



**v.e.n.t.u.r.e.s**  
healthcare



your Partner in  
developing the  
most **advanced**  
and **cost effective**  
Healthcare Facility





## Key services

- ▼ Health Program and Project Management
- ▼ Medical Equipment Technology Planning and Procurement Services
- ▼ Health Informatics Planning and Project Management
- ▼ Health Planning and Consultancy Service

## Pride in our People

We empower our people to be skilled and customer oriented, to differentiate ourselves from others. This leads to long term growth in partnerships with our clients

40 Professionals Located in Abu Dhabi With Regional Expertise in the Following Areas:

Market and Business Intelligence  
Health Care Management  
Healthcare Facility Planning  
Program and Project Management  
Medical Equipment Technology Planning and Procurement  
Healthcare Information Technology

Our team of professionals has over 100 years of combined healthcare experience and is committed to delivering smart and practical solutions to critical healthcare issues, on-time and within-budget, across the spectrum of healthcare organizations.

Company Profile





## Health market intelligence

Ventures Healthcare Market Analysis Team applies accurate and bias-free methodologies, analytic techniques and customized research in order to provide meaningful data to our clients. We work with our clients to clarify their research objectives, develop and execute a research plan, then analyze, interpret and manage the data to help them make effective decisions.

## Credentialed feasibility studies

We conduct feasibility studies, researching all aspects of capital requirements, skills, marketing, physical requirements and likely payback period to assist the client in deciding how a product or service should be designed, delivered, priced and marketed. We review business cases, revenue streams and market demand, in conjunction with analyzing project profitability and carrying out sensitivity analysis. Essentially we collect and analyze data, obtained through focus groups, telephone surveys and other methodologies, to advise the client on the appropriate business strategy. Financial modeling of collected data will be applied to support the outcome of the feasibility study with regards to the project being profitable and viable.

## Business planning

A good business plan is necessary for effective operational purposes, where time and resources need to be utilized optimally. The hallmark of a successful venture is its focus as well as the strategies and plans it uses to realize its objectives and maximize its opportunities. The business plan is the modus operandi which details and integrates every component of the business to achieve the owner's targets effectively. Ventures Healthcare LLC has the required in-house expertise to not only develop a business plan, but also to develop strategic plans the outline tactics and approaches to have an edge over competitors and address the threats of the business in advance.





*Who will operate the facility and what are the tools that will be used to manage its clinical, administrative and financial operations?*

*How can I get the best qualified designer(s) and contractor(s), and make sure that the project is built on time and within budget?*

*How can I measure the performance of the project and optimize outcomes?*

## Project management

Ventures Healthcare can assist the Owner in not only obtaining the right answers but also in setting-up and managing all of the elements that represent a “Comprehensive Facilities Program Management” approach. Ventures Healthcare LLC. has the required expertise in healthcare administration, healthcare facility planning, clinical services, financial services, information technologies, equipment technologies, design and construction requirements, and project management to Guarantee the successful implementation of a new healthcare project from inception to commissioning.

Our holistic and comprehensive Program Management Systems focus on identifying the requirements of the project at every stage and then using our own in house resources to manage the implementation. From budgeting to master scheduling, we address and manage all issues related to functional and space programming, facility design and sizing, assessment of internal capabilities and developing organizational structure, all man power planning, all service line planning, all financial planning; all construction requirements and every element up to handing over to the Operator.





## Our differentiator

Proprietary web based .NET application “Vequip” that links all phases of the project from planning to design to specifications to tendering through procurement; utilizing e-RFP evaluations, clients can access the entire tendering process from response to recommendation.

- ✔ Precise planning which leads to optimum utilization of space and appropriate technologies.
- ✔ Customized detailed design which leads to minimizing changes and variations during construction.
- ✔ Effective tendering strategies and procurement methodologies which lead to attainment of competitive bids while preserving the desired quality.
- ✔ Local in-house resources comprising of SMEs in Medical technologies, IT infrastructure, and Health Information technology, administrative and clinical operations; which leads to development of integrated solutions tailored to providing the best outcome to the client.
- ✔ Sole regional team that encompasses all disciplines related to implementation of state-of-the-art digital healthcare facilities.

## Areas covered

Medical Equipment  
Surgical Equipment  
Hospital and Clinical Furniture  
Central Sterile Supply Equipment  
Laboratory Equipment  
Specialized Clinical Cabinetry  
Imaging Equipment  
Medical Gases outlets  
Mortuary Equipment  
Pharmacy and Automated Dispensing Equipment  
Material Handling and Storage Shelving

Physiotherapy and Rehabilitation Equipment  
Bed Head Units, Service Columns, Customs walls & Booms  
Oncology Equipment  
Dental Equipment  
Laundry, Kitchen and Cafeteria Equipment and Furniture  
Domestic Items (Refrigerators, Microwave Ovens, etc)  
General Non-patient related equipment & Furniture  
Testing and Biomedical Maintenance Equipment  
Pneumatic Tube System (Optional)  
Medical Waste Management

Medical Equipment Planning  
& Procurement Services





# Medical Equipment Planning and Procurement Services

## Strategy Development

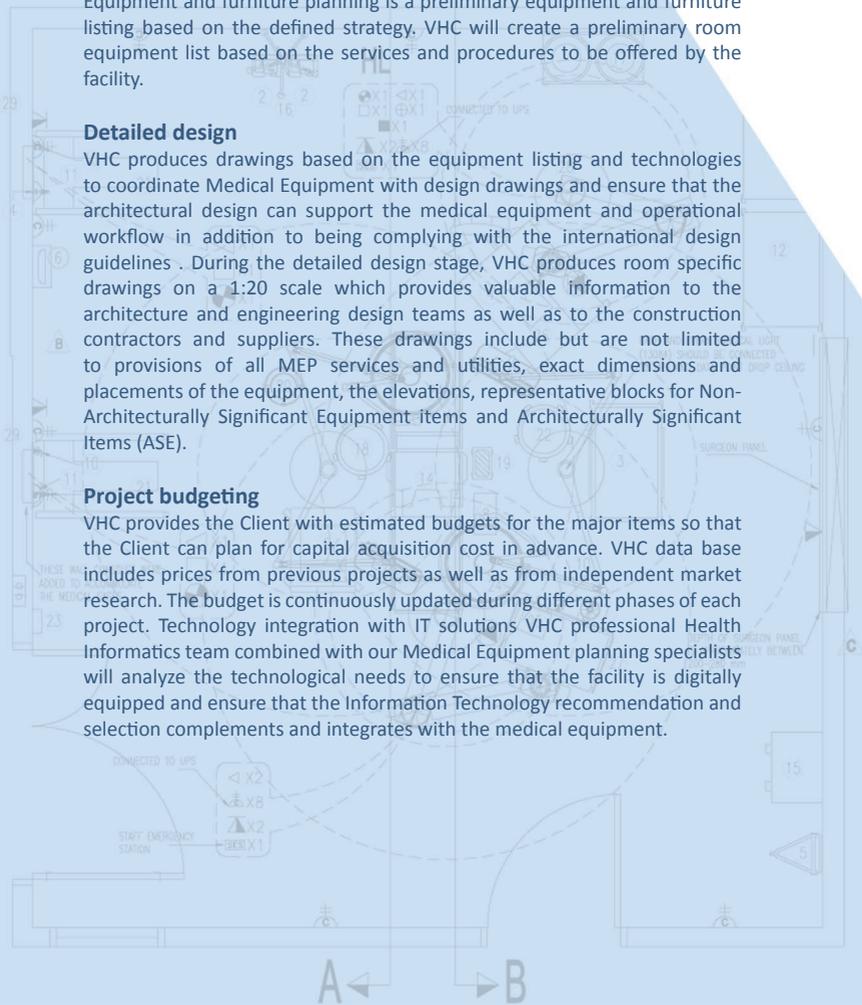
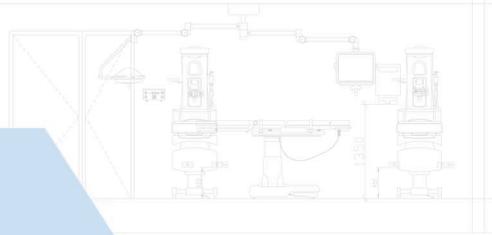
Involves defining types and level of technology (i.e., lab, pharmacy (manual or digital), medication dispensing system, PACS and the services and procedures to be offered by the facility. Once these are defined VHC will determine integration requirements – how will the medical equipment interact with the Health Information System, Information Technology Infrastructure Requirements, Models of Care and Operations and make Budget Projections. Equipment and furniture planning is a preliminary equipment and furniture listing based on the defined strategy. VHC will create a preliminary room equipment list based on the services and procedures to be offered by the facility.

## Detailed design

VHC produces drawings based on the equipment listing and technologies to coordinate Medical Equipment with design drawings and ensure that the architectural design can support the medical equipment and operational workflow in addition to being complying with the international design guidelines. During the detailed design stage, VHC produces room specific drawings on a 1:20 scale which provides valuable information to the architecture and engineering design teams as well as to the construction contractors and suppliers. These drawings include but are not limited to provisions of all MEP services and utilities, exact dimensions and placements of the equipment, the elevations, representative blocks for Non-Architecturally Significant Equipment items and Architecturally Significant Items (ASE).

## Project budgeting

VHC provides the Client with estimated budgets for the major items so that the Client can plan for capital acquisition cost in advance. VHC data base includes prices from previous projects as well as from independent market research. The budget is continuously updated during different phases of each project. Technology integration with IT solutions VHC professional Health Informatics team combined with our Medical Equipment planning specialists will analyze the technological needs to ensure that the facility is digitally equipped and ensure that the Information Technology recommendation and selection complements and integrates with the medical equipment.





# Medical Equipment Planning & Procurement Services

## Equipment specifications

Ventures Healthcare has experienced biomedical engineering professionals each who specialize in specific categories of equipment. VHC maintains a non-proprietary interest with regards to any manufacturer and develops generic specifications that assure competitive

## Tendering and tender evaluations

In order to prepare equipment specifications and evaluate vendor responses you must have a high level of expertise, Ventures Healthcare has the specialized staff for the most complicated of healthcare designs. Our specialists evaluate tender responses in two steps by performing Technical evaluations (vendor prequalification and compliance with specifications and technology assessments) and Financial Evaluation

## Procurement

Ventures Healthcare offers a wide range of procurement services that include tender evaluations, contract management and execution supervision.

## Project implementation

VHC scope of work includes production and coordination of Shop drawings, construction drawings, logistics, receiving and distribution, installation supervision, testing and commissioning, coordination of user and clinical engineering training as well as setting up support services.

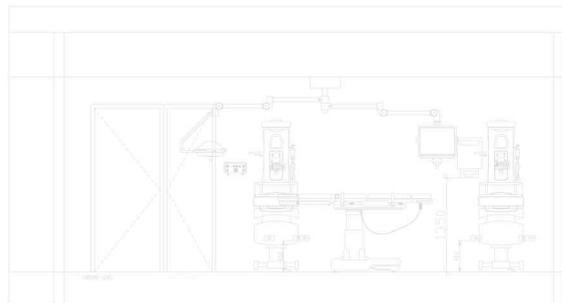
Plan  
and  
Design

Review

Tender

Procure

Implement





## Our differentiator

Ventures Health Informatics consulting is a cost-effective, proven approach that guides and assists healthcare organization to plan, procure, implement and manage healthcare information systems and services. Our consistent methodology ensures the transfer of our consultants' knowledge and experience, allowing you to meet your business objectives and empower your staff.

We work in partnership with healthcare provider organizations and vendors to successfully plan, implement and optimize complex, mission critical systems. Our consulting services focuses on integrated information system solutions for the healthcare industry including enterprise-wide patient care, clinical, financial and technology management solutions. Ventures also partners with affiliated consulting firms for other expertise and industry leading vendor solutions including Cerner, GE, Eclipsys, Meditech and Epic.

We have earned an excellent reputation, thanks to the quality performance of our professional staff and our unique ability to match people to projects. We believe each client and each engagement deserves the highest level of customized service we can provide. We assess your needs and assign consultants according to the best possible fit between their specific experiences and your particular requirements.

Ventures expertise encompasses both the current and the future in HIT systems, from point-of-care to physician order entry and beyond. We know the challenge of operating in a changing managed care world. And we understand the critical importance of integration of systems, processes, an all parts of the IT equation.



### IT Strategy Planning

Technology continues to change rapidly and its strategic importance touches all aspects of operations and clinical care, Ventures helps you identify industry trends and best practices, determine appropriate strategic options for their unique operating context and avoid risky decisions. Our approach to IT Strategy Planning is visionary while being sensitive to financial and environmental limitations. We leverage industry knowledge and experience to help clients gain an expansive perspective in planning endeavors, whether they are departmental or service line centric, enterprise-wide or extending into broader health information exchange.



## System Selection

Ventures methodology for assisting clients in evaluating and selecting Health IT solutions is focused on the technical and functional needs of the organization. The budgetary limitations and existing system capabilities of the client are also considered. Finally, our approach incorporates industry research, trends and lessons learned. All of these factors come together to help guide the selection and evaluation process and help clients drive to a satisfying and well-considered decision.

## IT Assessment

Ventures IT Infrastructure Assessment capabilities span from IT staff skill mix assessments to infrastructure/architecture reviews to industry benchmarking. We look carefully across the IT function and deeply into a specific area of concern to help identify and plan for enhancements. Our team of analysts studies trends and best practices in healthcare information technology and services and quickly translates findings into meaningful strategies and tactics for our clients to leverage in the context of a broader IT Performance Assessment, can assist clients in gauging the appropriateness and effectiveness of their investments in technology and resources and help target key areas for improvement.

## Contract Review and Negotiation

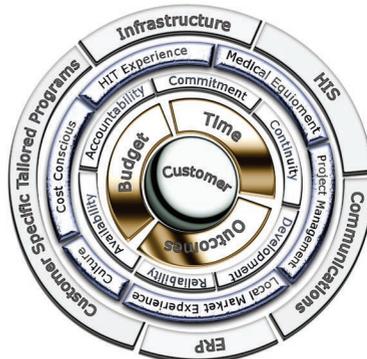
One of the most challenging tasks facing IT leadership is successfully negotiating contracts with technology vendors. Clearly defined contractual arrangements and scope definitions are critical to the success of projects and positive, long-term relationships between healthcare organizations and vendors. Ventures experience working with vendors and organizations in the contract negotiation process allows our clients to capitalize on lessons learned, accelerate the contracting process, reduce risks and develop strategies for successful projects. Our approach promotes achieving better contract terms and building improved, long-lasting relationships.

## Implementation Project Leadership

Given the technical, operational, and often political, complexity and nuances inherent in a large-scale system implementation, healthcare organizations need to rely on proven Project Leadership resources to ensure project success. Our Associates who specialize in Implementation Project Leadership are seasoned system implementation experts who possess “hands on” experience and the professionalism essential to managing large-scale projects, as well as the credibility and people skills needed to develop and lead project teams.

## IT Governance

Ventures works with client leadership to establish and prepare a core team of influential stakeholders to provide strategic direction and take executive ownership of the priorities and results of the IT function. Experience has shown that investing thoughtfully in structuring an IT Governance model and ensuring that the Governance Team fully understand and embrace their roles and responsibilities have led to high performing HIT projects.

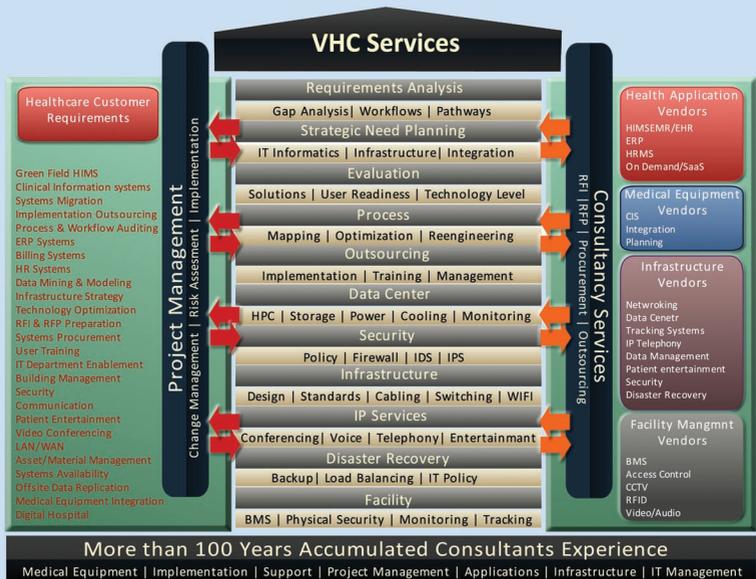




# Health Informatics Planning and Consultancy

## Bridging the gap

To bring best of breed systems to our region, a gap in culture and user expectations exists between multinational solution providers and our customers. This is why projects fail or go beyond anticipated time and budgets. Ventures Health bridges that gap by being part of the culture and on top of the technology. We minimize the risk by better understanding our clients' requirements and achieving the desired outcomes effectively.





#### **Arzanah Medical Complex**

A 54,000 square meter Complex comprising of 78 beds, a large orthopedics and sports medicine practice, a minimum invasive spinal surgery and pain management center, a large wellness outpatient practice, a large rehabilitation center, and a referral imaging center.



#### **SKMC, Casablanca, Morocco**

144-bed Specialized Tertiary Center that comprise: Dialysis, Oncology, Cardiology, Operating Theatres, Radiation Therapy and Nuclear Medicine, Imaging Department, Laboratory, Dental, Neonatology, Outpatient Clinics.



#### **Danat Al Emarat**

With a comprehensive range of services exclusively for women and children, competent medical professionals, unrivaled world-class facilities and 4 star luxury, we are setting a new standard in patient



#### **ICLDC**

A state-of-the-art facility specializing in Diabetes Treatment, Research, Training and Public health. The centre provides the highest level of specialized patient care, from first diagnosis to the management of all complications associated with diabetes.



#### **Capital Health Screening Center**

Capital Health screening center is a state-of-the-art medical center dedicated to performing medical checkups that expatriates need to undergo when applying for, or renewing Abu Dhabi residency Visas.



#### **ASPETAR**

The first specialised Orthopaedic and Sports Medicine Hospital in the Gulf region. It provides the highest possible medical treatment for sports-related injuries in a state-of-the-art facility, staffed by some of the world's leading sports medicine practitioners



#### **New Al Mafraq Hospital**

A 26400 square meter Complex comprising of 730 beds and a large ambulatory care center. The complex includes a large surgical center, a large outpatient department, trauma and emergency center, a burns unit, and comprehensive tertiary services center.



#### **Zayed Military Hospital**

ZMH is the only military hospital in the United Arab Emirates. has 365 beds capacity and provide medical services to more than 100000 people. ZMH is a tertiary type hospital and its departments are equipped with the the most modern equipment .

Ongoing Projects  
2009 - 2011



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