



PHILIPS

OBL and ASC
Solutions

SymphonySuite

**The expert you need,
the partner you trust**

Hospital-affiliated cardiovascular
ambulatory surgery centers



The move to cardiovascular ASCs is imminent

For interventional cardiology procedures, ambulatory surgical centers (ASCs) are emerging as an attractive out-of-hospital care site, with many financial and operational benefits, as well as increased patient and staff satisfaction.

However, understanding the details of opening and running a hospital-affiliated cardiovascular ASC can be time-consuming. In parallel, deciding how to balance the move of certain cardiac procedures from a successful hospital service line to a new care setting can be challenging.

You need an expert to help you navigate the process.

Partner with Philips OBL and ASC Solutions –SymphonySuite – the industry leader in opening hospital-affiliated cardiovascular ASCs.



It's expected that ASCs will account for 30-35% of all cardiac procedures by the mid 2020s¹

Philips OBL and ASC Solutions

SymphonySuite

Philips SymphonySuite brings deep out-of-hospital experience designed to complement and enhance your existing care network while protecting your market share. We tailor our operational, clinical and equipment services to fit your needs to launch and run a cardiovascular ASC optimized for efficiency, performance and productivity.

We are the expert partner by your side, from initial planning to lasting impact, helping you expand your operations confidently and quickly to provide quality care.



Devices

IVUS, physiology, specialty balloons and laser atherectomy for cardiovascular care



Imaging systems

Fixed and mobile C-arms with responsive service teams, robust service agreements and trade-in opportunities⁴



Equipment

Ultrasound systems, patient monitoring, power injectors, tables, cath lab stands, carts, and more



Clinical and technical support

Responsive teams who stand in on cases and quickly resolve issues



Philips SymphonySuite

The streamlined solution for cardiovascular ASCs



Reward programs

Upgrade your ASC faster through the use of our industry-leading devices²



Training

Product, procedural, and work flow training, guidance and partners who advise on state regulations



Business consulting

External and internal experts for reimbursement and coding guidance, 3D renderings, and more



Capital financing

Personalized financing packages through our partner, Philips Medical Capital, for Philips and non-Philips essentials³

The industry leader in opening and expanding cardiovascular ASCs

Philips SymphonySuite uniquely offers:

Experience

SymphonySuite brings the expertise of opening more than 200 out-of-hospital interventional labs coupled with our best-in-class clinical and operational knowledge of hospitals. This deep experience enables us to deliver efficient solutions and actionable insights that help you bring your ASC plans to fruition. Our goal is to help our partners meet both patient satisfaction and facility goals.



Convenience

We know opening a cardiovascular ASC is only a portion of your focus. We take on all the details of expansion, including working with your teams and resources, so your decision to open an ASC isn't a burdensome one. We can help orchestrate the project details and partners through our extensive network, including legislative insight, lab management guidance, reimbursement rate changes, and education and training, and we utilize a streamlined planning and equipment acquisition procurement processes. Our depth and breadth of lab services frees you up to take care of other hospital business.



Efficiency

Opening a cardiovascular ASC is as much about patient care as it is about financial realities. Our specialized integrated solutions deliver robust clinical results for optimized care and departmental efficiency. By providing full project oversight, we can design your expansion with as little disruption as possible without sacrificing quality of care. We can tap the right resources from our network of experts, provide an integrated platform of highly specialized equipment, educate and train staff, and continue our partnership with ongoing operational support.



Flexibility

SymphonySuite customizes its solutions to complement your existing capabilities. We are dedicated to your success. We will tailor our full-service and industry-leading cardiology solutions to complement a hospital's build-out capabilities, including working with any existing relationship with a management company. We see our role as experienced consultants who complement and collaborate with hospital resources to streamline, guide and help execute the process.



Customized solutions for your cardiovascular ASC

Philips SymphonySuite tailors our equipment and device packages depending on your goals and needs for minimally invasive procedures in your cardiovascular ASC.



We offer a variety of options for fixed or mobile labs with the necessary solutions to provide optimal cardiac care, all with one point of contact.

Equipment and device options include:

- Mobile or fixed imaging systems
- Advanced imaging technologies
- Hemodynamics systems
- Ultrasound systems
- Contrast injectors
- Patient monitors
- Ancillary equipment
- Imaging and therapeutic devices (peripheral and coronary)

Additional offerings:

- Rewards programs¹
- Capital financing²
- Equipment service
- Education and training
- Site-planning services
- Access to network of partners
- Trade-in opportunities³





1. <https://www.bain.com/insights/ambulatory-surgery-center-growth-accelerates-is-medtech-ready/>
2. Not all customers will qualify. Subject to program agreement. Any projections or calculations provided by Philips to customer relating to customer's utilization of Philips equipment/products and resulting revenue, income or rebates are provided merely for purposes of Customer analysis and evaluation. Philips does not make any representation or warranty as to the accuracy of the projections or the level of utilization of Philips equipment/products. Customer is expected to make its own assessments of utilization.
3. Certain credit conditions are required and every customer must be credit approved by PMC. Not all customers will qualify. Subject to program agreement.
4. Certain conditions are required and not all products will qualify