

## Funding medical equipment through innovative financing

At Philips, we're helping the National Health Service (NHS) overcome capital constraints by offering flexible financing models that enable access to cutting-edge medical equipment.

Discover how we partnered with Mid and South Essex NHS Foundation Trust to preserve capital and install a state-of-the-art Interventional Radiology Suite at Broomfield Hospital, Chelmsford, Essex in the UK.

### Background:

- The ageing Interventional Radiology equipment at Broomfield Hospital required urgent replacement due to frequent breakdowns, slower performance, and its impact on staff efficiency and morale.
- Mid and South Essex NHS Foundation Trust faced capital constraints, limiting its ability to invest in new equipment.
- As part of an ongoing strategic consultancy partnership, Philips introduced a revenue-based financing model to fund the equipment without requiring upfront capital, in partnership with DLL.
- Philips' hospital design team collaborated with staff to create an improved, clinically led room layout, enhancing the working environment and maximising available space.
- The new Philips Azurion 7 system was selected for its advanced technology, offering greater efficiency, sustainability benefits, and an improved user experience to support high-quality patient care.

*"We were pleased to work with the Philips team to help us upgrade our Interventional Radiology theatre at Broomfield Hospital. Staff are now able to use the latest technology which in turn benefits patients. This has come in a unique pay per use contract, avoiding the need to have capital investment at a time when NHS finances are constrained."*

**James Currell, Acting Divisional Director, Clinical and Support Services Division at Mid and South Essex NHS Foundation Trust**



### Key benefits:

- **Flexible, cost-effective model** – The pay-per-procedure approach provides financial flexibility by aligning cost to usage, while maximising return on investment.
- **Future-proof technology** – A 13-year contract with lifecycle management ensures the system remains effective and up-to-date.
- **Exceptional service provision** - Through an embedded managed technology service - with the potential for VAT recovery.
- **Balance sheet protection** - No impact on Capital Departmental Expenditure Limit using IFRS16 compliant accounting.
- **Streamlined workflows** – An intuitive system, with the space designed in collaboration with radiology teams at Broomfield, improving efficiency and clinical confidence.
- **Versatile & user-friendly** – Enables staff to perform a full range of routine and complex interventional procedures with ease and confidence.
- **Enhanced patient care** – Supports vascular procedures for the 1.2 million people served by the Trust annually.
- **Sustainable by design** – Philips Azurion is an EcoDesigned product, delivering significant environmental improvements in energy use, materials, and packaging, with a lifespan extended by 2 to 4 years through upgrades and service offerings.