

Medtronic

Integrated Health SolutionsSM

Case study: Accessing state-of-the-art facilities and technology helps Duna Medical Center serve more patients and provide better care.

Duna Hospital, Hungary



Overview

Running a hospital is complex and time consuming. It requires administrators to keep many aspects in focus at once – budgeting, staffing, operations, safety, and more – all while working to attract more patients through the latest technology and procedures. Our IHS team and array of solutions can positively impact all of those areas, helping hospitals make the most of their time and resources.



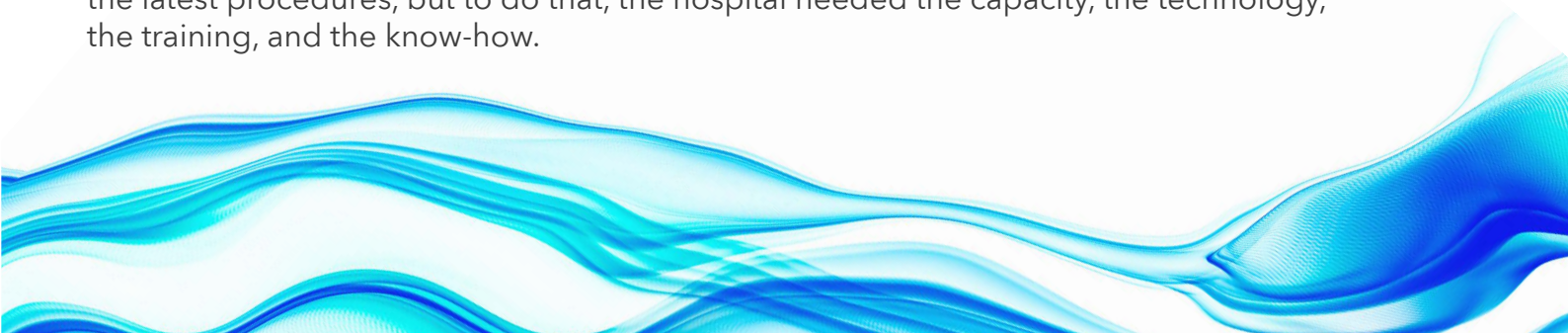
Duna Medical Center (DMC)

Duna Medical Center (DMC) is a private hospital located in Budapest, Hungary. They aim to become the leading private hospital in the region, known for its ability to provide safe, high-quality services and the latest procedures to their patients. That's why, in 2017, they embarked on a seven-year partnership with Medtronic Integrated Health Solutions (IHS) to develop a new hospital that will offer patients highly advanced therapy and treatments while broadening local access to new levels of expertise and technology.



The Challenge

With just two ORs and 14 inpatient beds, the hospital was struggling to meet the growing needs of the local population. In addition, they wanted to improve outcomes by offering the latest procedures, but to do that, the hospital needed the capacity, the technology, the training, and the know-how.



The Turnkey Set-up solution

With our deep clinical expertise and experience building and managing ORs and Cath Labs, we were able to provide an array of services to help Duna realize its ambitions. The hospital already had an OR and ICU concept and design completed, so IHS provided the following assistance:

Our OR and Cath Lab Turnkey Set-up solution typically includes financing and set up of state-of-the-art technology and infrastructure. It also includes design and construction, and is based on a complete understanding of:

- Client needs and aspirations
- Optimal staff and patient pathways
- Local regulations

1. Reviewed and provided input on the interior design for the ORs and ICU.

This included helping optimize the patient and staff pathways. And, using IHS' proprietary software, we modeled the procedure rooms to ensure the dimensions would accommodate the latest technologies planned for the room (regardless of device brand).



2. Recommended, sourced and installed a modular, prefabricated wall cladding solution.

Duna needed modern, efficient ORs that are ready for future upgrades, so we recommended prefabricated wall cladding, which is easy to remove, update and sterilize. This work included sourcing and negotiating pricing. This solution enables the seamless integration of all wiring and technology, including screens and keyboards that allow surgeons to see patient data and images coming from devices.



Modular wall panels can also include glass panels for displaying artful images.

3. Served as a liaison between the design and construction team and client.

Using our extensive background in OR design and construction, we were able to provide neutral, third-party advice to Duna when decisions needed to be made.

4. Equipped and set up the ORs.

With surgeons' input, we configured and equipped the ORs with pendant surgical lights, video integrations, and more, based on their needs. This included sourcing and recommending brands – choosing the best balance between quality and price.

In addition to the turnkey set-up, IHS is providing:

1. Managed Equipment Services

which will help ensure equipment is maintained and operating correctly.

2. Material Management

which includes an onsite Material Manager to track product usage, improve product availability, eliminate expiration risk, and enable nursing staff to focus on patients rather than non-core duties.

3. Managed Services

which will provide an OR floor manager to manage and maintain the OR equipment.

4. IT Software and Services

which will integrate with the hospital's systems and help ensure surgical carts are equipped with products according to each surgeon's needs, as well as planning and scheduling software to ensure maximum on-time procedures.

5. Consultancy Services

which will help set marketing and clinical strategy, build the referral network, improve the patient experience, and deepen staff satisfaction and engagement.



The Impact

In January 2021, the new hospital opened, featuring:

45

specialties

20,000

meters of
floor area

4

operating rooms
with 2 additional
ORs for future
use

28

inpatient beds
(increased
from 14)

Since opening, Duna has been adding 10 to 15 new procedures to their portfolio every month, growing 30% overall in 2021. During this period Duna Medical Center also became the largest Bariatric surgical account in Hungary, growing its procedure numbers on a monthly basis.

In addition, they opened a new Obstetrics department and added a new computerized tomography (CT) technology to the Radiology department.

More to come

In the near future, with support from Medtronic, Duna plans to expand into the neurosurgery and cardiovascular fields, with robotics as a key focus for development.

What the hospital is saying:

"Medtronic IHS pushes us, in a good way, to explore opportunities and be more courageous. They are not only a technology provider, they help us develop in ways that make us better as a healthcare institution."

Anita Gurney, CEO

"IHS' biggest value is their knowledge and their connections. They bring the right solutions, technology, and partners to the table and help us all move in the same direction in a coordinated way."

**Alex Pochuev,
Deputy CEO**

About Medtronic IHS

Integrated Health Solutions builds on Medtronic's unique combination of capital resources, process optimization expertise and therapy knowledge. IHS partners with hospitals and clinics across EMEA, offering solutions that help care providers optimize costs and outcomes while driving higher value and patient satisfaction. In cooperation with medical institutions, IHS develops innovative services and solutions to improve efficiency, reduce costs, facilitate patients' access to different types of treatment, and improve outcomes.

Would you like to know more about what IHS can do for your hospital?

Reach out to your Medtronic contact or email us at:

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2022-ihd-duna-case-study-en-we-7342259
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