



# Healthcare

Specialists in Asset Finance

*"SAF's knowledge of both the public and private sector and how equipment is financed in these markets is extensive and backed up by a strong desire to make deals happen."*

**Paul Adderley - Managing Director - Carl Zeiss**

# Healthcare

SAF specialise in structuring and funding bespoke finance solutions for public and private sector Healthcare providers, in particular the NHS.

Changes in accountancy standards, mounting budgetary challenges and competition for capital allocation mean that the procurement of much-needed medical equipment is becoming increasingly difficult. There is significant appetite within the market for alternative funding solutions for procurement projects where a clinical need exists, but capital is not available.

SAF Solutions have a proven track record of supporting the healthcare sector and its supply partners in providing affordable and compliant alternatives to outright capital purchase, completing transactions on behalf of NHS Trusts, private healthcare providers, regional medical centres, and GP practices.

Following the pandemic, the healthcare sector is implementing a delivery plan to tackle the backlog of elective care nationwide. The outsourcing of diagnostic and surgical procedures, in addition to the NHS prioritising the most urgent P1/ P2 surgical treatments, require flexible procurement solutions to ensure they have the medical equipment needed to achieve their aims.

*"Linnet UK has worked successfully with SAF as our exclusive financial solutions partner for a number of years now. We chose to work with SAF due to their deep knowledge and experience with respect to NHS and private sector procurement needs and their understanding of the often complex procedures and policies involved with public sector finance."*

**Les Smith - Managing Director - Linet UK**



## Benefits of working with SAF...

- Financial and Commercial Expertise
- Innovative Bespoke Funding Solutions
- Market Leader
- Proactive Approach
- Compliant Procurement



## Case Study: NHS Outpatient Referrals

Ophthalmic diagnostic services and day case surgery are a key area for increased NHS outpatient referrals, with ophthalmic procedures accounting for over 10% of the current NHS patient backlog.

Private healthcare providers, diagnostic hubs and community based medical practices are fundamental to reducing the backlog of elective care. However, to alleviate the pressure on the NHS they require the necessary medical technology to carry out such procedures.

SAF Solutions have proactively supported this sector, implementing a finance solution as a more accessible, method of procurement. Recently we have concluded transactions on behalf of Carl Zeiss with Probus Surgery Ltd and Ireland Wood & Horsfoth Medical Practice looking to acquire industry-leading ophthalmic diagnostic and imaging systems to better serve their patients and community.

SAF worked closely with both practices to assess their financial requirements and structure a funding solution that provided the best cashflow benefit to the customer enabling a significant upgrade to their service provision.

## Case Study: Ultrasound Funding Solution



Mid and South Essex Hospital Services NHS Trust had entered into a rent to buy scheme with SAF retained supplier, BK Medical, to acquire a bk3000 ultrasound system.

The Trust had been renting the ultrasound from BK Medical with an obligation to purchase the equipment before the supplier's financial year end. Due to lack of available capital the Trust required a finance solution that enabled them to retain the equipment and continue with a busy patient schedule.

### Challenges

- Lack of Available Capital
- Time Constraints
- Planned Schedule of Appointments

### Solution

- Proactive Response
- Flexible Approach
- Restructured Finance Terms
- Compliant Procurement

SAFs involvement ensured the best value solution for the Trusts budget and enabled BK Medical to recognise the sale of goods.





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