



MEDICAL INNOVATION LTD



## Company Profile

Healthcare Facility Consultancy,  
Procurement and Supply

# Welcome to Medical Innovation

Medical Innovation are an international healthcare facility. We help our clients plan, design, and equip healthcare facilities of any type, any size, anywhere in the world.

We are passionate about healthcare facility design and its ability to facilitate excellence in the provision of clinical care.

We know our clients require a service that delivers cutting edge knowledge, as well as anticipating future technologies and clinical practices. Our ability to constantly deliver this for complex programmes of work is what sets us apart from the rest.

## What we can offer:

- Health Planning
- Medical Equipment Planning
- Medical Equipment Procurement
- 2D and BIM Room Layouts
- Room Data Sheets



# About Us

Medical Innovation is an international healthcare facility consultancy providing our clients with all aspects of healthcare management.

Established in 2004 we have been delivering high levels of service and support to our clients for over 20yrs. Our team of executives and technicians are highly skilled in their particular field of speciality and have many years of experience in their individual sector.

Our global experience enables us to delivery outputs that are sensitive to local cultural and socio-economic considerations, whilst also incorporating design innovations that facilitate developments in clinical best-practice and technologies.

We are committed to demonstrating to our clients and collaborative, responsive approach that provides a high level of service in all aspects of our services.

We pride ourselves on achieving consensus and building strong relationships with all members of the project team. Over the past 20yrs Medical Innovation have established and enviable reputation with its clients for consistently high levels of service and support – a reputation we are committed to maintain.

Medical Innovation is accredited to the international quality system ISO 9000:2015.

Our Sister company, Incus Surgical Ltd also have accreditation to BS EN 13485 which is specific to surgical instruments, providing additional assurance that the surgical instruments supplied in our medical equipment packages meet the stringent standards of quality, material composition and manufacture.

Our consultants are personally accredited with professional institutes such as the Institute of Directors and the Institute of Healthcare Engineering and Estate Management. Many of our consultants also have senior clinical qualifications in nursing and other clinical sectors.



# Services and Products

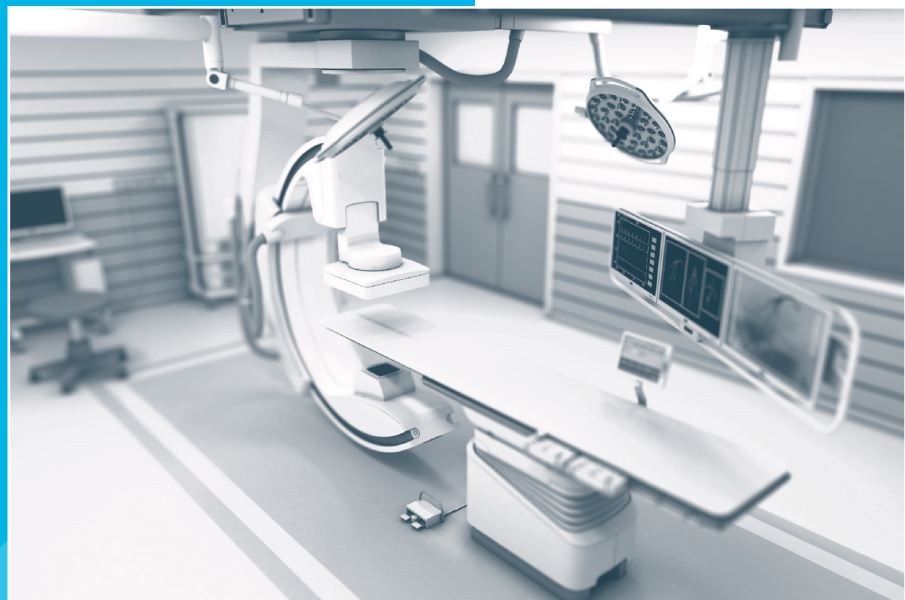
## OVERVIEW

We specialise in supporting the delivery of innovative healthcare facility development projects that meet the clients vision, are affordable to deliver, and go on to successfully enhance the experience of the patients and staff who use them each day.

We have worked on super acute redevelopment projects in major cities, regional health clinics in remote rural parts of developing countries, and everything in between. This gives us international acuity, an appreciation of the importance of local cultural requirements, and the ability to apply lessons learnt, industry advancements and developing technologies to each new project we work on.

We understand the interdependency between the finance, commissioning, operator, developer, and design and construction functions in the development of healthcare facilities, and the importance of working as a team to generate a fully integrated solution. We are committed to working towards the benefit of the entire project and not just the successful delivery of our services.

Medical Innovation invests significant amounts of resource in keeping abreast of current and potential future developments in healthcare technologies and clinical practice. We work closely with leading research institutions and technology development organisations to ensure our services enable facilities to readily adapt to future trends in healthcare.



## HEALTH PLANNING

Medical Innovations range of health planning services extends along the entire healthcare facility development process, from initial concept through to facility commissioning. Our consultants work closely with the project stakeholders to consider a complex matrix of independent issues. These include analysing the rank and range of different options and reconciling considerations of client vision, epidemiology and case mix, market environment, operating model, site constraints and design flexibility and adaptability.

We work hard to realise a solution that achieves the right facility, in the right place, at the right cost. We aim to ensure the facility will be economically sustainable, matches resources with need, and enhances the quality of clinical care delivered.

**Our health planning products and services include:**

- Feasibility Studies and business cases
- Demand and cost/benefit analysis
- Clinical Output Specifications, Tenants Requirements and Project Briefs
- Operating models and policies
- Space utilisation, activity modelling and occupancy analysis
- Estate master planning and rationalisation
- Clinical design briefs including Schedules of Accommodation
- Design Development Reviews
- User consultation and review management
- Activity input and Room Data Sheets
- Statutory inspection and sign-off process support
- Post-occupancy evaluation studies



## MEDICAL EQUIPMENT PLANNING

Medical Innovations consultants and technicians combine knowledge of the latest clinical practices with an in-depth understanding of medical technologies and their future development trajectory. This means our design inputs ensure a healthcare facility is able to accommodate the latest technology and clinical practise throughout its life cycle.

Our consultant's knowledge and experience is supported by the latest advancements in bespoke database systems, designed to manage and coordinate large quantities of data and technological information. These systems support all existing types of data base and coding systems, their statutory guidance, and coordinates the equipment choices and their associated technical implications throughout the facility design process.

Our medical equipment planning products and services include:

- Healthcare facility equipment strategy
- Equipment planning, process and management
- Room by room equipment scheduling
- Equipment Design Impact Matrix (EDIM)
- Equipment Responsibility Matrix (ERM)
- Equipment specifications
- Radiation and laser protection advice and testing
- User consultation and review management
- Equipment costing and budgeting
- Bills of Quantity
- Equipment life cycle advice
- Asset surveys
- Transition/move management



## MEDICAL EQUIPMENT PROCUREMENT

Medical Innovation operates independently from all medical equipment manufacturers, which is crucial when delivering impartial healthcare facility design advice. However, we do maintain strong relationships with the medical equipment industry to enable us to provide objective procurement advice and accurate equipment solutions coupled with the best value-for-money for our clients.

Our approach puts whole life-cycle cost and functionality considerations at the fore. Fully conversant with statutory requirement for public sector procurement, our CIPS certified consultants offer a complete equipment procurement management solution, from strategy development through to commissioning and installation.

Our medical equipment procurement products and services include:

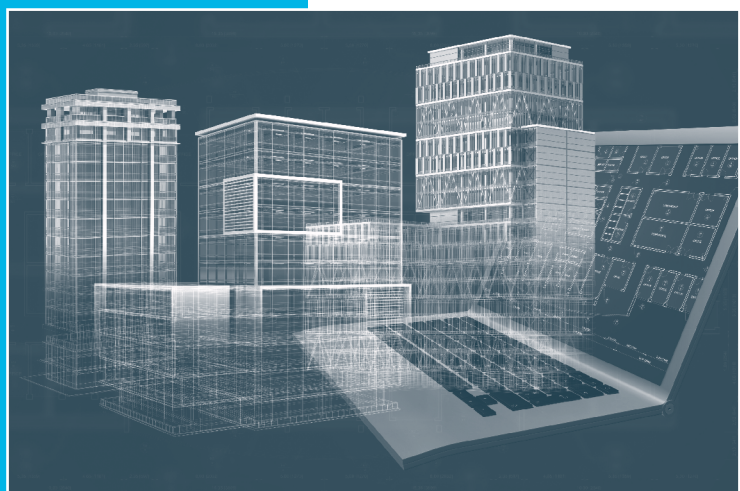
- Procurement strategy development
- Procurement management
- Equipment Specifications
- Market Testing Advice
- Tender and contract documentation
- Turn-key tender management
- Bid evaluation and reporting
- Commercial negotiation
- Purchase order processing and management
- Consolidation and logistics management
- Equipment installation, commissioning and training management

## 2D AND BIM ROOM LAYOUTS

Medical Innovations medical equipment planning services are enhanced by our ability to simultaneously create room layout plans in a 2D or BIM environment. Our space planning team uses state of the art database systems and an extensive equipment icon library to plan room layouts that maximise space, efficiency and quality of clinical functionality. This system is fully compatible with other systems therefore ensuring our room layouts and room by room equipment schedules are automatically reconciled throughout the iterations of the design process. The plans can be produced to any scale, with or without elevations, and can be annotated with zoomed in detail to show indicative technical fixing and installation information.

Our 2D and BIM products and services include:

- 2D room layout plans
- BIM room layout plans (using 3D)
- Elevations and reflected ceiling plans
- Indicative technical fixing and installation plans
- 'As-Built' and 'As Installed' plans
- User consultation and review management



## ROOM DATA SHEETS CREATION AND MANAGEMENT

Medical Innovation creates, coordinates and manages room design data provided by architects, engineers, users, health planners and equipment stakeholders and creates a tailored Room Data Sheet (RDS) pack inclusive of activity, finishes, environmental and equipment sheets. This is iteratively updated as the project progresses, and the data is managed in our state of the art database systems. The project database can incorporate all types of base data and coding systems, and can be accessed and updated by project stakeholders via remote access protocol.

Our RDS creation and management products and services include:

- RDS process planning, mapping and programming
- RDS design
- Base RDS data publication
- Management of RDS updating and augmentation
- User consultation
- RDS change control recording and audit
- Full RDS collation and publishing





# Our Clients

Our approach aims to foster long-term relationships with our clients, based on principles of trust, collaboration, open communication, professional delivery, consensus building and innovation. Our team has an extensive client portfolio including the majority of the UK National Health Service Trusts and Foundations and many of the principal Private Health Groups. Testimonials from any of our UK projects can be offered at any time.

Our international base of clients includes Ministries of Health and other government departments, multilateral and NGO organisations, public and private sector operator and distributors, and design and construction engineering companies. Testimonials may be obtained from any of our international clients.

## MIDDLE EAST / AFRICA

### Kingdom of Saudi Arabia:

- The Kingdom Hospital, Riyadh (El Seif Medical Group)
- The Al Mana Group of Private Hospitals, Dammam
- Ministry of Health
- The Saudi German Hospital Group, Jeddah
- The Medical Services Department of the Saudi Armed Forces, Riyadh
- The Saudi Arabian National Guard Hospitals, Jeddah and Riyadh
- Al Nahar Medical Group, Jeddah
- Saad Hospital Project, Dammam

### United Arab Emirates:

- UAE Ministry of Health, Abu Dhabi
- Department of Health and Medical Services, Dubai (DHMS)
- General Headquarters of the UAE Armed Forces, Abu Dhabi
- Al Mafraq Hospital
- The Corniche Hospital, Abu Dhabi (El Seif Medical Group)
- Al Zara Private Medical Centre and Hospital, Dubai (Simed International GmbH)

## Kuwait:

- Advanced Technology Company for Medical Supply
- MTC E.N.T. Hospital
- Kuwait Ministry of Health
- The Royal Private Hospital
- The Kuwaiti Oil Company (KOC)
- AL Razi Orthopaedic Hospital

## Oman:

- Bahwan Medical Group
- The Royal Hospital
- The Muscat Private Hospital
- The Armed Forces Hospital, Seeb

## Qatar:

- The Hamad Medical Corporation
- Sidra Medical and Research Centre Hospital, Doha

## Jordan:

- The Jordan University Teaching Hospital
- The Jordan National Cancer Institute
- The Jordan Faculty of Dentistry
- The Hashemite Royal Court
- United Nations Relief Workers Agency, Middle East Region

## Lebanon:

- The American University Hospital, Beirut
- Hospital Hotel-Dieu
- St George University Hospital and Medical Centre

## Libya:

- Tripoli Central Hospital, Tripoli
- Al Hawari Hospital, Benghazi

## Uganda:

- Ministry of Health
- African Development Bank

## Tanzania:

- Ministry of Health (Philips Healthcare, Holland)

## South Africa:

- SSH International Consultants, Cape Town

## ASIA AND ASIA PACIFIC

### Singapore:

- Tan Tock Seng Hospital
- Mount Elizabeth Private Hospital
- Gleneagles Hospital
- Singapore General Hospital

### Malaysia:

- Ministry of Health
- Malacca General Hospital
- Hospital Tengku Anis, Kelantan
- YTL Corporation, Kuala Lumpur
- Incus Surgical Malaysia Sdn Bhd

### Sultanate of Brunei:

- Sultan of Brunei's Private Medical Centre, Jeradong Park

### Indonesia:

- Ministry of Health, Medan Project

### Australia:

- Inka Surgical Instruments, Jandakot, Western Australia
- Life Healthcare, New South Wales

### New Zealand:

- Jackson – Allison Medical Supplies, Auckland

Through our Sister company, Incus Surgical, we can also boast an international network of appointed agents and distributors for direct procurement services in many countries worldwide.



# Vision Statement

“Medical Innovation Ltd will distinguish itself as a leader in redefining the provision of healthcare services and products and will be recognised for the passion of its people and partners in providing unsurpassed levels of service to its clients worldwide.” – **Peter Rae, Managing Director**

# Location and Contact Details

The Medical Innovation Head Office is situated in busy market town of Braintree, Essex. The offices are just a short walk away from Braintree Train Station which has a direct link to London Liverpool Street Station.

We are also only a 20 minute drive away from Stansted Airport allowing our international visitors to the company to reach us with the greatest of ease.

## Contacts:

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