



MediQuip solution for a 21st century hospital

Who/Where

Orbis Medical and Healthcare Group,
Orbis Medical Center, Sittard Geleen,
The Netherlands

Challenge

To deliver a turnkey solution that optimises costs and processes and integrates multi-vendor technology seamlessly.

Solution

Employ Philips MediQuip solution as the main provider for medical equipment, maintenance service and ICT consultancy until 2017.

A vision for healthcare

Orbis is a medical and healthcare group that is continually evolving to complete the circle of care in the south of the Netherlands. With over 5,800 staff and a turnover of €220 million, the organisation is one of the biggest employers in the region and includes the Maasland Hospital, eight care centers, a mental health care system, a home-based care body, a revalidation center and a hospice.

In 1998, the Orbis healthcare group in Sittard Geleen was granted permission from the government to build a new hospital. But this was not to be just any hospital. Orbis had a vision that was as challenging as it was innovative; to build a flexible health care facility that would not be out of date by the time it was finished. And one that would excel in hospitality, customer service and care logistics. In short, a hospital for the 21st Century.

The search for a strategic partner

To achieve this vision, Orbis had to think beyond a traditional client-supplier relationship. The design of the hospital had to keep up to date with changing technologies, so it was important to join forces with a world leader in medical equipment. But the need to integrate new technologies into the existing IT infrastructure also required a strategic partner that could deliver, install and maintain all the medical equipment, either themselves, or via a third party.

Philips Healthcare was the natural choice

With a proven track record in systems integration and integrated life cycle management, Philips had the experience and expertise to create a strong and credible partnership. Together with Orbis they were able to plan the design, implementation and maintenance of a bespoke solution for the new hospital. Philips was also able to brief the steering and investment committees, thereby ensuring the right investment strategy and resource allocation to realise the complex project. The result was a complete solution that delivered the turnkey solution on budget and on time.

MediQuip optimizes project management

Like any hospital, the clinical requirements of the doctors at the Orbis Medical Park were very diverse. From radiologists and

“We were looking for a partner who could complete our portfolio of medical needs. Philips Healthcare proved to be a worthy partner.”



C. Sterk, Chairman Board of Directors

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anaesthetist to orthopaedists and surgeons, everyone had their own package of demands and requirements. As the main contractor, Philips was able to provide a single point of contact for all the hospital's medical equipment, presenting the final solution to the board for approval. It took the uncertainty out of dealing with multiple contractors and vendors and also allowed resources and equipment to be optimized at each stage in the project. What's more, the relationship proved to be an invaluable move when it came to managing the on-site operations and integrating everything into the group's existing IT structure.

Roel Goffin, General Manager, was delighted with the decision, "Like any new hospital we had a wish list much longer than our budget would allow. But working in close collaboration with Philips healthcare we were able to come up with an optimum combination of new and refurbished equipment that perfectly matched our profile as a general regional training hospital."



"The Orbis Medical Center has been designed and built to last at least 40 years. That's why we needed a strategic partner who could keep us up to date with the rapidly changing technological developments. Philips Healthcare was the obvious choice."

drs. R.E.A. Goffin,
Member of the Board

A single point of contact

Philips is now responsible for purchasing all medical items for the hospital, including third party equipment. By taking ownership of the project, Philips can deliver the optimum technology with the scope to meet both the business and clinical requirements of the hospital. And because it's a long term partnership, any new developments can also be accommodated into the facilities at the Orbis Medical Center.

The future is here

Excellent planning, collaboration with partners and vendors and the optimum use of medical facilities and IT, has resulted in efficient and effective systems throughout the hospital. By combining the very latest innovations with refurbished equipment the project is not just unique in its concept of care, but is also visionary in the way it delivers technology. Truly, a hospital for the 21st Century.



"As a large peripheral training hospital, what we need is proven technology and up-to-date equipment. This is exactly what Philips was able to offer us – in a combination of new and refurbished equipment."

dr. A.G.M. Hoofwijk,
Surgeon/Medical Manager



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