



## Working with an experienced healthcare team Siemens Medical Solutions Financial Services

### Siemens Medical Financial Services, Who We Are...

Established in 1989 as part of a broader worldwide Siemens financial network, our purpose is to provide point of sale financing for Siemens Medical Solutions customers.

- Our customer base ranges from some of the nation's largest full-service hospitals and healthcare providers, to new start-up enterprises serving specific medical specialties
- We manage a medical equipment portfolio that exceeds \$1.0 billion

### We Understand the Key Issues Influencing The Dynamics of "Financial Health"...

- Loss of capital due to a volatile stock market
- Increased competition in the healthcare marketplace
- New operational and financial challenges associated with bioterrorism readiness
- Increased salary and benefits expenses due to tighter labor markets
- Declining reimbursement rates due to government initiatives to reduce healthcare expenditures
- Increasing costs associated with providing uncompensated care to an increasing proportion of uninsured patients
- Investments in new technologies and processes to optimize efficiency

### And, The Entrepreneurs Challenges Of Developing a "For Profit" Imaging Center...

- Developing and implementing a business model that will be successful
- Establishing funding sources for all your capital needs
- Generating a steady flow of patients
- Managing cash flow during the early phase of operation

### ...These issues and opportunities typically challenge the management team of an institution, and create a strong demand for capital. We can help!

As you consider your technology acquisition, we can provide an alternative source of capital, enabling you to:

- Preserve existing credit lines
- Preserve existing cash and capital
- Improve your balance sheet
- Improve your working capital position
- Optimize your economic return on the deployment of technology
- Avoid technology obsolescence

## **Our Primary Offerings for Siemens Imaging and Healthcare Information Systems Include:**

- Capital leases
- FMV leases
- Operating leases
- Tax Exempt leases

Additionally, we offer financing for these requirements:

- Non-Siemens medical equipment financing
- Leasehold improvements
- Working capital

These customer-ized financing solutions from Siemens Financial Services are designed to help you obtain the optimum return — while anticipating future changes to prevailing technology and to your current business plan.

## **Our Core Strengths...**

- Willingness and flexibility to create highly “structured” transactions
- Higher approval rate than many banks and other capital sources
- Finance the entire transaction; equipment, site prep, installation, etc.
- Support a wide range of transaction sizes, from \$50K to \$50MM
- Siemens technical and financial experts working as a team to meet your needs
- We put you in control.... one source for all questions and issues — product, service, and finance. Contact Siemens. We are ready to work with you.

Siemens **Medical**  
**Solutions** that help

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