

Profile

Head Office

P.O. Box 111
1970 AC IJmuiden
The Netherlands

Phone +31 (0)255 54 07 23
Fax +31 (0)255 54 07 22

Regional Office

75 Victor Emmanuel ST., Smouha
Terrace Smouha, Alexandria
Egypt

Phone +20 (3) 420 8653 / 4 / 5
Fax +20 (3) 420 8656

info@hospius.com
www.hospius.com

Hospius Group offers full service and turnkey solutions to realize healthcare projects. We cooperate with partners in an international network structure in healthcare sector planning, feasibility studies, project finance, design, development and realization, facility management, hospital management and accreditation. We believe professional and sustainable healthcare

is a basic human right for everyone and that likewise, healthcare professionals have the basic right to practice their skills in a professional environment. Where no healthcare facilities are available, Hospius Group can bring them into existence. We connect international medical knowledge to local expertise in order to deliver *integral and sustainable healthcare solutions*.



Hospius
Group

Hospius Consultancy



Hospius Development



Hospius Operations



Connecting health to care

Realizing integral healthcare solutions





“At Hospius, we believe that professional and sustainable healthcare is a basic human right for everyone, regardless of their age, financial situation, religious beliefs or position in the world. Likewise, healthcare professionals have the right to practice their skills in a professional environment. Where no healthcare facilities are available, Hospius Group will bring them into existence.”

Meeting healthcare needs

Rethinking the healthcare offering

The healthcare sector is perhaps one of the most dynamic and complicated sectors in the world. To continually deliver the most effective and efficient healthcare in your region demands great creativity and flexibility. You need a partner who understands the developments affecting the balance between supply and demand and views these within the larger context of regional and cultural requirements. Hospius Group links international medical knowledge to local expertise in order to deliver total healthcare solutions, and does so with a solid knowledge and respect of local cultures and customs. We take stock of all available resources and apply these in creative and practical ways. The services that we offer will match the best healthcare standards for your patients, within the boundaries of what is possible and what is necessary. We strive to protect the right of all healthcare professionals to practice their skills in a professional environment, either at tertiary, secondary or primary care facilities. This is a very important part of improving and delivering the highest possible level of healthcare in the most effective and efficient way.

An integral perspective

Our extensive network of professionals offers full service and integrated solutions to develop and implement healthcare projects. This may mean the development of a healthcare facility from scratch or transforming an existing hospital building into an advanced multi-facility healthcare organization. Hospius Group advises you from the initial idea to the required number of medical professionals,

and we stay on board to help you continue your daily operations at a consistent and efficient level of quality. We plan, design, develop and realize turnkey projects and healthcare facilities from the feasibility study phase to the delivery of a complete infrastructure, fully equipped and ready for use. We always look at the total picture.

Hospius Group is an international, flexible network from which we work closely with partners in the fields of project finance, design, construction, equipment, healthcare planning, management, training and education, quality assurance and hospital accreditation.

Sustainable solutions

From an international strategic perspective on healthcare, you will only be able to design sustainable healthcare facilities when placing the future needs of a population in its cultural context. Hospius Group operates as an independent expert who works with you to develop the right strategy, helping you to provide the best possible healthcare in your region, and helping you to achieve your business goals. Hospius Group is supported by a **Senior Advisory Board** of seasoned health professionals and academics from the Netherlands and the Middle East. Their vast knowledge and experience enables Hospius Group to realize its mission of providing optimum healthcare through and for healthcare professionals, and in the most effective and efficient way possible today, tomorrow and in the future.

“An integrated approach to healthcare management is the only way forward. Analyze the situation, find the solutions required to make it happen and design a way to make it a reality.”

Mohammed Z. El Sayed
Managing Director Hospius Group



Integral healthcare approach

Hospius Group is a true partner for integral healthcare project development. We offer advice, services and expertise during every step of a project or take over the direction and execution of all or most of the tasks. To understand the range of services that Hospius Group offers, it helps to understand the process involved in developing a healthcare facility. Setting up a sustainable new healthcare facility or redesigning an existing one is an incredibly complex undertaking.

Successful healthcare projects start with solid planning and a thorough understanding of the goals to be achieved. It is a long-term project that will operate within a very dynamic world and involve countless parties; architects to design the space, engineers to develop the hospital infrastructure, health professionals to provide input for their requirements, authorities that demand compliance with legislation, and manufacturers for the supply of all medical equipment. When all of these activities have been completed successfully, the staffing has to be determined, and the facility has to contend with daily operations, management, quality control, standards and maintenance. That is why Hospius Group cooperates very closely with end users and decision-makers. It is the only way to develop an environment where healthcare professionals are able to learn and continuously improve the quality of their services, benefiting their patients and their community.

Hospius Consultancy

Healthcare Sector Planning and feasibility study

Health care sector planning is required to define the needs of a region's population and prioritize its requirements. *Hospius Consultancy* analyzes the financial, strategic and operational feasibility of your project. We always strive to achieve the right balance between helping you achieve a competitive edge and sustainable financial performance, whilst providing your community with the healthcare they deserve. The end result of our analysis is a feasibility study, including the medical functional plan, spatial program, architectural concept and design and the required investments. We assess the operational efficiency of the plan and advise you on the investment options that will deliver the best possible financial return. We also include a benchmark analysis, an assessment of existing facilities and medical staff planning. Part of our planning work is to advise and assist in liaising with the authorities in order to find the most effective way for you to realize the project.

When formulating a finance strategy, *Hospius Consultancy* always does so with your business goals in mind. We will help with the project financing, either by pointing you in the right direction or by communicating on your behalf with international banks and/or funds and subsidy programs. If required, we can help you restructure your present financial situation and put you in a better position to realize and meet your future needs.

"Why not educate a mother on how to take care of her child's basic needs when he is sick? If you are understaffed, this kind of training will benefit everyone."

Our aim is to balance human capacity with medical quality





“Spatial planning and design is essential to meet your longterm strategic goals for healthcare.”

Ir. Paul P. Boluijt
Senior Healthcare Facility Specialist

Facility planning: Infrastructure and Design

After this first phase, *Hospius* designs, develops and realizes the integrated healthcare hospital infrastructure, including all of the required systems and equipment. Functional programmes will serve as the guidelines for both engineers and architects. We work with a team of innovative thinkers and doers that bring together functionality, aesthetics and cost efficiency. When designing the building and its engineering aspects, the team also takes into account values such as comfort, security, respect, beauty, efficiency and trust. They arrive at a total solution that works for both patients and professionals.

At Hospius Group we believe that human talent and knowledge are the drivers for success. To unlock the potential of your professionals, you need an environment that facilitates collaboration, creativity and performance. For example, for the lay-out of wards, labs and offices it is important to support the medical professionals' natural way of working while also conforming to the customs of the local culture. Special demands for medical equipment, such as reinforced floors and protected chambers, and a logical implementation of diagnostic and research methods, have to be taken into account when designing the hospital building and infrastructure. And space should be structured with human requirements in mind. As the emotional state of a patient can be easily influenced by the interior design of a hospital, we apply the latest insights into behavioral

and colour psychology. Our interior designers coordinate furnishing that delivers the experience your patients and professionals deserve. We create interiors that are easy to maintain, practical and aesthetically pleasing.


Hospius also pays close attention to everyday utilities that affect the well-being of patients and professionals: smart heating, ventilation, lighting, water distribution and air conditioning. We introduce safety precautions and design systems that improve air quality, reduce noise levels, improve energy and efficiency.

The end result is a design and infrastructure that creates the best balance between human needs, capacity and the quality of medical services.

“Not restricting visits to fixed hours a day in cultures where families are accustomed to spending all day with their loved ones, should be considered when designing a facility.”



**Infrastructure should be
designed to benefit both
patients and medical
professionals**



Medical systems are the heart of your facility

Hospius Development

Medical equipment and technology

Obviously, it is very important for medical equipment and systems to be well-integrated into the architecture, as they are the heart of your facility. We develop detailed room-by-room equipment lists and incorporate these in architectural and engineering design since medical equipment often requires very specific conditions. We use these lists as a basis for budget planning and the equipment-specific design phase. *Hospius* also coordinates the process of procuring the entire inventory.

Our close connections with partners around the world enable us to get the right standard of equipment that meets budgetary and legislative requirements, whilst relieving you of the burden of having to make all of the arrangements yourself. You do not have to track and trace your orders from different countries; we make sure everything arrives at your facility safely and on time.

Our technical experts install the equipment according to the manufacturer's specifications and instruct local technical staff on its use. We set up a service and warranty database, allowing you to easily monitor various service and maintenance contracts.

Hospius Operation

Hospius Facility Management

We offer tailor-made solutions with an in-depth knowledge of your healthcare facility. We facilitate the management and maintenance of

medical and non-medical systems and equipment. Additionally, we can develop and implement the entire facility management system to meet the required safety and quality assurance norms according to the accreditation standards. Our service also encompasses the training of your technical staff. We are an excellent service and maintenance partner because we know your organization; we are there from the start.

Effective and reliable ICT

Reliable IT is a key factor in continuously and effectively synchronizing the communication between professionals, patients, equipment and systems. Effective communication between colleagues internally and with the world outside is also essential. Internet, telephone, closed circuit television, video conferencing, nurse call and code blue, it simply needs to work.

The technical communication infrastructure must be fast and reliable since it can make a critical difference in the effectiveness of your daily work. After the consultancy and design phase, *Hospius Group* provides effective full-service solutions to facilitate and improve communication in hospitals through high-end hardware and software. Once the healthcare service is operational, it is vital for quality to be monitored, managed and controlled through intelligent IT solutions.

Hospius Operations assists you in the planning, procurement and implementation of the appropriate software, hardware and communi-



"Quality in healthcare is no longer a luxury. The challenge is to raise the quality even when resources are limited."

Ir. Petra Doets, former senior advisor at NIAZ,
Netherlands Institute for Accreditation in Healthcare

cations equipment. Our services also include more traditional IT equipment, such as servers, desktops and networks. We help you select the right IT-systems for your organization, such as a hospital information system, laboratory information system and PACS. In addition, we cooperate with the local parties to make sure that you receive a continuous technical support.

Human resources and capacity

Next to the equipment your facility requires, it is key to plan the human capacity per hospital discipline based on the analyzed healthcare needs. We analyze the medical, care and technical skills required and present you with a detailed capacity planning. This provides you with the overview of the number and type of healthcare professionals needed for successful daily

operations. In the event your region faces a shortage of resources and capacity, we are able to place trained medical professionals such as physicians, nursing staff and technicians through our Hospius training facilities in Egypt, serving the Middle East and Africa region.

Hospius Hospital Management

For positions in higher management, *Hospius Hospital Management* provides specialized and customized training programs, including the development and implementation of a hospital management system. Additionally, we offer training for the effective use of ICT systems and educating managers about how to make financial and medical decisions based on generated data.

Hospius Academy

Once your healthcare facilities are operational, it is vital for professionals to be well-trained, and ensure that their medical knowledge is always up-to-date. *Hospius Academy* offers healthcare educational and training programs in cooperation with acknowledged international educational institu-

tions and universities. *Hospius Academy* offers programs for continuous educational training for a range of healthcare specialties and professions including physicians, radiologists, technicians, laboratory technicians, physiotherapist, nursing staff, biomedical engineering and administrative managers. For this purpose, we have developed joint ventures with educational institutions and universities, such as the Medu-Pros, empowered by the Fontys University for Applied Sciences in the Netherlands.

Hospius Accreditation

Quality control is a matter of life and death as medical errors can have major consequences. We can advise you on methods for ensuring a consistent level of quality and help you to identify the basic areas that are critical and affect the patient safety, healthcare management, waste and utility management. The process of international accreditation is lengthy and complex. *Hospius Accreditation* offers its experience to assist you in preparing your hospital for accredi-

tation according to the national and international standards. We do so via quality assurance training programs and the development and implementation of a quality assurance system in your hospital. We guide you through the entire process, enabling your hospital to qualify. Even when international accreditation is not possible in a relative short-term, it is still vital to ensure that your daily operations are carried out at the highest possible and consistent level of quality assurance.

Hospius Clinical Services

In close partnerships with leading academic experts and institutions, our Clinical Services team consists of highly qualified, experienced and sub-specialized experts to provide clinical services for various specialties, including medical tourism. One of these specialties is Teleradiology. In analyzing thousands of images per year, our radiology partners have developed an in-depth area of expertise in highly specialized domains. As a result, we benefit from knowledge clusters that can offer an unprecedented level of proficiency in any sub-specialty.



Creating a healthy learning environment is the first step to motivate talents and achieve improvement.

“As we all know, purchasing the latest equipment is not going to provide the desired healthcare if there are no trained professionals to operate and maintain the new technology.”

“HR planning is vital for the success of a project, as is continuous medical education for medical and paramedical staff.”

Prof. Dr. Maher El Dessouky
Former head of central administration
Alexandria Faculty of Medicine



Hospius initiatives and memberships

Hospius Community

Hospius Group strongly believes in sharing knowledge and experience across the globe. Our *Hospius Community* is a non-profit activity that was set up to promote quality in the healthcare sector. It is a meeting point where all healthcare professionals can exchange knowledge and experience and discuss the latest developments. Specific local issues are often the topic of discussion. We organize conferences where professionals get together to focus on real problems and actual solutions. *Hospius Community* encompasses many different activities. We believe that if we bring together relevant experts to focus on one issue at a time, we can increase the chances of developing real solutions. *Hospius Community* organizes conferences on a regular basis, and members of the Senior Advisory Board are regular speakers at these meaningful events to help raise the quality of healthcare. Hospius Group has successfully organized conferences focusing on fields such

as Hospital Management, Healthcare Accreditation, Emergency and Disaster Management and Continuous Medical Education.

Hospius Society for Healthcare Professions

Hospius Society for Healthcare Professions is establishing an international network that unites all allied health professions in a creative community, supporting education and professional development. It also plays a pro-active role in formulating and developing a community that brings all members of the health care sector together.

MENA WorkForce

Initiated by Hospius Group, the aim of the *MENA WorkForce* is to raise the healthcare standard in MENA countries, reaching the international standard or the highest standard feasible. Quality assurance and improvement, improving the standard of education and educational facilities, training and technical assistance are all part of

our activities. We promote national and international social responsibility programs in the MENA region and help the society to set up new non-profit healthcare organizations. Last but not least, the initiative is also designed to promote the exchange of knowledge and experience between Western and MENA regions. "Let's talk to each other, not just *about* each other."

Hospius Memberships

Future Medicine Society is a non-profit initiative set up to support the rapid developments in healthcare sectors related to education, care and research. *Hospius Community* is a member of this society that interacts and works with hospitals, universities, ministries of health and individual specialists, and does this with one goal in mind: "sustainable healthcare". The *Future Medicine Society* initiates research projects, organizes conferences and promotes educational programs. All our initiatives are purely designed to benefit local societies.

We believe in sharing knowledge to promote and advance the quality of healthcare

Hospius Community is also a member of *Task Force Healthcare*, which is a Dutch platform for life sciences & healthcare.

Please visit our website to find out more about our latest activities
www.hospius.com

"It is essential to develop a clear vision on future developments and plan and implement healthcare projects accordingly."

Professor Dr. Aziz Belal
Former Dean of Alexandria Faculty of Medicine



Practice what you preach

In 2005, the Alexandria University Faculty of Medicine in Alexandria, Egypt approached Hospius Group with an interesting challenge. The University had a vacant building on its property that needed transformation into three healthcare facilities with a total of 700 beds; a children's hospital, a trauma centre and a general hospital. Our challenge was to help realize this major project, from the financing to the complete implementation of the project. The University's goal was to be financially and operationally independent within six years. Our first conversation is always with top management, but later, we talk to almost everyone else. From the

cleaning staff to the neurosurgeon, we want to hear what matters to the personnel, and what they need to be the best they can be. Following detailed health sector planning and feasibility studies, Hospius Group and its partner Simed international arranged the required financing and designed the complete infrastructure, including the IT and the medical equipment. The Operations division of Hospius and Simed are responsible for the equipment maintenance, the facility management system and the quality assurance system for infection control and waste management. The three academic

hospitals are ready for operation in 2012. The accreditation process and our technical assistance programs will continue into 2015, as will our clinical exchange and training programs, in cooperation with Utrecht Medical Center (UMC) and Medu Prof S, empowered by Fontys Univeristity for Applied Sciences. We are confident that our integral and sustainable solutions for the Alexandria University Faculty of Medicine will continue to benefit professionals, patients and society for a long time to come.

Consultancy

- Healthcare sector planning
- Feasibility study
- Project finance

Operation

- Hospital management development
- Facility management development
- Accreditation and QA development
- Infection control and waste management
- Clinical training
- Nursing and (Para) medical staff training
- Maintenance & technical organization set-up

Development

- Project management
- Infrastructure design and implementation
- Medical equipment supplies, installation and commissioning
- ICT system design and implementation

The transformation to a multi-facility health environment