

# Press

Joint Press Release

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**by Siemens Healthineers and  
Klinikum Lippe GmbH**

Erlangen/Detmold, October 1,  
2020

## Siemens Healthineers and Klinikum Lippe form long-term technology partnership

Siemens Healthineers and Klinikum Lippe GmbH (KLG) are entering into a ten-year technology partnership for all the healthcare provider's locations. The contract covers delivery and maintenance of large imaging equipment and ultrasound units, and the partnership also includes a training concept for equipment operators, as well as consulting on optimizing the equipment fleet and operating procedures at the clinic's hospitals. Modernizing the equipment is expected to enhance availability still further. The flexible equipment concept should enable Klinikum Lippe to get in on technological innovations early, and can reduce its overall cost of procurement and maintenance over the life of the contract. "This technology partnership is an important milestone for us on our way to becoming a university-based full-service care provider. The ultramodern fleet of equipment and Siemens Healthineers' comprehensive service and consulting will improve our care delivery processes still further. They will also be an important resource for our medical research," says Dr. Johannes Hütte, Managing Director of Klinikum Lippe. The new medical systems will permit even more accurate diagnoses and therapies for patients. The partnership agreement is for a project total of about EUR 30 million.

"We've worked with Klinikum Lippe to develop an economically viable, flexible



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overall concept. Both the clinic and its patients will benefit equally from our innovative equipment and systems. We're looking forward to a successful partnership," says Dr. Stefan Schaller, Head of the Germany organization at Siemens Healthineers. Siemens Healthineers will be delivering the first units to the clinic's Lemgo site, to be used at its internal school for Medical Technology Radiology Assistants (MTRAs).

Klinikum Lippe GmbH is a community healthcare corporation, and one of the largest municipal hospitals in Germany. It includes the Lippe Detmold Clinic in Detmold, the Lippe Lemgo Clinic in Lemgo, and the Lippe Health Center in Bad Salzuflen. The clinic is currently the academic teaching hospital of Göttingen University, and is scheduled to become part of Bielefeld University's East Westphalia-Lippe University Clinic. Its roughly 2,800 employees provide care for some 100,000 outpatients and 50,000 inpatients a year, and around 30 clinics and centers of competence at its three sites cover virtually every specialty.

Over the next ten years, Siemens Healthineers will replace 147 systems, including two magnetic resonance (MR) tomography units and three computed tomography (CT) scanners. The equipment will also incorporate the latest software solutions, such as AI-assisted automated analytical procedures for stroke diagnosis or for lesion load determination in multiple sclerosis. Units will also be able to image a moving heart in cardiac CT.

The agreement with Klinikum Lippe is known as a "Value Partnership" – what Siemens Healthineers calls its long-term, earnings-oriented partnerships that enable healthcare providers to enhance their enterprise value and reduce operating complexity. As part of the partnership, Siemens Healthineers analyzes and improves

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clinical processes, expands the range of services, and increases clinical capabilities. Innovative medical technology solutions and other technologies enhance the quality and precision of care throughout the institution. Value Partnerships already exist with such entities as Hamilton Health Sciences in Canada, the University of Missouri System in the USA, Dallah Health Company in Saudi Arabia, and Braunschweig Municipal Clinic.

You can find this press release and a press photo at

[www.siemens-healthineers.com/press-room/press-releases/lippe.html](http://www.siemens-healthineers.com/press-room/press-releases/lippe.html)

Further information on value partnerships is available at

[www.healthcare.siemens.com/services/value-partnerships](http://www.healthcare.siemens.com/services/value-partnerships)

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**Siemens Healthineers AG** (listed in Frankfurt, Germany: SHL) is shaping the future of Healthcare. As a leading medical technology company headquartered in Erlangen, Germany, Siemens Healthineers enables healthcare providers worldwide through its regional companies to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, improving the patient experience, and digitalizing healthcare. Siemens Healthineers is continuously developing its product and service portfolio, with AI-supported applications and digital offerings that play an increasingly important role in the next generation of medical technology. These new applications will enhance the company's foundation in in-vitro diagnostic, image-guided therapy, and in-vivo diagnostics. Siemens Healthineers also provides a range of services and solutions to enhance healthcare providers ability to provide high-quality, efficient care to patients. In fiscal 2019, which ended on September 30, 2019, Siemens Healthineers, which has approximately 52,000 employees worldwide, generated revenue of €14.5 billion and adjusted profit of €2.5 billion. Further information is available at [www.siemens-healthineers.com](http://www.siemens-healthineers.com)

**Klinikum Lippe** is one of Germany's largest community hospitals. Its roughly 30 clinics and centers of competence at three locations cover virtually every specialty. The staff of some 2,800 employees possesses a valuable inventory of knowledge and experience. Top priorities are humane treatment, empathy and capability. The clinic treats some 50,000 inpatients and 100,000 outpatients a year, from neonates to centenarians. With a total of 1,198 beds, Klinikum Lippe makes an important contribution to medical care in the East Westphalia-Lippe Region. Klinikum Lippe GmbH comprises three sites – Lippe Detmold Clinic, Lippe Lemgo Clinic, and the Lippe Health Center in Bad Salzuflen. Lippe County is the sole shareholder. The prime task of Klinikum Lippe is to provide the best possible medical care for people in Lippe County and the adjoining regions. As a full-service facility, it offers top-performance medicine at a university level – with qualified specialists and up-to-date medical equipment. You can find out more at [www.mitherzundhightech.de](http://www.mitherzundhightech.de)

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