



# “Sustainable Operational Excellence in Medical Technology Management”

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# The challenges facing traditional medical technology lifecycle management framework



# The challenges facing traditional medical technology lifecycle management framework



System Connectivity & Integrations

01

Privacy & Cyber Security

02

Coping with Technology Rapid advancements

03

04

Access to Technology

05

Operational Sustainability

06

Financial Visibility



# Downfalls of Traditional Medical Technology Lifecycle Management

## Clinical Downfalls

- Patient Workflow Inefficient Planning
- Recall & Alert Management
- Healthcare Facility & Medical Technology Management
- Equipment Missive Vs. Medical Technology Life Spans



## Operational Downfalls

- Medical Technology Data Quality
- Installation & Commissioning
- Vendor Performance KPIs Vs CE Performance KPIs

## Financial Downfalls

- Project Management
- Medical Technology Financial Data
- Quality of Infrastructure



# Financial Impact of Traditional Medical Technology Lifecycle Management

## According to Becker's Hospital CFO Report :

"Hospitals spend **\$93 billion** per year on **medical equipment lifecycle costs** – all the activities related to the **purchase, support** and **disposal** of medical equipment and technology. Due to a lack of accurate information, internal resources, bandwidth, and specialized expertise, even the most diligent hospitals are missing savings of as much as **12-16%** of their entire medical equipment lifecycle costs – or **\$12,000** per bed per year."

### Traditional Framework



### Missing Annual Savings



**\$ 12,000 per Bed per year**

# Saudi Arabia Health Expenditure Forecast 2022 – 2027

**Private Sector Growth To Outpace Public Sector**  
Saudi Arabia – Health Expenditure By Payor Types, SARbn



f = BMI forecast. Source: World Health Organization, BMI

Source : Fitch Saudi Arabia Healthcare Report 2023- <https://bit.ly/3Q5s9EM>  
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# Traditional Medical Technology Life Cycle Management Framework Downfalls

## Scenario 1 (Quality of infrastructure)

High Cost of service because of poor environment condition due to incomplete study for site vs requirement planning assessment.

## Scenario 2 (Annual budget planning)

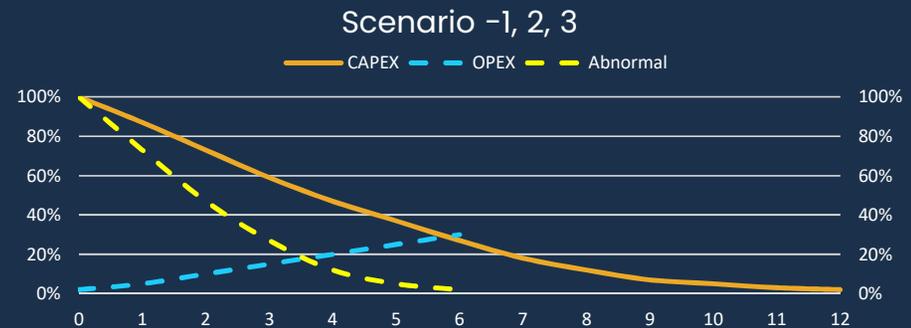
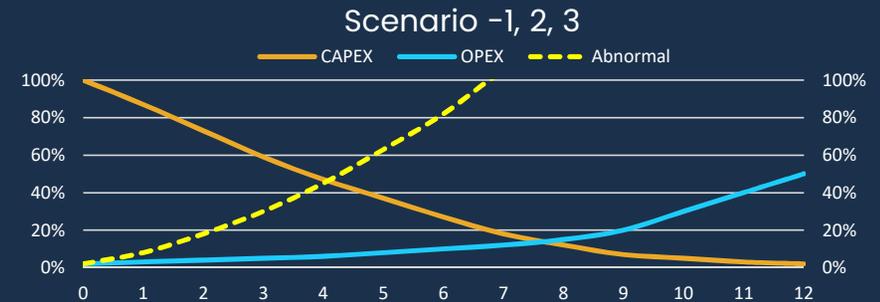
High Cost of ownership due to ineffective technology needs assessment results in purchasing high end equipment vs actual clinical needs

## Scenario 3 (Traditional Maintenance Management)

High cost of service due to inadequate maintenance management on safety standards and quality

## Scenario 4 (Analog data management) & (Analog data collection)

Unable to budget replacement for High cost of service due to lack or inaccurate techno financial data





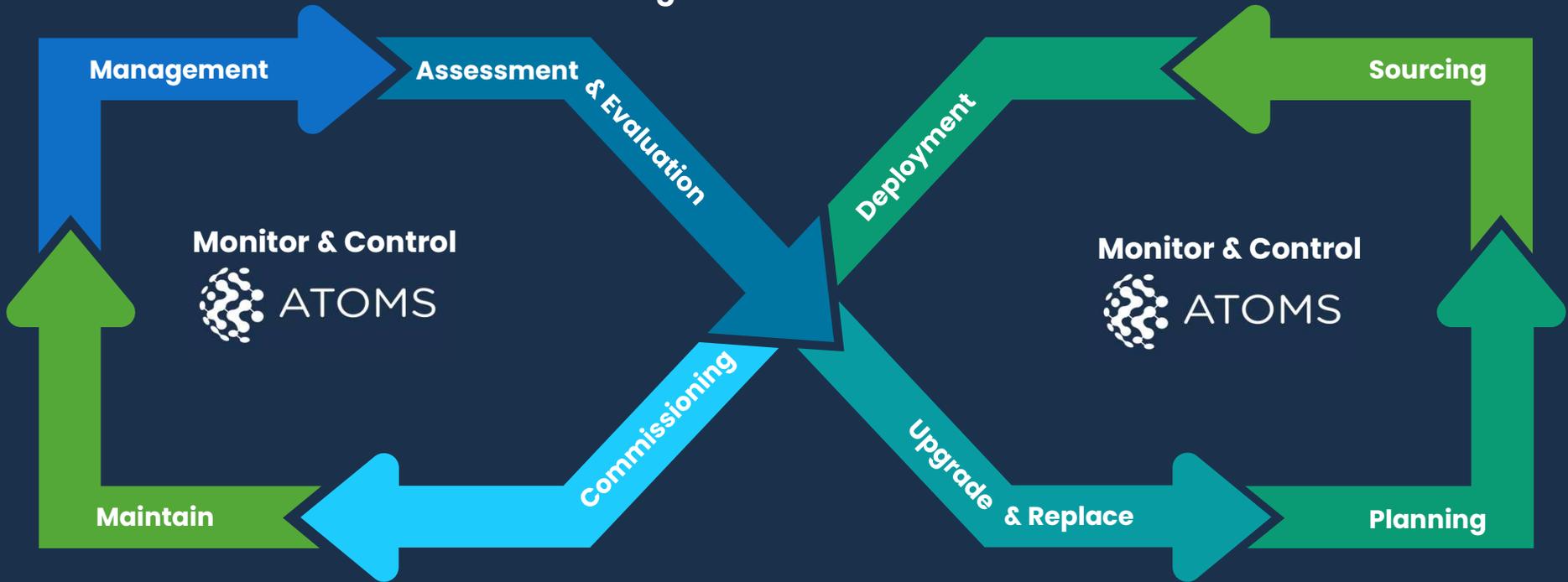
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# How can healthcare providers overcome these challenges ?



# Robust Managed Technology Life Cycle Management Framework

## FLOW Health Technology Life Cycle Management Framework

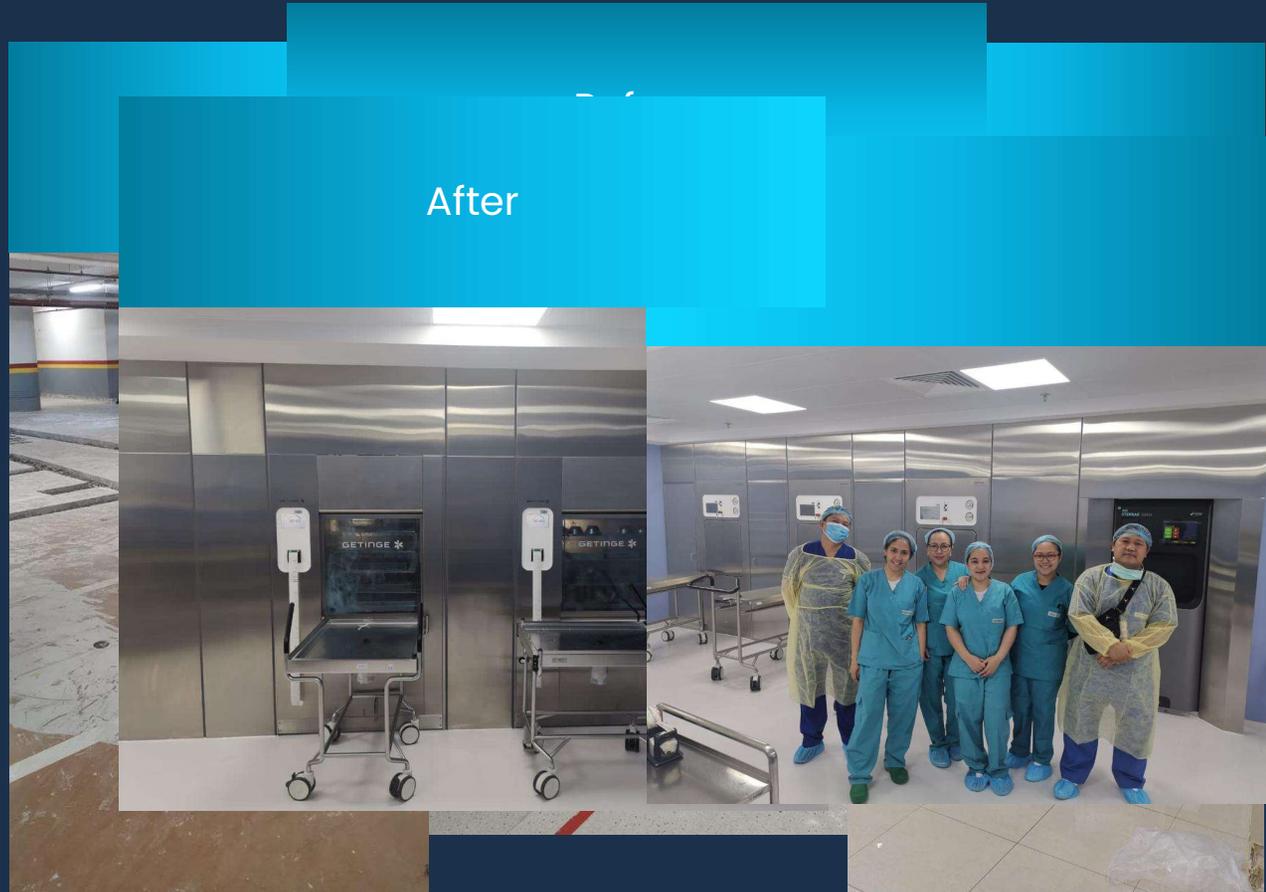
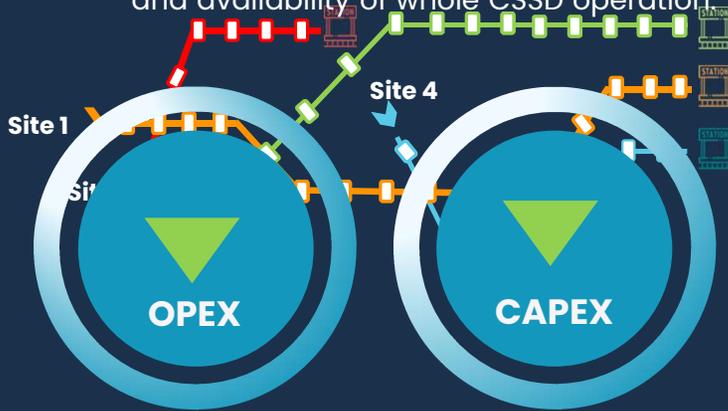




# Effective Healthcare Technology Deployment

## Project Outcomes :

- ✔ Customizes / tailors effective deployment to plant operations.
- ✔ Executing high level of quality and compliance.
- ✔ State-of-Art, smart and automated CSSD facilities.
- ✔ Improve TAT, traceability of instruments, and availability of whole CSSD operation.

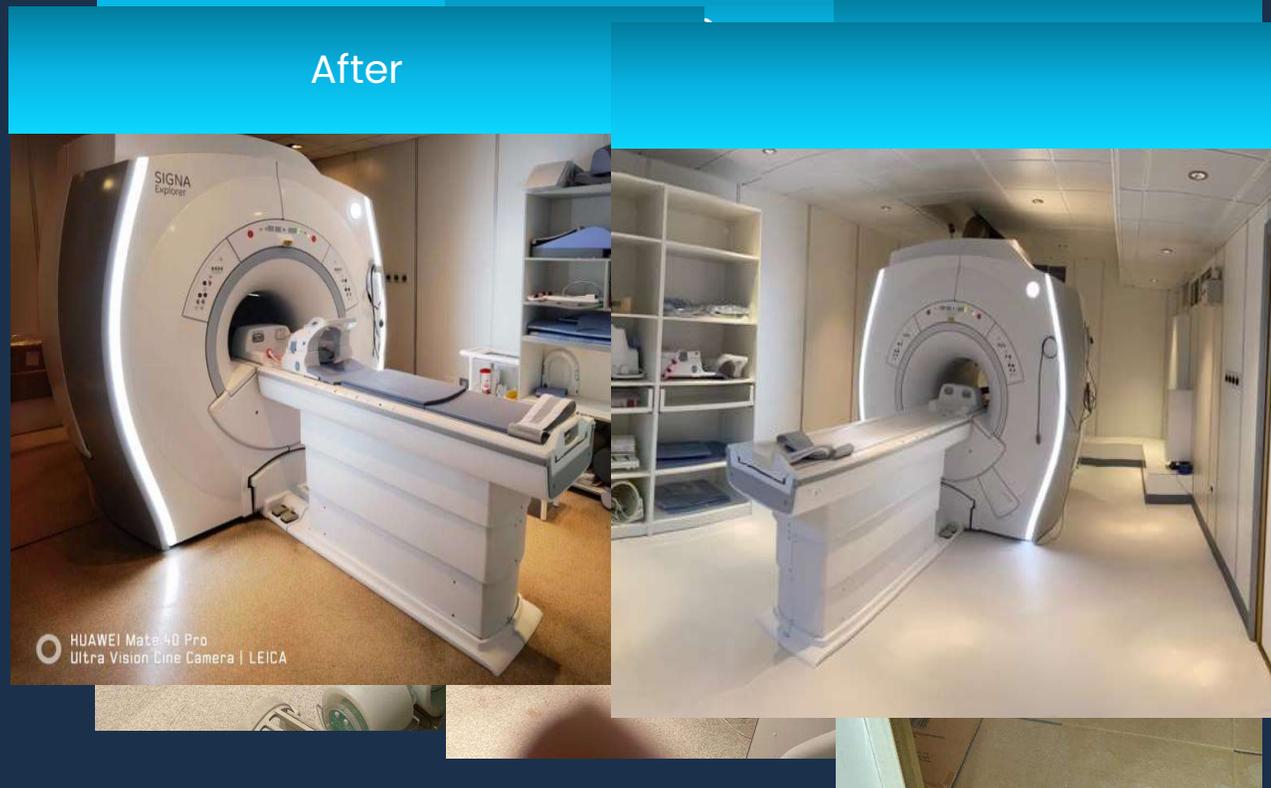




# UPGRADING AND FACE-LIFTING

## 7 MRI UPGRADING AND FACE-LIFTING

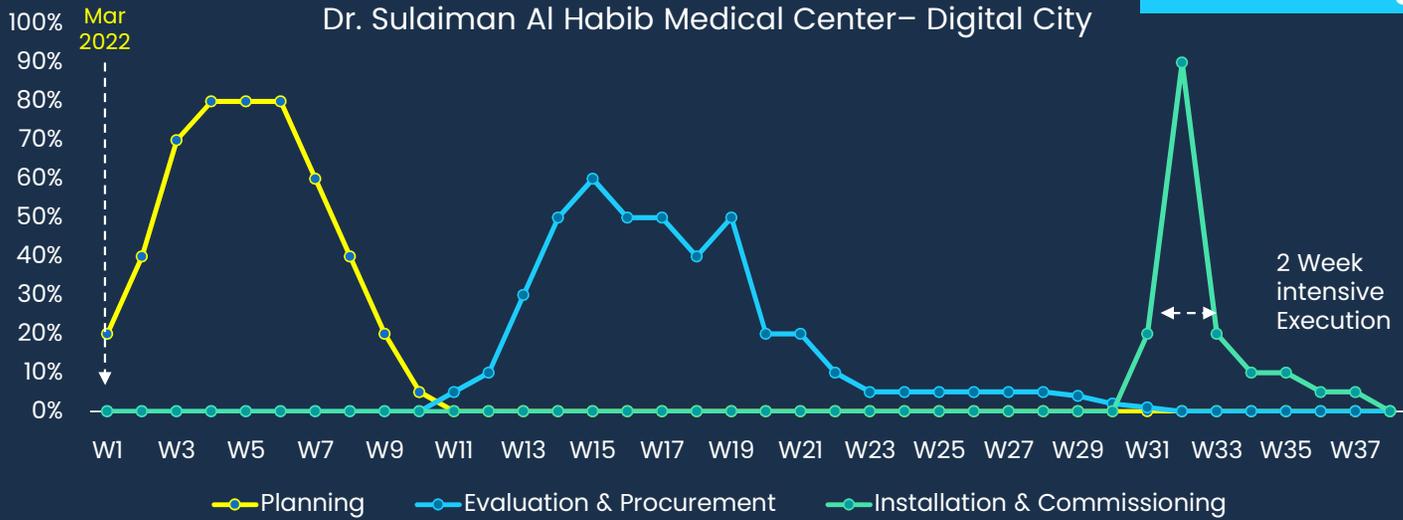
- ✓ Increased MRI Availability to do 30 % more patients
- ✓ 49% Reduction in routine exam time
- ✓ **2 weeks** Execution & deployment / site
- ✓ Drastic improvement in Images quality.
- ✓ Added new diagnostic functions that increased service portfolio including fMRI.





# High Agility & Speed

**60 % reduction in Installation & Commissioning time**



**26**  
Clinic

**4**  
Procedure Rooms

**50 - 100**  
Estimated # of Patient / Day

**179**  
Installed Base

-  **+200 Hrs**  
Planning & Designing
-  **+400 Hrs**  
Evaluation & Procurement
-  **+200 Hrs**  
Installation & Commissioning



# Efficiency & Sustainability

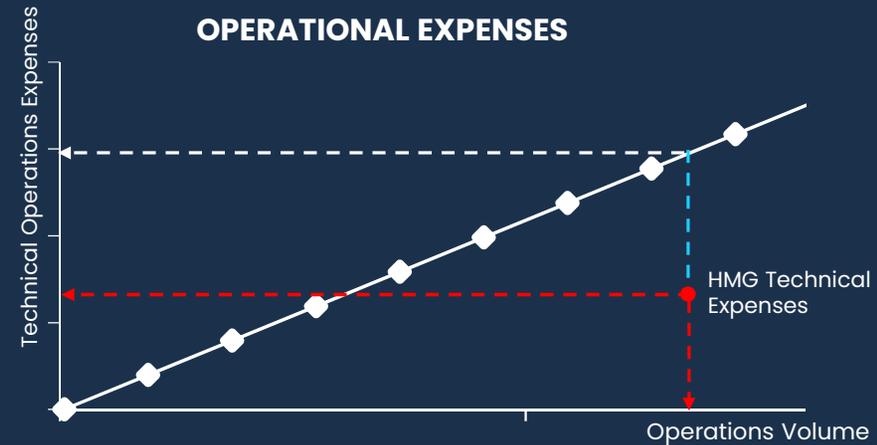
## OPERATIONS EFFICIENCY



## TECHNICAL TRANSACTIONS



## OPERATIONAL EXPENSES





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# How is FLOW Medical helping healthcare providers ?



## Leap Forward Engineering

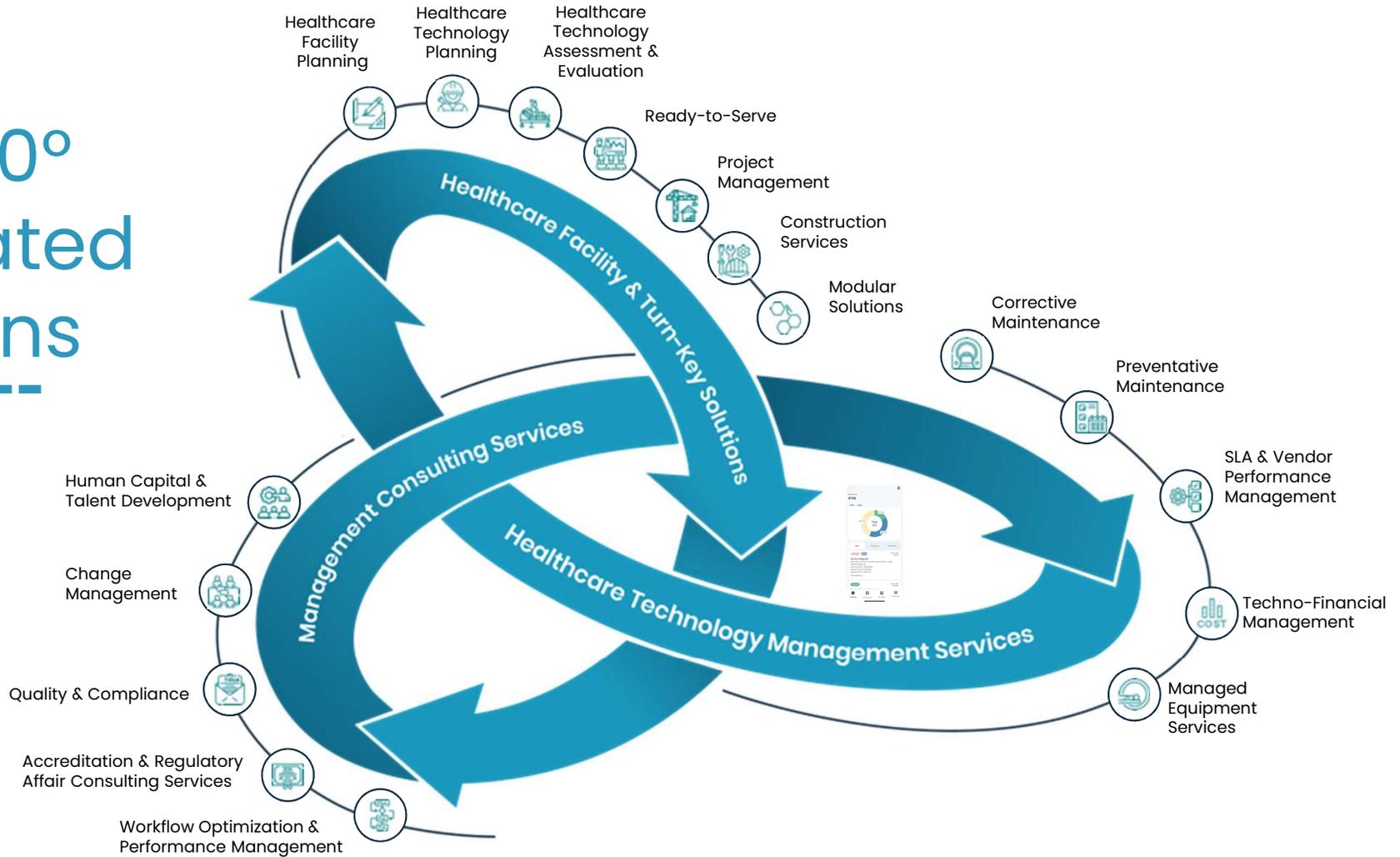
# »» Vision

Aim To Be A Leading Provider And Partner Of Choice In Engineering Services And Technical Solutions In The Region.





# Our 360° integrated Solutions



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# Accreditation

## ISO 13485:2016 Medical Devices Quality Management System



## ISO 9001:2015 Quality Management System



## ISO 45001:2018 Occupational Health & Safety Management System



## ISO 14001:2015 Environmental Management System



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MEDICAL SOLUTIONS

THANK YOU

