



AQUILIA HEALTH

1000
YEARS
OF HEALTHCARE EXPERIENCE

STILL FULL OF IDEAS



AQUILIA HEALTH

INTRO

1000 years of healthcare experience still full of ideas is a webinar series developed by AQUILIA HEALTH.

Our team and network of experts has a vast healthcare experience across various international markets.

This is the reason why we launched a series of professional sessions to share our experience, industry know-how and processes with relevant business organisations and individuals with interest in international healthcare best practise.

1000 YEARS

OF HEALTHCARE EXPERIENCE

STILL FULL OF IDEAS

CHAPTER I:
CONCEPT & PROJECT
DEVELOPMENT
CASE STUDY:
SMART REHABILITATION CENTER



YEARS

OF HEALTHCARE EXPERIENCE

PROJECT DEVELOPMENT- HOSPITAL PLANNING

7 STEPS:

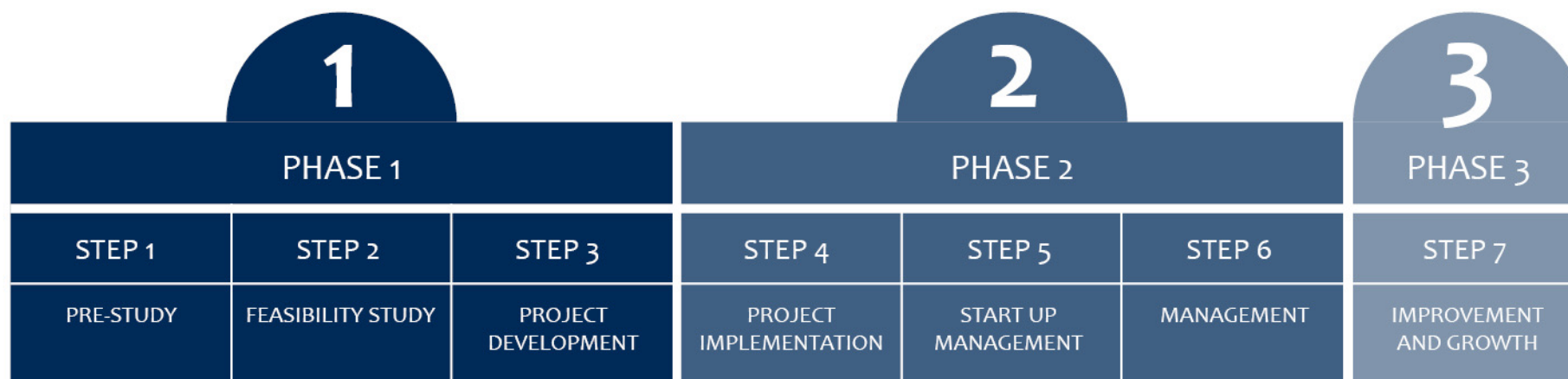
PROJECT AND CONCEPT
DEVELOPMENT- UP TO LONG TERM MANAGEMENT



YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



get familiar with
the market and
create first vision

YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



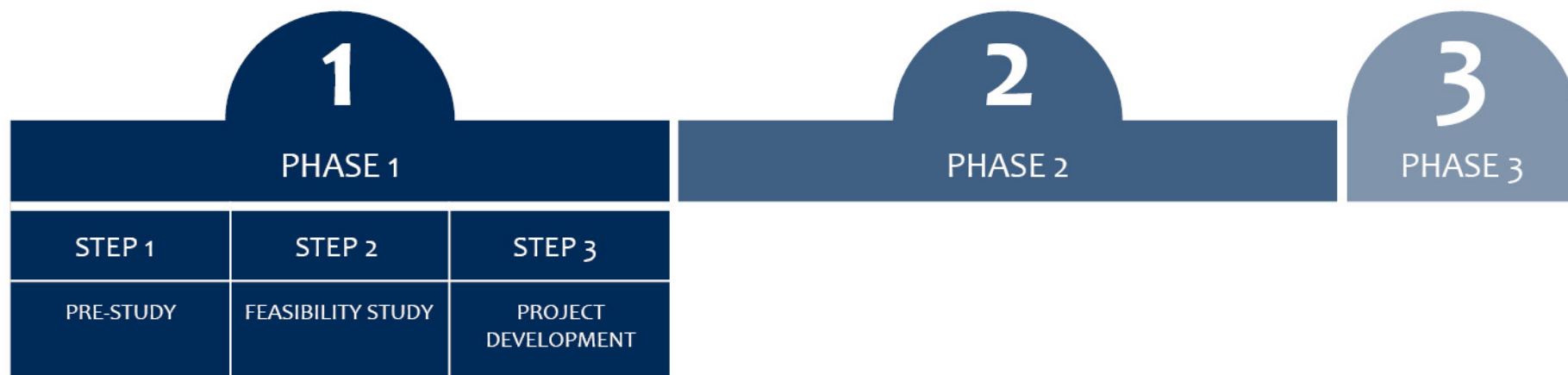
get familiar with the market and create first vision

define the optimal structure and critically evaluate

YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



get familiar with the market and create first vision

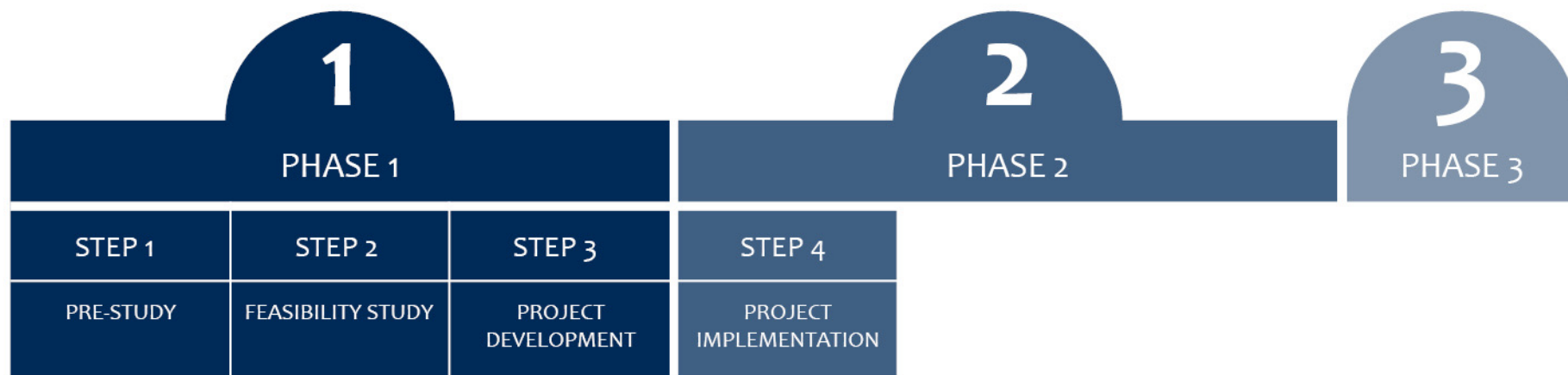
define the optimal structure and critically evaluate

plan details and boost functionality for the future operation

YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



get familiar with the market and create first vision

define the optimal structure and critically evaluate

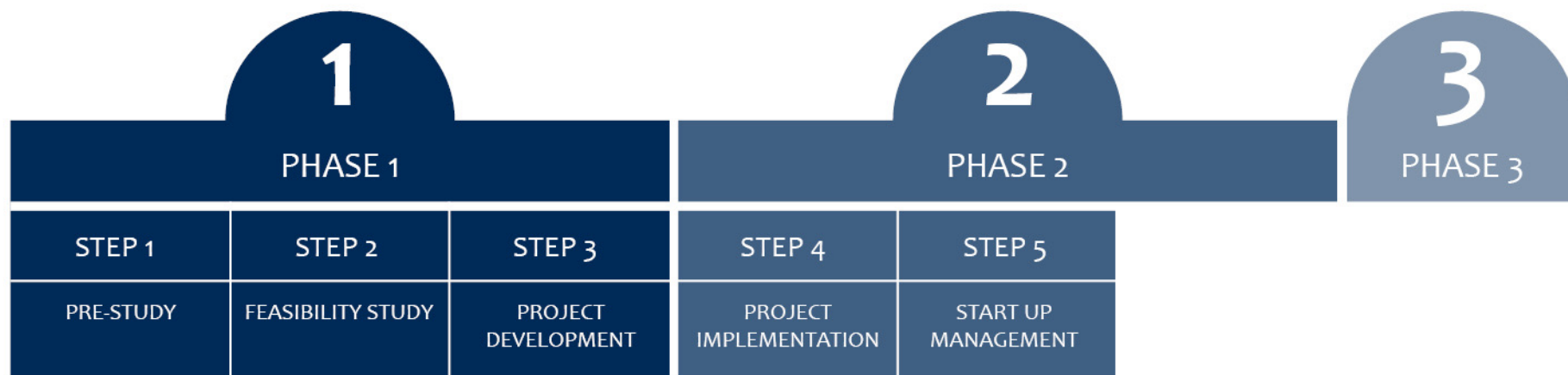
plan details and boost functionality for the future operation

manage on time, on budget and quality expectations

YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



get familiar with the market and create first vision

define the optimal structure and critically evaluate

plan details and boost functionality for the future operation

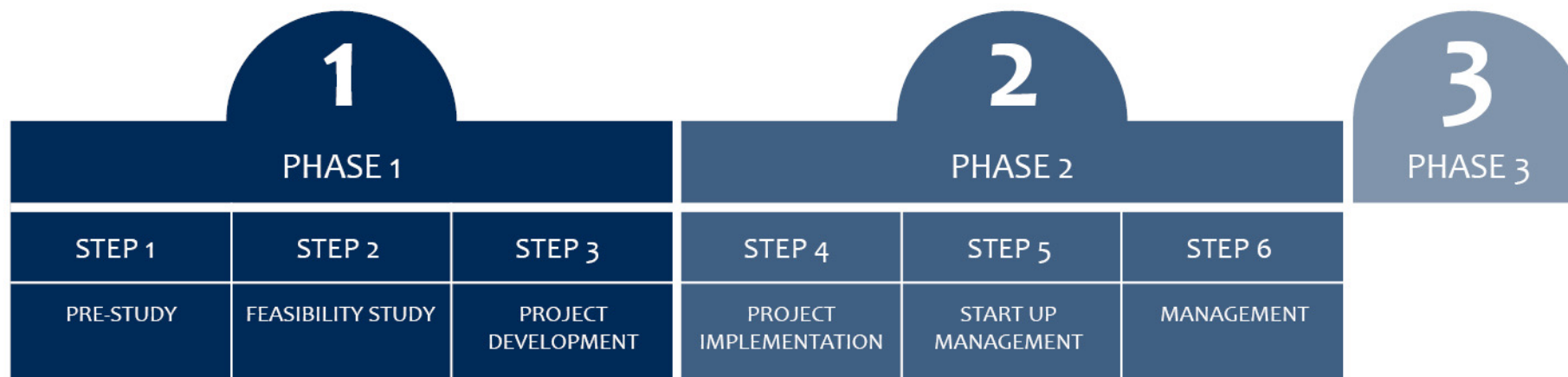
manage on time, on budget and quality expectations

maximise performance to minimise losses

YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



get familiar with the market and create first vision

define the optimal structure and critically evaluate

plan details and boost functionality for the future operation

manage on time, on budget and quality expectations

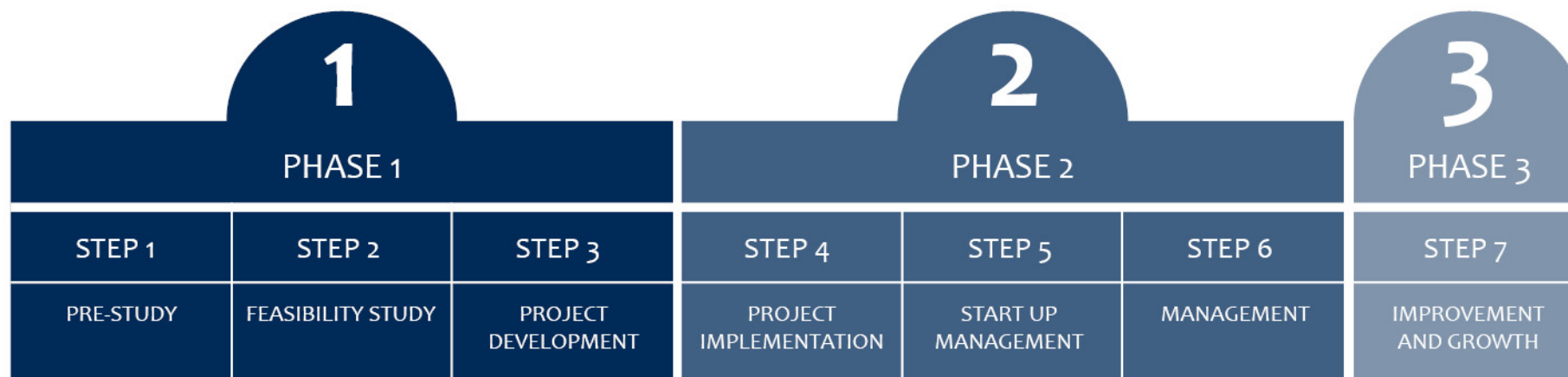
maximise performance to minimise losses

on top of profit and loss items and processes

YEARS

OF HEALTHCARE EXPERIENCE

7 STEPS: PROJECT AND CONCEPT DEVELOPMENT - UP TO LONG TERM MANAGEMENT



get familiar with the market and create first vision

define the optimal structure and critically evaluate

plan details and boost functionality for the future operation

manage on time, on budget and quality expectations

maximise performance to minimise losses

on top of profit and loss items and processes

evaluate, re-think, innovate, expand ... for long-term competitiveness

YEARS

OF HEALTHCARE EXPERIENCE

PROJECT DEVELOPMENT

Applying holistic approach



WHAT NEEDS TO BE COVERED



INTERNATIONAL MARKET INTELLIGENCE

market research, studies and briefs

identification of international trends

business development strategies and tactics

international industry's best practise



INNOVATIVE CONCEPTS AND STUDIES

medical and operational concepts

service line development

feasibility studies

adaptation of innovative models to market(s)



BUSINESS MODELS

financial modelling

stakeholder management

commercial negotiations

business design and structure



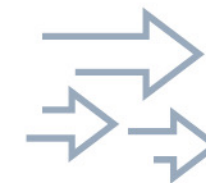
PROJECT IMPLEMENTATION

project support in various regions

consultancy in a wide range of fields

project management

implementation of business concepts



RUNNING BUSINESS OPERATION

shareholder role

know how transfer

growth strategies

education & training

INTERNATIONAL MARKET INTELLIGENCE

First thing first: Do not underestimate market data!

Market Research process is crucial for the hospital projects and M & A as it enables to gather, analyse and process vast quantity of global data which can be further placed in the relevant context.

In this stage, we screen the market and assess possible opportunities for the concept development.

What to look for:



MARKET RESEARCH,
STUDIES AND BRIEFS



IDENTIFICATION OF
INTERNATIONAL TRENDS



ON-SITE MARKET
SCREENING



BUSINESS DEVELOPMENT
STRATEGIES AND TACTICS



INTERNATIONAL
INDUSTRY BEST-PRACTICE



BRAINSTORM SESSIONS
WITH EXPERT TEAM

YEARS

OF HEALTHCARE EXPERIENCE

INTERNATIONAL MARKET INTELLIGENCE

Identification Of International Trends

„We identify trends in a multinational context, to pick best innovations and integrate them into our projects.“

What trends are important:



TRENDS IN
PATIENT CARE



TRENDS IN
TECHNOLOGY



TRENDS IN BUSINESS
STRUCTURING AND FINANCE



TRENDS IN
ARCHITECTURE



TRENDS IN
MEDICAL PROVISION



TRENDS IN BEHAVIORAL
SHIFTS OF THE POPULATION

INNOVATIVE CONCEPTS AND STUDIES

Our tip: Invest time and energy into concept development as it brings greater financial performance and profitability.

„Concept development is often a complex and lengthy process but inevitable during hospital planning process. We realized that concept development plays a major role in the success of the hospital and its long-term sustainability“

What to look for during concept phase:



MEDICAL AND
OPERATION CONCEPTS



SERVICE LINE
DEVELOPMENT



FEASIBILITY
STUDIES



ADAPTATION OF INNOVATIVE
MODELS TO THE MARKET

INNOVATIVE CONCEPTS AND STUDIES

Service Line Development

„We are convinced that very often, specialization and focus on Centers of Excellence can lead to best results from the medical and financial standpoint.“

Our selected medical concepts



Musculoskeletal medicine (MSK)



Rehabilitation



Women's health and fitness



Lifestyle medicine



Medical mall



Sports medicine

YEARS

OF HEALTHCARE EXPERIENCE

YEARS

OF HEALTHCARE EXPERIENCE

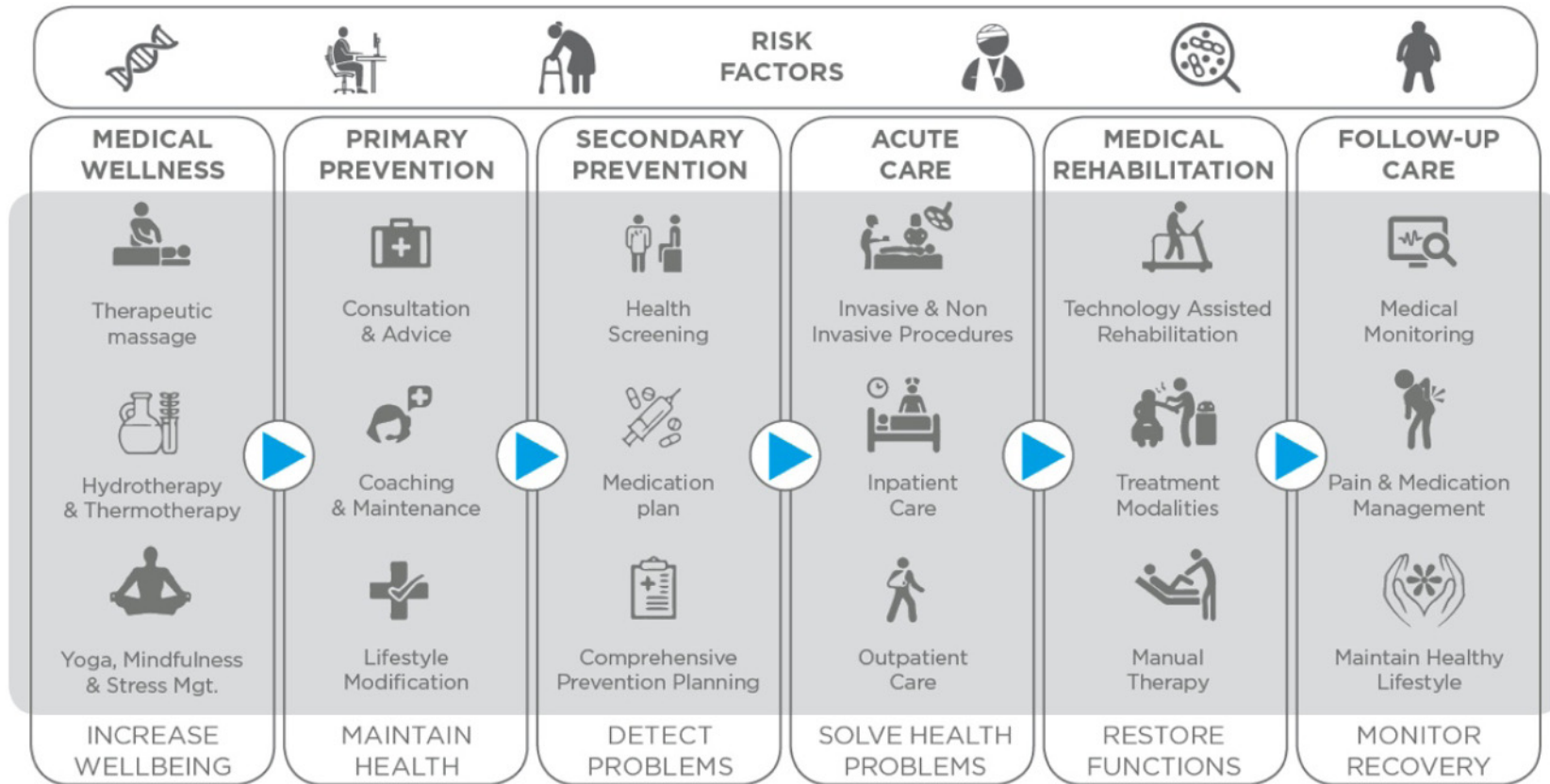



AQUILIA HEALTH

SMART REHABILITATION CENTER

Developed by AQUILIA HEALTH

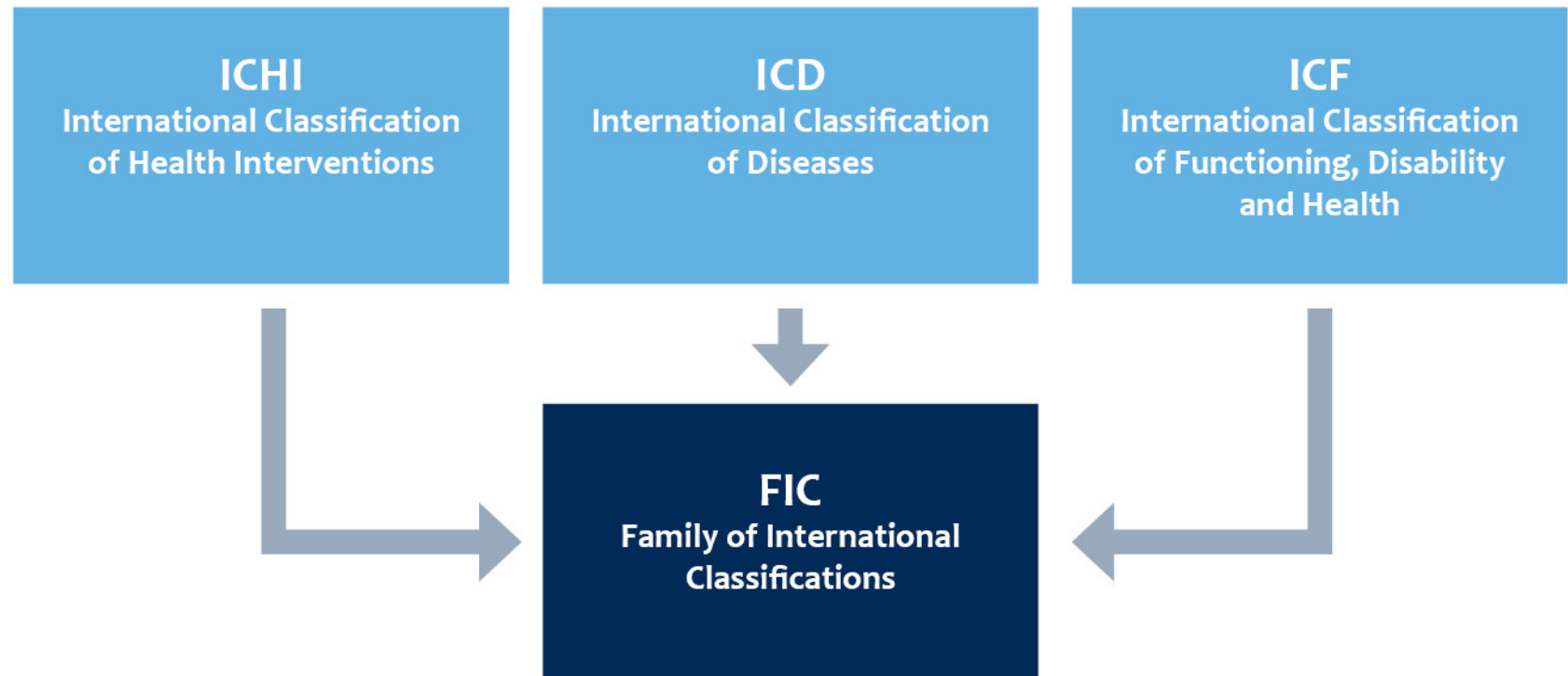
HOLISTIC CONCEPT



YEARS

OF HEALTHCARE EXPERIENCE

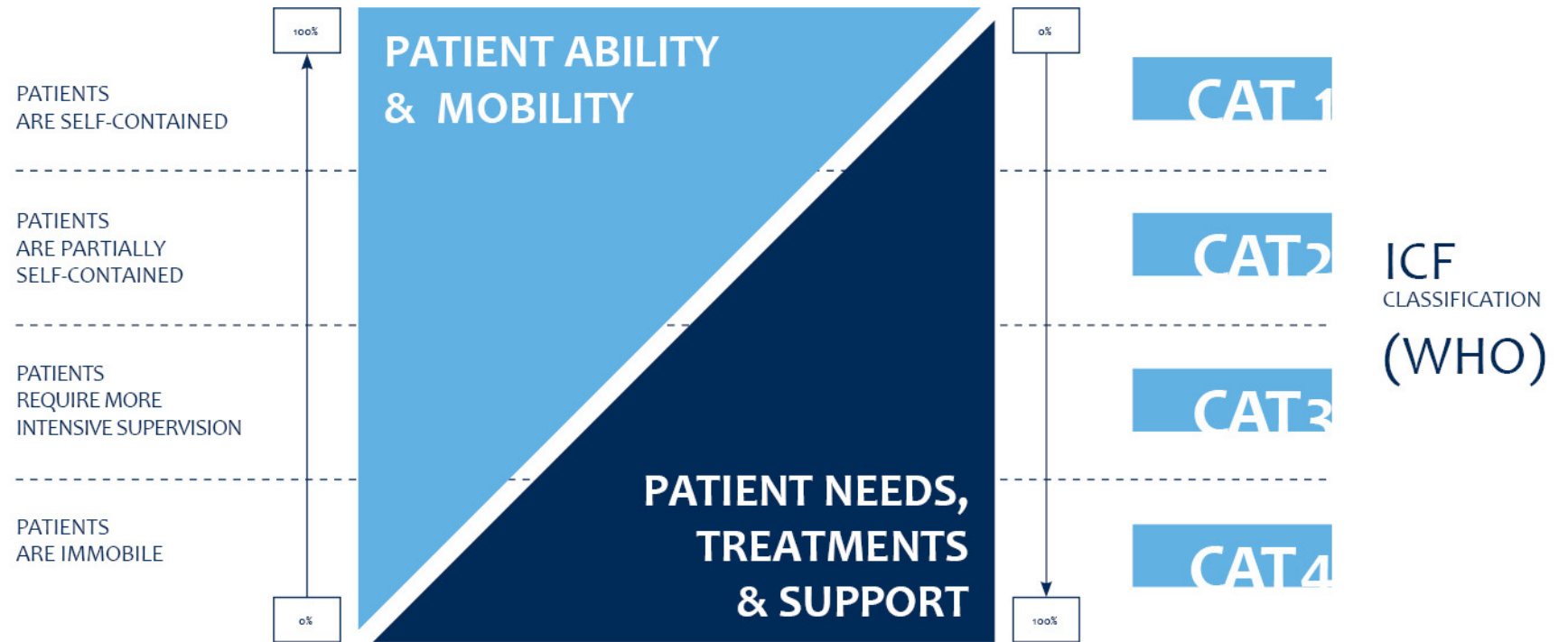
MEDICINE BASED ON INTERNATIONAL STANDARDS



YEARS

OF HEALTHCARE EXPERIENCE

PATIENT CLASSIFICATION

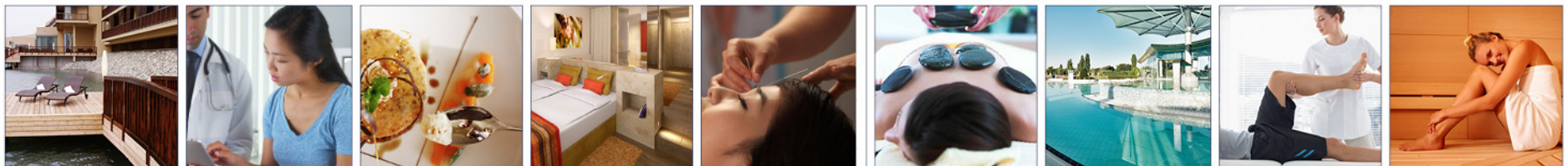
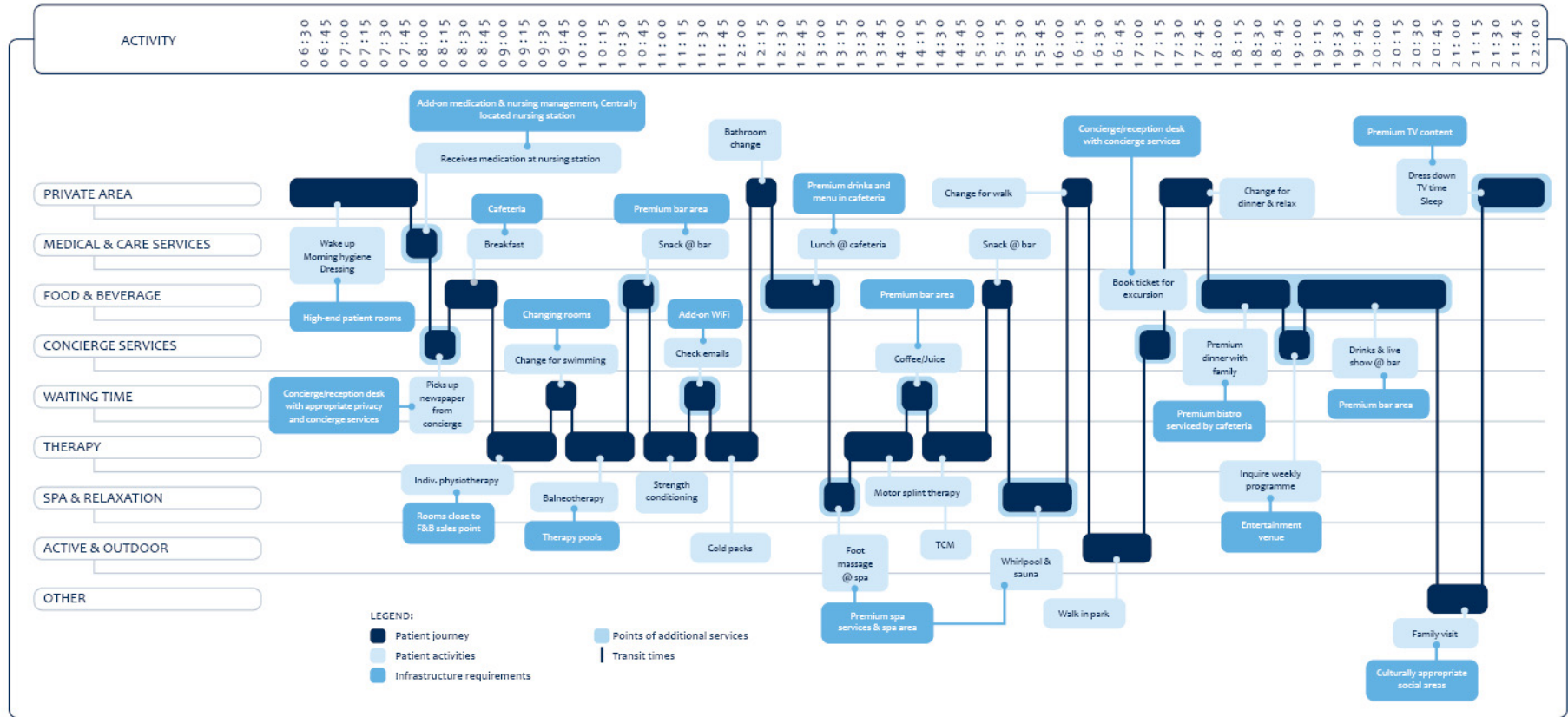


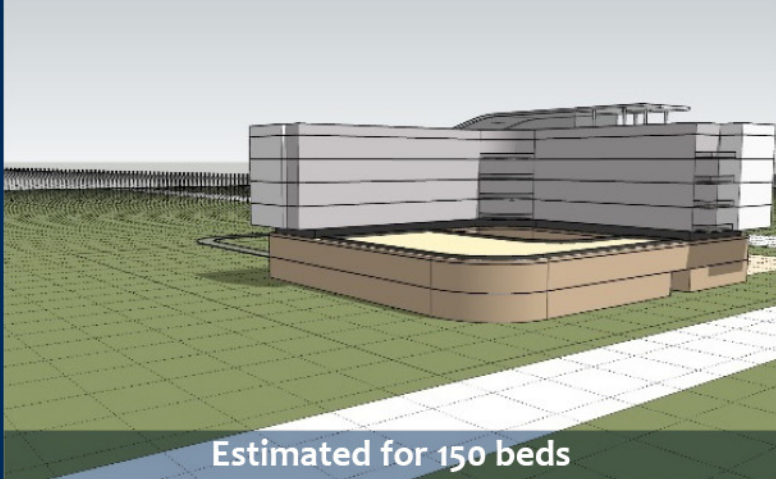
ICF: International Classification of Functioning, Disability and Health
ICF is the WHO framework for measuring health and disability at both individual and population levels.
WHO: World Health Organisation

YEARS

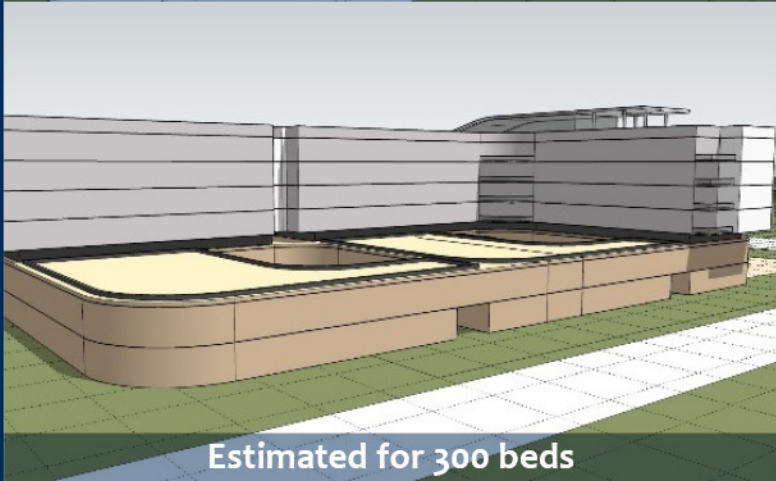
OF HEALTHCARE EXPERIENCE

PATIENT DAY - EXAMPLE





Estimated for 150 beds



Estimated for 300 beds



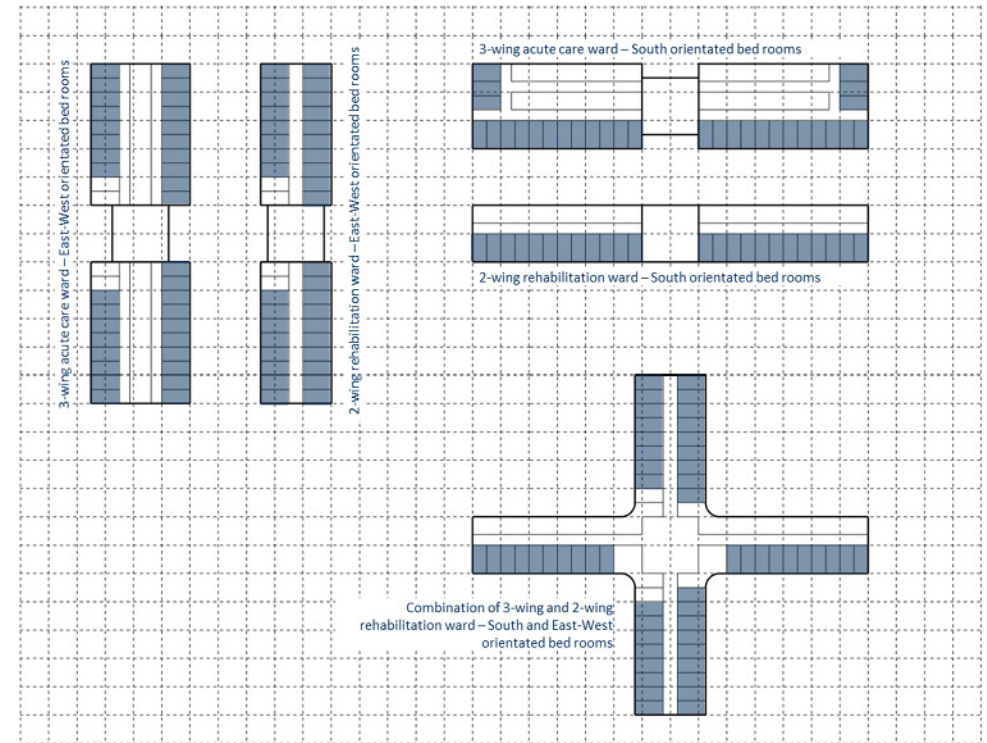
Estimated for 500 beds

MAIN PRINCIPLES – MODULAR SYSTEM & CROSS LAYOUT

Our three modular standards, as illustrated below, enable us to plan rehabilitation center in a flexible fashion, from small, medium up to large scale. Size of the facility is mainly influenced based on the positioning, catchment area demand and region.

Modular System: The hospital can be extended horizontally as well as vertically. It can be easily adapted to different plot layouts.

Cross Layout: By comparison of various ward layouts, the cross layout provides the most sufficient traffic organization and can connect 4 wards.





YEARS

OF HEALTHCARE EXPERIENCE



INSPIRATION

YEARS

OF HEALTHCARE EXPERIENCE



KEEP THE INSPIRATION ALIVE

We draw our inspiration from the elements of nature and living organisms. For example: the lobby ceiling was inspired by mushroom lines and coral reef.



WHEN TRADITIONAL MEETS CONTEMPORARY

Chinese design elements are fused with the interior, for example: bamboo, window panels, rocks.

YEARS

OF HEALTHCARE EXPERIENCE



YEARS

OF HEALTHCARE EXPERIENCE



SKY IS THE LIMIT

As our concept is futuristic, we were inspired from the space. Fitness and medical gym design was inspired by stars and the sky.



YEARS
OF HEALTHCARE EXPERIENCE



DIAGNOSTIC AREA

Diagnostic area is expected to provide patients with the leading medical technology in the fields of diagnostics, suited to the needs of all the medical departments accessible in the centre. Diagnostics is of special importance for the check-up centre and all other departments in the clinic.



YEARS

OF HEALTHCARE EXPERIENCE



SURGERY AREA

The surgery department is an essential area in the centre, in order to cover the acute surgical treatment in the healthcare continuum. Both in- and outpatient surgeries can be provided in fully equipped operating theatres, including high quality surgical equipment and devices. The surgery unit is closely connected to the rehabilitation department, since post- surgical rehabilitation is highly recommended to all surgery patients.



YEARS

OF HEALTHCARE EXPERIENCE



TREATMENT AREA

Treatment area is an area designated for rehabilitative therapies and treatments. Each patient is expected to receive an individual therapy plan and based on the needs access to different treatment modules (e.g., physical therapy, physiotherapy, occupational therapy, robotic rehabilitation, etc.). Rehabilitation therapies are managed by a multidisciplinary team of specialists resulting in an optimized rehabilitation care model.



YEARS

OF HEALTHCARE EXPERIENCE

HYDROTHERAPY AREA

Hydrotherapy area is designated for a broad range of approaches and therapeutic methods that utilise the physical properties of water, such as different temperature and pressure, for therapeutic purposes, to stimulate blood circulation and treat the symptoms of certain diseases. Hydrotherapy is an essential part of the successful rehabilitation and can be applicable to various patient groups. Hydrotherapy includes different types of treatment facilities: Full baths, Contrast baths, Kneipp bath, Butterfly baths, Fango and Body wrap treatments.



YEARS

OF HEALTHCARE EXPERIENCE



THERAPY GARDEN

Therapy garden is a designated outside area in the garden environment that has a therapeutic role during the recovery process. Therapy garden should be utilized as a supporting therapy for the patients undergoing conventional therapy. The emphasis is placed on the mind & soul. Patients can engage in different therapies that are associated with lowering the stress and improving the mental state such as yoga, Pilates, meditation. Therapy garden is a proven method for patients to facilitate positive sensory experiences, physical and psychological well-being together with engaging on the social level with the other patients.

YEARS

OF HEALTHCARE EXPERIENCE

A hand is shown from the bottom, palm up, holding several glowing, white, 3D question marks of various sizes. The background is a soft-focus image of a person in a light blue shirt. The overall theme is questions and answers.

YEARS

OF HEALTHCARE EXPERIENCE

QUESTIONS & ANSWERS



AQUILIA HEALTH

OUTRO

Interested to find out more about healthcare best-practice?

Stay tuned for our upcoming webinars.

If you have questions related to this topic, contact us at:

info@aquilia-health.com

Follow us on:



AQUILIA GROUP

YEARS

OF HEALTHCARE EXPERIENCE

AQUILIA HEALTH team has an extensive international experience in setting up healthcare facilities and hospital operations as selected team members accomplished large projects for multi-national/fortunate 500 companies for more than a decade. This enables us to facilitate full project cycle starting from the project idea, concept development up to project development.

STILL FULL OF IDEAS