covering acute care, ICU, operating theatre technology, and instrument sterilisation and reprocessing services. We maintain all our solutions to a guaranteed performance level, at a fixed cost, over the life of the agreement.

Pressures on the NHS

- The population is growing¹
- People are living longer¹
- More patients are living long-term with conditions such as diabetes¹
- Medical advancements are pushing costs up¹
- Capital budgets are being cut to pay for necessary day-to-day spending²

Trusts facing an investment crisis

Research by the Health Foundation² showed that:

- £1.2 billion was transferred from NHS capital budgets to pay for current spending in 2016/17, continuing a trend over recent years
- Investment in new equipment fell by 54% across the NHS between 2013/14 and 2016/17
- The backlog of repairs to high or significant risk areas was £2.8 million in 2016/17.

The report concludes: 'Continuing to forgo long-term investment will make the challenge of meeting demand pressures through improvements in efficiency increasingly difficult.'

A separate 2018 study³ by the University of Birmingham's Health Services Management Centre found that many Trusts were unable to replace old equipment due to lack of funding. In interviews with 30 finance directors and senior personnel in NHS provider organisations, many described scaling back on future capital investment plans and some said they had been rationing capital resources for some time. In some cases, lack of capital maintenance was seen to affect service quality and patient cares.

¹ Challenges facing the NHS and current NHS issues, Medic Portal <https://www.themedicportal.com/application-guide/the-nhs/challenges-facing-the-nhs>

² Joshua Kraindler, Zoe Firth, Anita Charlesworth (2018) False economy: An analysis of NHS funding pressures. Investment in new equipment, 2013/14-2016/17. The Health Foundation.

³ Williams, I, Allen, K, Plahe, G (2018) Restricted capital spending in the English NHS: a qualitative enquiry and analysis of potential long-term implications. The Health Foundation/ University of Birmingham, UK. Unpublished report.

You and Getinge

Together as one

For more than 100 years, Getinge has been helping health services around the world do more.

We work with our customers as full service partners, supporting you through the entire clinical pathway, providing consultancy, technology and solutions that improve quality of care, optimise workflows and increase cost-efficiency.

From the latest acute care technologies to workflow solutions for the operating theatre and ICU, we are there at your side every step of the way.

Helping smooth the way for your surgical teams and enhance the healthcare experience for your patients. Giving your teams more time to focus on patient care and saving lives – the most important mission in healthcare.

How we work with you

We start by listening to you, analysing what you do now and understanding your strategic priorities for the future.

Then we design a bespoke solution to fit your individual needs, agreeing the performance risks you will transfer to us as part of the solution.

We source, deliver and install your equipment, providing or building new healthcare spaces to house it if needed.

We maintain all equipment throughout the life of the contract with an ongoing clinical training programme for your staff.

As the relationship develops, we continue to support you, sharing best practice from around the world, finding new ways to help you become more efficient and deliver better outcomes for patients.

You have the flexibility to replace or add equipment if needed during the contract, and you can use our asset management tool to measure your return on investment.



About Getinge

Getinge was founded in 1904 on the Swedish west coast. Since then, we've grown to become a leading global provider of solutions that improve quality and cost efficiency in healthcare.

Everything we do is focused on helping our customers improve and save lives, from planning surgical workflows to providing the latest equipment and therapies for acute care areas of the hospital. We also develop intelligent and sustainable room concepts, working in close cooperation with customers, production engineers and architects.

40 Operations in over 40 countries globally

10,000 employees globally

£1.95bn revenue GBP in 2017

Flexible Commercial Solutions

Designed for you

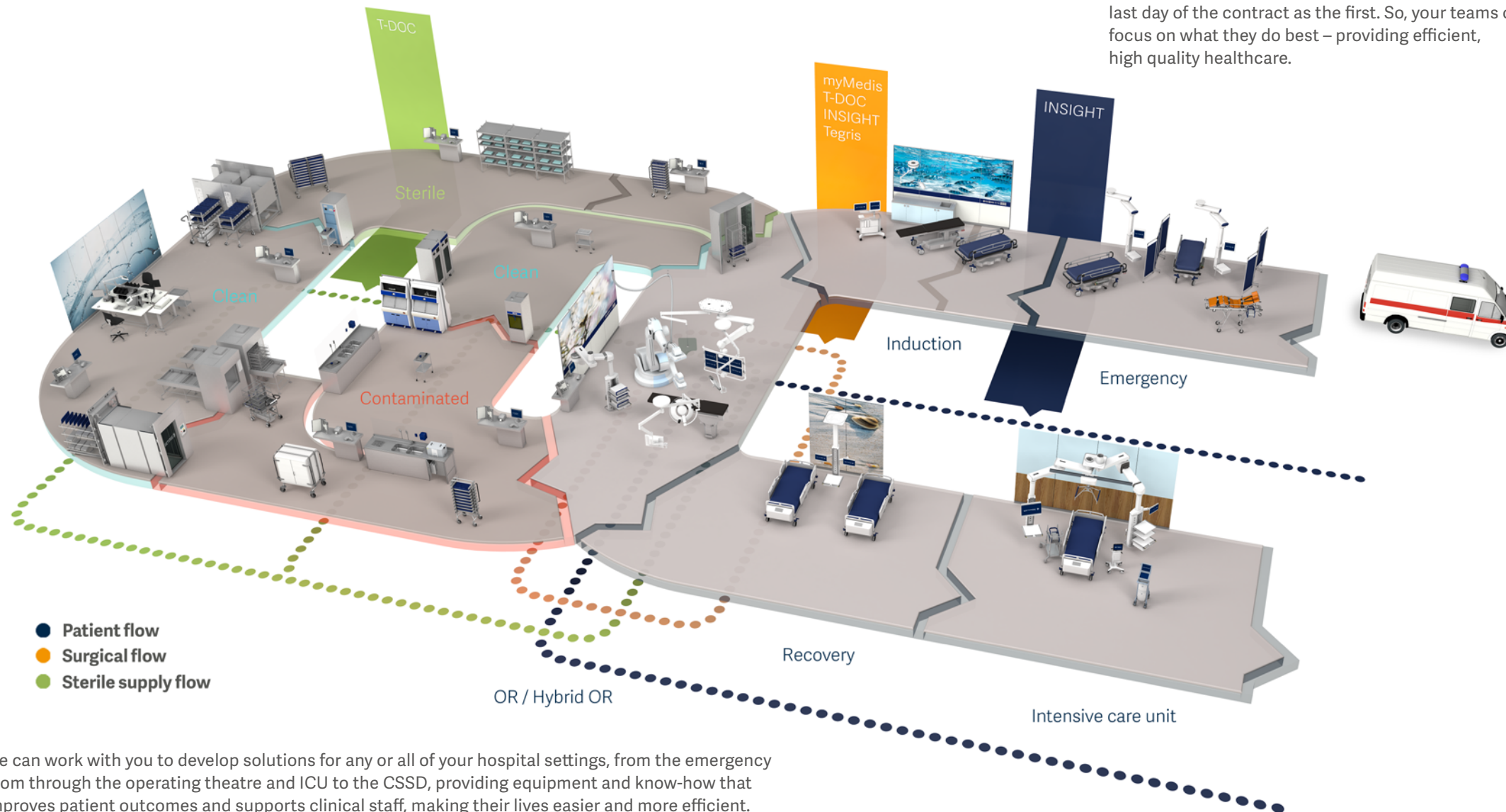
Flexible Commercial Solutions offer a strategic partnership between you and Getinge. Working together, we will design a bespoke solution around the individual needs of your hospital. You get the equipment you want when you want it, with complete certainty over costs – and the flexibility to add to the contract if required, subject to procurement award.

The latest equipment with guaranteed availability for a fixed annual cost

We commit to providing a guaranteed level of equipment uptime, transferring the performance risk to us. We ensure that the equipment will perform as well on the last day of the contract as the first. So, your teams can focus on what they do best – providing efficient, high quality healthcare.

Our solutions will:

- ✓ Minimise your financial and operational risk
- ✓ Improve efficiency and productivity
- ✓ Deliver better, safer, more effective patient care
- ✓ Put you in financial control
- ✓ Maximise your flexibility with options to add equipment and make changes during the contract



Your partner through the entire clinical pathway

- Acute care** – improving patient outcomes with the latest technologies, from anaesthetics to life support.
- Operating theatre equipment** – supporting your surgical teams to work more efficiently, with everything from imaging equipment to complete room systems.
- Integrated workflow solutions** – streamlining your processes throughout the patient journey, from emergency to surgery. Helping you become more efficient and do more within your existing resources.
- Infection control** – helping you keep your clean and dirty areas separate, with error-proof, traceable systems.
- Instrument reprocessing** – getting your surgical instruments back in use quickly and safely.
- Service** – supporting you continuously throughout the contract, with expert maintenance and after sales service - helping you get more from your equipment and extend its useful life.

We can work with you to develop solutions for any or all of your hospital settings, from the emergency room through the operating theatre and ICU to the CSSD, providing equipment and know-how that improves patient outcomes and supports clinical staff, making their lives easier and more efficient.



The top 5 benefits of a commercial partnership with Getinge

Complete certainty over costs with no surprises

- You can have the latest equipment from day 1.
- Pay from current spending rather than buying equipment outright.
- Maximise your flexibility with options to add further equipment during the contract if required
- All finance costs will be fixed at the start of a contract, so you can invest for the future, with known borrowing costs.
- Know exactly what you have to pay throughout the life of the contract – no hidden charges or extras.

Flexible, bespoke solutions designed around your needs

- We design bespoke solutions around your individual needs – with flexibility to make changes at any time.
- You can choose from flexible contract lengths of five, seven or 10 years.
- Plan your service requirements, with equipment replacements scheduled in, both at start of contract and whenever existing equipment requires refreshing.
- Respond to changing needs, with the option to add new equipment to the original contract.
- Free up capital through buy-back of existing equipment, with refresh at the end of lifecycle built in.

We take the risk, so you can focus on patient care

- We guarantee that our equipment will perform as well on the last day of the contract as on day one.
- We maintain all equipment to guaranteed availability, so you can plan your work flow with confidence.
- We also carry out safety-related updates and improvements at no extra cost.

We guarantee uptime, with automatic penalties if we fail

- We agree a level of guaranteed uptime with you, with financial penalties written into the contract.
- Penalties apply automatically if we fail to provide the agreed uptime at any stage.
- You get operational certainty and peace of mind that you only pay for the service you receive.

You get discounts and partnership benefits that grow with our relationship

- You get a commitment discount that reflects your total spend over the whole agreement.
- Our ongoing partnership will unlock additional benefits you won't get with piecemeal procurement.
- As the relationship develops, we will work with you to find new ways to make efficiency savings.
- You will benefit from ongoing synergies that come from a direct relationship with the manufacturer.

Frequently asked questions

How long does the agreement run?

You can choose how long you want your contract to run. The typical length is seven years because that's most cost-effective. But it can be shorter or longer, depending on your needs and priorities.

Can I make changes during the contract?

The agreement allows (subject to required scope of procurement) the addition of new equipment if required, with recalculation of a new Unitary Charge payable going forward.

What level of service can I expect?

You can specify the levels of service you need to deliver patient care. Once we have agreed these with you, they will be part of the service level agreement in your contract.

What happens if equipment becomes out of date?

Our flexible contract gives you access to the latest technology for as long as the agreement runs, with agreed equipment refresh dates built into the contract, and the option to renegotiate the agreement to add further equipment if it becomes available during the life of the contract.

Will you supply technicians based on-site?

Yes. We guarantee to maintain your equipment to an agreed level of uptime. We will provide technicians at your location whenever they are needed to deliver on this promise.

What happens if you fail to meet agreed service levels?

We will pay financial penalties to you. These penalties are written into the contract and apply automatically once service levels fall below the level we promised.

What risks will transfer to Getinge?

We offer products where a trust enters into a service agreement, and the risks transferred to us include finance, procurement, equipment performance, service and consumables.

Is the VAT recoverable?

You may be able to reclaim VAT charged on the services we provide. You should check the position with your VAT advisers and with HMRC. If you have any specific requirements that could help to make your solution more tax efficient, we are generally able to accommodate those specific requirements within the Flexible Commercial Solution.



Talk to us

Our expert teams can help you unlock investment in healthcare and achieve more with your resources.

Getinge UK Ltd

14 - 15 Burford Way, Boldon Business Park,
Sunderland, NE35 9PZ

Call: +44 (0)1915 196200

Email: fcs.uki@getinge.com



Getinge is a global provider of innovative solutions for operating rooms, intensive care units, sterilization departments and for life science companies and institutions. Based on our firsthand experience and close partnerships with clinical experts, healthcare professionals and medtech specialists, we are improving the everyday life for people – today and tomorrow.

This document is intended for UK & Ireland customers only.

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