



**Is healthcare efficiency
about numbers or people?**

**With Integrated Healthcare, you can care
for more people and make care more personal.**

Answers for life.

SIEMENS



“Siemens can help you diagnose, and treat disease in ways you may have never before thought possible.”

Hermann Requardt

How

can improving efficiency improve patient care?

As the world’s population grows and gets older, healthcare providers are facing mounting challenges in delivering affordable, high-quality care. With finite resources to meet rising demand, healthcare must become more efficient and economical. Siemens is uniquely positioned to help address these challenges by integrating our distinct technology portfolio of advanced imaging, laboratory diagnostics, therapy systems, and healthcare IT to improve overall efficiency.

It is what we call Integrated Healthcare – synchronizing workflows and improving collaboration across departments, hospitals, and even entire health systems. Critical information flows smoothly among care teams, getting to the right person, at the right place, at the right time so care providers can make better decisions faster.

The results? Less waiting, improved clinical outcomes, higher patient satisfaction, and a healthier bottom line.

As a healthcare innovation leader for more than 130 years, Siemens can help you diagnose, and treat disease in ways you may have never before thought possible.

Together, we can make it happen.

A handwritten signature in blue ink, appearing to read 'Hermann Requardt'. The signature is fluid and cursive, written on a white background.

Hermann Requardt
Chief Executive Officer, Siemens Healthcare



How can you drive efficiencies across the entire care continuum?

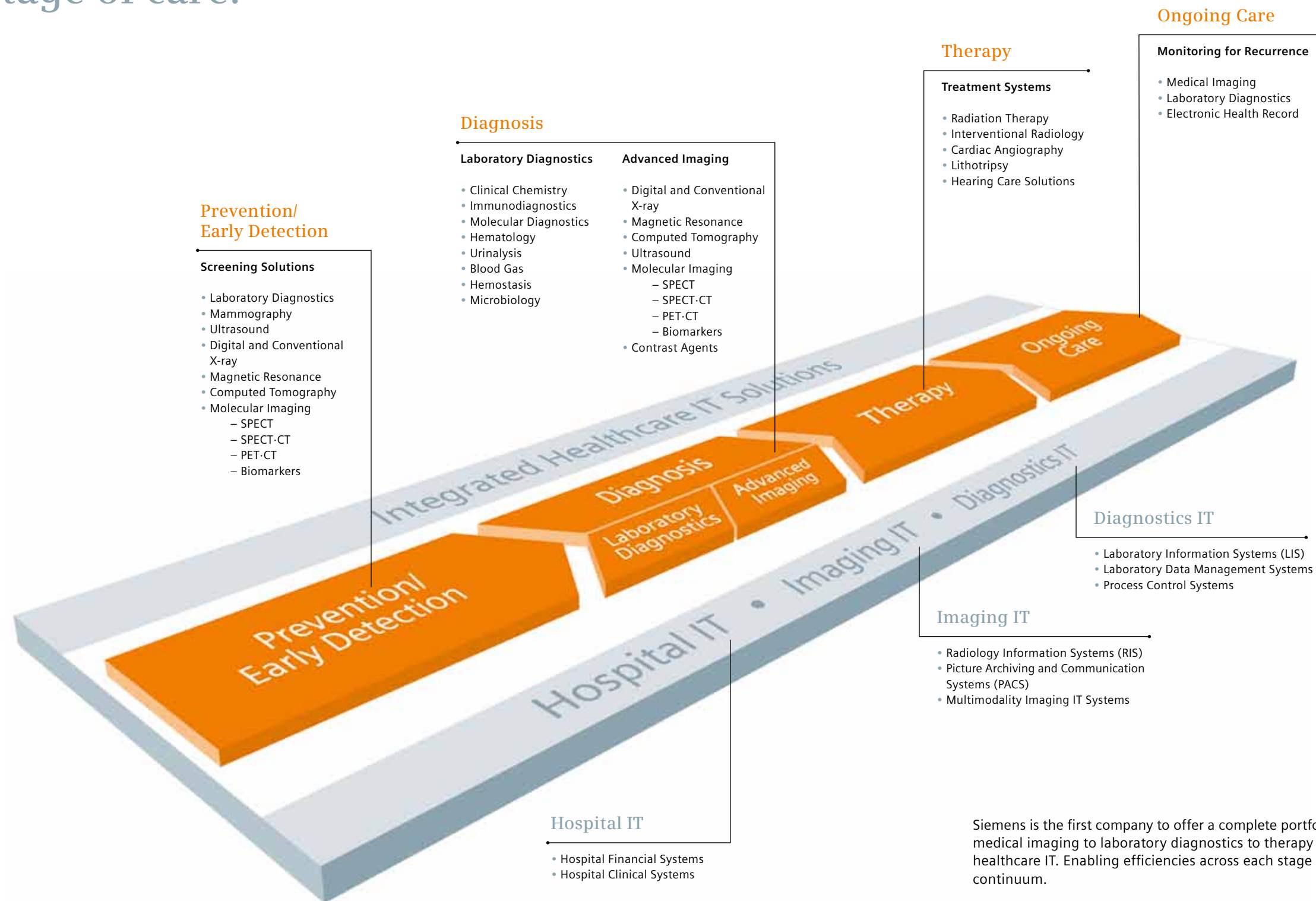
At the core of Integrated Healthcare is workflow-oriented healthcare IT connecting every patient touchpoint across the care continuum. Healthcare IT makes it possible for Siemens to combine information from imaging, laboratory diagnostics, and therapy systems to make the processes of healthcare more efficient.

The integration of all this information helps improve workflow, reduce medical errors, and increase patient throughput. This means better clinical outcomes and lower costs.

With all the relevant information at their fingertips, clinicians gain a more complete diagnostic picture for their patients. As a result, clinicians are able to make more informed medical decisions that are more individualized – and more effective.

Integrated Healthcare will ultimately help shift the practice of medicine to become more preventive and knowledge-driven. It will help decrease the necessity to treat acute and often catastrophic illness – which contributes to 80% of overall healthcare costs – and put more emphasis on the prediction, prevention, and management of chronic conditions to extend and improve quality of life.

Siemens Healthcare portfolio: improving workflow at every stage of care.



Siemens is the first company to offer a complete portfolio – from medical imaging to laboratory diagnostics to therapy systems to healthcare IT. Enabling efficiencies across each stage of the care continuum.

To learn more, visit www.siemens.com/integratedhealthcare.

Case Example

Right here, right now. ROI increased five-fold.

The Challenge: MedCentral Health System, a multi-facility, non-profit hospital system in the U.S., sought to improve productivity and patient care. Costs would be reduced by enhancing integration across the entire continuum of care.

The Solution: MedCentral turned to Siemens and its shared integrated healthcare vision. Enterprisewide healthcare IT, imaging, and laboratory diagnostics solutions were utilized to help drive integration across the continuum.

The Results*:

- ROI increased five-fold
- Length of stay trimmed by 14.8% (4.6 days vs. 5.4 days)
- Radiology report turnaround reduced from 24–48 hours to about two hours
- Radiology staff reduced from 6 FTEs to 4.5 FTEs
- Physician access to lab results now within 1–2 hours vs. 24 hours
- Savings of \$450,000 by moving from a film-based system to PACS
- 383 medication errors avoided in the first week after implementation
- Core Measure Improvements:
 - Acute Myocardial Infarction: from 50th to 94th percentile
 - Pneumonia: from mid-40th to 90th percentile
 - Congestive Heart Failure: from one of the lowest baseline scores to 94th percentile

Siemens Solutions at Work.

Laboratory Diagnostics:

- Clinical Chemistry Analyzers
- Immunoassay System
- Networking System

Medical Imaging:

- 40-slice Computed Tomography
- Digital Radiography
- Ultrasound
- Multimodality Workstation

Healthcare IT:

- Clinical IT
- Financial IT
- Departmental IT
- Patient Identification Check
- Multimodality, dynamic image review, diagnostics, and archiving system

www.siemens.com/continuum

*Data on file. Results may vary.



How can healthcare benefit from integration?

Deploying and managing technologies from disparate technology suppliers can lead to inefficiencies throughout a health system.

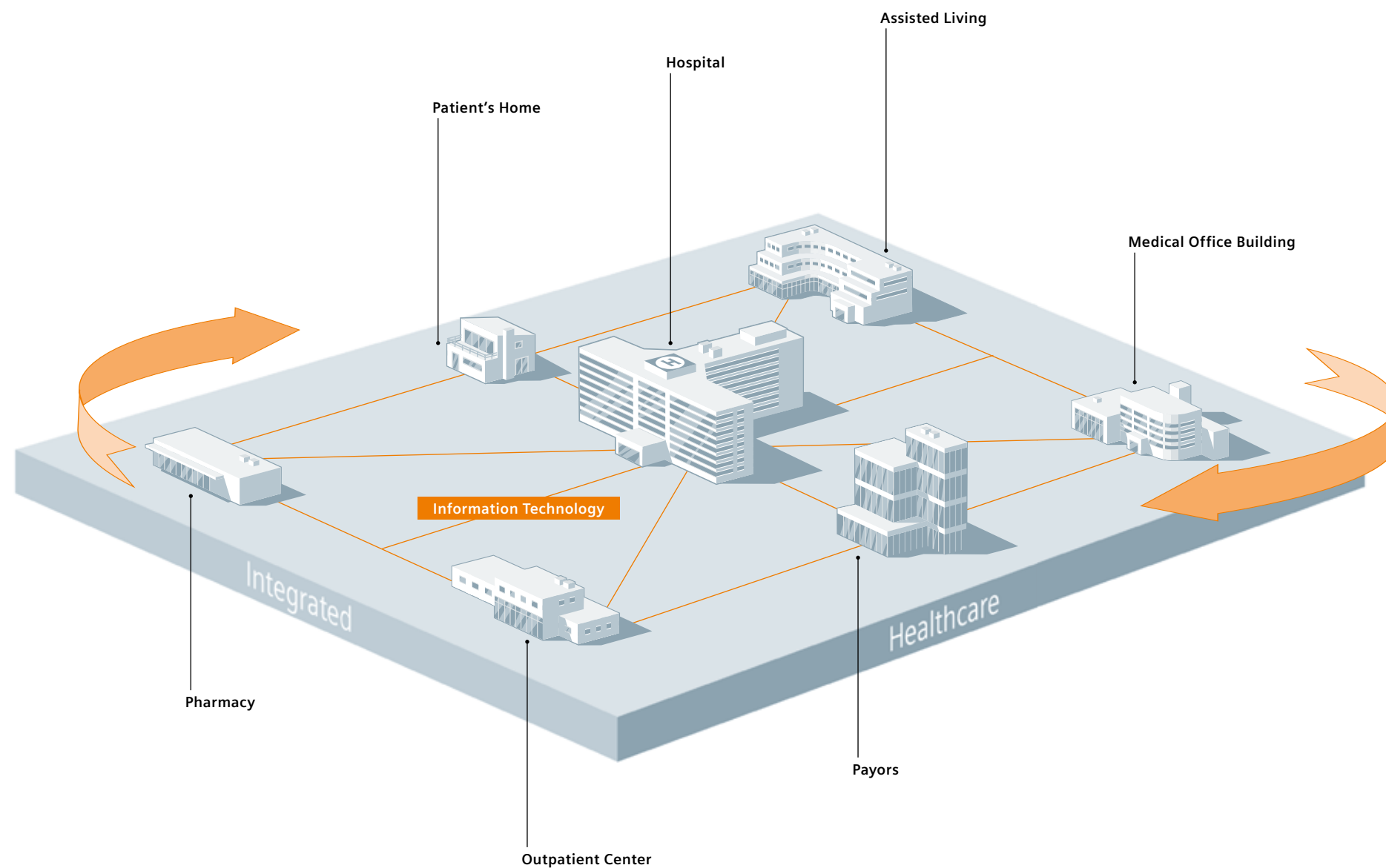
As the world's largest electronics and electrical equipment company spanning the sectors of Healthcare, Energy, and Industry, Siemens can integrate the planning, building, and implementation of nearly any health system's technologies.

Working with a single technology expert can help make an entire health system more efficient – clinically, operationally, and financially. This can yield substantial benefits in enhancing patient care, protecting physical assets, and better managing power and energy.

Siemens vision for healthcare extends beyond the walls of any one hospital and facilitates better communication among all entities within the healthcare system, from hospitals and outpatient facilities to patients and payors. As a result, all entities have access to the most relevant information to bring about the best outcomes.

A vision for...

Integrated Healthcare.



Siemens Solutions

Siemens is a global powerhouse in electronics and electrical engineering, and operates in the energy, industry, and healthcare sectors. For more than 160 years, Siemens has stood for technological excellence, innovation, quality, and reliability. Building on that heritage, Siemens offers the healthcare industry an innovative portfolio of products, services, and solutions for nearly every facet of a healthcare enterprise.

Siemens innovative technologies help improve the quality of life for people around the world:

- More than 170 million Healthcare Information Transactions are performed by Siemens every business day
- More than 800 million Imaging procedures are performed yearly with Siemens Imaging equipment*
- Our Global Health Information Network is one of the largest in the world, providing customers with excellent system availability, scalability, security, and performance
- Siemens spends 3.4 billion euros annually on research and development, with 1 billion focused on healthcare
- Almost one-third of the hearing systems produced globally come from Siemens

Siemens – The Big Picture

Energy Sector

- Fossil Power Generation
- Power Transmission
- Power Distribution
- Renewable Energy
- Service Rotating Equipment
- Oil and Gas

Industry Sector

- Industry Automation
- Drive Technologies
- Building Technologies
- OSRAM (Lighting)
- Industry Solutions
- Mobility Solutions

Healthcare Sector

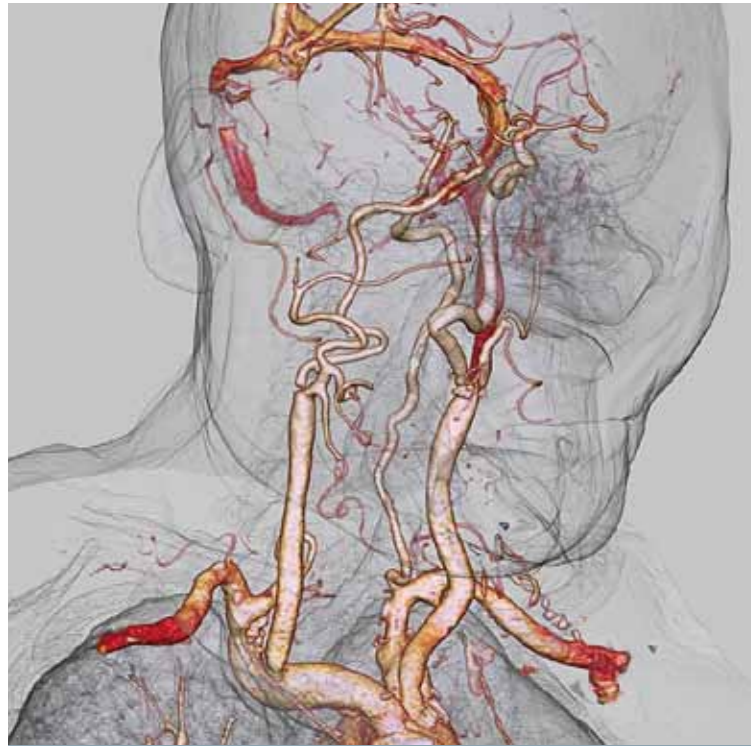
- Diagnostics
- Imaging & IT
- Workflow & Solutions

Financial Services

IT Solutions and Services

To learn more, visit www.siemens.com/integratedhealthcare

*estimated



Medical Imaging & Therapy

With state-of-the-art technology that permits shorter exams, faster results, and earlier detection, diagnosis, and treatment, Siemens innovative medical imaging and therapy solutions contribute to a better quality of life for millions of people around the globe.



Laboratory Diagnostics

Our broad portfolio of performance-driven laboratory solutions provides more effective ways to assist in the diagnosis, monitoring, and management of disease, giving clinicians the information they need to deliver better, more personalized care.



Healthcare IT

Siemens offers IT solutions that break down barriers, so patient information flows to the authorized care team. This enables better collaboration, and more informed decision-making.

The Integrated Healthcare Portfolio...

...all from one company.

- Angiography
- Computed Tomography
- Molecular Imaging
- Diagnostic and Conventional X-ray
- Mammography
- Magnetic Resonance
- Ultrasound
- Radiation Oncology
- Interventional Radiology
- Interventional Cardiology
- Lithotripsy
- Surgery
- Hearing Care Solutions



- Clinical Chemistry
- Immunodiagnostics
- Molecular Diagnostics
- Hematology
- Urinalysis
- Blood Gas
- Hemostasis
- Microbiology



- Health Information Exchange IT**
- Hospital IT:**
 - Hospital Financial Systems
 - Hospital Clinical Systems
- Imaging IT:**
 - Radiology Information Systems (RIS)
 - Picture Archiving and Communication Systems (PACS)
 - Multimodality Imaging IT Systems
- Diagnostics IT:**
 - Laboratory Information Systems (LIS)
 - Laboratory Data Management Systems
 - Process Control Systems



Siemens has built one of the industry's most extensive healthcare technology portfolios with the goal of helping make patient care more efficient and more personalized. By partnering with Siemens, you can be assured of bringing the latest healthcare innovations to your patients.


Together, we can make Integrated Healthcare a reality.

How can workflow improvements give clinicians more time with patients?

Healthcare extends beyond one person, in one department, in one building. It is an active process that requires communication, collaboration, and decision-making across care providers and care settings.

By bringing together everything clinicians need to do their jobs with true efficiency – patient histories, lab tests, diagnostic images, reports, schedules, and more – Siemens workflow solutions break down barriers and enable patient information to flow among care teams for more informed and efficient decisions. Because when information is right at hand, so are better healthcare outcomes.





Who takes care of your
technology
investments while you
take care of patients?

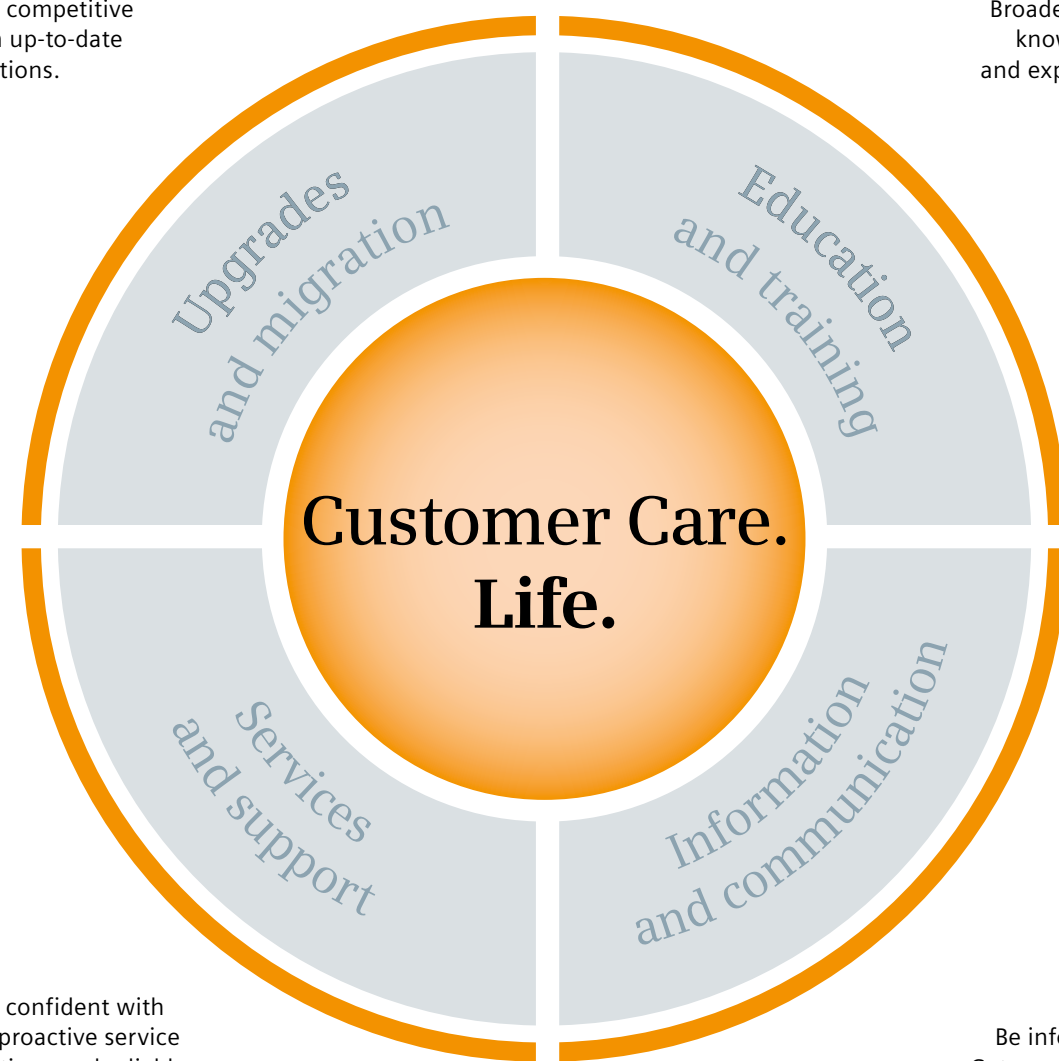
Siemens is dedicated to helping customers take full advantage of enterprise efficiency by optimizing their investments throughout the entire product life-cycle and beyond. The investments made in healthcare technology today will profoundly affect both patients and the bottom line for years to come. That's why we developed Life, our unique Customer Care program, with the flexibility to meet the needs of any healthcare enterprise.

From the time of purchase, Life helps to broaden knowledge, enhance skills, and improve productivity. The program's communication tools help keep customers up-to-date with easy access to relevant information. Life's value-added, proactive service and support offerings are designed to increase uptime and system availability, solve issues in a timely manner, and help customers improve productivity and optimize costs. Life helps customers stay competitive and continue delivering high-quality patient care. With Siemens, Customer Care is not just for now...it's for Life.

Life, our unique Customer Care program, helps you stay competitive.

Stay competitive with up-to-date solutions.

Broaden your knowledge and expertise.



Feel confident with our proactive service solutions and reliable support offerings.

Be informed. Get connected.

At Siemens, we understand the complexities and challenges that healthcare providers face today. By helping you to be more productive, we believe we can positively impact the future of healthcare.

Ultimately, our goal is to enable you to take technology further, profitability higher, and patient care to its optimal level.

To learn more, visit www.siemens.com/integratedhealthcare.

Case Example

Right here, right now. Optimizing radiology uptime.

The Challenge:
Radiologists at the University Hospital Basel in Switzerland were under massive pressure to provide competent diagnostics with increasingly faster turnaround times. The possibility of a system failure that would impede workflow had to be avoided.

The Solution:
To prevent potential system failure, Siemens implemented several proactive services. As protection against viruses, worms, and Trojan horses, all 27 imaging systems from Siemens were equipped with Siemens Virus Protection. The service consists of virus prevention, detection and elimination. Through the installation of a virus scanner and connection of the systems to Siemens Remote Service (SRS), remote updates with relevant hot fixes are imported proactively to protect the systems against attacks from every type of known virus. The SRS platform enables faster response and repair time through remote system monitoring and repair.

The Results*:

- Secure workflows throughout the Radiology Department
- Virus protected patient and image data
- Immediate help for problems that occur on short notice

With SRS up to 50 percent of all system malfunctions can be solved remotely. Frequently, system deviations can be recognized and resolved even before problems occur. If a Customer Service Engineer is required to go to the customer's site, the problem is resolved in 75 percent of all cases during the first visit.

Siemens Solutions at Work.

Siemens Services:

- Siemens Virus Protection
- Siemens Remote Service

Medical Imaging:

- Universal Biplane C-arm Angiography System
- Interventional Imaging System
- 64-slice Computed Tomography
- 3T Magnetic Resonance
- Nuclear Medicine
- Mobile C-arm
- Ultrasound

Healthcare IT:

- RIS/PACS

www.siemens.com/customer-care

*Data on file. Results may vary.



How will healthcare move forward?

By working together. For more than 130 years, Siemens has been a recognized leader in medical innovation. By actively involving healthcare professionals in our product development process, Siemens strives to meet the explicit needs of healthcare facilities – and their patients.

Your needs remain our focus and are the driving force behind our innovative solutions and services. We listen. We understand. And we help you find answers to the critical issues you face today, so you can achieve the best possible outcomes – now, and years from now.

In 2007, Siemens Healthcare invested approximately 11% of its global revenue in research and development, producing an average of five patents every single day. As part of our philosophy of customer excellence, we partner with medical researchers worldwide in the pursuit of the next breakthrough to predict, diagnose, and treat disease. For instance, in medicine and biology, completely new ideas for innovative solutions are being developed – on a molecular level. Thanks to these innovative technologies, illnesses can be diagnosed at an earlier stage so that many medical interventions and treatments will no longer be necessary.

With Siemens history of innovation and approximately 40,000 dedicated employees worldwide, our vision of Integrated Healthcare is clearly in sight.

Siemens innovations throughout history.

Right here. Right now.



Medical Imaging and Therapy

- 1896 – First industrially manufactured X-ray tubes for medical diagnostics
- 1913 – First electric hearing aid
- 1933 – First X-ray sphere
- 1944 – First electron accelerator
- 1953 – First electrocardiograph
- 1965 – First real-time ultrasound
- 1983 – First nuclear magnetic resonance tomograph
- 2001 – First PET-CT scanner
- 2003 – First open-bore MRI to combine comfort with true 1.5T power
- 2005 – First dual-source CT scanner
- 2007 – First pocket ultrasound system
- 2007 – First robotic C-arm

Laboratory Diagnostics

- 1949 – First commercial reagents for grouping and typing blood
- 1957 – First automation of chemical analysis
- 1965 – First simultaneous multiple assay systems
- 1968 – First fully automated discrete chemistry analyzer for whole blood or serum
- 1972 – First EMIT® drug-of-abuse assay
- 1977 – First automated instrument for quantitative plasma protein determination
- 1982 – First linking of a continuous flow and random access analyzer to take advantage of the positive attributes of both (high volume profiling + economics of single testing for rerun, dilutions, and reflex)
- 1987 – First analyzer with 1 microliter of sample per test
- 1997 – First in-vitro system designed for routing, rapid, and cost-effective detection of platelet function abnormalities
- 1998 – First whole-blood, point-of-care testing analyzer for cardiac assays including CK-MB, myoglobin, and troponin I, with 14-minute test results
- 2003 – First FDA-cleared blood test for measuring circulating levels of the HER-2/neu oncoprotein
- 2006 – First to have the hsCRP test cleared by the FDA for cardiovascular risk assessment and risk stratification

Healthcare IT

- 1974 – First 24/7/365 remote data center
- 1992 – First Siemens digital networked radiology department
- 2001 – First US Healthcare IT Company to receive ISO 9001:2000 Certification
- 2003 – First integrated workflow engine
- 2003 – First web-native enterprise solution

Siemens.

Answers for life.

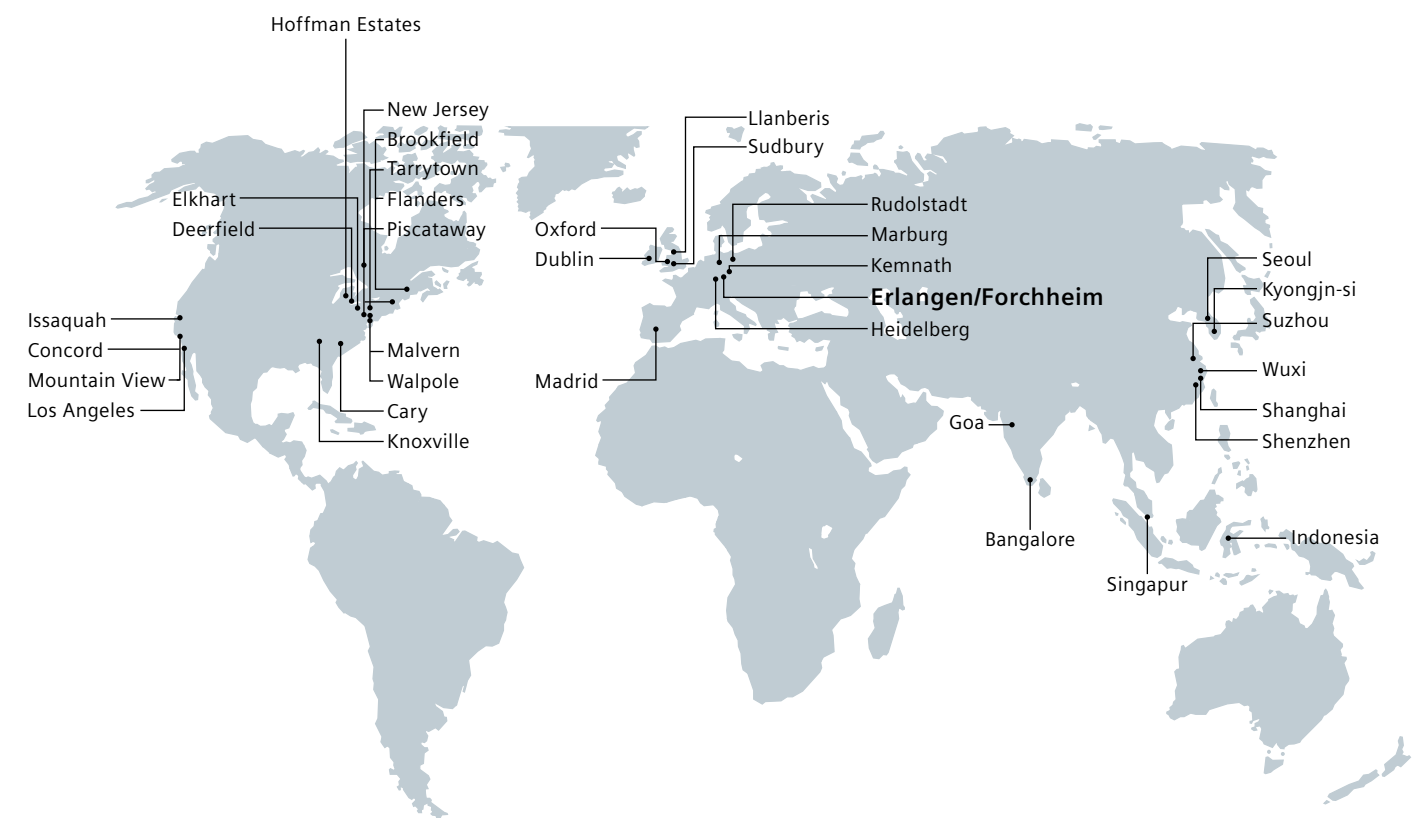
At Siemens, our mission is to find answers to the toughest questions facing the healthcare industry. Above all else, this necessitates helping our customers deliver the highest quality of care at the lowest cost possible. We are the first to bring together medical imaging, laboratory diagnostics, therapy, and healthcare IT solutions – the world's first integrated healthcare company.

As a dedicated community of healthcare professionals, Siemens employees are respected worldwide for their clinical and workflow expertise, awareness of and responsiveness to customer needs, and unwavering commitment to the well-being of healthcare facilities and their patients. We listen. We understand. And, we're determined to help you achieve your desired outcomes.

We believe that Integrated Healthcare offers the greatest promise for increasing all aspects of efficiency. It has the power to provide clinicians the information they need, when they need it, and to anticipate what will most likely result in the best outcomes. And with a single technology partner, clinicians can focus on patient care. Our complete offering of consulting and support services helps optimize technology investments and keep health-care organizations up-to-date.

The only company with solutions that drive efficiencies across the entire care continuum – from prevention and early detection to diagnosis, therapy, and ongoing care, Siemens offers the leading-edge technology, ever-expanding capabilities, and ongoing support that will enable healthcare professionals to turn the potential of accessible, affordable healthcare into reality.

Siemens Healthcare – Global Presence



Headquarters and Manufacturing Locations Worldwide

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The information in this document contains general technical descriptions of specifications and options as well as standard and optional features which do not always have to be present in individual cases.

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