

Medtronic

Integrated Health SolutionsSM

Helping a public hospital group optimize their Cath Lab resources and efficiency

Franciacorta Healthcare Group
Lombardy, Italy





The Franciacorta Healthcare Group in the Lombardy region in Northern Italy is a consortium of six hospitals: Chiari, Cremona, Mantova, Esine, Seriate, and Bergamo Hospitals. Together, they perform nearly 9,000 cardiovascular procedures annually.

The Challenge

These hospitals have experienced soaring demand for cardiac care, including both surgical and interventional procedures, driven by an aging population, poor lifestyle habits, and chronic diseases. Unfortunately, this is occurring in an environment where healthcare systems like Franciacorta are already dealing with scarce resources and cost sensitivity. This is why they turned to Medtronic Integrated Health Solutions (IHS) to help them maximize their resources so they can put their focus on what matters most: patient care.

An Innovative Tender Seeking an Innovative Solution

In 2021, Medtronic IHS (operating in Italy as NGC Medical), won a five-year public tender to support the consortium's move to outsource their medical device supply chain using IHS' Cath Lab Managed Services (CLMS) solution as well as improve an existing Cath Lab room at two of the hospitals. In November 2024, as part of this tender, IHS began design and construction of a new hybrid operating room and delivering angiograph imaging technology at Seriate Hospital.

This public tender used an innovative approach, in which one leading hospital issued the public tender and included a formal opportunity for the other hospitals to join. This enabled the consortium to efficiently manage all of the administrative activities related to the tender, including evaluating proposals and selecting partners. In this instance, through this unique public procedure, all six hospitals were able to join the same tender at different times. Four of these hospitals were already IHS customers that renewed and expanded their contracts, and two hospitals, inspired by IHS' CLMS program, joined a few months later.

Hospital name	#Total beds	#Cath Lab Rooms Managed by IHS
Chiari	300	2
Cremona	500	2
Mantova	630	2
Esine	358	1
Seriate	282	3
Bergamo	1,024	2
Total	3,094	12

All data has been verified by the hospital and IHS.

Franciacorta based its selection of IHS on a range of factors:

- Wide-reaching range and reliability of proposed medical equipment for the Cath Labs
- Structure of the CLMS solution
- Breadth of choice of medical devices

The Solution

IHS' CLMS solution included taking over materials management at all six hospitals and refurbishing a Cath Lab room at two of the hospitals. The solution included the following elements:

1. **Materials Management Services**

This moved non-clinical supply management activities to IHS, which enabled the hospital staff to focus more on patient care. It included full-time onsite IHS staff to manage stock and inventory. With IHS directly procuring and owning the stock, the team can track product usage, improve product availability, and eliminate expiration risks and other stock-related costs.

2. **Advanced IT software and services**

A digital solution integrated with the hospital's systems to manage the supply chain. These IHS IT services help the hospital ensure that enough product is available based on pending procedures, as well as analyze product consumption.

3. **Managed Equipment Services**

This included both onsite activities and remote monitoring to ensure the Cath Lab's equipment was running optimally with minimal downtime. It also involved lifecycle management for specialized equipment, as well as ongoing and other maintenance.

4. **Turnkey set-up**

Multidisciplinary experts helped guide the Chiari and Seriate hospitals in designing and equipping their new Cath Labs with state-of-the-art infrastructure and technologies. The solution encompassed refurbishing the rooms and delivering and installing new equipment, including angio-systems.

What the hospital is saying

// The introduction of the Stock Control System made order management more efficient, improved nursing workload quality, and reduced procurement downtime. In addition, the daily presence of IHS staff helped us optimize our resources and be more precise and punctual in checking material and carrying out orders. We really appreciated IHS' professionalism in solving problems and positively influencing our team."

Professor Antonio Piti, head of Cardiology Department, Hospital Bolognini, Seriate

The Impact

The solution yielded the following improvements at the hospitals:

1. Materials Management

- Enabled just-in-time device availability, which eliminated delays or cancellations due to missing materials
- Achieved a **100% reduction** of the hospitals' costs related to stock management and avoided all expired stock risk due to IHS owning the stock and procurement
- Oversaw existing suppliers and added more than 30 vendors to extend the potential device alternatives while ensuring greater availability of stock
- Realized VAT (value added tax) savings on annual consumption, due to more accurate categorization of devices and procedures
- Freed up hospital staff time:
 - Enabled clinical staff to be fully dedicated to patient care, when previously, 40% of their time was spent on non-clinical tasks
 - Saved administrative time by taking over as the supplier, which reduced managing a number of invoices and orders to one order and one invoice per month, rather than 30 suppliers with 30 contracts and at least 30 invoices and orders per month.

2. Advanced IT Software and Services

- Enabled the immediate transfer of data to hospital's systems through a customized integration, which also facilitated data flows from hospital to NHS
- Facilitated the efficient management of stock availability
- Tracked consumption rates per products per department to enable just-in-time stock availability
- Provided data to enable more accurate reporting.

3. Managed Equipment Services

- Delivered products on-budget while reducing lead times (both for Managed Equipment Services and Cath Lab refurbishments)
- Provided a vendor-agnostic equipment approach that maintained clinical freedom of choice
- Achieved around 99% equipment uptime.

4. Turn-key set-up

- Offered a single point of contact and end-to-end project management
- Facilitated access to IHS' capital funding resources, which enabled a state-of-the-art infrastructure while allowing the hospital to convert capital expenditures to operational expenditures
- Provided a team of experts to manage the on-budget delivery of projects
- Reduced project lead time by 20% through turnkey activation
- Created the potential for two of the hospitals to treat more patients once staffing is completed due to an added Cath Lab.

100%

Reduction of hospitals' costs related to stock management

40%

Clinical staff's time freed up from non-clinical tasks

99%

Equipment uptime

20%

Reduction in project lead time through turnkey activation



About Medtronic IHS

Integrated Health Solutions builds on Medtronic's unique combination of capital resources, process optimization expertise, and therapy knowledge. 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. **In Italy, IHS activities are provided by NGC Medical S.r.l.**

Would you like to know more about what IHS can do for your hospital? Learn more by visiting our website, reaching out to your Medtronic contact, or emailing us at: integratedhealthsolutions@medtronic.com

Medtronic

Medtronic International Trading Sarl
Route du Molliau 31
Case postale
1131 Tolochenaz
Switzerland
Tel: +41 (0) 21 802 70 00
Fax: +41 (0) 21 802 79 00

medtronic.eu

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