

**PHILIPS**

Financing Perspectives



# Unlock the power of virtual care transformation

Embrace new telehealth models with  
innovative financing solutions

# A leap forward for healthcare operations and patient experiences



Virtual care has taken a leap forward in the last two years. Telehealth, remote patient monitoring, and virtual collaboration is now part of daily practice in many countries. It allows healthcare providers to remotely interact with each other and their patients. Although telemedicine offers many advantages, significant financial and operational challenges are involved with implementing virtual care transformation. Flexible financing models can help healthcare providers overcome these challenges to move forward.

## 58%

of European countries have been using telemedicine to replace face-to-face consultations as a result of recent events.<sup>1</sup>

## About 75%

of U.S. hospitals are leveraging telehealth more than two years ago, with 90% expecting to continue using expanded telehealth services in the future.<sup>2</sup>

## 37.7%

CAGR is expected in global telehealth and telemedicine market from 2020 to 2025.<sup>3</sup>

# Profound changes and opportunities for healthcare



**Digitalization of healthcare**  
Interoperability and solutions that span care settings and locations



**Rapid adoption of AI and cloud solutions**  
Scalability, flexibility and predictive analytics



**Connected eco-systems of devices**  
for remote monitoring



**Contact-less set-up and service**  
for staff training, installation and support



**Expanding role of governments**  
Funding for healthcare digitalization investments, reimbursement and regulatory policy



**Flexible financing and payment solutions**  
to cost-effectively access virtual care solutions

## Extending the reach of patient care

Philips Future Health Index 2021 report<sup>4</sup>, which surveyed almost 3,000 healthcare leaders across 14 countries, found that healthcare leaders expect an average of 23% of routine care to take place outside of the hospital walls three years from now. Philips Telehealth solutions and capabilities are designed with these trends in mind. Virtual care solutions have rapidly gained traction by enabling healthcare providers to extend where, when, and how care is delivered – because location should never limit patient care. These approaches improve efficiency while maintaining quality of care. At the same time, they optimize staff allocation and productivity through data-driven insights.

# Philips Virtual Care models

## eICU

**Telehealth for the intensive care unit**

In its simplest form, eICU can be described as centralized off-site clinicians who interact with bedside staff to consult on patient care. By leveraging eICU, healthcare organizations can make optimal use of their existing critical care resources, instead of adding additional resources.



## eAcute

**Telehealth for the medical/surgical unit**

The eAcute program supports clinical teams and the important decisions they make when caring for medical/surgical patients. It can provide added level of attention and care when it matters most, and improve clinical outcomes and lower costs.<sup>5</sup>



## eConsultant

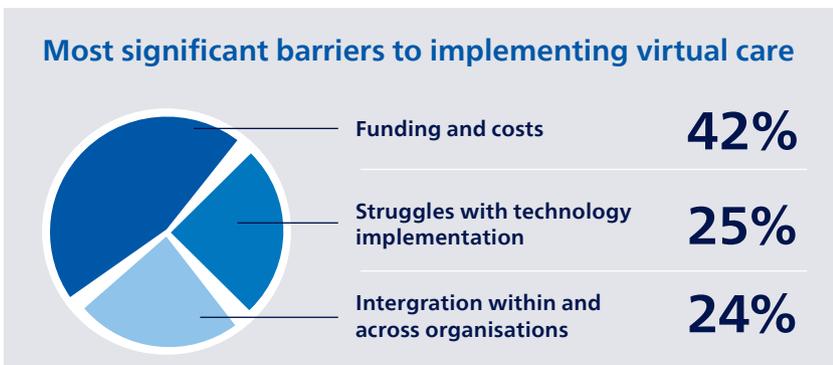
**Telehealth extended to other care settings**

eConsultant applies eICU program processes, technology, and best practice guidelines to economically and efficiently improve clinical outcomes and lack of access to specialists across a care system. It includes the eConsultant Telestroke and Skilled Nursing Facility (SNF) modules.



# How to finance the hospital of the future

The hospital of the future is not a physical location with waiting rooms, beds and labs. It will instead be a network with nodes and connections. Technology will be the starting place of new spaces that will allow the healthcare industry to approach health and care in new ways. Philips offers flexible ways to finance telehealth projects to make your hospital of the future possible.



Data from HIMSS e-healthbarometer survey<sup>6</sup>

“Before, telehealth wasn’t given too much attention. Now, we are investing money, energy and training to promote and carry it out.”<sup>4</sup>

Medical Director,  
Private Practice, China

## How to finance your digital transformation with increasing levels of strategic integration and enterprise intelligence

Whether it is immediate access to new telehealth models or fully managed services solution that support growing enterprise intelligence, having dedicated financing experts who can tailor the right financing plan is key to a successful digital transformation for healthcare providers.



# Move forward in virtual care with a sound financing strategy



There's a clear trend to move forward in virtual care, but it's critical to have a sound financing strategy for these projects. Philips offers flexible financing and payment solutions to support telehealth projects for hospitals and private practices, including customized leases and loans, as-a-service models or project financing. They can help reduce one-time cash outlays and payments, match budget cycles and optimize cash flows. Aligning payments more closely with anticipated benefits or milestones can help improve return on investment for healthcare facilities.

## What Philips finances



**Software**  
Interoperable clinical information software and licenses



**Services**  
Planning, Implementation, Consulting, Optimization, Maintenance, Upgrade and Security services



**IT infrastructure**  
including third party hardware

## How Philips finances

**Loans and Extend Payment Terms**  
for services and right-to-use software licenses by making equal monthly repayments over a long tenor to spread high up-front costs over the service life of the IT solution

**Healthtech Leases**  
offer a predictable approach to build the IT infrastructure that can help improve ROI and Total Cost of Ownership (TCO)

**Project financing**  
that can combine loans, leases and payment plans to help accelerate the deployment of the solution and achieve financial flexibility

**Healthcare-as-a-service**  
to purchase a wide array of services on a subscription basis, allowing providers to cost-effectively expand the accessibility of care

## How payments can be tailored



**Equal periodic payments**  
Spread the cost of your IT investments with equal, predictable payments over time



**Deferred payments**  
Start and execute projects up to 6 months sooner and match payments with benefits as they flow in



**Stepped payments**  
A staged deployment of your IT solution, paying only the amount planned for each year



**Usage-based payments**  
A portion of payments linked to agreed usage parameters to allow continuous improvements of your digital transformation



## Making the right financing decision to embrace new virtual care models

The adoption of new virtual care and telehealth models has risen dramatically in the last few years. Yet healthcare providers face significant operational and financial challenges when implementing them. Philips Capital offers flexible ways for care providers to finance the hospital of the future supporting advanced care delivery models through a unique combination of technology, healthcare expertise and support that enables improved clinical and financial outcomes.

Finding a strategic partner that is expert in both medical technology and financing structures gives care providers a range of financing scenarios with various cost-efficient payment solutions and terms, so they can make the best choices to match their financial and operational goals.

Click on: [Philips Capital financing services](#) to discover more



- 1 Friends of Europe 2020, A digital health revolution: the European Health Data Space, accessed 16 September 2021. <https://www.friendsofeurope.org/events/a-digital-health-revolution-the-european-health-data-space/>
- 2 Definitive Healthcare's Medical Claims database, covering January through April 2019, and January through April 2020. Medical claims data is sourced through multiple clearinghouses and updated on a monthly basis, accessed on 18 October 2021. <https://www.definitivehc.com/blog/infographic-telemedicine-use-surges-by-specialty-following-covid-19>
- 3 Telehealth/Telemedicine Market Report. Global Forecast to 2025. Markets and Markets. November 2020. Accessed on 13 January 2021. <https://www.marketsandmarkets.com/Market-Reports/telehealth-market-201868927.html>
- 4 Future Health Index 2021, A resilient future. Healthcare leaders look beyond the crisis. Commissioned by Philips. This report is based on proprietary research across 14 countries with responses from almost 3,000 healthcare leaders.
- 5 Jenkins CL, et al. Positive Deviance: Introducing eICU Technology to the Medical Surgical Patient Population. Banner Health. Nov. 2010.
- 6 HIMSS Annual European Digital Health Survey 2021. Part of the e-health trend barometer series. HIMSS.

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