

## **Siemens Announces \$11.7M Enterprise Archiving Contract with Intermountain Healthcare, New Enhancements to syngo.via and syngo.plaza at RSNA 2012**

The Associated Press

MALVERN, Pa.--(BUSINESS WIRE)--Nov 26, 2012--Today, Siemens Healthcare announced the signing of an \$11.7M, multi-year contract with Intermountain Healthcare, Salt Lake City, to deploy Siemens Image Sharing & Archiving (ISA)<sup>1</sup> vendor neutral archive to handle Intermountain Healthcare's enterprise imaging needs. Siemens ISA is a hosted vendor neutral archive that stores images from any modality in the Siemens Healthcare Computing Center (HCC); images are redundantly hosted in a Dell data center, and the archive is managed with Dell's clinical data management software. Siemens presented ISA in booth 1645 at the 98th Scientific Assembly and Annual Meeting of the Radiological Society of North America (RSNA) at the Lakeside Center, Hall D, McCormick Place, from Nov. 25-30. Additionally, Siemens showcased a new version (VA20)<sup>2</sup> of its 3D routine and advanced reading software syngo.via.<sup>3</sup> Siemens also demonstrated an entry-level software package for 3D visualization of computed tomography (CT) examinations. Finally, Siemens spotlighted a new version (VA20D) of its picture archiving and communications system (PACS) syngo.plaza, which features productivity boosting enhancements that support fast and efficient reading.

"It is important that we examine cost efficiencies in the way we implement our information technology and Siemens and Dell worked with us to structure this contract in such a way that our costs for managing images would scale with our utilization - but not in a traditional way," said Marc Probst, Vice President and Chief Information Officer, Intermountain Healthcare. "For instance, if our volume expands we would expect our costs per study to go down, as a result of the increased volume, but what gives us more peace of mind is the fact that if our imaging volume actually goes down, we have an opportunity to reduce our overall costs. This type of budget certainty is a key factor in making this solution our long-term answer to enterprise image management." Intermountain Healthcare is an internationally recognized, nonprofit, system of 22 hospitals, a Medical Group with more than 185 physician clinics, and an affiliated health insurance company, SelectHealth. The organization serves patients and plan members in Utah and southeastern Idaho. Siemens ISA is a joint offering between Siemens and Dell, whereby Siemens provides the first line archiving in the company's Healthcare Computing Center (HCC), while using Dell's clinical data management software and securely federating images to the Dell Cloud Clinical Archive (DCCA). The solution is a true vendor neutral archive that helps healthcare providers consolidate imaging data from multiple picture archiving and communications systems (PACS) and adopt a more predictable total cost of ownership, enabling image-generating departments to budget and predict IT costs similar in a more uniform manner.

“Healthcare providers today are facing budgetary and reimbursement pressures, especially for diagnostic imaging, so in order to help health systems grow in a sustainable way we find it necessary to deliver solutions and ongoing services that help them achieve their clinical objectives while improving their bottom line operations,” said Kurt Reiff, Vice President, Business Management, SYNGO Americas.

Enhancements to syngo.via Siemens also unveiled new enhancements to the syngo.via 3D routine and advanced reading software which provide greater functionality and access to even more workflow-boosting clinical applications. As an example, syngo.via now includes new applications 3 for mammography reading and for complex examinations in neurology, oncology, and cardiovascular diagnostics.

Furthermore, as scans can be compared with images from other modalities without the need to switch applications, syngo.via helps streamline workflow. Another new feature, called Region Growing 4 enables syngo.via users to better visualize anatomical structures from volume datasets, for example from vascular or neurological examinations. This improved view assists both the diagnosis and surgical planning.

New entry-level solution syngo.via Element <sup>4</sup> To address the needs of lower volume facilities or those just moving to mid-range multi-slice CT scanners, Siemens now offers syngo.via Element, an entry-level solution for 3D routine and advanced reading. syngo.via Element is designed to meet the needs of specialized practices and community hospitals. In many cases, a practice may need to rely on some high-quality 3D visualization software applications, but may not require a full suite of syngo.via applications. syngo.via Element is available with the SOMATOM® Perspective and SOMATOM Emotion CT scanners from Siemens. This software configuration is based on the latest syngo.via version and includes applications and functionalities specifically designed for reading CT studies, for example in neurology and oncology.

New version of syngo.plaza syngo.plaza is the agile PACS and reading software, where 2D, 3D, and 4D reading come together in one place. The new version of syngo.plaza (VA20D) supports fast and efficient diagnostic with enhancements that allow for rapid loading performance and enhanced functionality called Token View, for enhanced usability and a new approach to navigate through studies and series. syngo.plaza provides a high loading performance of up to 200 images/sec. <sup>5</sup>, which is a benefit when reading cross-sectional imaging studies from modalities such as CT or magnetic resonance imaging (MRI). Token View provides a quick guide across studies and helps identify what is already displayed on the screen and what is loaded in the background. Developed in close cooperation with users, it helps to keep the user oriented within the study, especially when reading large studies. Because syngo.plaza integrates seamlessly with syngo.via, users can tap into the ultimate potential of syngo – accessing a host of innovative applications through a common interface which can be tailored to meet personal reading preferences.

The new syngo.via <sup>4</sup> and syngo.plaza versions support hospitals and practices in

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their efforts to improve efficiency by using healthcare information technology, which is one of the goals of Siemens Healthcare's initiative, Agenda 2013.

For additional information on Siemens ISA, please visit: [usa.siemens.com/ISA](http://usa.siemens.com/ISA) For additional information on syngo.via, please visit: [www.siemens.com/syngo.via](http://www.siemens.com/syngo.via) For additional information on syngo.plaza, please visit: [www.siemens.com/syngo.plaza](http://www.siemens.com/syngo.plaza) <sup>1</sup> Siemens Image Sharing & Archiving is only available to customers in the United States.

<sup>2</sup> The product is pending 510(k) clearance, and is not yet commercially available in the United States.

<sup>3</sup> syngo.via can be used as a standalone device or together with a variety of syngo.via-based software options, which are medical devices in their own rights.

<sup>4</sup> The information about this product is being provided for planning purposes. The product is pending 510(k) review, and is not yet commercially available.

<sup>5</sup> Data on File. Results may vary.

Launched in November 2011, "Agenda 2013" is the initiative of the Siemens Healthcare Sector to further strengthen its innovative power and competitiveness. Specific measures, which will be implemented by the end of 2013, have been defined in four fields of action: innovation, competitiveness, regional footprint, and people development.

The Siemens Healthcare Sector is one of the world's largest suppliers to the healthcare industry and a trendsetter in medical imaging, laboratory diagnostics, medical information technology and hearing aids. Siemens offers its customers products and solutions for the entire range of patient care from a single source - from prevention and early detection to diagnosis, and on to treatment and aftercare. By optimizing clinical workflows for the most common diseases, Siemens also makes healthcare faster, better and more cost-effective. Siemens Healthcare employs some 51,000 employees worldwide and operates around the world. In fiscal year 2012 (to September 30), the Sector posted revenue of 13.6 billion euros and profit of 1.8 billion euros. For further information please visit: [www.siemens.com/healthcare](http://www.siemens.com/healthcare).

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