

Verso un nuovo Sistema Sanitario: nuove forme di partnership tra Pubblico e Privato

Giada Bernardini

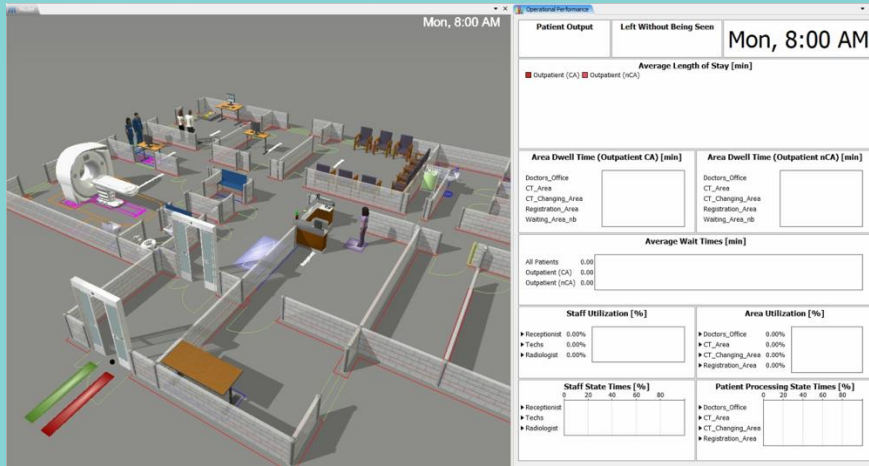
Strategic Sales Manager

Siemens Healthineers

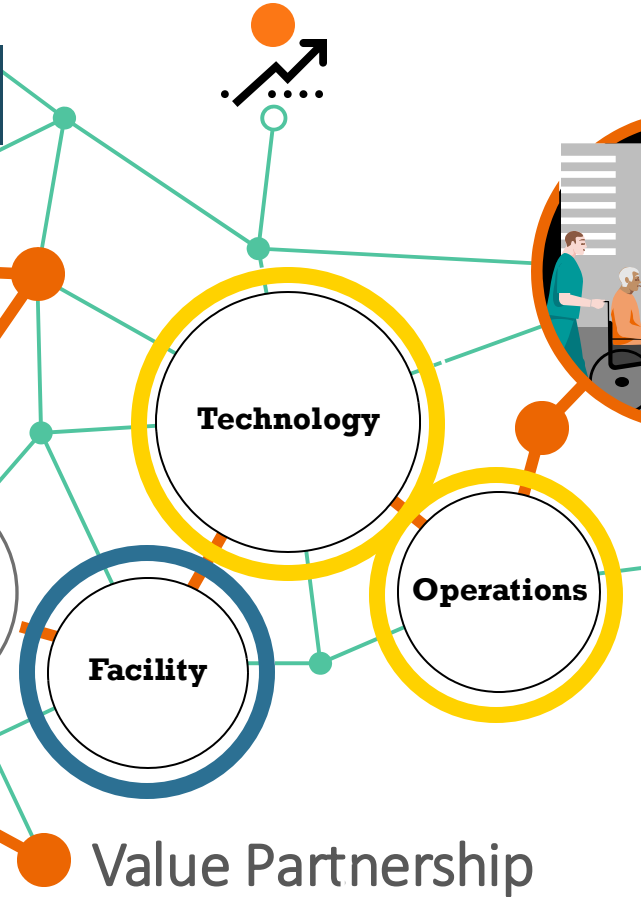
*“Il **Value Based Procurement** riguarda l'intero ciclo di vita di un progetto. Ciò comporta la facilitazione di un cambio di paradigma dalle tradizionali relazioni tra acquirente e fornitore, a una posizione in cui il sistema sanitario e l'industria operano in un ambiente basato sulla fiducia, obiettivi allineati, vantaggi reciproci e successo.”*

Brian Mangan, our new Value Based Procurement project lead at the NHS Supply Chain
(<https://www.supplychain.nhs.uk/news-article/five-minute-interview-with-our-value-based-procurement-project-lead/>)

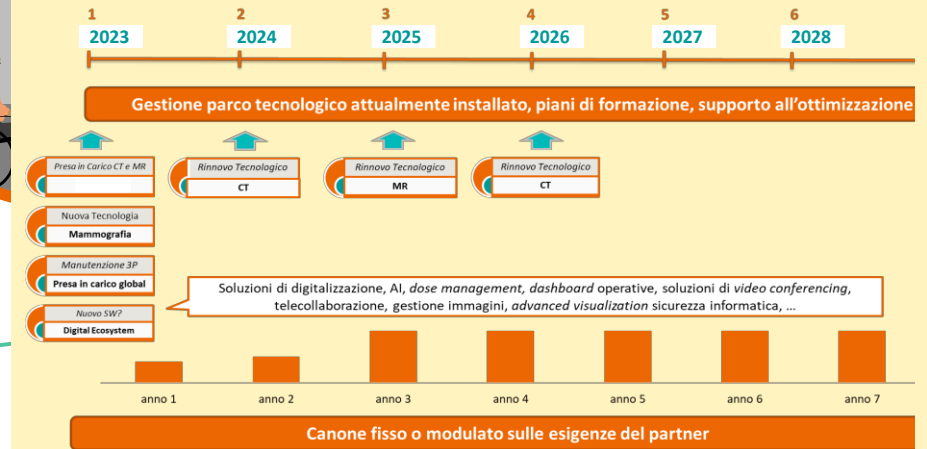
Il Gemello Digitale per ottimizzare i flussi



- **Massimi volumi di pazienti gestibili**
- **Layout ottimale**
- **Personale necessario**
- **Tempi di gestione dei processi**
- **Tempi di percorrenza**
- **Differenza di risultato tra multipli scenari**

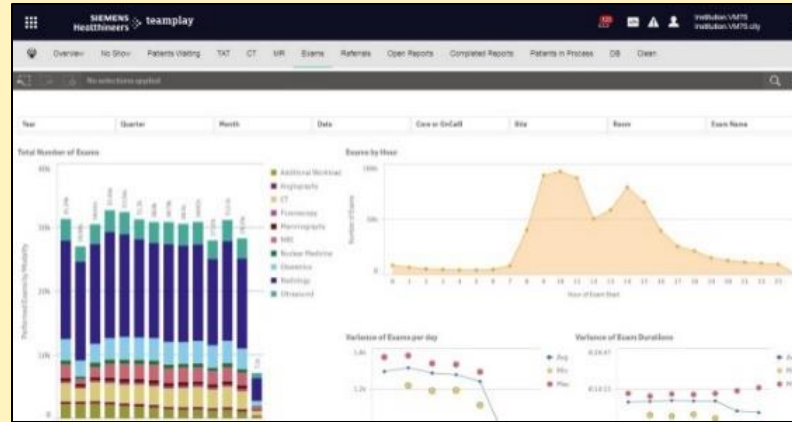


La gestione del parco tecnologico «flessibile» al bisogno

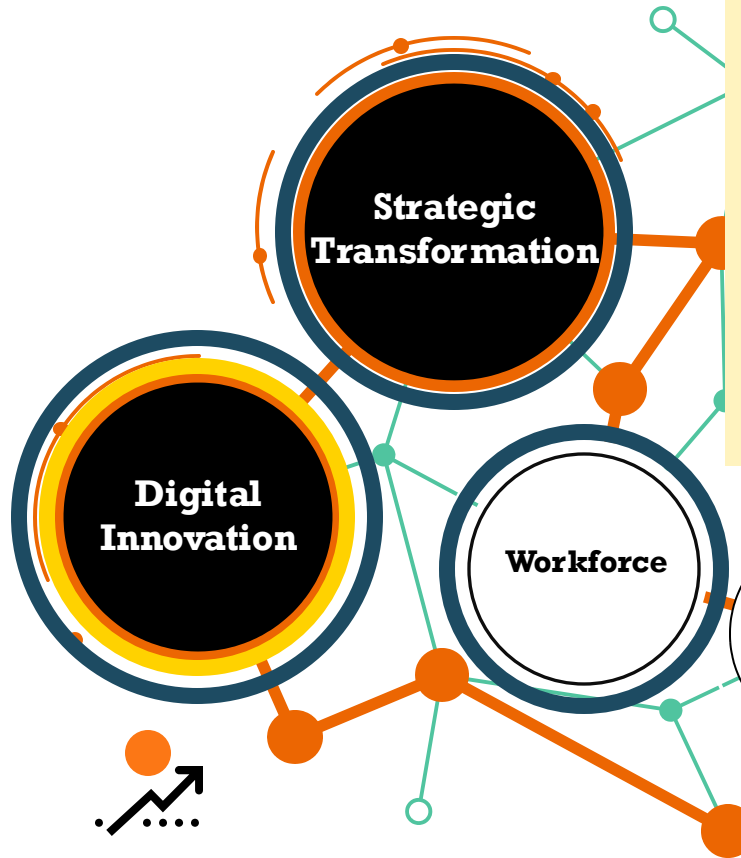


- **Mappatura obsolescenza tecnologie**
- **Piano di rinnovo tecnologico ottimizzato a lungo termine**

Consulenza "operativa" applicata all'attività clinica



- **Evidenze quantitative degli impatti economici e qualitativi del servizio**
- **Strategie e strumenti di ottimizzazione nei processi e utilizzo delle tecnologie**



Formazione «tout cour» con simulazione in ambiente virtuale

The screenshot shows a training platform interface with the following elements:

- Navigation Tabs:** Medici, Specializzandi, Tecnici, Infermieri, Capidipartimento e responsabili della formazione.
- Personell:** A central area with icons representing different roles and a building icon.
- Digital Solutions:** A row of logos for various simulation and training tools: PEP connect, PEP connections, ExpertGuidance Equipment & Workflow, Virtual Classroom powered by SmartSimulator, PeriopSim 2), and VR Dosimetry²⁾.

- **Formazione multicanale**
- **Simulatori**
- **Experience sharing**
- **Apprendimento in digitale di problematiche reali**

Value Partnerships™



Medical University of South Carolina (MUSC), Charleston, S.C., USA

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

David J. Cole, M.D., MUSC president

Governance Committee

Strategic Collaboration

Performance Improvement Initiatives

Joint Innovation Project (1)	Joint Innovation Project (2)	Joint Innovation Project (3)	Joint Innovation Project (4)
<i>E.g. Improve general access for children benefiting from ENT and GI services</i>	<i>E.g. Reduce length of stay for stroke patients</i>	<i>E.g. MUHA MRI Cancellations</i>	<i>E.g. Reduce PET-CT Backlog</i>

Imaging Technology Plan

CAPEX

Unitary Payment

Unitary Payment payable on **Annual / Quarterly / Monthly** basis consisting of payment for Siemens Healthineers Equipment and Services.

AND

Performance Guarantees

Agreed metrics between University of Missouri and Siemens for **Joint Efficiency Projects**.

OPEX (PPU, Pay per Performance)