

Independent expertise in Managed Equipment Services

- Financially intelligent asset strategies
- Whole lifecycle management of medical equipment
- Long term efficiency benefits to the NHS

Asteral is the leading vendor-independent provider of Managed Equipment Services (MES) to the NHS. We offer a powerful blend of clinical, technical and commercial expertise to help in the operation of healthcare facilities delivering maximum equipment availability, minimised risk, reduced costs and the creation of efficiencies that lead to our shared goal of improving patient care.

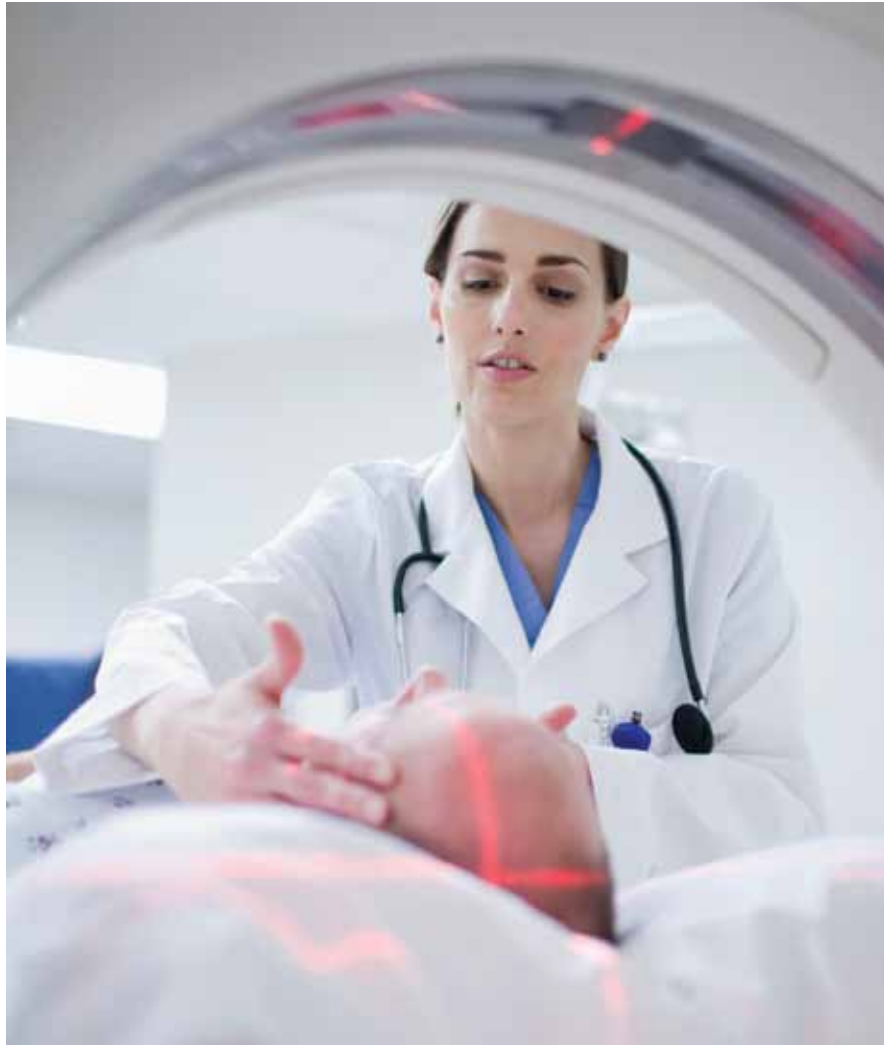
Many Trusts rely on Asteral to help them plan, procure and manage equipment facilities across the hospital including Diagnostic Imaging, Oncology and complex EBME inventories. Our services cover each step of the equipment cycle, from initial assessment of clinical need through to remarketing equipment at the end of its working life.

Asteral's specialist teams include clinical scientists, project managers, medical facility design-and-build professionals, medical equipment technicians, equipment maintenance experts and highly experienced NHS finance consultants; always drawing on the best available personnel from the NHS and private sectors.

We are experts, but more importantly, we are independent experts. Asteral does not manufacture medical equipment or consumables, we have no commercial tie-in with Original Equipment Manufacturers (OEMs) and we vigorously exercise our independence on behalf of the NHS to create an innovative service that encompasses best-fit solutions for our customers and patients.

“Asteral gives my Trust flexibility over choice and timing of equipment replacement along with improved value, lower maintenance costs, better procurement and peace of mind”

**Finance Director,
Whittington Hospital NHS Trust**



Asteral services are delivered through four divisions:

Planning Services

Asteral works with NHS Trusts to create financially intelligent equipment strategies that match provision to patient need, now and for the long term. Our Planning Services are designed to help hospitals extract maximum performance from the medical equipment asset base.

Partnership Services

Asteral is the UK's leading MES provider to the NHS. Our independence allows us to work in true strategic partnership with NHS Trusts, providing effective equipment solutions and services based on clinical requirements. We pride ourselves on the quality, value for money and innovative nature of our Partnership Services.

Maintenance Services

Asteral takes away much of the complexity and risk inherent in maintaining medical equipment portfolios, providing a responsive, accountable, quality-assured service to NHS Trusts that maximises availability and uptime. Our vendor-independent approach and commitment to quality makes us the ideal partner to manage a diverse and varied clinical asset base.

Remarketing Services

Asteral provides an MHRA compliant remarketing solution that removes risk and delivers strong financial returns. Our Remarketing Service will purchase redundant equipment outright, providing NHS Trusts with the assurance that they will not hold future liability of the assets, whilst also generating maximum return on out-of-date equipment.



The Asterol Difference

Asterol's blend of independence and NHS experience means that we are ideally positioned to work as a strategic and commercial partner to NHS Trusts across the UK.

Asterol understands the NHS. We understand its systems and processes, its pressures and priorities, its culture and chemistry, the way it is organised and funded, the decision-making process; in short, what makes the NHS tick.

It is important that we do. The services provided by Asterol are central to the way many Trusts deliver care and treatment to their patients. Our people, many with NHS experience, touch almost every element and department within the acute structure and become an integral part of the hospital team.

This level of involvement with Trusts is only possible because we operate totally independently of medical equipment manufacturers and suppliers, enabling us to develop strategic and commercial partnerships with Trusts based purely on their clinical and financial needs.

With shared goals and objectives, Asterol and its partners have the exciting possibility of creating genuine transformational change in the way equipment services are provided in the NHS.

Why Asterol?

Asterol's distinctive approach to managing medical equipment offers significant advantages to Trusts.

Value for money

Through a combination of economies of scale, volume procurement, VAT reclaim and process standardisation, Asterol services are proven to offer better value for money compared with alternative methods of acquiring and managing medical equipment.

Greater equipment and service efficiencies

We generate higher levels of availability, productivity and utilisation, to provide patients with a better service. Fewer cancellations, increased patient flow and reduced waiting lists can lead to an enhanced Trust rating.

Improved clinical governance

Our solutions significantly reduce risk through maintenance, process standardisation and comprehensive, real time record keeping – providing full regulatory compliance.

Access to third party funding

Asterol secures private sector funding to facilitate the introduction of new equipment and services, enabling Trusts to effectively plan current and future resources.

Enhanced patient experience and clinical outcomes

By providing Trusts with the latest and most appropriate equipment, patients experience safe, good quality facilities and benefit from treatment with state of the art technology.

Defined equipment replacement strategy

Asterol creates tailored, long term investment strategies that guarantee ongoing access to new equipment and give Trusts the reassurance to plan ahead with confidence.

Better staff engagement, motivation and retention

By providing the right tools for staff and keeping vital equipment refreshed, operational and available, Asterol can help Trusts create a positive working environment.

More time to focus on patient care

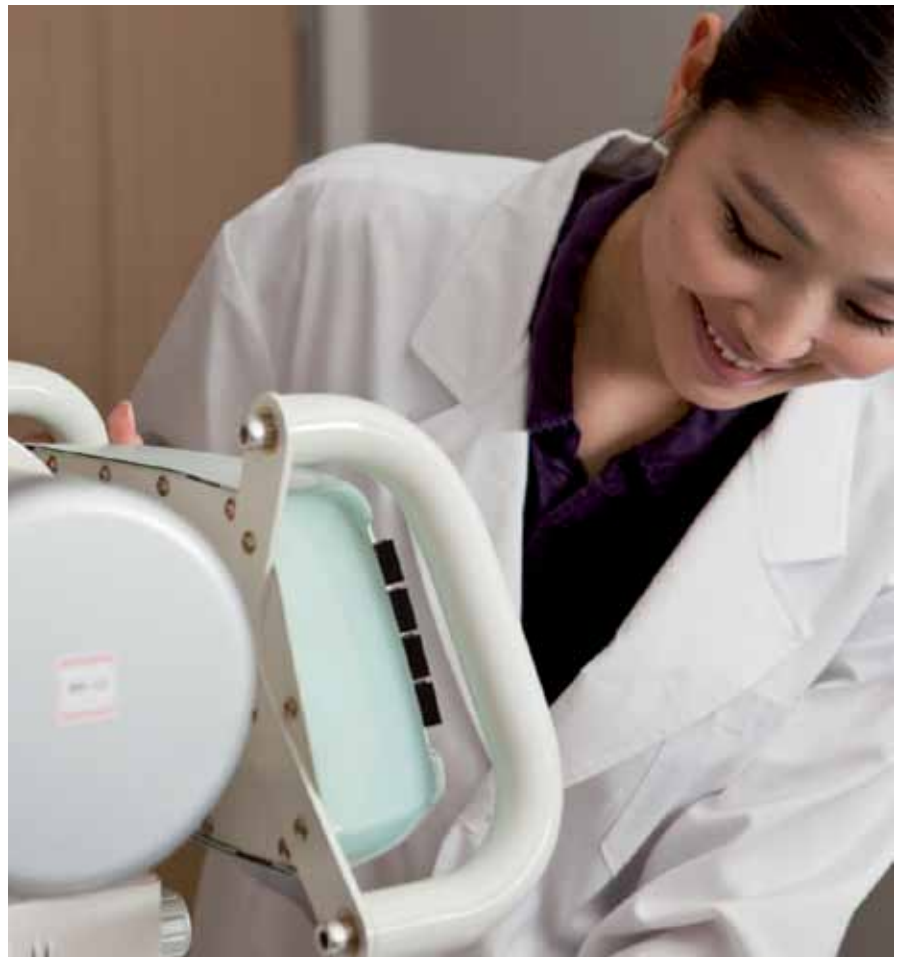
We look after every aspect of clinical equipment procurement, installation, maintenance, ongoing management and disposal, leaving essential Trust staff free to focus on patient care.

Transfer of risk

We work with Trusts to convert the uncertainty of current and future equipment costs into a fixed service charge supported by a service level agreement that guarantees equipment performance and availability.

“A secure investment plan from an independent provider represents a realistic opportunity in the present financial environment to ensure that state of the art equipment is continually updated and refreshed.”

**Clinical Director,
Whittington Hospital NHS Trust**





Our Experience

Asteral works in partnership with NHS Trusts to provide the structure, innovation and collaboration needed to address the specific requirements of each hospital department.

Asteral shares NHS commitments to excellence in health and care. Our teams of experienced and highly qualified experts, many with extensive NHS backgrounds, work in true partnership with Trusts to ensure both clinical and financial needs are met. Our flexible approach works in every area of the acute hospital structure, recognising the different pressures and priorities involved across Diagnostic Imaging, Oncology facilities and EBME.

“Asteral have provided the energy, expertise, imagination and resources to develop a sustained strategic partnership with UHL of which both organisations can be proud.”

**Deputy Director of Operations,
University Hospitals of Leicester NHS Trust**

Diagnostic Imaging

Imaging departments are under mounting pressure to increase patient throughput, often against a background of diminishing resources. The high capital cost of Diagnostic Imaging equipment has led to many assets reaching the end of their useful life without being replaced, resulting in more frequent breakdowns and inefficiencies across the department.

Asteral works in partnership with Trusts to create a tailored plan that takes into account every aspect of Diagnostic Imaging needs. Our approach starts with business case development, and is based on clinical requirements to design a total service delivery strategy, including an investment plan that ensures the replacement of equipment at the end of its recommended lifecycle or as services evolve.

Benefits

- Optimised diagnostic confidence through improved technology
- Excellent uptime and more efficient operation of Diagnostic Imaging portfolio
- Improved 'shop window' for the Trust and enhanced ability to attract patients
- Long-term investment plan resulting in reduced business case development and no more ad hoc, system-by-system replacements
- Greater patient throughput, fewer recalls and reduced waiting times

Oncology

As a high profile and target driven department, Radiotherapy is widely scrutinised. Trusts are required to increase access rates and replace and upgrade existing technologies while working under increasing budgetary pressures. The need to achieve better outcomes through the appropriate use of technology is leading to a widespread re-assessment of facilities.

Asteral's Cancer Services experts can help examine and improve patient pathways, enabling Trusts to increase overall clinical performance within Oncology departments through the utilisation of the latest and most appropriate technology. We provide Trusts with access to clinically-innovative equipment, training and maintenance, enabling Oncologists to concentrate on patient treatment.

Benefits

- Access to the latest and most appropriate technology, achieved by moving from capital-based expenditure to revenue-based
- Improved patient care with more efficient and effective Radiotherapy equipment
- Better utilisation of high value equipment, enabling greater patient access to treatment
- A funded investment plan that future-proofs Trust's ability to maintain high quality Oncology facilities
- Transfer of equipment management responsibility to a third party, releasing staff to focus on patient care

EBME

Management of large numbers of biomedical devices within hospitals requires compliance with Care Quality Commission (CQC) standards and patient safety requirements. Many Trusts are challenged by the need to maintain extensive EBME portfolios against a background of financial constraints and tough targets for patient throughput.

Through a structured three-part methodology – comprehensive assessment, tailored maintenance plan and implementation of a proven, long-term management strategy – Asteral provides positive, transformational change in the delivery of EBME services.

Benefits

- Improved clinical governance, ensuring compliance across all relevant standards and regulations
- Enhanced patient safety and significantly reduced risk
- Cost savings on procurement, maintenance and consumables
- Better equipment availability due to improved EBME management, training and maintenance
- Equipment specialists always on site
- Planned equipment replacement tailored to meet current and projected workloads – not just driven by capital availability



Planning Services

Asteral's Planning Services are designed to help Trusts make informed decisions about medical equipment by examining issues such as clinical direction and suitability, capacity and utilisation levels, and economic/financial implications.

Our vendor-independent approach provides an objective view of existing medical equipment facilities followed up by clinically-based, strategic recommendations for enhancing performance, reducing costs and improving patient throughput.

Asteral's unique blend of clinical, technical and commercial expertise is focused into a suite of planning products that address the different services and modalities in each Trust. Our Audit service is designed to tackle the distinctive challenges of managing a large EBME portfolio, while our Analyse & Design product helps Trusts plan the acquisition and deployment of high value imaging equipment.

Benefits

- Strategic intelligence to drive equipment efficiencies
- Enable convergence between the clinical and financial objectives
- Resolution of capacity and utilisation issues
- Accurate and correct management of medical devices over the long term
- Minimisation of clinical risk
- Full compliance with regulatory standards
- Improved patient safety

Financially intelligent asset strategies for the long term



Asteral Planning Products

Providing customers with the support and understanding required to identify the ideal asset management solution.

Audit – Optimised for EBME

- Detailed inventory process to create an up-to-date and accurate asset register
- Review of existing maintenance contracts, identification of clinical and financial risks and an overview of equipment replacement needs
- Recommendations for equipment management, maintenance regimes and an equipment replacement plan in accordance with guidelines and regulatory standards
- Comparison of multiple databases within the Trust with data recorded during the audit

Analyse & Design – Optimised for Diagnostic Imaging

- Full audit across the equipment base
- Equipment recommendation to meet patient/case mix and clinical direction
- Up-to-date and accurate register for the analysis of equipment capacity, utilisation and case mix
- Defined Equipment Investment Plan (EIP) that aligns the needs of all clinical departments, incorporating advice on new/emerging imaging technologies
- Strategic report that could form the basis of a business case

Partnership Services

Asteral is the UK's leading independent provider of Managed Equipment Services to the NHS. In close partnership with Trusts we manage a significant portfolio of medical equipment ranging from Diagnostic Imaging and Oncology to multiple, high volume EBME assets.

As a trusted project and service partner we provide the expertise to plan, procure, install, manage and maintain medical equipment facilities, using established MES principles to ensure the service addresses both clinical and financial needs, now and over the longer term.

Asteral's tailored MES solutions can be delivered on a hospital-wide basis, at departmental level, and even within individual modalities, with an approach designed to enhance both the patient experience and clinical outcomes.

Benefits

- Highly experienced teams adding clinical, technical and commercial value
- Purchasing decisions made in the best interests of the Trust
- Single point of responsibility and accountability for equipment
- Significant productivity and efficiency gains
- Improved patient pathways, reduced waiting times, better treatment
- Positive impact on overall quality of treatment and patient experience
- Improved safety and better regulatory compliance

Effective equipment solutions and services based on clinical requirements



Asteral Partnership Product

An Asteral MES provides a selection of deliverables depending on the contracted services required. It can be applied to multiple or single equipment lifecycles.

MES

- Third party funding to support required investment across whole contract lifetime
- Detailed performance monitoring
- Full equipment insurance
- Procurement and buying power
- Access to Asteral's specialist guidance and safety management
- Continuous advice and innovation towards equipment planning
- Full life asset management through regular and accurate audits
- Use of a collaborative internal design and implementation team
- Ongoing management of user training
- Accurate performance records to ensure high levels of maintenance and performance
- Response Desk delivering a single point of contact and responsibility
- Outsourcing of risk through the management of changes in cost of equipment or maintenance

Maintenance Services

Asteral removes the complexity of legacy maintenance processes, introducing a simplified strategy that meets operational and departmental needs, maximises availability and boosts the productivity of the clinical equipment portfolio.

As an independent service provider we manage multiple OEM maintenance contracts as well as other third party, non-clinical maintenance and consumable suppliers. This provides Trusts with a single point of contact for all maintenance needs, ensuring large portfolios of varying equipment types can be properly maintained with a high quality service that is both technically excellent and financially efficient – leading to a guaranteed reduction in the cost of OEM maintenance contracts for the provision of like-for-like services.

Using our procurement power to drive down prices, and ensuring compliance and quality standards through a rigorous and proven maintenance management process, Trusts can retain existing OEM service levels but with the benefit of lower costs and a streamlined single point of performance accountability.

Benefits

- Technical excellence and financial efficiency to reduce existing costs
- Maintenance accountability outsourced to a specialist
- Commitment to ensure full compliance across relevant standards
- Streamlined single point of contact for OEM management
- Maintenance becomes centre for excellence rather than bottleneck
- Option to include the ongoing procurement of consumables

Responsive, accountable,
quality assured service
that maximises uptime



Asteral Maintenance Product


An Asteral Managed Maintenance Service (MMS) is designed to provide flexible cover for maximum uptime and efficiency, while delivering significant cost savings.

MMS

- Provision of like-for-like maintenance contracts, retaining existing service levels
- Confirmed cost savings, generated through Asteral buying power
- Management of all OEM relationships and third party contracts, including non-clinical maintenance suppliers
- Implementation of the Asteral Response Desk to act as a single point of contact, taking responsibility for resolution of all maintenance requests
- Performance reporting, including comparison and benchmarking with similar solutions under Asteral management
- Collaborative assessments to ensure the right maintenance solution for your Trust
- Compliance with all relevant quality standards and current publications

Remarketing Services

NHS Trusts face the complex challenge of managing the removal and disposal of redundant medical equipment while maintaining budgetary controls and generating new revenue streams.



As an experienced MES provider across multiple Trusts, and with over £80m of our own assets under management in existing contracts, Asterol faces the same remarketing challenges as the NHS itself. We understand the importance of generating commercial value while also managing risk. As a consequence our Remarketing Service will purchase redundant equipment outright, providing the assurance that the Trust does not hold future liability of the assets.

In addition to managing the Asterol equipment portfolio, our Remarketing experts work with a number of Trusts to manage the safe resale of their redundant medical equipment within full compliance of MHRA guidelines, including DB2006 (05).

Through our established Remarketing Service we have developed the experience and contacts required to generate resale prices above the market average – ensuring our Trust partners generate maximum return on redundant equipment, without any retained liability.

Benefits

- Safe removal and disposal of redundant medical equipment
- Generation of new revenue
- Maximum return without retained liability
- Full compliance with MHRA guidelines



Asteral is the leading vendor-independent managed equipment service provider. Working closely with NHS Trusts we deliver a wide range of benefits:

Value for money compared with alternative methods of acquiring and managing medical equipment

Greater efficiencies leading to fewer cancellations, increased patient flow and reduced waiting lists

Improved clinical governance through better maintenance, process standardisation and comprehensive record keeping

Access to third-party funding to help Trusts acquire the medical equipment their patients need now and in the future

Enhanced patient experience thanks to better quality facilities and state of the art technology

Defined equipment replacement strategy providing a long term investment plan to meet current and projected equipment needs

Better staff motivation within a more positive working environment where vital equipment is fully operational and available

More time to focus on patient care because Trust staff no longer have to take responsibility for medical equipment management

Transfer of risk from the Trust to an independent specialist bearing all current and future equipment costs in exchange for a fixed service charge