



**PHILIPS**

SmartPath

Transform

San Antonio  
Methodist Hospital



**Who? Where?**

**Tom Summitt,**  
Director of Cardiology Services –  
San Antonio Methodist Hospital,  
Texas, USA

**Challenge?**

To ensure interventional suites  
are 'state-of-the-art', whilst  
keeping investment costs and  
downtimes minimized.

**Solution?**

A Philips SmartPath Catalyst  
conversion delivers the  
functionality of a brand new  
system, without the associated  
spend or operational disruption.

# Giving your interventional lab a new life

Philips SmartPath is our long term commitment to giving you easy access to the latest innovations throughout the life-cycle of your interventional suite. Our dedicated SmartPath Catalyst conversion is the practical and cost effective way to transform your current system into the state-of-the-art Philips AlluraClarity interventional suite.

**Maximizing your capabilities, minimizing your costs**

There are clear economic, operational, and environmental benefits to converting your Philips imaging system into a Philips AlluraClarity platform – the bottom line being that you can now achieve enhanced Philips system performance at a fraction of the cost or disruption associated with a brand new purchase.

By reusing the key structural elements from your existing system architecture we are able to significantly reduce the time and money you would otherwise spend installing a brand new iXR platform.

Instead, we focus on updating your system's technology to the level used in our new system deliveries. This includes all software, imaging and control circuitry, and the latest flat detector and 3D imaging technologies – ensuring you are equipped with best-in-class imaging and diagnostic capabilities, without the associated downtime or financial commitment of a new installation.

# An innovative approach to achieving excellence

Delivering patient care in a competitive environment is not easy – top class facilities require outstanding people working with the best technology to ensure quality healthcare is provided at a viable price.



However, advanced healthcare technology is not traditionally cheap, nor simple to install. Today, finding innovative and sustainable ways to reduce the expense and disruption of system modernization is emerging as a key competitive advantage for top performing hospitals. We take a look at how a celebrated healthcare institution in San Antonio, Texas has utilized this **SmartPath to premium technology**.





Methodist Hospital opened in 1963 as the first hospital in the internationally acclaimed South Texas Medical Center. It is regularly ranked as the No. 1 healthcare facility in the region and accommodates over 1,400 beds and 2,500 employees – making it San Antonio's largest private hospital.

Methodist Hospital offers a broad range of specialties, including Cardiology where the site is accredited by the Joint Commission and is formally recognized as an exceptional healthcare provider across the full spectrum of cardiac care.

#### **Maximizing your capabilities, minimizing your costs**

Since 2000, Tom Summitt has been the Director of Cardiology Services at Methodist. In recent years he has seen some major changes in the way leading healthcare facilities, like Methodist, look to get the full life-cycle value from their interventional X-ray technology.

In 2014, Tom oversaw the update of a Philips FD20 electrophysiology (EP) X-ray system, with the goal of upgrading it to the state-of-the-art standard. Previously, this process would have required a time consuming and costly brand new installation, complete with room restructure and an updated code compliance process.

However this time Tom elected to perform a SmartPath Catalyst conversion – a 'Circular Economy' initiative which offers comprehensive refurbishment of old Philips medical equipment instead of building from scratch.

The 'Circular Economy' is a pioneering business approach that enables sustainable economic growth by closing business loops, ensuring efficient use of resources and driving innovative business models. It helps Philips and our customers to re-use as much material as possible, while still keeping up to date with developments in medical technology. A Catalyst conversion is an excellent illustration of this strategy, offering the latest clinical functionality in a financially attractive solution, with minimized material usage.

The results? According to Tom, **"It's pretty remarkable that we can convert an old product in this way. It's like using a brand new buyout. Operationally, installation wise, ease of use... It's been pretty amazing."**

#### **"It saved us time and money"**

So what prompted Methodist to undertake a Catalyst conversion? "Firstly, Catalyst saved us a significant amount of money.

And secondly, time was critical – if we did a brand new installation, including room preparation, bringing it up to code, etc. **we were looking at a three month turnaround. With a Catalyst upgrade it took us less than a month.** That's pretty significant if you look at either downtime or expansion. Because time is money."

Tom also points out just how good the results of the EP conversion were in terms of clinical functionality, "When we were first approached about a catalyst we were skeptical because we thought that meant second-hand equipment. But Philips walked us through the details of the Catalyst process and showed us results from other sites. **The additional clinical functionality really is first-class and the reality is that we cannot tell the difference between the conversion and a brand new buyout. The system is just as reliable, it works great. We will do it every time we can from now on!**"

#### **System overhaul without the disruption**

One of the key factors that impressed the team at Methodist was the speed and simplicity of the conversion, "The whole process was slick and quick. The Philips install team did a great job, turnaround time was amazing." Tom explains how this expedited conversion process makes sense for both Methodist and for its patients, **"It meant we were able to drastically minimize the amount of time the EP lab was out of use and so didn't have to divert patients elsewhere.** That was important for us from both a financial and patient-care perspective."



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**Tom Summitt**, Director of Cardiology Services – San Antonio Methodist Hospital, Texas, USA

#### A sustainable solution

Another factor which helped convince Tom and his team to convert rather than replace, is the fact that their converted EP lab is supported as if it were brand new. It comes with the same warranty period, giving Tom peace of mind in his investment, "In San Antonio it's the service that sells it. And the Philips system doesn't go down. And if it does I can call the Philips engineers directly and they are on-site immediately. **That doesn't happen with other vendors and means we remove the risk of unnecessary downtime. Philips service is excellent. Nobody can touch it.**"

These ongoing operational benefits allied to the upfront time and cost savings have convinced Tom, and his colleagues at Methodist, that a SmartPath Catalyst conversion truly can give your interventional lab a new lease of life. So much so, that Tom now regularly recommends Catalyst to colleagues and peers, "When I go to other hospitals, I tell them about our experience with Catalyst. I tell them it has been nothing short of amazing. Like I said, we will be doing it every time we can from now on."

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For more information about how our Catalyst program is breathing new life into interventional X-ray systems across the globe, visit our dedicated website and take your first step on the SmartPath to premium technology: [www.philips.com/catalyst](http://www.philips.com/catalyst)

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