



## **German-Arab Education and Vocational Training Forum**

**Vivantes Training and Education Services for  
the International Market**  
10/2011

# Agenda

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1	<b>Vivantes</b>
2	Vivantes Education Services
3	Case study: IAMC

**Vivantes is the biggest hospital chain of Germany located in one city – covering 30% of the Berlin healthcare market**

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**The following key figures demonstrate the potential of Vivantes**

- 9 Hospitals in Berlin
  - > 5,000 Beds
  - Sales 2010 > 850 million €
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- > 1,500 Physicians
  - > 3,500 Nurses
  - In total ca. 13,000 employees
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- > 100 medical Departments
  - 14 Nursing homes
  - 1 Rehab center
  - Education and Training Facilities
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- 200,000 Inpatients/ Year
  - 300,000 Outpatients/ Year
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**Locations in Berlin, Germany**



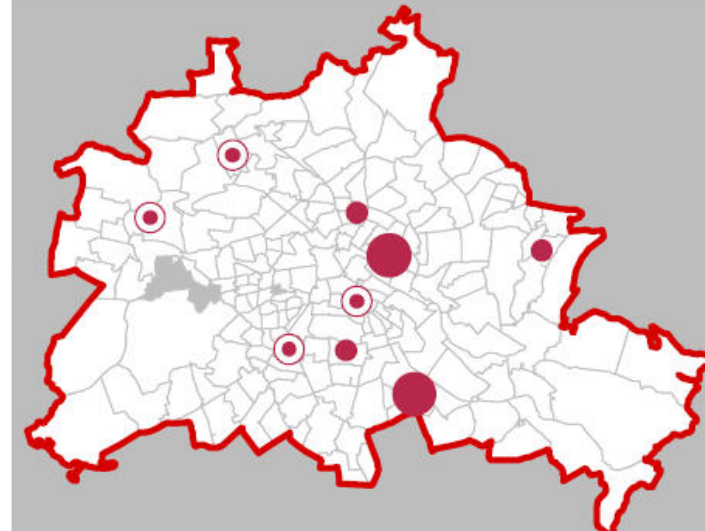
The semi-governmental origin makes us different from others in terms of values and approach

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## Values and Approach

- **Responsibility:** Vivantes is a 100% state-owned Hospital chain
- **Dynamic:** Limited corporate structure gives flexibility
- **Comprehensive:** High diversification in all types of healthcare facilities
- **Best medical practice as key strategy**
- **Strategic international growth and development:** national and international

### Graded Typology of Hospitals



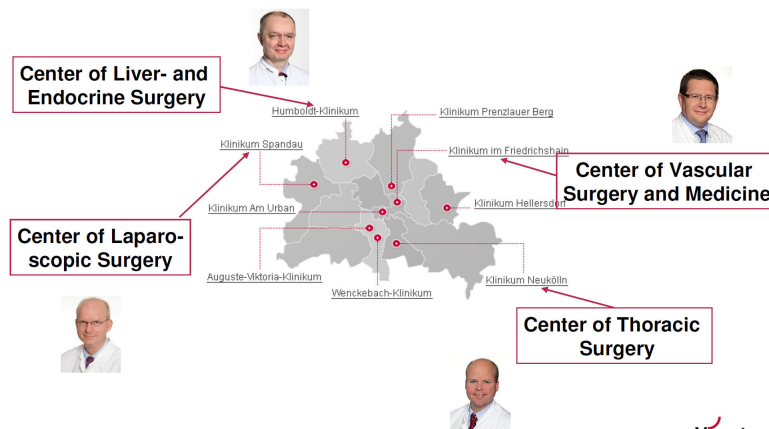
**Graded hospital typology and Centers of Excellence concentrate knowledge and equipment**

- **Basic Hospitals:** 100-400 beds
- **Regional Hospitals:** 500-700 beds
- **Maximum Service Hospitals:** 800 to >1200 beds

## Special centers of excellence concentrate knowledge: Key requirement - excellent staff

### Combination of effective patient treatment and efficient management

- Focus on efficiency: the 3 “O”
  - Continuous optimization of structure
  - Continuous optimization of medical functions
  - Continuous optimization of medical processes
- Centers of excellence for special services



### > 40 Centers of Excellence



This are some key examples of our  
best-practice Centers of Excellence

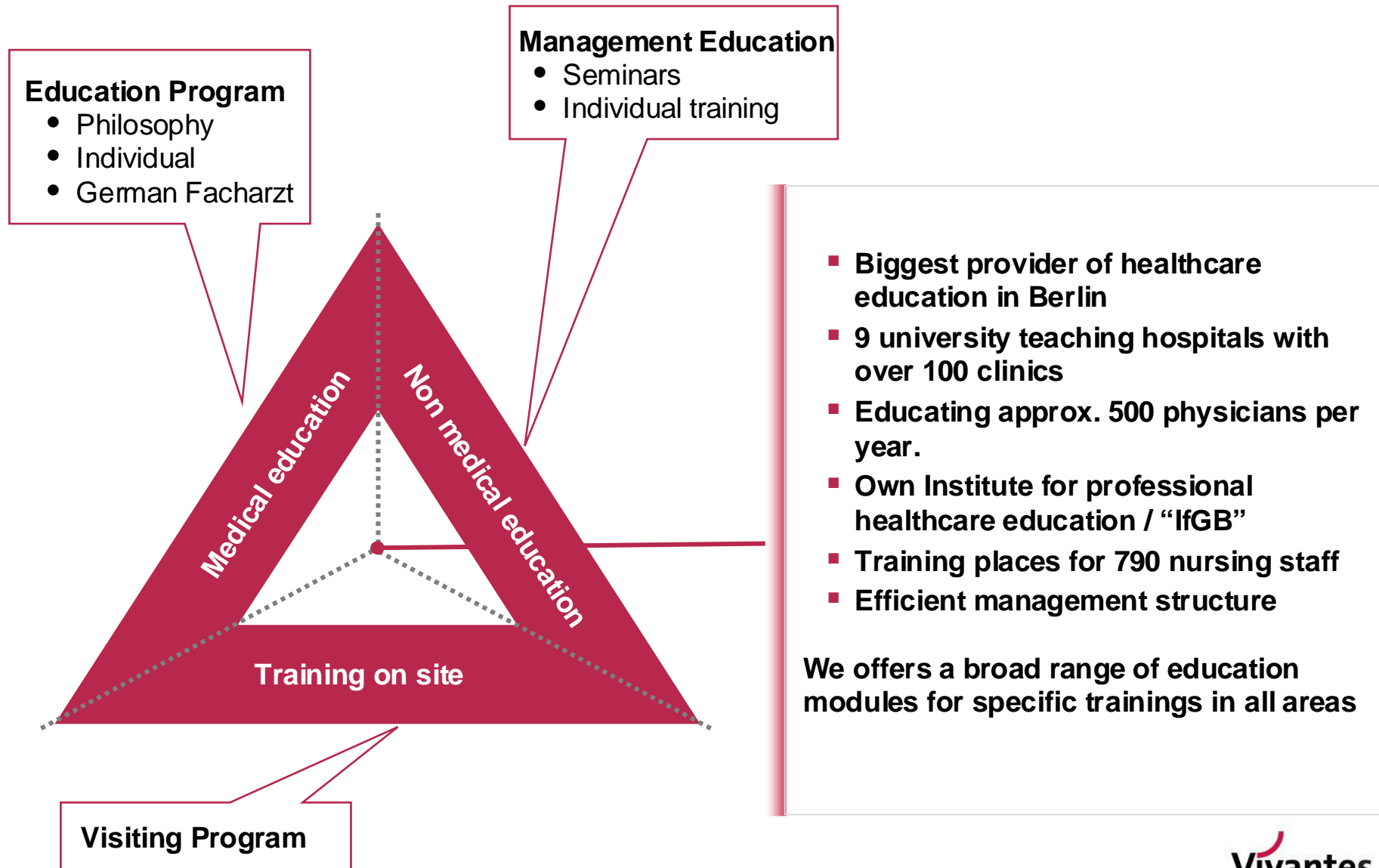
- ❖ Diabetes Centers (3)
- ❖ Cancer Centers (3)
- ❖ Obesity Center (1)
- ❖ Ortho / Endoprothetic Centers (2)
- ❖ Berlin Heart Rhythm Center (1/2)
- ❖ Micro Invasive Surgery Center (1)
- ❖ Liver and Endocrine surgery Center (1)
- ❖ Cochlea Implant Center (1)
- ❖ Vascular Surgery Center (1)

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**Our structure and experience allows us to offer comprehensive education services**  
**Vivantes stands for medical education and further education on the highest level**






## Education program for doctors – We educate or specialize international medical staff in Germany



**Vivantes International Medicine offers three individually adapted education programs for foreign physicians**

Official or even state certificates will be issued after successful completion of the courses or programs.

Philosophy	Individual	German Facharzt
advanced theoretical (35%) and practical (65%) qualification across a broad spectrum of medical subspecialties and in modern hospital health care management		
hands off	higher specialization	German board specialization
Short stays, 3-6 Months	3 Months to 2 Years	5-6 Years
		



## Education Program 3 - German Facharzt Program

German medical specialist is an internationally accepted qualification



### Key elements and requirements

- Theoretical and practical further education in one of 33 specialties
- 5 to 6 years
- Fully hospital-integrated In accordance with the guidelines of the German medical association / Deutsche Ärztekammer.
- Additional courses for faster integration
- German language and medical diploma necessary

### Objectives and Advantages

- Full Integration in hospital daily route
- Mentoring and supervision by one of Vivantes top specialists throughout the training
- Social and workflow integration
- Continuous quality assurance
- German Facharzt certificate
- Full administrative support before and during the training

### Selected references and running programs

- > 20 specialists currently in training
- Special program for the Saudi Partners has been developed and about to start.  
Capacity > 100 Saudi doctors.



**Over 20 doctors already in training**  
**Special program for further 50-100 Saudi doctors to be launched shortly**

## Visting program

Enables to perform hands on training services on site



All Visiting services can be offered in three main categories of assignment: short-term, mid-term and long-term

**International Congresses**

**Combined Medical Boards**

**Guest Professors**

**Visiting Professors**

**Short and long term Staff**

### Visiting Doctors Program

**Joint outpatient consultation-hours**

**Diagnostics, therapies, surgical interventions**

**On-site advice and coaching**

**Individual and group staff training**

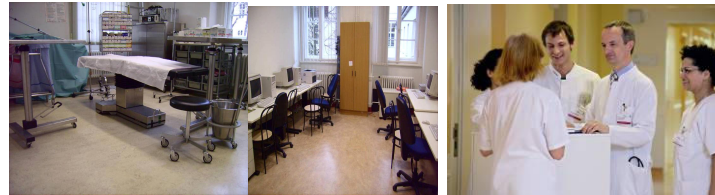


### Visiting Staff Program

**Individual and group operation and training**

**Head nurse support**

**Advice on medical and non-medical services**



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## Case Study: Selected project references. Vivantes had the honour to develop a master plan study for the future Al Imam Medical Campus in Riyadh

### Al-Imam Academic Medical Campus, Riyadh, Kingdom of South Arabia

- **Client:** Tuwaiq Co
- **Description:** Academic Medical Campus, University Hospital
- **Volume:** ca. 1,75 billion US-\$
- **Schedule:** 2010 - 2014

#### Masterplan Phase I:

- Campus
  - Hospital
  - College
  - Research
- Performance strategy
- Project investments
  - Construction budget
  - Excellence budget
- Execution strategy

#### Project Phase II and III:

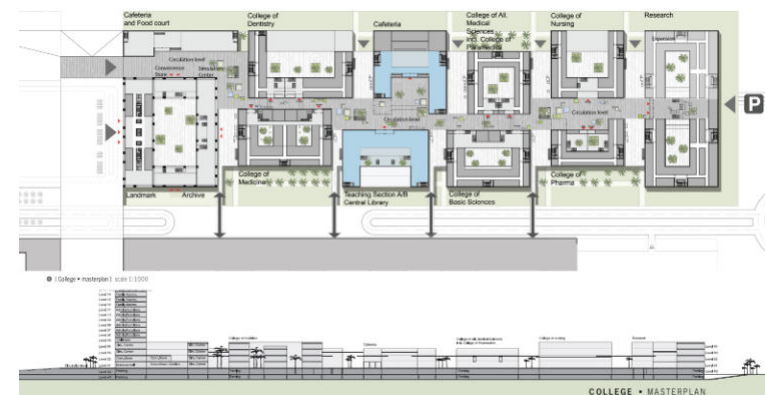
- Plan & Build consulting
- Implementation and ramp-up
- Operation and co-management



Academical Campus, total area over 1 million sqm

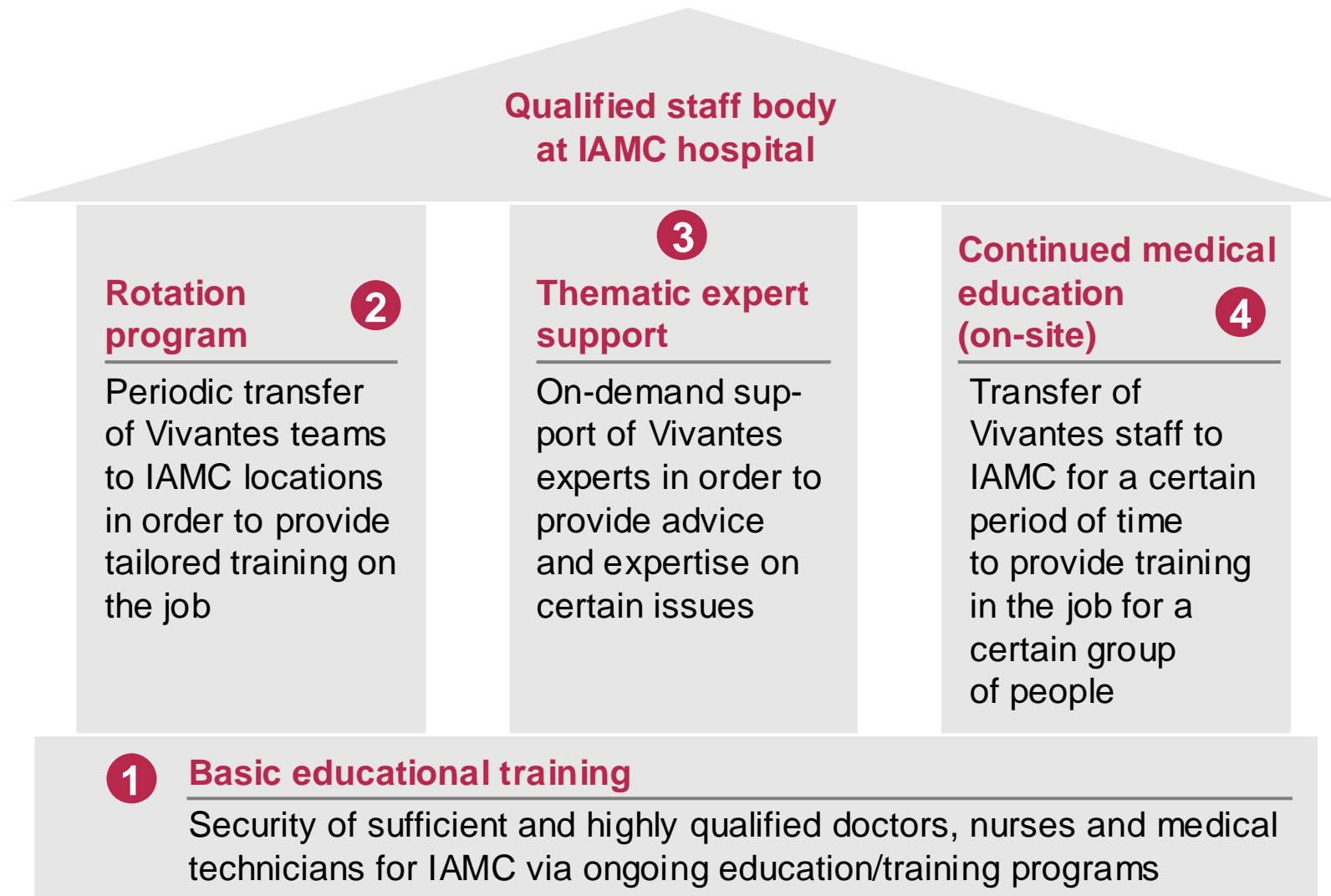
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Colleges for approx. 3,500 students



**Availability of qualified staff is a crucial factor for the success of operations.  
Strategic planning integrates training measures already in the early stage**

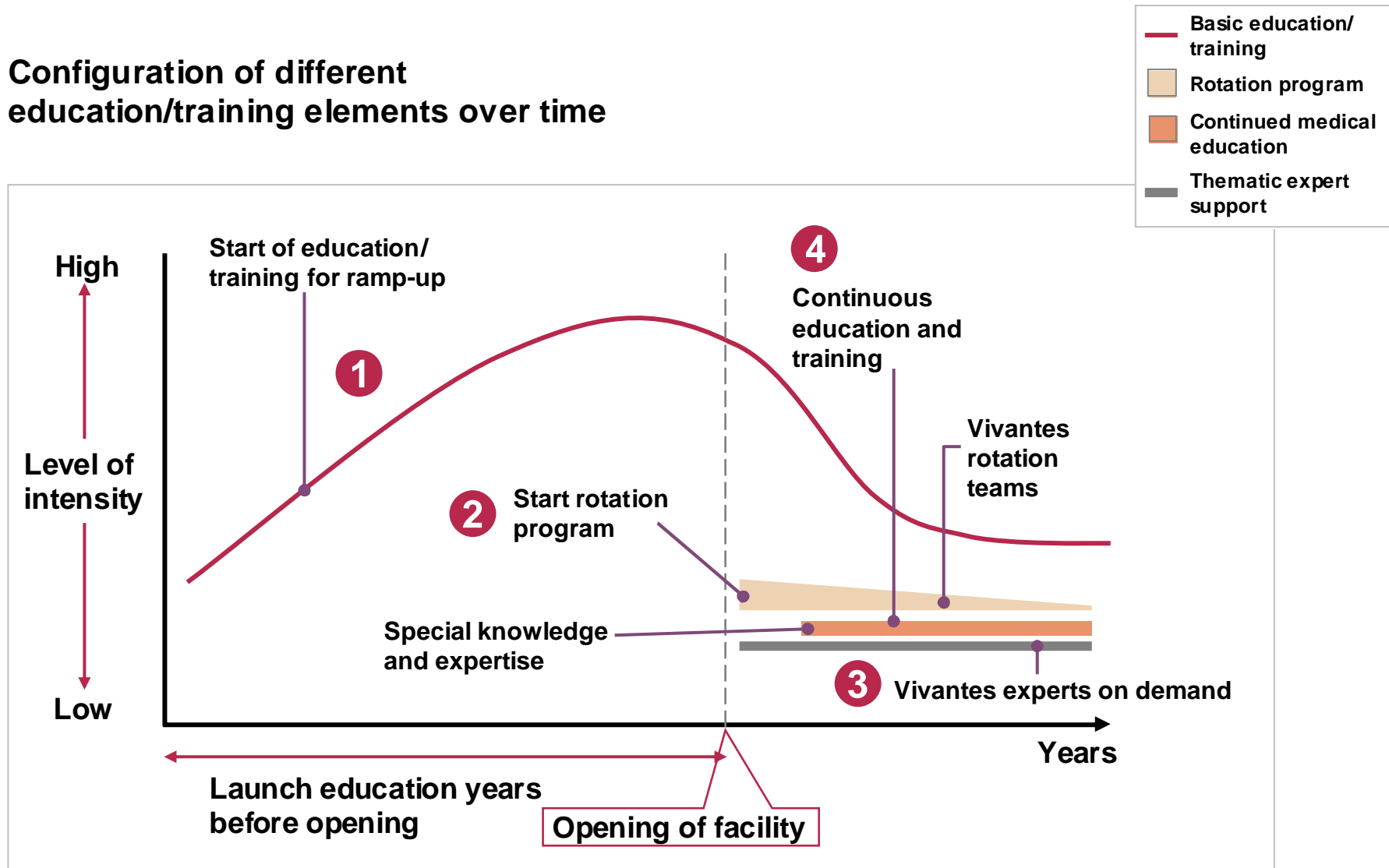
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## Adapted strategies for an optimal level of educational quality ensure availability of staff at opening of facility



### Configuration of different education/training elements over time



## Kontakt

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