

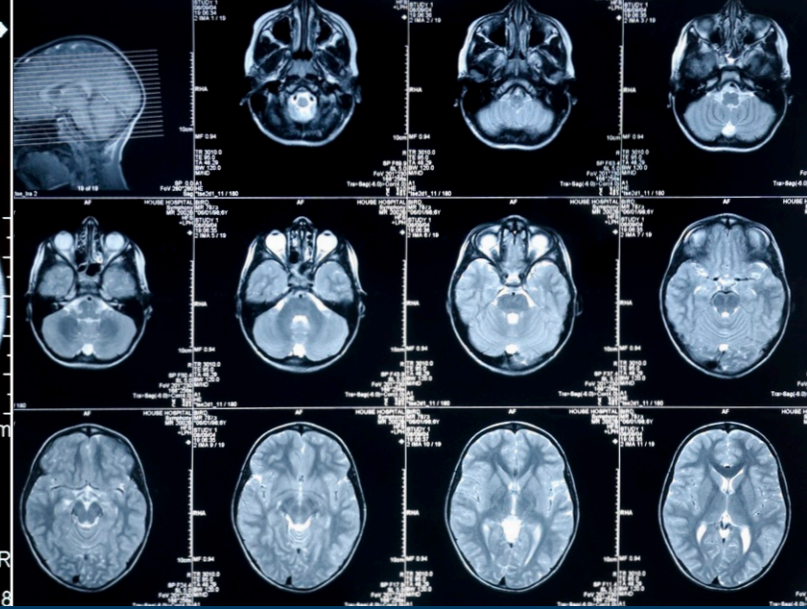
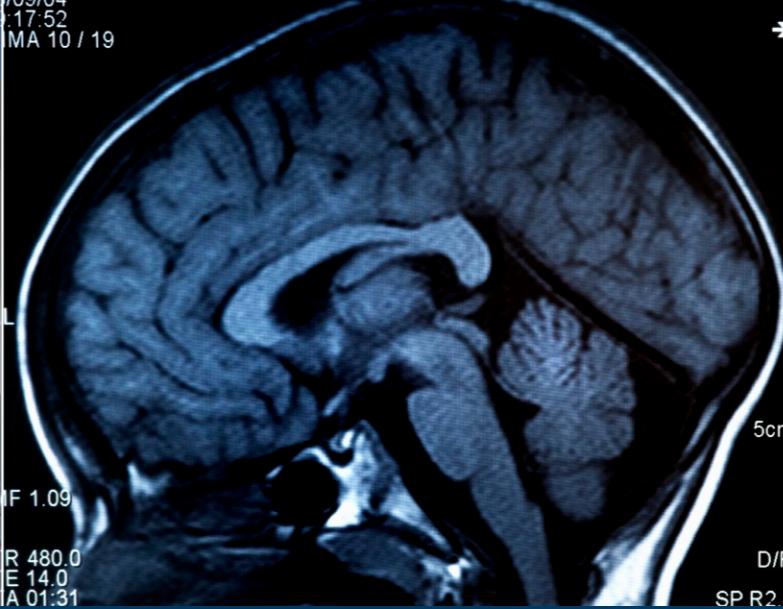
Is your equipment finance working this hard?

Leasing solutions for NHS Trusts.

Singers Healthcare Finance Limited
www.singershf.co.uk



Singers Healthcare Finance



The Singers approach.

Singers Healthcare Finance Limited is one of the UK's leading providers of on/off-balance sheet healthcare leasing solutions to the NHS. Originally established in 1996, we now have over £150 million of equipment under management with more than 70% of NHS Trusts.

As a trusted financial partner for the NHS, we put our expertise at your disposal to help drive savings through efficiency and maximise uptime and earning potential through PbR from your equipment. Our experience in lifecycle management and flexible upgrade terms mean revenue budgets can be reviewed, then efficiently utilised and technology obsolescence avoided.

When working within fixed Capital and Revenue budgets, we can bring our expertise to bear in helping you convert existing revenue payments committed to maintaining ageing equipment into revenue payments for leasing brand new state of the art equipment. In many cases manufacturers offer a period of warranty on new equipment, so your same payment is now being used to hire new models of latest technology, which include a period of cost inclusive maintenance. Under the PbR system, an investment in new equipment can not only dramatically improve patient care pathways, but can ultimately pay for itself, effectively becoming "revenue-neutral", as it earns its keep through consistent, income earning high performance. Smart budgetary and procurement planning such as this really can help make a difference to the performance of the trust in the new competitive healthcare environment of a patient-led NHS.

Our business revolves around a true partnership with NHS Trusts. We believe that the only way to support an organisation as complex as the NHS is to offer bespoke solutions. At Singers you will meet a team dedicated solely to healthcare finance, including experts who understand IFRS accounting rules and have a track record of seeing tenders, no matter how long or complex, through to completion.

Why lease?

Leasing allows you to have the use of up to date equipment without having to make the capital outlay when purchasing. With Singers there are also a number of practical benefits, put simply:

- leasing grows with your needs
- costs are fixed, no hidden surprises
- hedged against inflation
- off balance sheet (where circumstances allow)
- Flexible payment profiles

Don't fall behind in the race to deliver patient care that is needed right now. We offer a range of payment structures which can be tailored to match your financial constraints. Examples of this include deferred or escalating payments on monthly, quarterly and annual payment options.

Why Singers?

Specialist

We have provided innovative finance solutions to the NHS since operating lease was enabled by the PFI Act. When facing a problem, we might just have seen it before and can offer a solution.

Approachable

Our team is dedicated solely to healthcare finance with a deep understanding of the budgetary issues and changing legislation facing NHS Trusts.

Flexible

From a simple lease to equipment lifecycle management, we have the consultancy capability to assist in your financial planning, backed by support staff that can help you react quickly to changing circumstances.

An eye for detail.

When we first meet a Trust we look beyond the short term gains from just introducing new equipment. We prefer to be involved at the earliest possible stage of the process so we can present any opportunities that exist and may not have been considered. Our consultation can include reviewing revenue budgets before the tender stage to ensure optimum use of funds. Then, we will work with you to develop strategic, long term finance plans for the entire life of your equipment. We call this equipment lifecycle management.

Equipment Lifecycle Management.

To achieve the maximum efficiency and cost control, we can manage your equipment and provide upgrades. The Trust will see an increase in productivity, keep pace with technology and be able to drive improved patient care.

Upgrades

By adapting the terms of the lease mid or end of term, you can add any extra equipment you need when patient demand increases. These flexible upgrades help deliver maximum income under PbR.

Service and maintenance

This option will safeguard your equipment against faults and maintain maximum uptime. As a simple bolt-on to the lease it helps with your administration and ensures a flatline cost over the life of the equipment.

Performance targets

By securing a stable funding platform for your equipment now, for the future, we help ensure government targets for waiting lists and patient care are met. Without compromising on budget cuts.

The long-term view.

NHS Trusts currently face huge challenges in improving efficiency, delivering quality, expanding patient choice and continuing to innovate. We recognise that equipment procurement is just one of many issues the NHS is faced with. Our long experience partnering with the NHS has given us expertise in structuring solutions to a myriad of equipment problems that trusts encounter.

Delivering excellent patient care and offering the very best treatment, whilst meeting the many guidelines and targets regulating healthcare, can all be supported by investment in quality equipment. SHF works with trusts to deliver the very best in latest equipment and technology and lifecycle management to avoid obsolescence and maximise performance and uptime.



In a target-driven world, with uncertainty around funding and massive savings pressure, we will help you meet your target of delivering excellent patient care in an affordable manner.

Get the results you need by contacting us today.

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