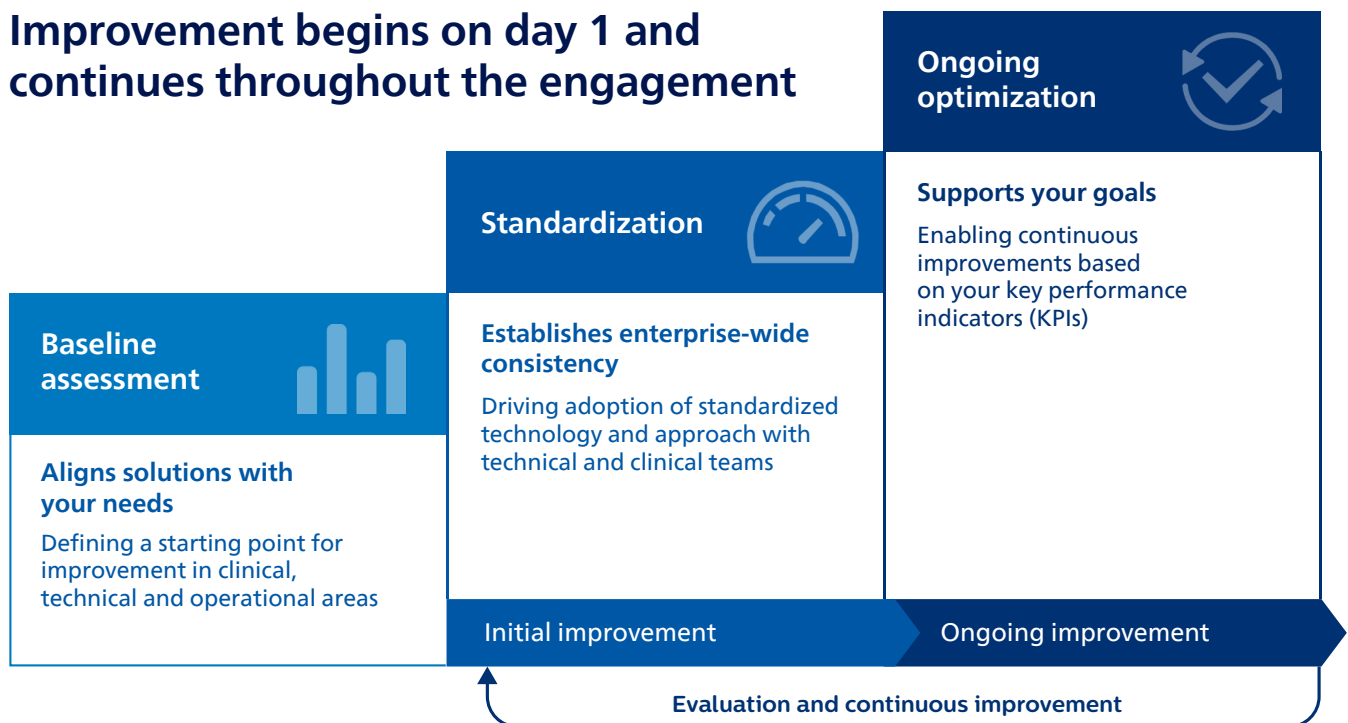# Philips Enterprise Monitoring as a Service

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

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.
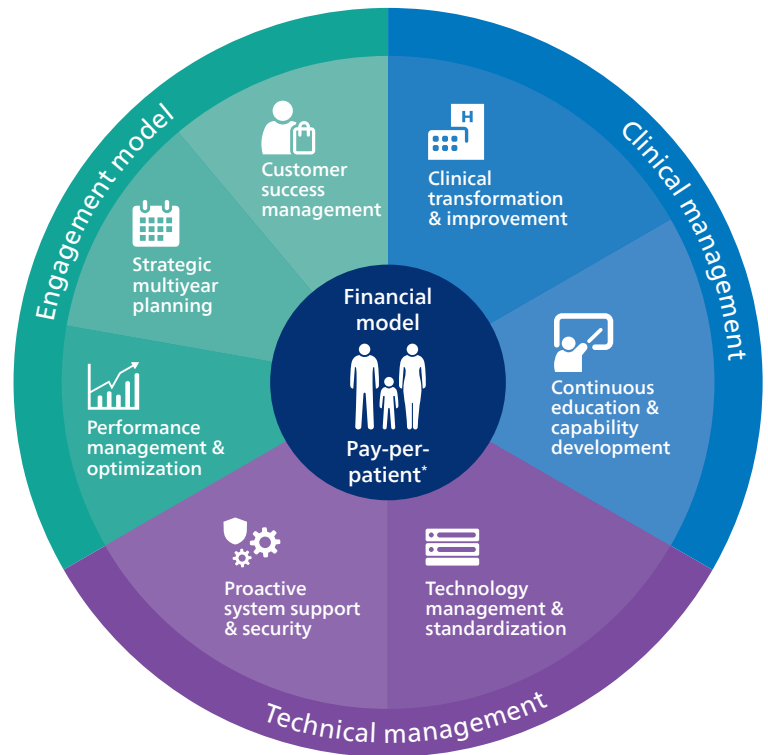
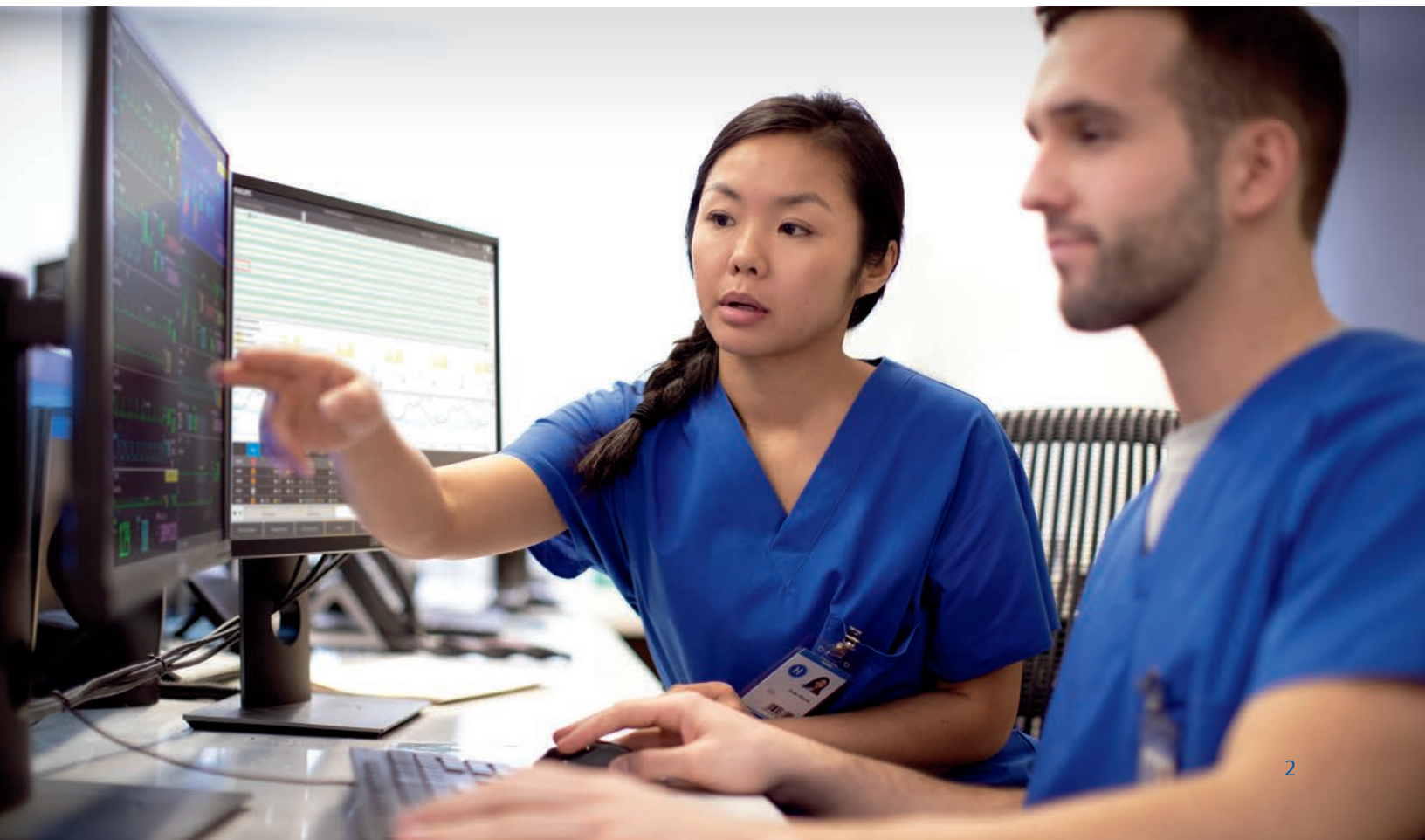## Improvement begins on day 1 and continues throughout the engagement

Ongoing optimization

Supports your goals

Enabling continuous improvements based on your key performance indicators (KPIs)

Standardization

Establishes enterprise-wide consistency

Driving adoption of standardized technology and approach with technical and clinical teams

Baseline assessment

Aligns solutions with your needs

Defining a starting point for improvement in clinical, technical and operational areas

Initial improvement
Ongoing improvement

Evaluation and continuous improvement

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.

Engagement model

Customer success management

Strategic multiyear planning

Performance management & optimization

Financial model

Pay-per-patient*

Clinical management

Clinical transformation & improvement

Continuous education & capability development

Technical management

Proactive system support & security

Technology management & standardization

The elements of EMaaS

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**

Legend:
- Pay per use
- Capital purchase
- Lease model

Y-axis: Spend
X-axis: Patient volume – Time/years
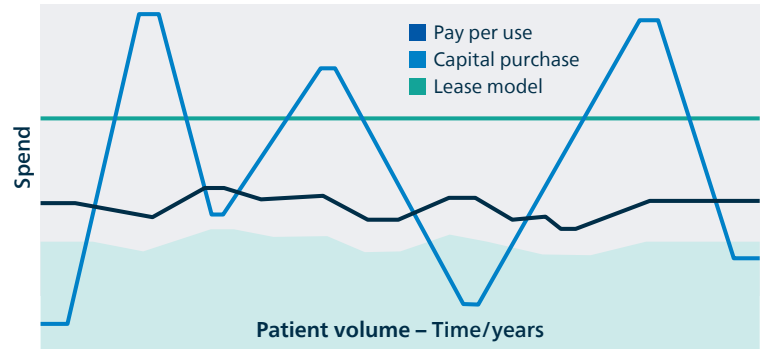
Pay per use with EMaaS versus capital and lease purchase

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

*   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.

See Philips EMaaS in action

Learn more about our groundbreaking partnership and the results realized in the first 6 months post deployment.

To learn more about Philips EMaaS, call 1 888 647-4285 or visit the website today. See the real-world results achieved by Philips partners: www.philips.com/emaas

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