

The challenge: A future out of focus

Across industries, the way we do business is fundamentally changing: new approaches are value-driven and partnership-based. This shifting dynamic brings new business models, like subscription, to the forefront.

Within healthcare, this shift is complicated by both financial and clinical realities. Reimbursements and margins are trending down, while staff costs continue to rise.

Imaging departments have difficulty keeping up with the latest technology. Strained resources may leave them poorly equipped to respond to a variety of clinical needs and provide the best care to patients.

The change: A vision of longevity

In such a complex environment, innovative business models may help you thrive in the long term. Adding a subscription model can yield important benefits by delivering ongoing value, keeping you up to date, shifting technological investments from capital to predictable operating expenses, and evolving business relationships from transactional to collaborative.

That is why we have created **MR Subscription**—a future-focused business model providing access to all the most up-to-date software on a continuous basis. With it, you will realize optimum value from your system, and you'll get personalized, value-driven support—all at a low initial investment with a predictable, transparent pay structure.

MR Subscription model



Avoid high upfront investment, leverage predictable operating expense



Benefits of the MR Subscription model

- Full clinical flexibility with immediate access to advancements
- Lower up-front capital investments with predictable budgeting
- Flexibility to scale with operations and enhance case mix
- Personalized clinical support



"As we try to meet the demand and challenges of imaging, not being able to adapt and grow with technology innovations puts us at a disadvantage. The solution to this is a predictable, guaranteed, seamless access to the newest applications when they come to market with the ability to deploy them across all of our imaging systems. MR Subscription can solve this for us."

-Dr. Jeff Miller, Chair of Radiology at Phoenix Children's Hospital

Limitless capability, future focused

MR Subscription helps you realize the full potential of your Philips MRI systems, so your team never falls behind. This future-focused, flexible business model includes:

- Access to all the most up-to-date software on a continuous basis
- Clinical support throughout the term of your subscription
- Annual reports with data-driven insights based on your system utilization
- Predictable pay per period business model

MR Subscription is available across all current Philips MRI systems, including MR7700, Elition, Ambition, MR 5300, Ingenia, Prodiva CX, Achieva and Multiva.

Different modules to help tailor your subscription to you and your patient's needs



Speed module

Focused capabilities for enhanced productivity

Access to all advanced diagnostic applications for fast and robust imaging and workflow*



Clinical module

Breadth of applications for clinical confidence

Access to a wide variety of clinical applications that help you deliver a confident diagnosis.



Clinical sub-module(s)

Focused capabilities for clinical confidence

Access to a subset of clinical applications for a confident diagnosis in a specific anatomical area

Our focus is supporting your vision for your department—from enhancing workflow to providing every patient with exemplary care. MR Subscription was designed with the predictability and flexibility necessary to help you:

- Expand your clinical excellence to improve diagnostic outcomes
- Advance your operations to elevate productivity
- Maximize your lifetime value

 $^{^*}$ To access the most current Speed module applications, your system should have the DDAS operating system and MR Workspace.

Ready to answer any referral Access to current and future MRI applications



Black Blood imaging Spectro Specialist ext. Pack Perfusion Tools^s





MultiBand SENSE



3D ASL Neuro Bold Specialist (2.05) IRIS ZOOM **ZOOM Diffusion Imaging** Scanwise Implant



Cardiac Quant Cardiac Expert (2.05) Coronary Acquisition **Cardiac Expert Extension**



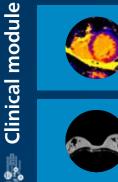
4D TRANCE 4D TRAK XD



FiberTrak Specialist (2.05) FiberTrak Spec Extension Diffusion XDTSE MR FiberTrak⁵



4D FreeBreathing



3D BreastView



3D PelvisView 4D THRIVE/BLISS





EPIC Brain LOVA ADC³ SmartShim



mDIXON Body Fat **Quant Spec**



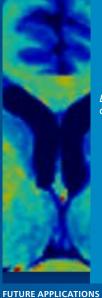
O-MAR XD Specialist



3D NerveVIEW BD Non selective MR iVIEW Bold⁵



WholeBody Specialist mDIXON XD FFE Specialist Multivane XD



Enabling new clinical pathways





Speed module

mDIXON XD FFE Specialist mDIXON XD TSE







C-SENSE Neuro and Spine C-SENSE MSK





WholeBody



SmartExam Brain SmartExam Spine SmartExam Knee SmartExam Shoulder SmartExam Breast⁴



SmartSpeed⁵ SmartSpeed Neuro/Spine **SmartSpeed MSK** SmartSpeed Cardiac SmartSpeed Body

SmartSpeed MotionFree Full SmartSpeed DWI Full **SmartSpeed Implant Full** SmartSpeed 3D FreeBreathing Full SmartQuant⁶ Neuro/Spine SmartQuant⁶ MSK/Body/Cardiac



Enabling speed and image quality

AVAILABLE APPLICATIONS



- 1 Available and compatible with DDAS systems only
- 3 Available and compatible with 70cm large-bore systems only

- 4 Available and compatible with all systems except Achieva, Multiva and Prodiva CS
- SmartQuant Cardiac requires Cardiac Quant

Ready to answer any referral

Access to current and future MRI applications





Black Blood imaging





BD NerveVIEW





MR iVIEW Bold⁴



3D ASL Neuro



Enabling new clinical pathways

Spine/MSK

BodyOncology

CardioVascular

FiberTrak Specialist (2.04) FiberTrak Spec Extension





MultiBand SENSE





AVAILABLE APPLICATIONS



2KIMAGING





ZOOM Diffusion Imaging



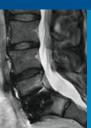
IRIS ZOOM



O-MAR XD Specialist



Scanwise Implant



FUTURE APPLICATIONS

Enabling new clinical pathways

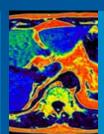
AVAILABLE APPLICATIONS











FUTURE APPLICATIONS

FUTURE APPLICATIONS -

Enabling new clinical pathways

Enabling new clinical pathways



mDIXON Body Fat



AVAILABLE APPLICATIONS



Cardiac Expert (2.04)





4D TRAK XD



Cardiac Quant





AVAILABLE APPLICATIONS



Expand your clinical excellence

We provide access to all current and future applications and the clinical support you need, straight from Philips application specialists, to help your department realize its full potential.



Ready to answer any referral

MR Subscription currently offers More than 60 MR applications that deliver extensive clinical and operational benefits. Throughout the life of your contract, you'll automatically receive access to all future Philips MR applications— so you're equipped to provide the right image with a shorter scan time.*



Elevated institutional reputation

Your MR Subscription contract includes continuous updates and upgrades to help you achieve fast, high quality images. In keeping your department on the cutting edge of MR capabilities, you can enhance your institution's clinical reputation and reinforce your referral pipeline.



Adopt innovations with personalized support

We pair unlimited access to current and upcoming applications with proactive, recurring clinical support from Philips experts to help you easily adopt innovations and solve any problems—improving staff effectiveness and enabling your department to provide exceptional patient care with complete confidence.





^{*}Subject to terms and conditions of sale, to access some of latest speed applications, your system should have DDAS operating system and MR Workspace

Your whole fleet—at the ready

Without MR Subscription







With MR Subscription







Provide exemplary care to any patient on any machine with standardized capabilities across your whole fleet.



Advance your operations

It's nearly impossible to predict your incoming case mix, making a broad range of clinical capabilities essential. With your teams and systems in sync, you can react quickly and efficiently to even the most unexpected clinical need.



Data-driven, actionable insights

We provide a complete annual report with data-driven, actionable insights using clinical and performance analytics based on your system utilization. These observations help you shape your operational strategy by proactively identifying which features that have not yet been adopted may be most beneficial to your case mix.



System standardization

MR Subscription creates one set of standardized protocols across your MR fleet. Individual machines abilities no longer influence triage decisions— promoting fast scanning, improving scheduling capacity, and expanding your clinical capabilities. With equalized potential across all systems, your department can offer uniform patient planning to support an efficient, refined experience.



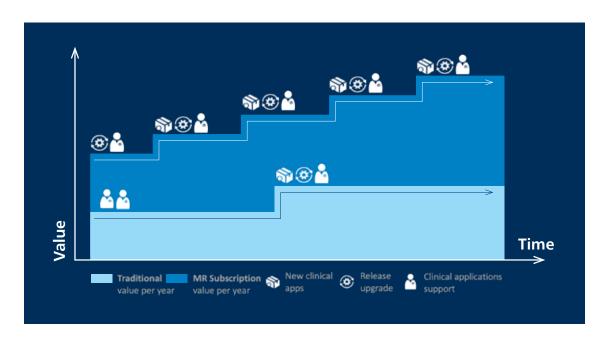
Productivity, perfected

Parallel capabilities across your fleet help promote a streamlined workflow, alleviating the pressure from a backlog of patients while still pushing toward optimal operations. In creating uniformity in patient planning, reducing training complexity, and simplifying scheduling, your department can rise to peak performance.

^{*}Subject to Philips terms and conditions of sales

Maximize your lifetime value

In traditional business models, keeping your MR capabilities current requires extensive planning and complex budget approval processes. MR Subscription helps you avoid these hurdles and stay ready for the future through a long-term partnership that's built on flexibility and value.





Predictable, transparent costs

MR Subscription moves your updates and upgrades from a capital expense to an operational expense. With a low upfront investment and a recurring fee model, you can ensure access to the latest clinical applications—without the complicated, lengthy budgeting process.

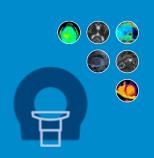


Enhance your case mix

Access to the newest Philips clinical applications is automatic with MR Subscription—it doesn't require you to wait for the next budget cycle to update and upgrade. When you are constantly on the leading edge of MR capabilities, you're equipped to respond to a variety of clinical needs, which helps you optimize your case mix and help to improve reimbursement.







MR Subscription

A future-focused business model providing access to all the most up-to-date software on a continuous basis.



Always up to date



Clinical support



Utilization insights



Predictable recurring payment

Two plans, three benefits —one way forward

The future of healthcare depends on innovation—not just in how we treat patients, but in how we do business. MR Subscription helps you live in that future.

With MR Subscription, you have two ways to enhance your MR capabilities.



Choose the **Speed module** to enhance productivity with applications that support fast scanning and rapid diagnosis, without compromising image quality.



Choose the **Clinical module(s)** to boost clinical confidence and flexibility with a breadth of advanced applications.

Both modules provide access, support, and training for the most up-to-date Philips applications that help:

- Expand your clinical excellence
- Advance your operations
- Maximize your lifetime value

With one transparent, predictable cost model, you can feel certain your department is prepared for any patient with access to every available application—today and tomorrow.

<u>Click here</u> to explore the possibilities of MR Subscription.

