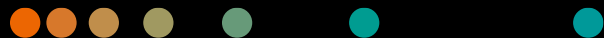
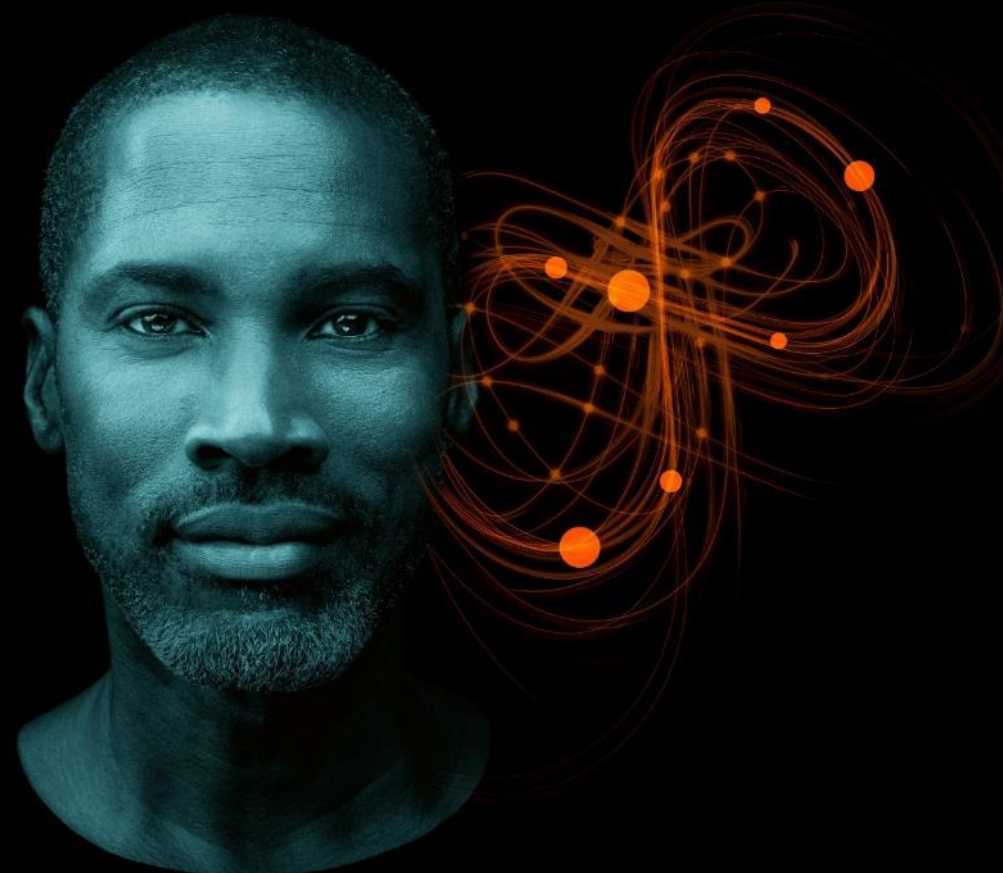


What CEOs Want from MedTech: Proof. Performance. Predictability

Dr Vandita Gupta
Senior VP, Enterprise Services, South Asia
Partnerships and Policy, Asia Pacific
Siemens Healthineers



You are already rapidly adapting the ways you provide healthcare.
But, what are still the uncomfortable truths?

Improving patient access and experience

38x higher 

Optimizing operational performance

60% 

Prioritizing digital innovation

60% 

Developing a skilled workforce

~2 Million shortfall
+ Readiness to work in a digital-care model? 

The barriers & the opportunity | EY Parthenon-CII report

Press release, 10 Sept 2025

“Indian hospitals are accelerating investments in digital, AI, and new care models - but they face barriers in **legacy systems, workforce readiness, and operational complexity.**”

“The reality is clear.
No single provider can build the capabilities required for the future alone. This transformation will be driven by long-term ecosystem partnerships.”

So what should hospitals demand from a partner?

1. **Performance:** KPIs that matter - throughput, quality, cost, staff productivity, patient experience
2. **Proof:** measurable outcomes, benchmarks, credible references
3. **Predictability:** governance, accountability, and risk-sharing

How peers accelerated their **stroke care**



30% targeted reduction of average door-to-needle time – as time is brain

7% reduction in inpatient length of stay for ischemic stroke

1st fully dedicated stroke network in Vietnam increasing access to care and providing advanced stroke care



Vall d'Hebron University Hospital,
Spain



Medical University of
South Carolina (MUSC), USA



Stroke International Services (SIS),
Vietnam



Back to Value Partnership Hospital

Go for benefits

The results by Siemens Healthineers customers described herein are based on results that were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables exist (e.g. hospital size, case mix, level of IT adoption) there can be no guarantee that other customers will achieve the same results.

Enterprise Services **8**
Unrestricted © Siemens Healthineers, 2023

Improving care delivery with a one-step stroke solution and Spain's first Value Partnership | Stroke

Vall d'Hebron University Hospital

Barcelona, Spain

Value Partnership | Stroke | 2023



"This Value Partnership will drastically improve care delivery thanks to a deep and sustainable transformation of the stroke care pathway and comprehensive data monitoring."

Dr. Manel Escobar
Imaging Diagnostic Manager

Key challenges



Fostering leading position as European stroke reference center and driving continuous innovation



Improving stroke care provision throughout Spain and optimizing acute treatment KPIs



Increasing efficiency with redefined processes, optimized pathway and upgraded technology

Key value adds

1st

Stroke dedicated Value Partnership and temporal consortium of Medtronic and Siemens Healthineers

-30%

Targeted reduction of average door-to-needle time – as time is brain



Partial payment based on common success and goals achievement, measured by clinical KPIs

5-year Value Partnership

- Design and implementation of new thrombectomy area including one-step Nexaris Angio-CT solution
- Clinical pathway consulting and process re-engineering to optimize operations
- Workflow Consulting and IT support solutions based on ActExcell
- Comprehensive training program and collaboration framework for innovations
- Provision and management of medical devices in a temporal consortium with Medtronic¹

The results and statements by Siemens Healthineers customers described herein were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables (e.g. hospital size, case mix, level of IT adoption), there can be no guarantee that other customers will achieve the same results.

1) The awarding entity is a temporal consortium with 2 partners SIEMENS Healthineers and Medtronic



How peers improved **care in their community**

9 hospital sites in the Greater Manchester Area, including staff, profit from the partnership and latest technology



Manchester University NHS Foundation Trust (MFT), United Kingdom



Geisinger Health System, USA



AC Health, Healthway Cancer Care Center, Philippines



Improved patient care and advanced capabilities for the local community and region

Primary care checkpoints throughout the community for screening and survivorship

Developing the first cancer center of excellence in the Philippines

AC Health,
Healthway Cancer Care Center
Metro Manila, Philippines
Value Partnership | Oncology | 2023



"We are delighted to have a partner in helping us bring affordable, high quality cancer care services to more Filipinos. By combining local knowledge and high-quality care with operational and clinical expertise, we have a unique opportunity to redefine cancer care in the Philippines."

Paolo F. Borromeo
President and CEO

Key challenges



Establishing the country's first comprehensive cancer center with latest **technology-enabled processes**



Enabling access to much-needed, affordable and quality cancer care to more Filipinos



Redefining cancer care in the Philippines by gathering knowledge and network competences

Key value adds

1st

Cancer specialty center in the Philippines will enable high-quality care for cancer patients



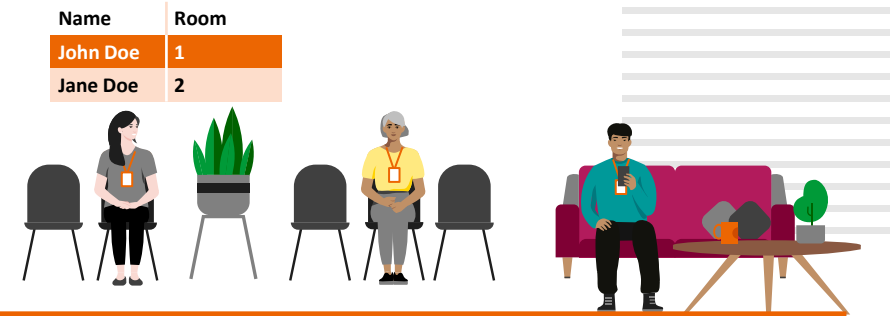
Increased access to care powered by state-of-the-art technology and improved **staff training**



Implement best practices and **standardized workflows along the oncology pathway**

12-year Value Partnership

- End-to-end oncology partnership to build the Philippines' first stand-alone cancer center of excellence
- Integrated cancer program across entire continuum from screening and care delivery to survivorship
- **Remote and on-site clinical care support with medical physics, treatment planning, and decision support**
- **Organize primary care checkpoints throughout the community for screening and survivorship**
- Provision of imaging and radiation therapy technology including radiology operational improvement services



How peers enhanced **patient experience**

Enhanced scheduling, optimized check-in and check-out, and clear signage to help navigate the hospital

Benefits for patients through **process optimization** and an **improved healing environment**

Improvement of various KPIs, such as turnover, room utilization, and scheduling accuracy thanks to RTLS



Lusíadas Saúde,
Portugal



Imaging Center of Kantonsspital
Baden (KSB), Switzerland



Medical University of
South Carolina (MUSC), USA

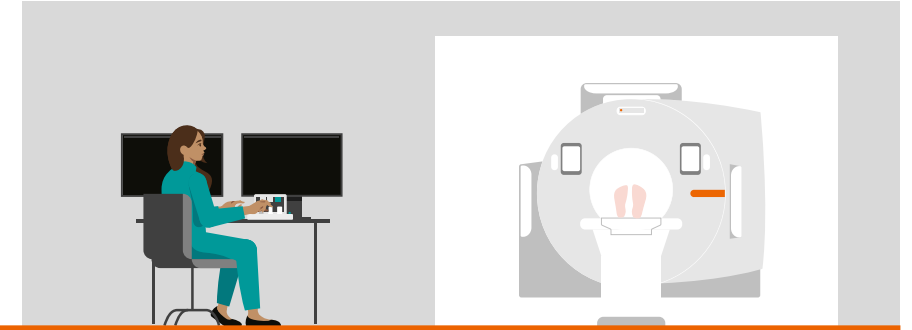


Back to Value Partnership Hospital

Go for benefits

The results by Siemens Healthineers customers described herein are based on results that were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables exist (e.g. hospital size, case mix, level of IT adoption) there can be no guarantee that other customers will achieve the same results.

Enterprise Services **12**
Unrestricted © Siemens Healthineers, 2023



How peers improved their radiology department

+\$3.2 M additional gross charges
over six quarters from MRI
optimization

60% of devices will be replaced
within the first 5 years of the
partnership

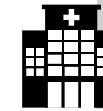
5 minutes less MRI occupancy time
for each patient



Medical University of
South Carolina (MUSC), USA



Geisinger Health System,
USA



Red Cross Hospital,
The Netherlands



Back to Value Partnership Hospital

Go for benefits

The results by Siemens Healthineers customers described herein are based on results that were achieved in the customer's unique setting. Since there is no "typical" hospital and many variables exist (e.g. hospital size, case mix, level of IT adoption) there can be no guarantee that other customers will achieve the same results.

Strategic partnership to disrupt healthcare enables \$3.2M additional gross charges and higher throughput

Medical University of South Carolina (MUSC)

Charleston, South Carolina, USA
Value Partnership | Stroke | Cardio | 2018



“Through this partnership, both organizations will transform healthcare delivery in clinical practice, open new research pathways, and greatly enhance the exposure and involvement of our students in healthcare innovation.”



David J. Cole
MD, President

Key challenges



Driving highest quality of healthcare and enabling value-based care



Overcoming fragmentation, cost, and inefficiency of healthcare delivery systems



Preparing and developing healthcare staff optimally for the future of health practice

Key value adds

+\$3.2M

Gross charges over six quarters from MRI optimization

+53%

New Pediatric GI Clinic patient visits per provider

+33%

PET-CT exams per day

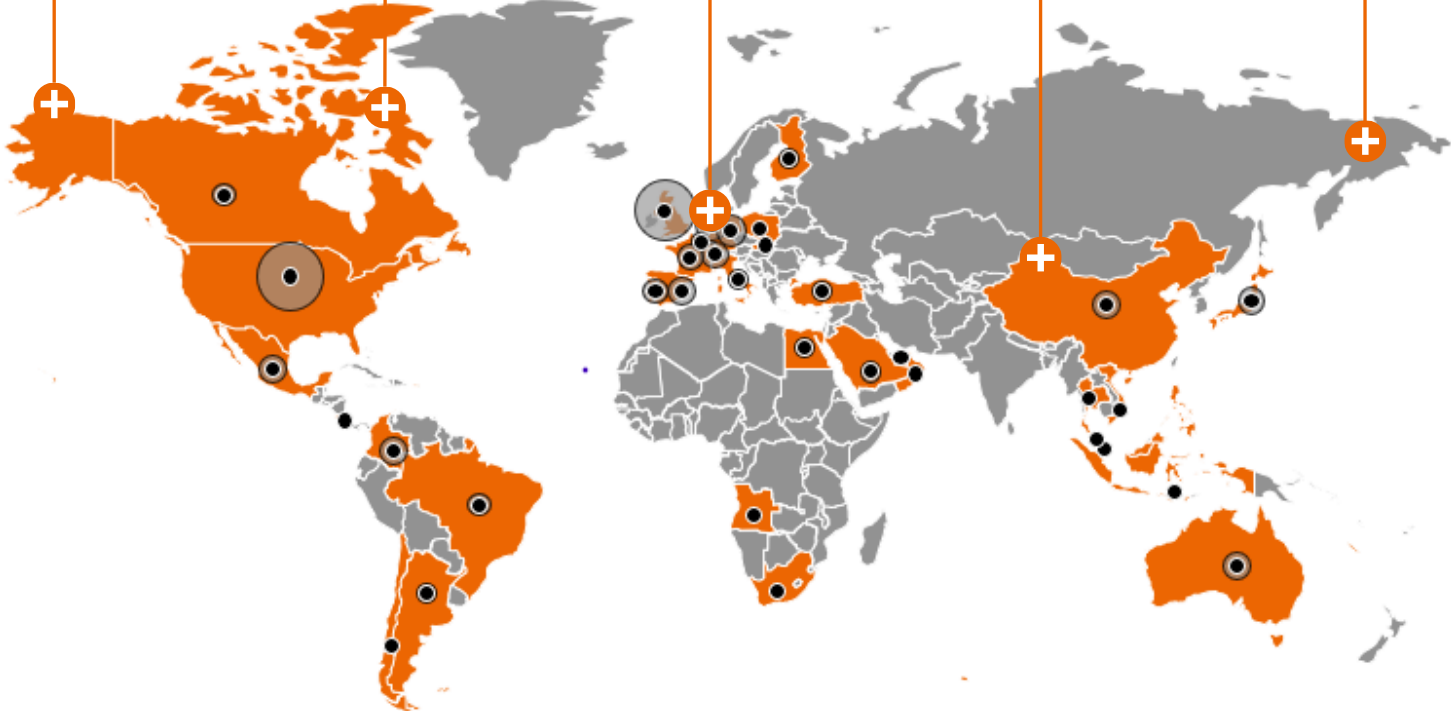
10-year Value Partnership

- Driving performance and enterprise-wide excellence at multiple MUSC sites in focused target areas: Pediatrics, cardiovascular care, radiology and neurosciences
- Expanded efficiency and patient experience through Digital Twin-enabled workflow and layout optimization
- Combined application of research and engineering expertise for advanced quality and precision of care
- Enablement of innovative world-class stroke program

Siemens partnership models have transformed the system of care at ~250 health systems around the world

Proof. Performance. Predictability. Long-term commitment | Customized to unique and specific needs

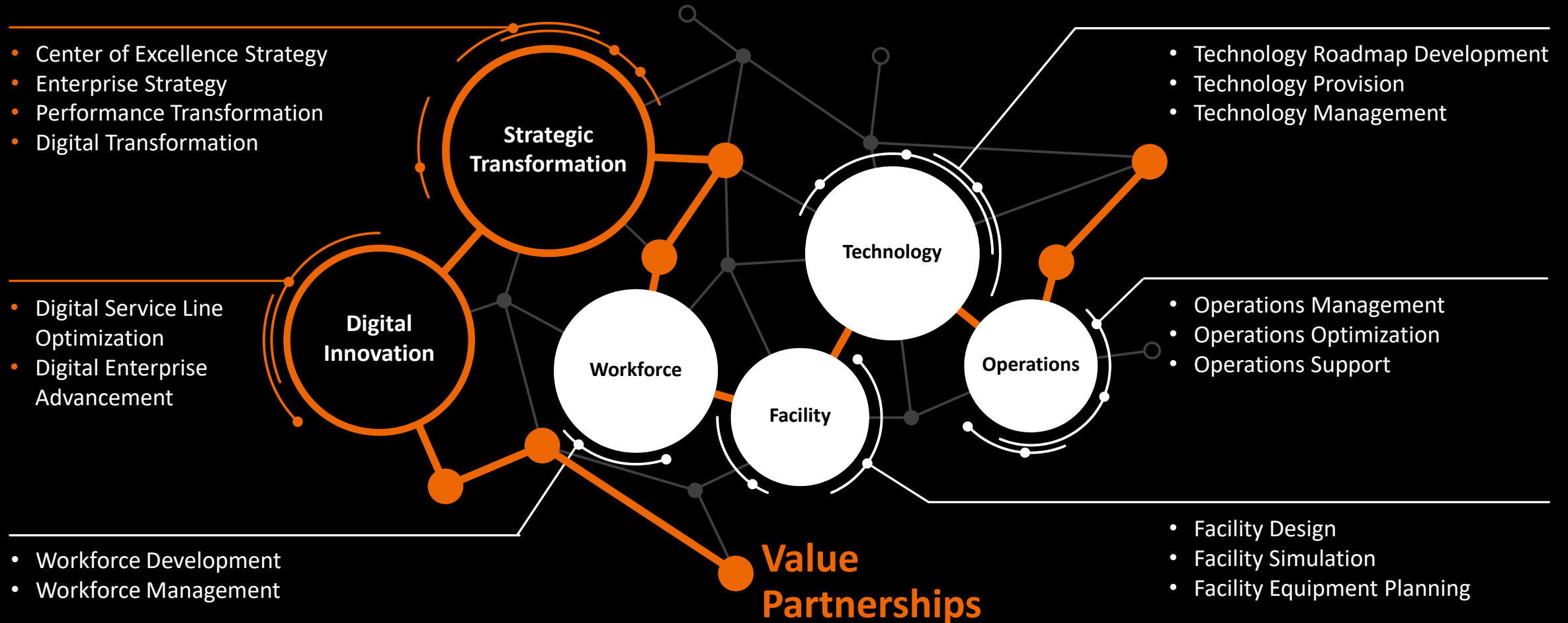
- Establish financial sustainability
- Leverage digital innovation
- Implement a future-proof strategy
- Improve operational performance
- Improve patient access and experience



- Angola
- Argentina
- Australia
- Brazil
- Canada
- Chile
- China
- Colombia
- Costa Rica
- Egypt
- Finland
- France
- Germany
- Indonesia
- Italy
- Japan
- Malaysia
- Mexico
- Netherlands
- Oman
- Philippines
- Poland
- Portugal
- Saudi Arabia
- Singapore
- Slovakia
- South Africa
- Spain
- Switzerland
- Thailand
- Turkey
- UAE
- UK
- USA
- Vietnam

Our solution offerings, the basis of our Partnerships

Proof. Performance. Predictability. | Customized to unique and specific needs



Thank you.

Dr Vandita Gupta
Senior VP, Enterprise Services, South Asia
Partnerships and Policy, Asia Pacific
Siemens Healthineers

