



Philips signs two 20-year strategic partnership agreements in New South Wales for medical imaging solutions

Illawarra Shoalhaven Local Health District (6 Hospitals) and Nepean Blue Mountains Local Health District (3 Hospitals) engage Philips in long-term Managed Technology Services (MTS) agreements.

“The first of such long-term strategic partnerships for medical imaging solutions with public health in ASEAN Pacific (APAC) highlights how we are transitioning to becoming an integrated solutions and services provider that teams up in a shared framework to accelerate change in a new era of value-driven care.”

‘This flexible contract signed with Philips provides services to assist us in the supply, maintenance, and management of our entire fleet of Diagnostic and Interventional Medical Imaging Equipment’

Project Team Illawarra Shoalhaven LHD

Customer and Our solution

Both Local Health Districts are public facilities spread across New South Wales, Australia operating a total of 9 hospital sites.

The 20 year partnership will provide lifecycle management, financing, maintenance and performance optimization for all major imaging solutions.



More efficient service delivery



Reduced operating costs



Dedicated on-site representatives



Data Analytics



“ These long-term strategic agreements will allow us to innately support our partners’ objectives of providing outstanding, innovative, and future-proofed healthcare to their communities, by making them better informed, more efficient and more sustainable.”

Caroline Clarke, CEO Philips ASEAN Pacific



Solution

Philips will provide delivery, upgrade, optimisation, replacement and maintenance services for all major medical imaging solutions. The partnerships will support precision diagnosis and therapy and drive operational performance across nine hospital sites for a period of 20 years.



Philips will structurally manage the Local Health Districts’ entire inventory of diagnostic and interventional medical imaging equipment and clinical informatics solutions, including those of other vendors, across various clinical areas including radiology, cardiology and nuclear medicine. It will also provide financing services. Through the partnerships, Philips will help to deliver on the core objectives of each Local Health District: enhancing the patient experience, managing population health, and maintaining responsible

and predictable budget management to deliver the right care, in the right place, at the right time.

Execution

A 20 year agreement with flexibility in the scope of Philips’ responsibilities .

A dedicated Delivery & Execution team is provided.

This includes implementation management, on-site Service Delivery Managers, Client Delivery Managers and executive engagement from both Philips and the hospitals.

Achieving results

Philips will take part in Initiatives Committees to identify cost saving opportunities and improvements in the quality and efficiency of care.

Additionally, Philips will provide best in class data analytics tools to assist the customer in optimizing patient flow, care delivery, and dose management.

