

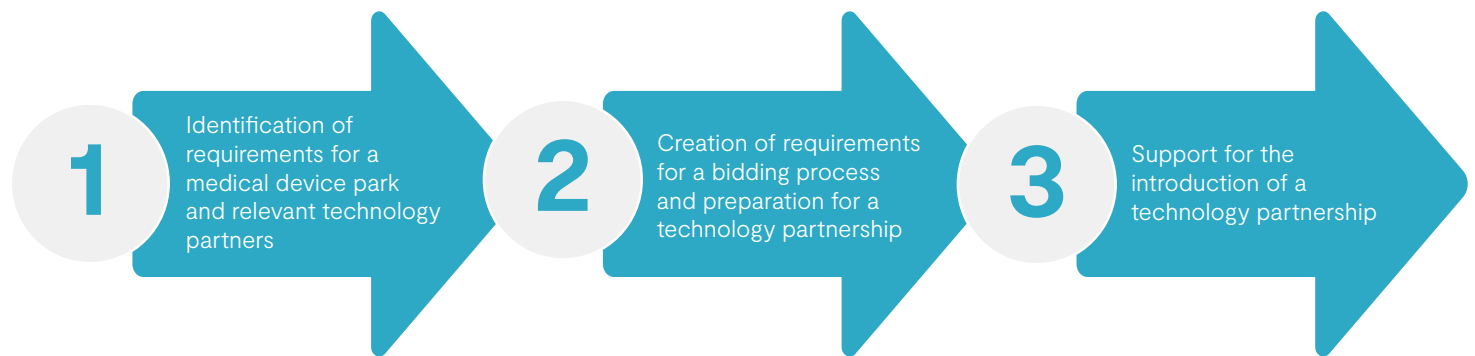
# Technology partnership

Today's hospital landscape is faced with increasing digitalization requirements and cost pressures. In this context, medical equipment represents an important and cost-intensive adjustment for successfully meeting these challenges. In this context, technology partnerships with equipment manufacturers provide an excellent opportunity to increase efficiency through modernization and expert maintenance of all technical equipment by a specialized provider at advantageous conditions. However, to ensure that a partnership is customized to your hospital, Detecon provides you with neutral support in preparing your requirements and establishing the bidding process.

## Pain Points

- Liquidity tied up in expensive large medical equipment
- Frequently a multitude of different providers without real added value
- Optimizable processes for higher capacity utilization/cost coverage
- Lack of experts
- Investment bottleneck
- Reputation

## Procedure



## Customer benefits



### Neutral cost-benefit analysis of partnership

Individual assessment of actual added value of possible technology partnership.



### Requirements analysis & structuring medtech team

Development of an individual, multi-applicable and flexibly scalable concept.



### Vendor independence

Comparison of offers from different partners to identify suitable offering.

## Contact



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