

Press Release – 05/20/2015

## **S-CAPE® presents innovations at conhIT**

- + caresyntax® OR integration with optimized workflow and new software modules**
- + market innovation: CX-IQ – the dynamic IT monitoring tool**
- + projects implemented: Ten ORs in the Bamberg Medical Center, new ORs in Leipzig and Singapore**
- + international demand increases: D-A-CH, MENA and Asia regions**
- + participation in the "Entscheiderfabrik" (Decision-Maker Factory) concept competition**

S-CAPE® started with the new caresyntax® brand in the fall of 2014 at MEDICA, and had introduced the new CX-PRIME product line to industry experts. Now after the appearance at ConhIT in Berlin, from April 14 to 16 2015, CEO Björn von Siemens' assessment is positive:

"The market is demanding support from technology enterprises like S-CAPE® in the form of solutions that are tailored to new requirements. Accordingly, caresyntax® is far more than just a brand; it is a repositioning of S-CAPE®. Hardware is no longer our only specialty, rather we have established a significantly broader base for our portfolio of solutions and products. We have received extremely positive feedback, particularly regarding our software technology platform, developed in house, the CX-PRIME product line. Naturally we are still in the initial stages of our journey into the future of digital integration of ORs and the perioperative workflow, however we can already successfully show the direction we are heading through several reference projects."

At conhIT, medical center administration and planning decision-makers realized that S-CAPE® offers an approach to the topic of OR integration that is clearly different from that of the competition. S-CAPE® views itself as an innovation engine of the industry – and the company's aggressive investment strategy follows: "In recent weeks we have significantly expanded our software team. Consequently we were able to present software innovations and new functionalities of our CX-PRIME family of solutions at conhIT. In the hardware area we are also constantly moving forward in keeping with our commitment to quality", continues Björn von Siemens.

### **conhIT 2015, Berlin: OR integration solution caresyntax® with optimized workflow**

At conhIT, S-CAPE® presented the caresyntax® integration solution and optimized workflow, intelligent analysis, and integrated IT system monitoring, as well as a new hardware architecture.

The non-proprietary and app-based OR integration solution received a new software management component. The refined CX-STUDIO documentation solution, which has been extended with dual recording, was particularly well received by industry visitors of the exhibition. However, CX-SHARE with software-based streaming also constitutes a smart alternative in the area of video transmission.

With CX-IQ, S-CAPE® presented a completely new development; an integrated, dynamic IT monitoring tool, which previously has not been available on the market in this form. Through continuous monitoring of all systems it offers fast system diagnostics, whereby OR downtimes can be significantly reduced. All parameters can be intelligently evaluated to ensure ongoing process optimization.

The component and cable architecture of the CX-HUB hardware interface has also been perfected. Through this measure better service accesses have been established. In addition to "zero footprint" wall integration, now a rack solution is also available as an option.

Thus with caresyntax®, S-CAPE® takes the next decisive step of offering smart, OR solutions in-line with demand, for generating sustainable added-value in the OR. The guiding principle is manufacturer-neutrality of all product and application solutions, which enables greater independence of clinics with regard to their investments.

### **Development competence: Demand sets ambitious goals**

With this competence Björn von Siemens and his team want to send clear signals to industry experts: "The strengthening of our software and project management teams, as well as the seven-digit investment in our development, represent a strong commitment to the market for more innovations – this is a promise that we will keep."

S-CAPE® customers can look forward to additional production innovations this year, on the hardware side as well as on the software side. Björn von Siemens: "Our main focus is placed clearly on further development of our integration solutions. This focus is validated by the market, as evidenced by our incoming orders. In 2015 we will achieve sales growth in the double-digit range and we will be able to show further innovations at this fall's MEDICA.

### **Complex project implemented: Ten ORs in the Bamberg Medical Center**

The Bamberg Social Foundation's "Bruderwald Medical Center" is an ultramodern medical center, which treats more than 43,000 in-patients and over 120,000 out-patients each year. It also operates as an academic teaching hospital of the Friedrich Alexander University of Erlangen-Nuremberg.

The new OR center with ten operating rooms, including one hybrid OR, was dedicated in March 2015. The first operations are scheduled to take place in June. All ten ORs are designed for interdisciplinary use, and innovation solutions with state-of-the-art technologies, such as 4K and 3D are integrated. "These forward-looking solutions remain viable far beyond the year of installation, and thus they constitute a sustainable investment", explains Björn Lehnhoff, S-CAPE®, sales manager for the D-A-CH region, who is responsible for commercial project planning.

All ten OR rooms have been equipped with the customer-specific, in-wall installed consoles. The integrated OR system is controlled via a 24" multi-touch display. A 4K and 3D capable 39" monitor is available for individual presentation of live images and X-ray images. In the hybrid OR the caresyntax® video management system has been coupled to the Artis Zeego system from Siemens via two independent video lines.

As part of the first training courses for the new OR area Professor Dr. Georg A. Pistorius, medical director of the Bamberg Medical Center, showed extensive interest in the implementation of the planned OR integration: "I look forward to the commissioning of the new OR rooms in early June and expect optimal support of the

workflows in the OR through caresyntax®. During the operation, all information is ergonomically available on monitors – after the operation images and videos of interventions can be documented, evaluated and discussed digitally in the medical center network."

The project in Bamberg particularly shows that efficiency in the OR is becoming ever more important. Now, through use of intelligent IT this efficiency can be optimized. As a result, there is an urgent necessity to ever more effectively network the medical and administrative functions in the OR. "Networking, manufacturer-neutrality, and openness for future options are topics that move the market because medical centers no longer want to be committed to individual suppliers. With this approach available resources can be integrated in a cost-efficient manner, all devices do not need to be immediately repurchased. Medical centers want to plan their investments in such a manner that they open up room to move in the future", reasons Björn Lehnhoff.

### **Business development: Focus on the D-A-CH, MENA, and Asia regions**

In addition, in April six new ORs were dedicated in the St. Georg Clinic in Leipzig, Germany. Here caresyntax® has installed the optional rack solution, and thus proves that these customer requirements can also be implemented. A project is currently underway in the Charité Berlin, Campus Benjamin Franklin, where ORs are being modernized with S-CAPE® solutions. Also there are several large orders from the MENA – Middle East and North Africa region – and from Turkey.

S-CAPE® also anticipates further growth in Asia. In recent years more than 100 ORs were equipped in China. In Singapore a larger project is in the final stage of completion. And there are additional customer inquiries from these countries. "Our solutions fit very well to market demands in these regions. We want to continue establishing ourselves there as a solution supplier and specialist for OR integration with strong software and organization competence", points out Björn von Siemens, concerning the international activities of S-CAPE®.

### **Concepts of the future: Finalist in the "Entscheiderfabrik" (Decision-Maker Factory) Competition**

The company's leadership position in the area of development competence in this market segment is also confirmed by participation in the "Entscheiderfabrik" "Decision-Maker Factory" IT innovation competition". With the "Wall of Knowledge" theme, S-CAPE® was active as one of the finalists for the five key IT topics in the 2015 decision-maker event in Düsseldorf.

CEOs, planners, administrators, and IT directors from leading medical centers meet together regularly with representatives from the industry and the service sector in the "Entscheiderfabrik" for exchange. Each year five TOP topics from IT fields, such as consulting, organization, and software in the e-health area are selected, on which the group will work together in forward-looking collaboration.

Björn von Siemens has also been asked to serve as a member of the "Entscheiderfabrik" jury, which will next meet at MEDICA 2015.

*Additional information concerning "Entscheiderfabrik": [www.guig.org](http://www.guig.org)*

### **About caresyntax®**

caresyntax® is the brand for digital OR integration solutions offered by the leading medical technology provider, S-CAPE®. Since 1991, S-CAPE® has been bundling its unique experience in equipping approx.

5,000 operating rooms in more than 1,000 medical centers in more than 50 countries around the world.

At its Berlin site all caresyntax® activities are primarily centered on development, planning, and sales of the new, innovative CX-PRIME line of digital hardware and software solutions for integrated ORs and other clinical environments.

## Contact

We would be pleased to provide additional information concerning our company and our product range. Please contact:

S-CAPE® GmbH  
Komturstrasse 18 A  
12099 Berlin, Germany

Björn von Siemens (CEO)  
Telephone: +49 30 7130297-0  
Email: [info@s-cape.com](mailto:info@s-cape.com)  
[www.s-cape.com](http://www.s-cape.com)