



PHILIPS

EMaaS

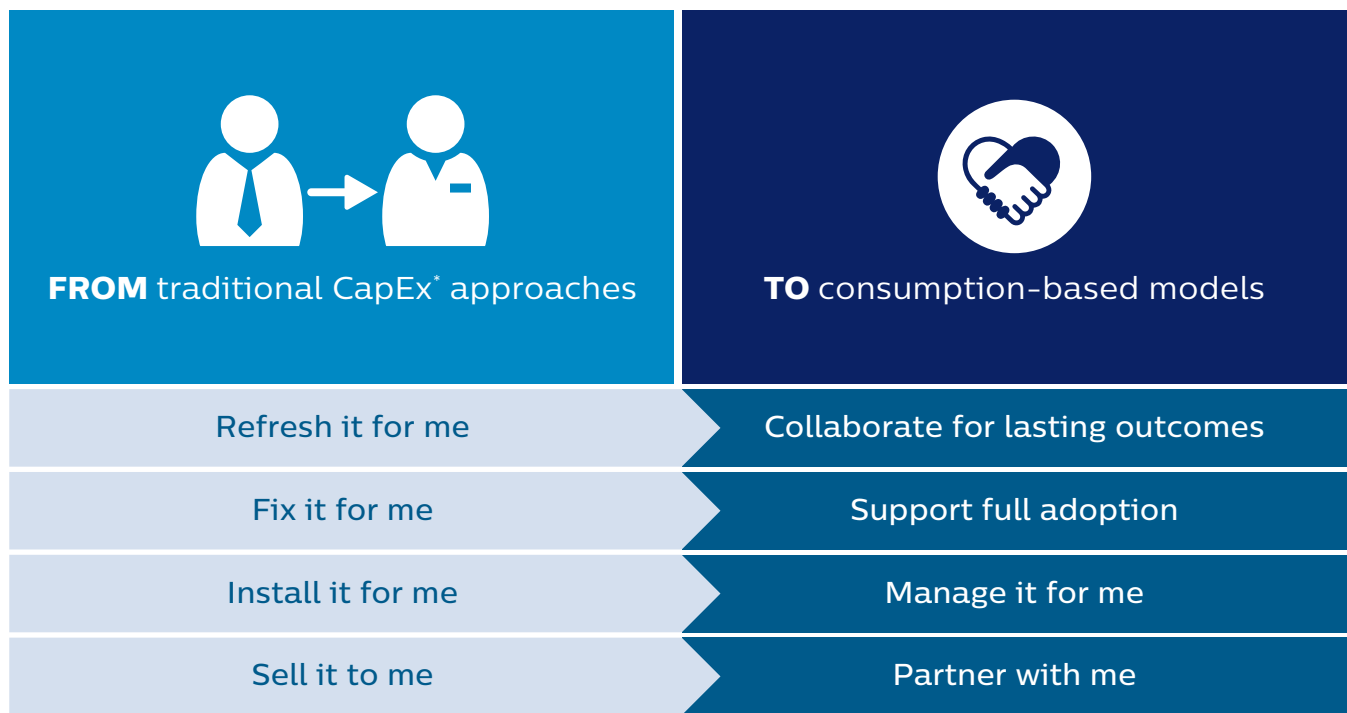
Philips Enterprise Monitoring as a Service

Discover a transformative, sustainable and consumption-based solution to patient monitoring

Managing the complexity of care and delivering on the quadruple aim requires new ways of working

Long-term outcomes are difficult to achieve through transaction-based vendor relationships. Staying current with patient monitoring systems while navigating unplanned expenses and changing clinical dynamics often means redirecting focus and resources away from patient care.

A consumption-based model offers a more holistic approach to your monitoring needs



*CapEx=capital expenditure.

Instead of simply buying technology, you gain access to capabilities that align to your needs and the support of an ongoing partnership to help you achieve your goals.



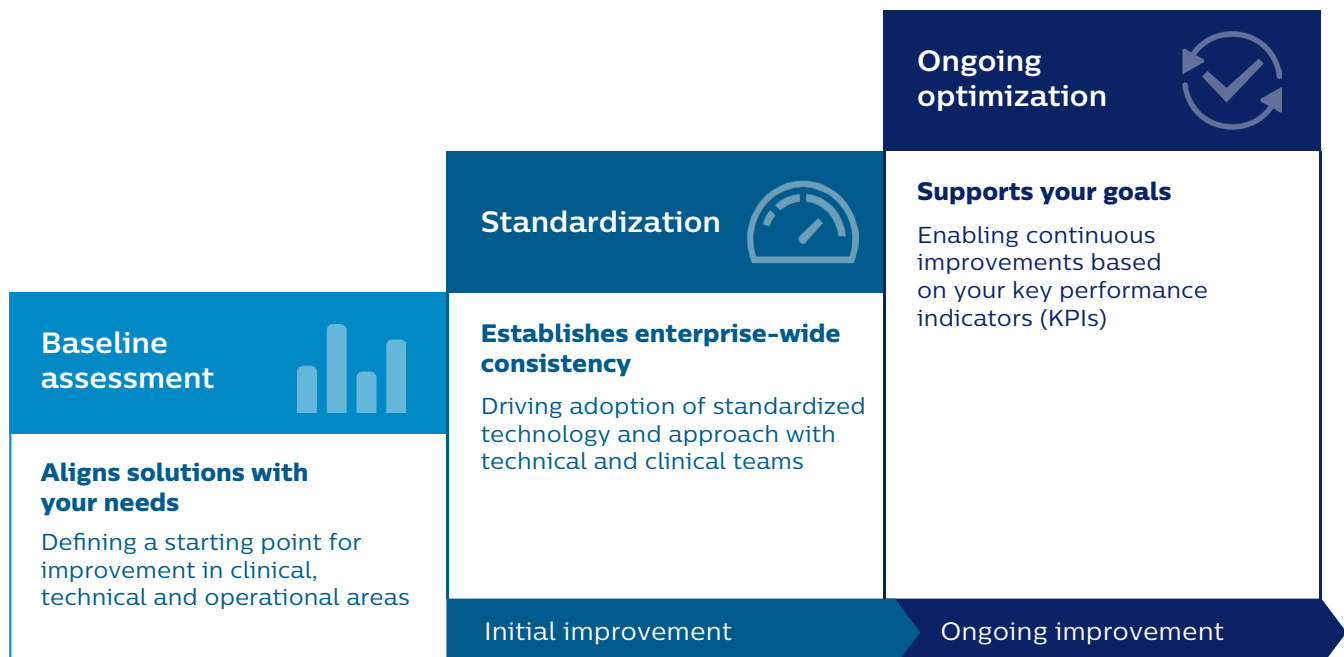
Health systems and vendors must do business in a significantly different way to create value and quality together as partners in healthcare delivery.



Enterprise Monitoring as a Service (EMaaS) offers a transformative and sustainable approach to patient monitoring that delivers ongoing value

EMaaS is a consumption-based model that standardizes your monitoring technology and delivers the clinical and technical services you need to help support your performance. It is a long-term partnership based on shared accountability and shared risk that provides a scalable and sustainable solution to patient monitoring. Our stepwise approach includes ongoing tracking, management, reporting and measurable improvements to help you mature as an organization.

Improvement begins on day 1 and continues throughout the engagement

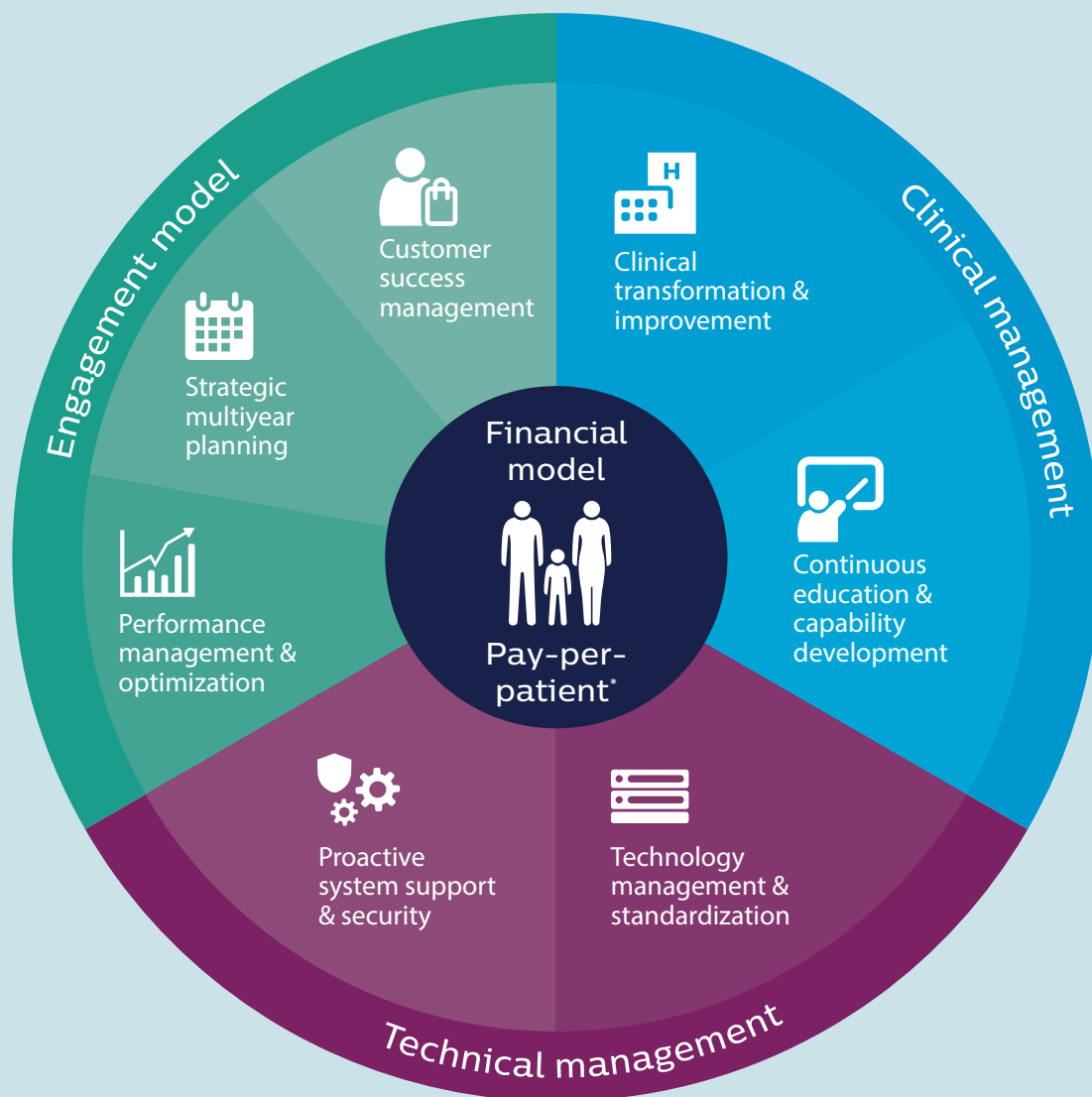


Deliver efficient and effective care

The integrated elements of EMaaS were designed to address the interconnected clinical, operational and financial challenges you face.

EMaaS provides infrastructure with clinically relevant upgrades and includes access to current and future monitoring capabilities, clinical and support services, as well as a dedicated team focused on helping you realize ongoing strategic improvements and long-term success. All this is part of an agreed-upon per-patient fee over a multiyear service term.

The elements of EMaaS



*Per patient, per day, by acuity.

EMaaS integrated elements at a glance

Engagement model

Addresses organizational and operational challenges and supports ongoing innovation and adaptation



Customer success management

Keeps the partnership on track and accountable through collaborative goal setting and decision-making



Strategic multiyear planning

Increases visibility by prioritizing and proactively coordinating clinical and technical activities



Performance management and optimization

Drives improvement by monitoring, measuring, analyzing and reporting for continuous optimization

Clinical management

Addresses clinical quality and adherence issues by building upon and evolving your clinical success and education efforts



Clinical transformation and improvement

Enables ongoing clinical improvement through a systematic, data-driven approach that establishes a baseline and measures results over time



Continuous education and capability development

Accelerates adoption to improve staff experience, engagement and adherence, adapting over time

Technical management

Enables greater consistency and efficiency across your enterprise



Technology management and standardization

Facilitates lifecycle management by actively managing and aligning Philips-owned technology to your needs



Proactive system support and security

Minimizes system disruptions and maintains integration and interoperability within the IT ecosystem

Financial model



Enables predictable* volume-based cost through a pay-per-patient model** that scales to changing needs

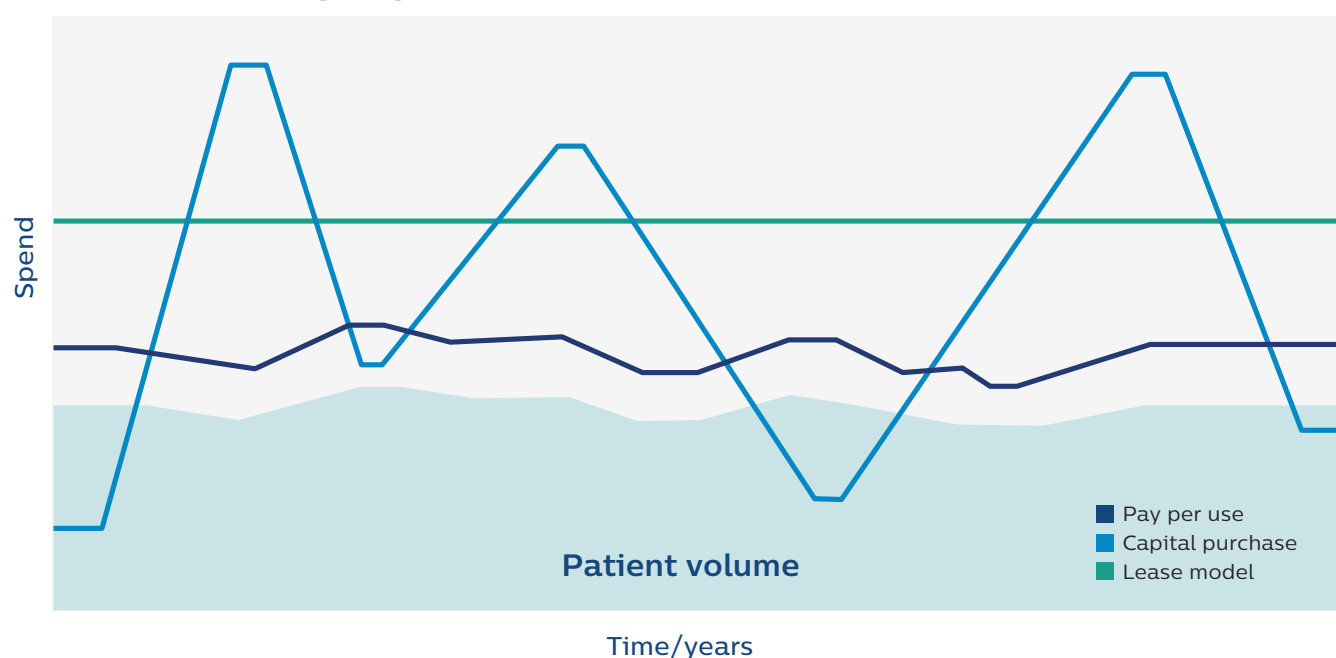
* Predictability based on contract terms.

** Per patient, per day, by acuity.

Realize more lasting value for your investment versus capital purchases and lease models

EMaaS enables a predictable* volume-based cost that scales to changing needs through a pay-per-patient (per day, by acuity) financial model where you pay for what you need from your operational expense budget. While Philips owns the equipment, cost is aligned to the actual needs of your organization rather than to a fixed-lease agreement that comes with finance charges and shows as debt on a balance sheet.

EMaaS is tied to your patient volume**



Pay per use with EMaaS versus capital and lease purchase

	Pay-per-use service	Capital purchase	Lease model
Predictable* and stable YoY spend	+	—	+
Part of OpEx budget	+	—	+
No finance charges	+	+	—
Tied to patient volume***	+	—	—
Includes services to support full adoption	+	—	—

YoY=Year over year.
OpEx=Operational expenditure.

* Predictability based on contract terms.

** Graph reflects net vendor spend, not net business spend. Additional outcomes savings expected with EMaaS but not reflected in graph.

*** Per patient, per day, by acuity.

EMaaS meets the needs of many key stakeholders across your organization



CEO

EMaaS enables better collaboration and innovation across your organization for greater staff satisfaction and more efficient and effective care, helping you guide organizational performance.



CFO

EMaaS provides a predictable* spend via OpEx budget tied to patient volume and acuity for improved cost management and lasting value, helping you maximize your investment.



CNO/CMO

EMaaS facilitates more rapid adoption of clinical technologies for improved staff experience and clinical outcomes, helping you ensure the highest standard of care.



COO

EMaaS delivers a clear strategic road map for facilitating inter-department collaboration and strategic alignment so you can achieve organizational goals.



CNIO/CIO/BioMed

EMaaS relieves the burden of technology ownership and obsolescence concerns, helping you manage the complexities of rapid innovation and security by keeping you current and your system secure.

*Predictability based on contract terms.

See Philips EMaaS in action

[Learn more](#) about our groundbreaking partnership and the results realized in the first 6 months post deployment.





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