



# Making a difference in health care

Project partnership opportunities





# This is Getinge

## Making a difference in healthcare

At Getinge, we work together with health care providers to share our knowledge, solutions and resources. As your full-service partner, we support you through the entire clinical pathway, so that you can continue to provide excellent care, without compromise.

### **Surgical Workflows - What we do**

With an extensive product offering Getinge is able to support the surgical workflow throughout the hospital.

From operating tables and lights, digital integration in the OR, including patient flow and OR Scheduling. Through to a complete CSSD offering supported by IT solutions and instrument traceability. Getinge has the flexibility to assist with supporting all dynamic hospital environments.

### **Life Science**

Whether you are producing the cures of today or discovering the cures of the future, preventing contamination from occurring is the common challenge.

Our products and solutions for Life Science include the areas of biopharmaceutical production, biomedical research, heat sensitive goods manufacturing, and laboratory applications.



# The Project Partnership Proposition in the hospital

## Needs in our business environment

Strained economic conditions, combined with a growing and aging population, have led to a dramatic increase in the need for efficient healthcare. Efficiency is required to save both time and money. At the same time, increasingly high demands are being made on quality and excellent clinical results in the healthcare system.

## The value we create

Our solutions are a component in the hospital, which corresponds to a large share of the value created in hospitals. Our goal is that an additional operation should be conducted per room per day at each hospital.

Not only will the waiting time for patients be shortened the financial rewards for the hospital may improve.

## Associated Infections

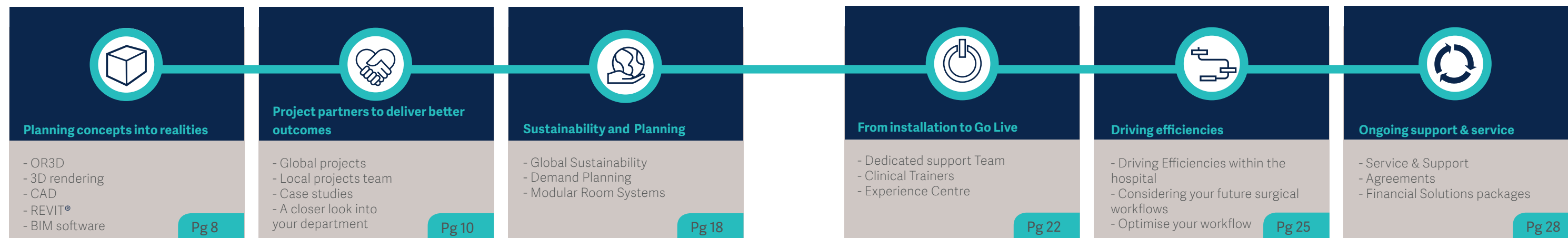
Getinge's product portfolio aims to contribute to fewer patients contracting serious infections in hospital – a major and costly problem across the world.

## Aligning to local standards

Our solutions and expertise allow us to help our customers align their procedures with the requirements of AS/NZS 4187 standards, whilst also helping to deliver a customised workflow according to their operational procedures.



## Getinge's Project Partnership Proposition



# The value Getinge creates

We work closely with architects and builders throughout Australia and New Zealand and we can support all stakeholders demonstrating conceptual layouts, in 3D rendering, as well as virtual reality to visualise your final concept.

## Planning concepts with value

Our foresighted planning makes the best use of current resources while enabling flexibility for future changes in healthcare delivery. As your partner, we are by your side every step of the way.

Getinge works with you to streamline your workflow, whilst also helping you to respond quickly to trends, technologies, and new requirements.

## Planning and Implementation

Getinge partners with your hospital to develop optimised room type and planning concepts that are designed to improve everyday working life while adhering to your strict budgets and deadlines.

These tailored concepts build longterm plans that efficiently use current resources as well as taking into consideration ongoing maintenance and repair in order to focus on maximising uptime of your facility.

## Investing directly in ANZ and service provider

We pride ourselves on a direct to market approach, partnering with our customers from the factory to the field. Across our product portfolio Getinge boasts a wealth of knowledge and experience, as a market leader and manufacturer in infection control since 1904. Whilst Maquet, founded in 1838, has a rich heritage in the Operating Room designing the first ever mobile operating table.



## Acute Care Therapies

Surgery and ICU

Supporting clinicians in providing vital care to patients in critical surgical and ICU situations. Offering minimally-invasive treatments to cardiac and vascular surgeons.

Anaesthetists, ICU specialists, cardiac, vascular and endovascular surgeons, perfusionists, nurses, pharmacists and biomedical engineers, amongst others.



## Surgical Workflows

Operating theatre and decontamination

Designed to help support healthcare institutions in planning concepts and implementing technical platforms in the operating theatre, endoscopy and sterilization departments, and in optimising the flow of sterile medical devices.

Pharmacists, surgeons, nursing staff, biomedical engineers, hygienists, clinicians, construction and design engineers, amongst others.



## Life Sciences

Industry and laboratory

Supporting life sciences companies and laboratories in protecting operators and their environment, helping to optimise productivity and reducing running costs.

Researchers, operators, project managers in laboratories, biopharmaceutical and medical device production companies, amongst others.

Our aims

Our partners



## Getinge Care

### Our aims

Due to our range of modular services and training, we support users and maintenance managers in optimising the handling and availability of our equipment.

### Our partners

Users, technical services and biomedical services departments, amongst others.



# Planning concepts into realities



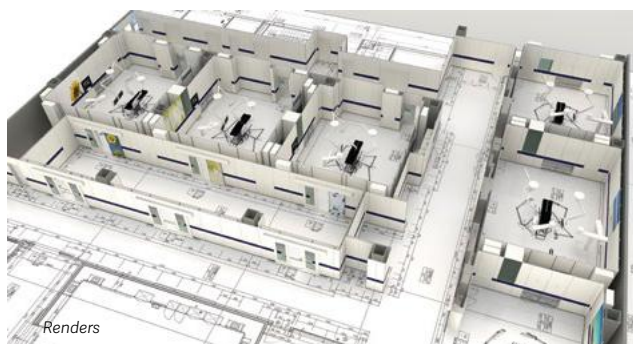
## Bringing 2D plans to Life

Globally Getinge have been a full-service provider for thousands of projects of all sizes. Locally we support your planning with consultation, our expertise, bundled with our knowledge, and broad range of products have established Getinge as a worldwide partner for complex hospital solutions.

Engagement of non project personnel is critical and Getinge provide simple but impactful solutions to assist in bringing 2D plans to life, easily on their smartphone. We create full concept plans with you, with the ability to articulate 3rd party equipment.

### Learn from best practice globally

- > Hospital Engineering Forums
- > Global Design Centres
- > Releasing global case studies
- > Demand planning & consultation
- > Global thought leaders



Renders

## Surgical Workflows: helping to increase efficiency and reduce risk of infection

### Central Sterilizing Department



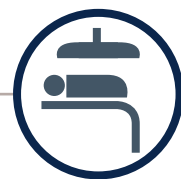
#### Infection Control

As your dedicated partner, Getinge's solutions cover an extensive range of applications within the CSSD- from cleaning & disinfection, Infection Control Consumables to Endoscopy & Sterilization.

#### Demand planning & consultation

Getinge helps to enable a seamless workflow of instrument reprocessing. We can help you streamline the processes from the moment the instruments have been used, to the moment when they are processed and ready to be used again.

### Operating room and Endoscope unit



#### Operating Room

The OR is often considered the heart of the hospital for several reasons: quality, patient safety and finance.

Accordingly, Getinge has a goal of enabling one additional operation per day per theatre. Getinge is the oldest manufacturer of operating tables with over 180 years of OR experience. It is this experience that gives us the understanding of what is required to achieve this in consultation with our customers.

### Intensive Care Unit



#### Patient Workflow

For several years, we have also offered Integrated Workflow solutions of patients, employees and sterile instruments, as well as the integration of technology in the operating room.

Our Torin solutions allow integration and communication across the hospital, from the Emergency Room to the Operating Theatre. Manage your patient flow with visibility and communication, from arrival to discharge.

#### Needs and solutions

In the intensive care unit, it is important that the patients' condition is carefully monitored and that vital organs receive support when needed. Getinge offers advanced monitoring, heartlung machines, intra aortic balloon pumps and ventilators with unique technology based on the bodies own impulses for breathing, which has several health benefits, not least in the case of children born prematurely. Our products are also used here for thoracic drainage and our IT systems for effective planning and flows of patients, employees and medical devices.



#### Sterile Supply Management

Every year, hundreds of thousands of patients across the world die as a result of hospital associated infections. In addition to human suffering, this has huge costs on the healthcare systems and society, money that could have been used for treatment.

Getinge offers a wide range of solutions – from entry level to sophisticated electronic solutions - within sterile supply management to cover your specific needs. T-DOC is the sterile supply management and traceability solution that brings complete overview and integration to the instrument supply chain.

## Resources and Technologies

### OR3D

OR3D allows rapid development of room and equipment configuration. The models created with OR3D are taken to create formal drawings for sign off and eventually configure equipment for placement of orders with our factory.

### 3D Rendering

2D drawings provide an overview of the proposed equipment's placement and required space in the facility. 3D drawings help the space come to life, providing a realistic view of the planned flow of instruments, goods and people.

### CAD

Our large library of 2D and 3D AutoCAD symbols can help to visualise a broad range of our equipment in our drawings.

### Revit® & BIM

Using Building information modeling (BIM) software, our large library of 2D and 3D Revit® symbols can help you visualise a broad range of equipment in your drawings. They not only contain the geometry and technical information, but some can also be used in 3D-renderings and walk-throughs to generate a photo-realistic view.



# Project partners to deliver better outcomes

## Australian Case Study

Getinge has the local and global capabilities to manage large scale projects. Getinge partner with our customers, assisting them in configuring their department layout, right through to the project building and implementation.

### Local

Our local projects team have completed a substantial number of projects across Australia & New Zealand. Our streamlined and fully integrated structure gives us this capability to meet our customer demands.

### Global

Getinge have a large number of Design Centres across the globe. Our local projects team benefit from working closely with our global counterparts. We have a wealth of knowledge, expertise and resources behind us every step of the way.

Getinge's product portfolio has played a significant role in a recently opened Australian hospital, whose aims included to be the most technologically advanced health care institution.

With eight dedicated service engineers located in the city's metropolitan area. Both globally and locally, Getinge invested tireless effort and support to enable this successful outcome.

The TEGRIS intuitive operating room integration installed in this hospital was the largest in the world, and the first time being utilised in Trauma and Emergency Rooms in Australia and New Zealand. This includes 4K Room to Room streaming for consulting and training purposes.

The Central Sterile Supply Department (CSSD) at the hospital uses Getinge's leading sterile supply management system T-DOC and a full range of Infection Control products to prevent and control hospital acquired infections. The Air Glide System 2 provides automation of multiple disinfectors.

This has been a truly global Getinge project; involving passionate people from all parts of the company during the last ten years.

"The people who have travelled from different areas of the globe to support the commissioning and implementation were fantastic" says Jeff Niemoller, National Projects Implementation Manager. He concludes: "We have all learnt a lot from this project. And that will serve us well as we continue to work together to improve patient outcomes and save lives."

**65**  
local projects  
completed in 2019

**1**  
Validation  
Manager

### Getinge's largest installation of TEGRIS

300 mobile devices were made compatible with TEGRIS in 40 technical suites in time for go live

### Single instrument tracking

An automated CSSD workflow with Getinge's sterilizing equipment, tracking 167,473 items with T-DOC in 2019

**40 operating theatres**  
Fitted-out with Getinge lights, pendants and Operating tables

### Your dedicated team

- > **Account Manager**  
consulting and working with you to drive the planning and implementation of your project as well as ongoing support on completion
- > **Dedicated Project Manager**  
working with you to deliver the project within your timeline
- > **Installation capabilities**  
over 100 service staff across ANZ
- > **ISO 9001 Certified**, which includes project layout configuration
- > **Global knowledge & expertise**  
global reference site and design centres across the world

» Everyday Getinge is in consultation to plan departments across the Hospital - from Emergency, CSSD, Endoscopy, Theatre and ICU learning/sharing best practice and worldwide trends with our customers. «





# A closer look into your department

Use your iPhone or Android to be transported by virtual reality into each hospital department, by scanning each QR code.

## Operating Room Department

- Operating Room Tables
- Operating Room Lights
- Operating Room Pendants
- Hybrid OR
- TEGRIS
- INSIGHT
- VARIOP
- Medical Furniture



## Hybrid Room

- Hybrid Tables
- Angiography systems
- Operating Room Lights
- Operating Room Pendants
- TEGRIS
- INSIGHT
- VARIOP
- Medical Furniture



## Intensive Care Department

- Operating Room lights
- Operating Room Pendants
- INSIGHT
- VARIOP
- Medical Furniture



Getinge celebrates 20 years of planning and installing Hybrid operating rooms, where the patient can be both diagnosed and operated in the same room. In 2017, Getinge installed its 1,000th hybrid operating room.



Getinge works together with four major imaging partners:

- Philips
- Siemens Healthineers
- GE Healthcare
- Canon Medical Systems

**1,000<sup>th</sup>**  
Hybrid operating room in place



## Central Sterile Services Department

- Sterile Supply Management
- Disinfection & Sterilization
- Endoscope reprocessing
- Air Glide System
- RO Water



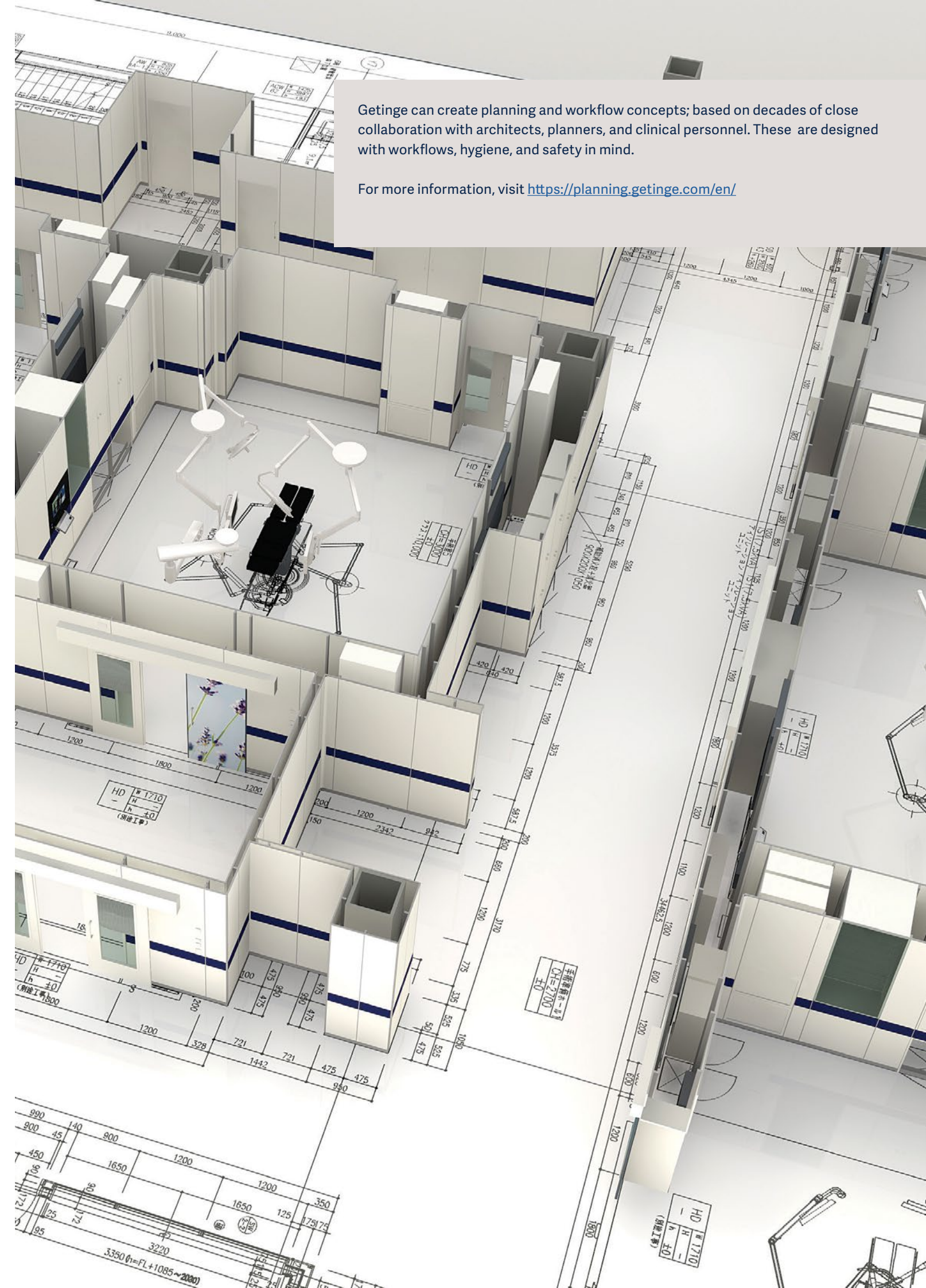
CSSD



CSSD Container

## Endoscopic Reprocessing & Intervention Department

- ED Flow AER
- EDS8 Drying & Storage cabinet
- Operating Room tables
- Operating Room lights
- Room Pendants
- Medical Furniture
- VARIOP
- Medical Furniture



Getinge can create planning and workflow concepts; based on decades of close collaboration with architects, planners, and clinical personnel. These are designed with workflows, hygiene, and safety in mind.

For more information, visit <https://planning.getinge.com/en/>



# Modular room systems

Well-designed rooms can do more than enhance workflows and efficiency. They can create an atmosphere that improves the overall wellbeing of patients, families, and staff. Maquet Variop is a modular room system developed to help staff do what they do best in areas with high hygienic requirements.

## Flexibility and Modularity

Each room is manufactured to meet individual customer needs for remodeling or new construction. Removable wall and ceiling elements add flexibility for service, maintenance, or modernisation. The modularity of Maquet Variop allows you to flexibly adapt to all spatial conditions and requirements – today and tomorrow. The modular design includes a wide range of options and interchangeable elements, enabling you to build or remodel your space to accommodate your facility's needs.

## Hygiene

Infection control and prevention is a primary focus of Healthcare facilities. The hospital setting can become an environment for disease transmission, especially with new novel viruses posing risk today and tomorrow. This makes the importance and need for ease of decontamination processes and cleaning efficacy evermore crucial and all encompassing. The Maquet Variop System is designed for a hygienic environment. The elements are sealed down to the substructure, feature smooth powder-coated surfaces, stainless steel wall elements, and flush integration of built-in elements to support the disinfection process.

## Design

Create a sleek, calming atmosphere that benefits patients and staff alike. A wide range of design elements allow you to customise an environment that improves workflows while reducing stress.

## Laminar airflow systems

Getinge's help guide your installations based on the barrier principle, ensuring clear separation of soiled, clean and sterile zones in CSSD and Laminar flow in theatres. Air flow circulation solutions aim to reduce the number of infectious organisms in the air by generating a continuous flow of bacteria free air. Dependent on the surgical application Getinge work with you to ensure that the correct air circulation is set-up.

## Smoke evacuation

We have the capability to offer an integrated surgical smoke evacuation system where air is evacuated from the operating theatre instead of being filtered and returned to the room, which provides a significant improvement of air quality.

## Over 7,000 completed projects

Working in close partnership with clients, planners and architects, we develop tailored room concepts characterised by usability and appealing designs.



### Maquet Variop in comparison with average conventional OR<sup>1</sup>

Construction period



40%

faster than conventional

Retrofitting (e.g. replace x-ray viewer by monitor)



60%

faster than conventional

Retrofitting (costs)



23%

less expensive (excluding downtimes costs)





# Global sustainability

Getinge's aim is to contribute to sustainable health care; environmentally as well as socially. To secure long-term value-creation and competitiveness, sustainability is an integral part of the organisation, actively working to minimise the negative environmental footprint.



**Getinge and WaterAid partner up** in a joint effort aiming to contribute to the availability and sustainable management of clean water, sanitation and hygiene in health care facilities.

By teaming up with WaterAid, Getinge wants to contribute to health care and the society, and support the Sustainable Development Goals 3 and 6: to ensure healthy lives and promote well-being for all at all ages and ensure availability and sustainable management of water and sanitation for all.

For Getinge, acting sustainably means that the company conducts business that is ethically, socially and environmentally sound across the entire value chain. Sustainability is an elementary part of Getinge's company strategy to meet customer challenges and health care market needs globally.

To be able to offer products that minimise the negative environmental impact through the product life cycle all starts with R&D. Getinge's R&D teams have implemented its EcoDesign Standards in global research centres for all new products.

Getinge supports all of the United Nations's 17 Sustainable Development Goals for environmental, social and economically sustainable development.

Getinge identifies with the goals:

<b>3</b> GOOD HEALTH AND WELL-BEING 	<b>4</b> QUALITY EDUCATION 
<b>8</b> DECENT WORK AND ECONOMIC GROWTH 	<b>12</b> RESPONSIBLE CONSUMPTION AND PRODUCTION 



**-6.7%** reduced carbon dioxide emissions\*

**80.3%** share of waste from production brought to recycling\*\*

\* From production in 2019 (ton CO<sub>2</sub>/MSEK)

\*\* Visit the Getinge website to review our latest Getinge Global Sustainability Update Report 2019

## Up to 95% reduction in **water consumption** with the GSS67\*

\* See Getinge GSS67H Steam Sterilizer Brochure for more information





# CSSD demand planning calculations

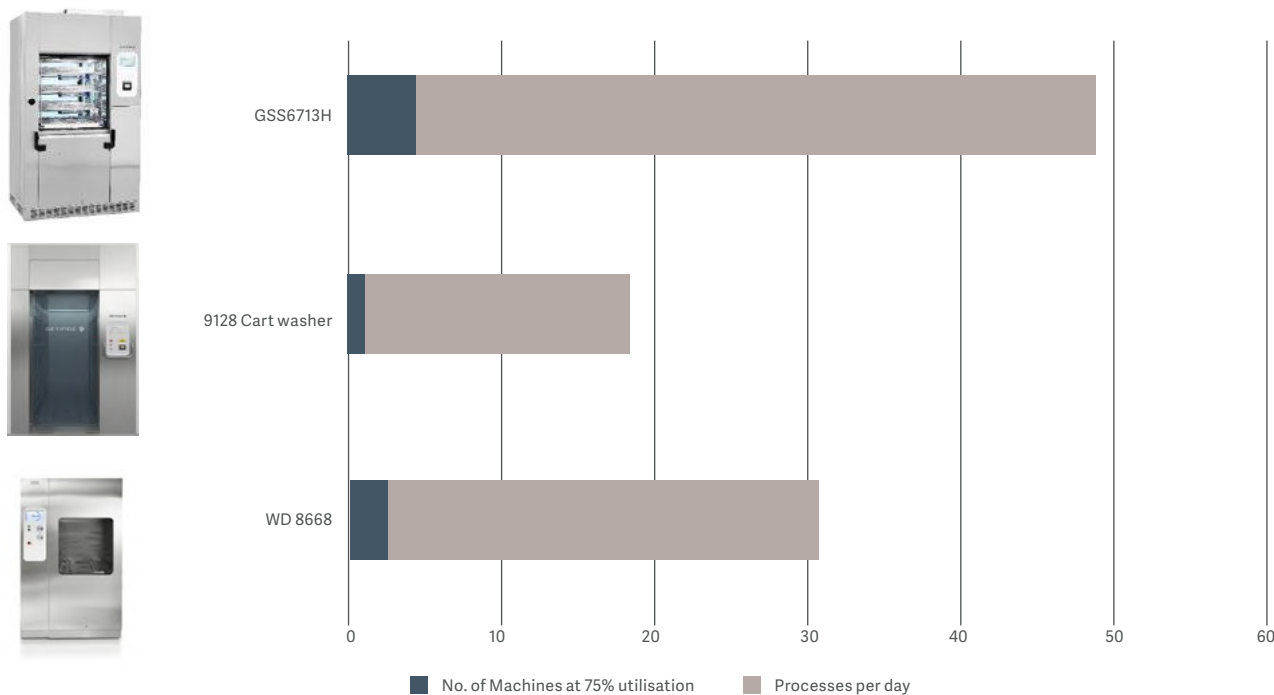
When designing a new Central Sterile Supply Department (CSSD), it is critical to optimise your production capacity for both today and tomorrow.

Underestimating your needs will create bottlenecks and costly delays. Overestimates will cause unnecessary costs. Both must be avoided to secure the most cost-efficient production flow.

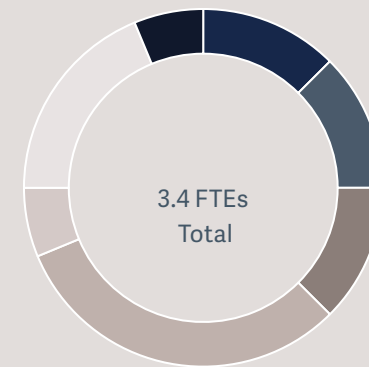
Getting demand planning takes into consideration a wide range of inputs from your departments needs and we are able to translate this into a detailed analytical report based on your demand. Please contact our local team of experienced consultants that can help with calculations to ensure your hospital gets the balance right.

The following graphs demonstrate demand planning for the CSSD, to ensure utilisation is maximised, as well as allowing for redundancy. The throughput of the department is based on the number of processes per day, number of machines used and number of processes carried out by staff (FTE).

## Machine Requirements

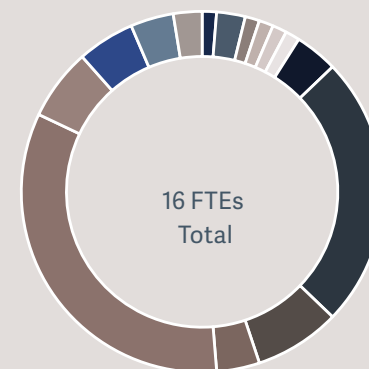


## Soiled zone



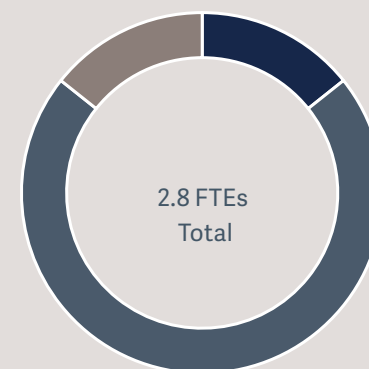
- Returned empty basket
- Instrument trays
- Trolley handling
- Trolley wash/disinfectant process small trolley
- Trolley wash/disinfectant process large trolley
- Endoscope instruments
- Maintenance washer-disinfectors

## Clean zone



- Clean linen supply
- Clean/disposable supply
- Empty baskets handle
- Rack return
- Manloading of sterilizer - B
- Anaesthetic set in 1/1 wire basket handling
- Linen in 1/1 wire basket handling
- Bowls and vessels in 1/1 wire basket handling
- Single and vessels in 1/1 wire basket handling
- Instrument trays sorting and packing
- Paper wrapping handling using instrument trays
- Procedure pack in 1/1 wire basket handling
- Wound dressing set in 1/1 wire baskets handling
- Transport clean trolley
- Test sterilizer

## Sterile zone



- Sterile storage
- Sterile storage - disposables
- Assembly





# Installation with local support



We understand time is precious and the need to get things right first time. Communication is critical to the success of any project. And with a dedicated local team, Getinge can help ensure this.

### Installation

Supported by our local service team and network of subcontractors Getinge are able to undertake a broad range of physical site activities from hardware installation through to high end fibre optic networks. Talk to our team to understand the full range of services available from Getinge.

### Supervision

Getinge maintains a team of installers to lead and educate site resources for the required durations on site. Getinge utilises the Daptiv Project Portfolio Management system to help deliver a multitude of projects across all areas.

### Commissioning

Getinge can provide a wide range of commissioning services from the CSSD to the clinical environment. All commissioning (IQ, OQ, PQ) aligns to relevant Australian and New Zealand Standards.

### Handover

Upon completion of your installation, Getinge provide a formal handover providing documentation back to the customer to review and ensure everything has been done to the scope of work. This is a formal process, at which time this is handed over to the service business for the ongoing service and warranty of the equipment.

Soiled zone

Clean zone

Sterile zone



A total of **100** service staff across ANZ

**1** Validation Manager

**10** Validation Teams

**100+** Trained third party contractors

**1** ISO 9001 accreditation

# Go Live

Upon 'go live' of your new solution, you will benefit from dedicated training and support with the Getinge Academy of clinical trainers, who are experts in their relevant fields.

Our team will work with you to develop tailored education plans. Meetings with education and management teams will identify requirements and outcomes, allowing us to outline best strategy for education. Whether we are training a handful of staff or hundreds of staff, Getinge has the capability and local support structure to deliver the right training for you. Go live can be implemented with structured education, formal and informal across all shifts.

As your dedicated partner, we know that training is an ongoing priority, not just a one-off process. Getinge will prioritise ongoing meetings with key stakeholders to track and fine tune future training requirements.

Partnering with Getinge gives you access to the clinical/device updates via formal and informal education strategies, phone, web and site visits.

### Benefit from our local Experience Centre

Our local Experience Centre in Brisbane offers a Central Sterile Supply Department (CSSD), an Operating Room (OR), and training facility that can accommodate in person and virtual training.

At Getinge, we place a strong emphasis on training, offering our customers opportunity for continuous demonstrations and ongoing product based educational support.

### Getinge training programs

Our training programs are designed to cover all needs. Both super-user and general training staff will be empowered and comfortable in using, troubleshooting and training on the equipment.

**14** Local Getinge Academy Team members across Australia & New Zealand

### Global and local Getinge Experience Centres

Our Experience Centre is a great place to experience what Getinge is capable of and how we can be your best partner.



Scan for a 360 virtual tour of our global Experience Centre in Rastatt.





# Driving efficiencies

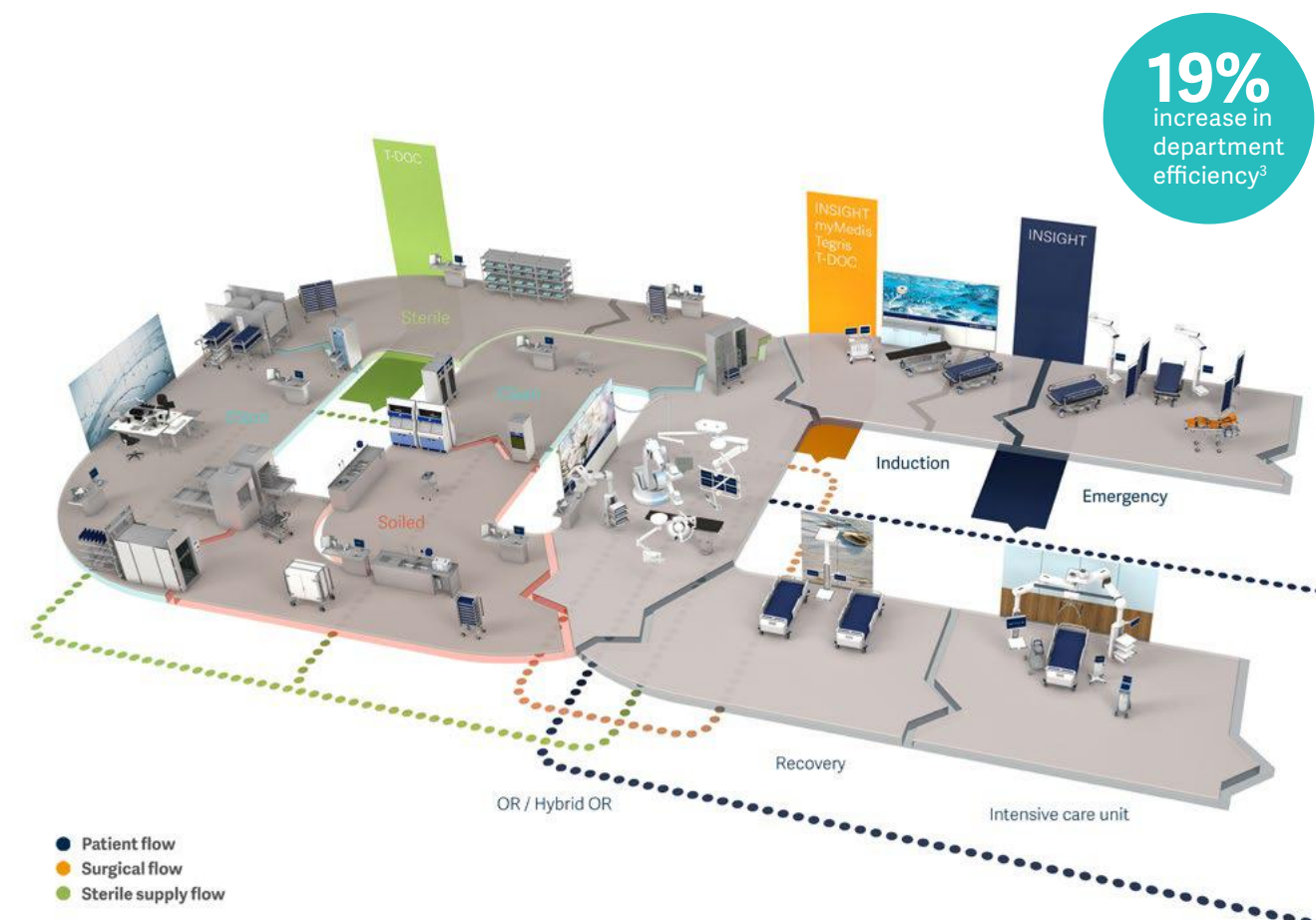
within the hospital

We know that efficient workflows are the key to your success. Our solutions can help to provide complete overview of the patient flow to maximise resource utilisation, enhance coordination and communication, and enable the best possible care for patients.

## Benefits and results

Manage your bed capacities quickly and efficiently in healthcare facilities where patients are arriving, treated, admitted or discharged in a matter of a few hours, staff always need to stay on top and be prepared for the arrival of the next patient. The need for coordination is even more important in critical, disaster or high risk situations when the admission volume increases.

INSIGHT Bed coordination provides you with a simple overview of inbound and admitted patients, and occupied and available beds, staff can manage patient treatment, bed capacities and quickly allocate resources when needed. Updates are shared instantly and silently across all relevant screens, which allows staff to keep up to date and work from the same data.



# Considering your future surgical workflows



Our aim is to help Operating Suite's to plan cases in advance, execute efficiently on the daily schedule, continuously manage flow and capacities, whilst improving resource utilisation.

The average cost per minute of operating room time is \$62<sup>2</sup>. The surgery department is often considered the heart of the hospital. The goal is to strengthen the surgical department by offering a robust, but dynamic solution with a high degree of automation that brings OR management to a new level.

## Increase utilisation in the OR

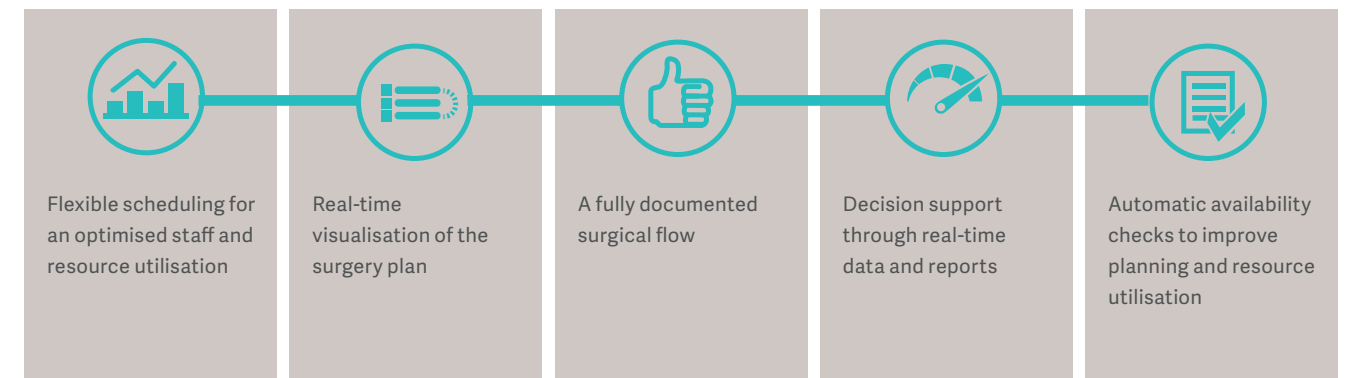
Torin aims to reduce administrative tasks to free up time for quality patient care. We strive to make long term and daily planning easier and more accurate, ultimately leading to reduced waiting times and increased OR utilisation. Torin also presents the hospital management with real-time data, with the aim of supporting better hospital-wide decisions.

## Reduce time for OR coordination

Torin aims to improve the way coordinators and staff collaborate both in and across departments. By organising the workflow within the OR and to the other departments, staff have easy access to the same updated information, with the goal of reducing the need for phone coordination and minimising disruptions.

»Overall, we have succeeded in making our OR area more precise and reliable, using resources more efficiently, and managing room capacities more optimally.«

Doctor Thomas Ramolla, (MBA), Head of Central Surgical Management, Klinikum Stuttgart





# Optimise your workflow

»Increase perioperative productivity 1 additional case per 5 performed<sup>3</sup>.«

## The application of robotics and automation in healthcare

Around the world health facilities strive to become more efficient, whilst at the same time ensuring a safe working environment for all of their staff. Introducing automation supports staff by taking over the cumbersome tasks such as heavy lifting and pushing, routine and repetitive tasks, allowing staff to focus on more value-added tasks.

Robotics provide increased consistency and accuracy in traceability. Getinge has the capability to provide an automated workflow, from collecting soiled instruments from the OR with AGVs, to delivering them to the CSSD and automating the movement of trays from packing benches to the sterilizers through to sterile storage. With these automated processes, you can improve throughput inside and outside normal operating hours.



## Innovation with Purpose

System tables allow you to do more with less. With Otesus, our aim is to optimise your workflow and improve throughput to maximise the efficiency of your surgical theatre. In the OR, time is money.

Improvements in efficiency can have a dramatic impact on the hospital's bottom line. Studies<sup>4</sup> using Otesus have demonstrated that an additional case could be performed for every 5.3 cases.

The Otesus is based on a system table workflow, where surgical set-up and preparations are done outside the OR. This allows overall time in the OR per case to be reduced and ultimately allows more procedures to be carried out.

## AGS

Getinge Air Glide System (AGS) is a fully automatic and flexible loading and transport system designed to improve productivity and efficiency for customers with multiple washers and sterilizers.

With Getinge AGS, there is no more waiting. When a washer-disinfector becomes available, the shuttle automatically picks up the next loading rack and delivers it to the available washer disinfector or sterilizer—no human intervention required. The system reads the information stored in a barcode on the wash cart, and automatically begins the correct wash program.



**AGS is your first step towards an automated workflow.**

Automatic loading and unloading reduces handling time and frees operators to perform other tasks, whilst mitigating workplace health and safety.



# Ongoing support and Service



Getinge has a long and proud history of designing and developing world-leading lifesaving equipment. In line with our quality and operability of our equipment we also support our customers by providing support through our service department.

Our highly trained Field Service Engineers are available to ensure your equipment is maintained to maximum availability and longevity from your investment.

We believe in the philosophy of partnering with our customers to understand your operating needs and requirements. This allows us to support you doing important things like caring for your patients.

With our Getinge Care service we are able to tailor service support to meet your environment and operating constraints. Our Field Service Engineers have extensive experience in the medical field and are able to work in with your caseloads, facility standard operating procedures and environmental constraints.

To ensure you are able to meet the needs of your patients we are also able to provide biomedical training to your internal biomedical engineers to have the ability to maintain your equipment independently and escalate when further support is needed.



## Preventative

Partner Preventative Maintenance labour and parts from a product specific service schedule: the intention of Preventative Maintenance is to help avoid unexpected expenses by identifying problems before they become actual or critical.



## Comprehensive

With one set payment, the Comprehensive package gives you full financial control over your investment. This package includes all Preventative Maintenance parts and labour as well as all Corrective Maintenance parts and labour.



## Partner

Getinge will train your in-house engineering team on how to conduct the manufacturer's recommended diagnostics test. This allows the flexibility to reduce cost and minimise downtime with your own on-site team. Our Partner package includes nominated Preventative Maintenance and Corrective parts.

# Financial solutions

## Getinge Financial Services



Getinge is more than a global provider of high-end medical equipment. As an integrated solutions provider, we offer you a mix of broad industry commitment and financial expertise that is unique in the medical technology sector.



### Secure funding with competitive rates

Getinge Financial Services (GFS) is a reliable customer finance partner that will work with you to help you access and finance the best medical technology in the market.

Our experienced financial analysts have a successful track record of working with public and private hospitals. GFS acts as an enabler, to understand your needs and to co-architect, with our sales team, the right solution that fits your requirements.

With GFS as your partner, you can benefit from adapted solutions that offer flexibility, competitive rates and relief from budget constraints and lengthy processes.

### Are you looking for a financial solution for a small or mid-sized transaction volume?

Then talk to us! As well as for large orders, our financing solutions are ideally suited to small and mid-sized transaction volumes. Our step-by-step approach is aimed at making the financing process as easy and as transparent for you as possible.

**Getinge Financial Services helps you with the right advice to find the right financing for the right products.**

Our dedicated team will support you every step of the way, to help you understand the different financing options and find the best solution for your needs.

Just ask your Getinge sales representative for more information.

**References:**

1. Obermeyer Planen + Beraten GmbH · ROI: Modular vs. conventional building methods  
These results come from a project conducted by OBERMEYER Planen + Beraten GmbH, a German engineering company. 1. ScienceDirect EJSO 35 (2009) 780-784).
2. Healey T, El-Othmani MM, Healey J, et. al. Improving operating room efficiency, part 1: general managerial and preoperative strategies. JBJS Rev. 2015;3(10):e3. doi:10.2106/JBJS.RVW.N.00109
3. Sandberg, W.S et al. (2005) Rational Perioperative Systems Design Improves Operating Room Throughput, Department of Anesthesia and Critical Care Massachusetts General Hospital, Anesthesiology 8 2005, Vol.103, 406-418.
4. Kristensen Susanne Daugaard, Hansen Stine Rønsholdt & Kjeldsen Gitte .Demonstration project at Emergency Department, Regional Hospital of Horsens & Braedstrup; IT support as a means to improve efficiency and quality of patient treatment. ABT application no. 59. 2011



With a firm belief that every person and community should have access to the best possible care, Getinge provides hospitals and life science institutions with products and solutions aiming to improve clinical results and optimise workflows. The offering includes products and solutions for intensive care, cardiovascular procedures, operating rooms, sterile reprocessing and life science. Getinge employs over 10,000 people worldwide and the products are sold in more than 135 countries.

© 2020 Getinge Australia Pty Ltd ABN 67 009 673 518  
**Australian Phone:** 1800 438 464 **Email:** sales.au@getinge.com  
**New Zealand Phone:** 0800 1 438 4643 **Email:** sales.nz@getinge.com

[www.getinge.com/anz](http://www.getinge.com/anz)