

Siemens Healthineers Signs Strategic Partnership for Laboratory Services



- Laboratory services worth up to €100 million Euros* for hospitals in Turkey
- More than 92 million patients expected to benefit from the partnership over the next five years

Siemens Healthineers has been commissioned to take over the clinical laboratory service operations for two new hospitals in Turkey built and operated as Public Private Partnership (PPP) of DiA Holding and Turkish Ministry of Health. The five-year contract grants a minimum of close to 30 million Euros* in revenues. The amount is based on a guaranteed annual test volume, and is expected to reach up to over 100 million Euros* revenue based on the anticipated test volumes. Siemens Healthineers will assume the laboratory services for all medical laboratory disciplines (Biochemistry, Microbiology, Hematology, Immunology, Emergency, Genetics, Pathology and Point of Care testing) within these hospitals. Siemens Healthineers also will provide the design, medical and technical equipment, appliances, consumables, service and maintenance, in addition to laboratory technical staff.

"This project combines our expertise in equipping laboratories with our service portfolio. It is a milestone for us and, at the same time, also a proof point for how we enable our customers to meet their current challenges and to excel in their respective environments. The new business model is designed to support our customers in increasing efficiency and containing costs right from the beginning," said Bernd Montag, Chief Executive Officer, Siemens Healthineers. "We have developed a customized solution for our partner DiA and the Turkish Ministry of Health that will comprehensively support their clinical business. This order will strengthen our portfolio and is consistent with our strategy."

Siemens Healthineers will operate the laboratories at the hospitals in Bilkent, Ankara, and in Mersin in partnership with lab doctors from Turkey's Ministry of Health. Both hospitals are being built by DiA Construction, a subsidiary of DiA, for the Turkish Ministry of Health as a public-private partnership.

The new hospitals are intended to improve healthcare as part of a Turkish government program to restructure the country's healthcare system, which was initiated in 2003. "It was important for us to have a partner that not only came with enough experience in the hospital environment, but also was strong on technical innovation," said Hakan Adanalı, Director of Clinical Support Services in DiA. "We expect, that around 92 million patients will benefit from the partnership over the next five years".

According to the Turkish government, the Bilkent health campus — with almost 3,800 beds and an affiliated hotel, congress center and commercial area — is the largest project in the healthcare sector ever constructed from scratch in the country. Beginning in mid-2018, more than 10,000 medical staff will be responsible for nearly 25,000 patients there on a daily basis. The new hospital in Mersin will hold about 1,300 beds and has become operational at the end of January 2017.

*Based on the exchange rate 1€ = 3,6722 TRY (Turkish lira)

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