

Cooperation for Development & Sustainable Business A mutually beneficial dialogue

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Titel der Präsentation, Thema, Verfasser

Health ... an ideal objective in Development Cooperation

> "Health is a state of complete physical, mental and social well-being and not merely the absence of disease or infirmity."

(World Health Organization)



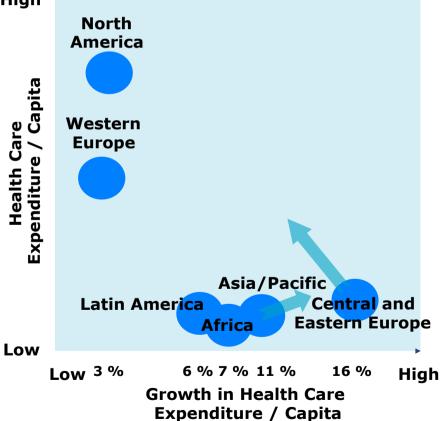


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Health Care Expenditure



Established Countries High North High per capita America HC expenditure: € 2,000 - 5,000 p.a. Western **Health Care** Moderate future Europe per capita HC expenditure growth rates:



Developing Countries

- Low per capita HC expenditure: € 100 - 550 p.a.
- Strong future per capita HC expenditure growth rates: 6 % - 16 % p.a.

Source: Economist Intelligence Unit

2 % – 4 % p.a.

Development cooperation

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Established countries' needs Integrated Health Care **Established** Developing countries' needs: countries' needs: Tertiary/Maximum Health Care Strong focus on Restructuring and cost containment primary health care measures (PPP, Secondary Health Care Build-up outsourcing) infrastructure for Reduction of CAPEX health care facilities backlog at each level Development and Create sustainable Primary Health Care implementation of services integrated systems

Developing countries' needs



Develop the right type of health care infrastructure

Work on the mindset for service and management

Train the people, assist and give support in both endeavors

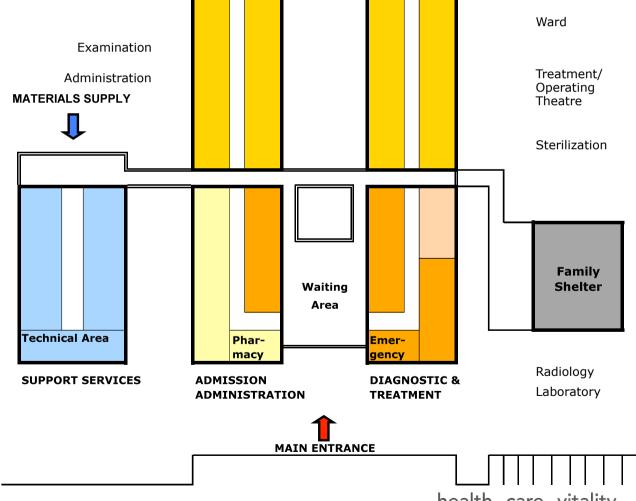
Accept responsibility (quality, maintenance; KPI's)

Primary Care

Modular Standard Layout Tailored to Local Needs





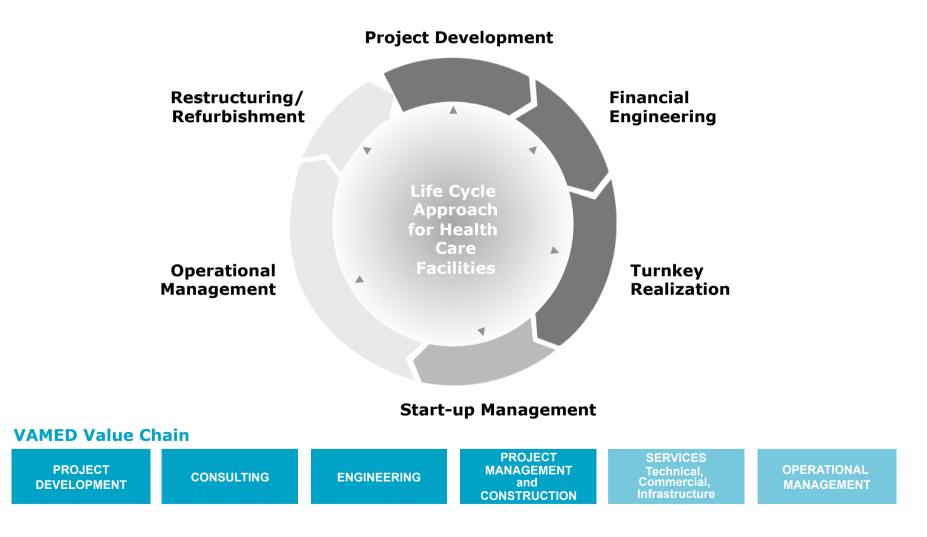


health. care. vitality.

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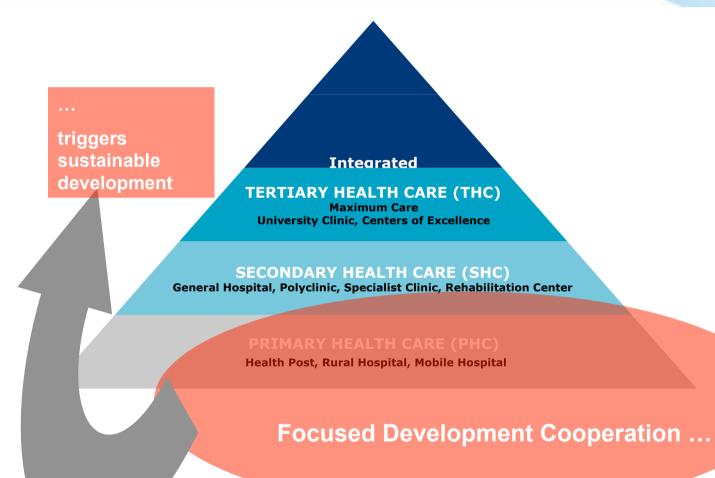
Value Chain throughout the Life Cycle

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From Primary Care to the Hospital of the Future





Primary Care Accomplishments in Developing Countries

- High number of realized projects

Language capabilities

Sustainability/long-term operations

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Financial engineering •

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Intercultural management



Successful training programs





Partners for Development



35 Locations in 29 Countries





3 Hospitals Milas, Polatli, Susheri, Turkey Medical equipment packages

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Completion: 1999 Beds: 50 - 150

- Services:
 - Planning
 - Installation
 - Testing & Commissioning
 - Training of Personnel
 - Warranty for 2 Years

World Bank Project Erzincan, Turkey Engineering & supervision for 3 hospitals

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Completion: 1996 Beds: 100 - 150

- Services:
 - Design
 - Engineering
 - Supervision of completion

Children's Hospital Quetta, Pakistan Engineering

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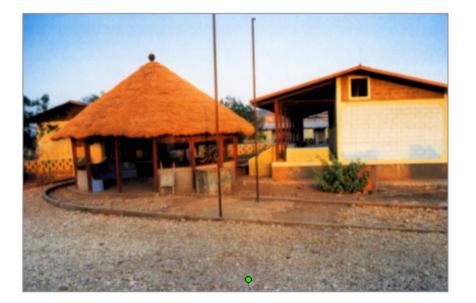


Completion: 1998 Beds: 110

- Services:
 - Organisational and Functional Planning
 - Medical Equipment Planning
 - M&E Installations Planning

Rural Health Centres, Ethiopia Turn-key implementation

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Completion: 1991 Beds: 30

- Services:
 - Design
 - Engineering
 - Construction
 - Equipping
 - Installation
 - Testing & Commissioning
 - Training of Personnel

3 District Hospitals, Ghana Turn-key implementation

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Completion: 2002 - 2007 Beds: 60 - 86

- Services:
 - Design
 - Engineering
 - Construction
 - Equipping
 - Installation
 - Testing & Commissioning
 - Training of Personnel
 - Maintenance for 2 year

First Health Project, Uganda Survey of hospitals & medical equipment package





Completion: 1995 Beds: 40 - 200

- Services:
 - Supply and Installation
 - Planning of Workshops
 - Training of Personnel

People's Hospital of Dongsheng Erdos, China Medical equipment package

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Completion: 2008 Beds: 198

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical equipment
 - Training of Personnel
 - Warranty for 1 Year

Chaocheng Central Hospital Chaohu, China Medical equipment package

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Completion: 2008 Beds: 300

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical and mechanical equipment
 - Training of Personnel
 - Warranty for 1 year

Hospital No 4 Hohhot, China Medical equipment package

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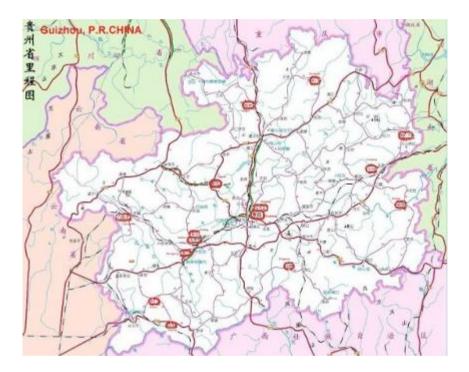


Completion: 2008 Beds: 260

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical and mechanical equipment
 - Training of Personnel
 - Warranty for 1 year

17Hospitals in Guizhou Province, China Medical equipment package

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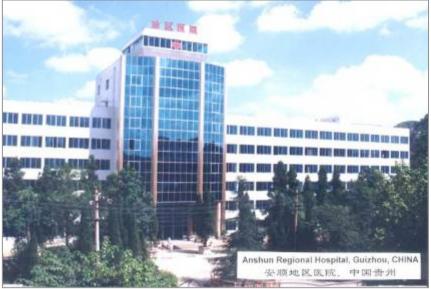


Completion: 2003 Beds: various

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical and mechanical equipment
 - Training of Personnel
 - Warranty for 1 year

45 Hospitals in 9 Provinces, China Medical equipment package

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Completion: 1995 Beds: various

- Services:
 - supply, installation and maintenance of medical diagnostic and laboratory equipment

Meuraxa Municipal Hospital Banda Aceh, Indonesia Turn-key implementation

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Completion: 2007 Beds: 120

- Services:
 - Design & Engineering
 - Construction
 - Supply of Medical and M&E Equipment
 - Project Management
 - Installation, Testing and Commissioning
 - Training of Personnel
 - Maintenance for 1 year

Dr. Jamil & Dr. Sardjito Hospital, Indonesia Medical equipment package (upgrading)

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Completion: 2002 Beds: 650 / 750

- Services:
 - Design & Engineering
 - M & E Installations
 - Supply of Medical and M&E Equipment
 - Project Management
 - Installation, Testing and Commissioning
 - Training of Personnel
 - Maintenance for 2 years

Dr. Soetomo Hospital, Indonesia Turn-key implementation

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Completion: 1999 Beds: 1500

- Services:
 - Design & Engineering
 - Equipping
 - Mechanical Equipment
 - Electrical Equipment
 - Medical Equipment
 - Installation
 - Testing & Commissioning
 - Training of Personnel
 - Maintenance for 2 years

16 Hospitals, Philippines Waste water treatment plants, medical equipment



Completion: 2000 Beds: 100 - 200

- Services:
 - Design
 - Engineering
 - Equipping
 - Installation
 - Testing & Commissioning
 - Training of Personnel

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37 Hospitals, Philippines Waste disposal facilities, medical equipment

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Completion: 1998 Beds: various

- Services:
 - Design
 - Engineering
 - Supply of Waste Disposal Facilities
 - Medical Equipment for OT's

Heart Institute, Vietnam Medical equipment package

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Completion: 2009 Beds: 160

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical and mechanical equipment
 - Supervision of construction works
 - Training of Personnel
 - Maintenance for 1 year

PMU I, Vietnam Medical equipment packages (upgrading)

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Completion: 2006 Beds: various

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical and mechanical equipment
 - Supervision of construction works
 - Training of Personnel
 - Maintenance for 1 year

PMU II, Vietnam Medical equipment packages (upgrading)

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Completion: 2006 Beds: various

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical and mechanical equipment
 - Supervision of construction works
 - Training of Personnel
 - Maintenance for 1 year

8 Hospitals, Dominican Republic Medical equipment packages

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Completion: 2002

- Services:
 - Project Management
 - Design
 - Engineering
 - Supply and Installation of key medical and mechanical equipment
 - Training of Personnel

Mobile Hospital Units, Dominican Republic Supply of specialized mobile units

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Completion: 2006

- Services:
 - Design, Engineering & Supply
 28 mobile clinics
 - 14 ambulances
 - 28 support pick up vehicles
 - 30 portable water purification plants
 - Start up and Commissioning
 - Staff training
 - Technical assistance
 - Maintenance for 18 months

Universidad de Santo Domingo, Dominican Republic Medical & educational equipment

AD DE CIENCIAS DE LA SALUD

Completion: 2001

- Services:
 - Design & Engineering
 - Supply of medical equipment
 - Supply of educational equipment
 - Installation
 - Start-up & commissioning
 - Staff training



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