

Press release

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Large order for a long-term partnership

Gesundheit Nordhessen Holding AG, Kassel, is counting on Dräger

Lübeck / Kassel – Dräger and Gesundheit Nordhessen Holding AG, Kassel, (GNH) have entered into a ten-year medical technology leasing agreement. The Supervisory and Executive Boards of the health care group are therefore transferring responsibility for the smooth operation of around 10,000 electro-medical devices to Dräger. Starting June 1, 2010, the company from Lübeck will provide GNH with a modern state-of-the-art medical technology infrastructure for the next ten years. The agreement stipulates that Dräger will systematically renew all devices, maintain them and provide a continuous supply of consumables without GNH having to purchase any ownership shares. Total order volume for the entire term of the contract amounts to more than EUR 60 million.

Stefan Dräger, Chairman of the Executive Board of Drägerwerk Verwaltungs AG, adds: “I am proud that GNH is entrusting us with translating these complex requirements into a clearly structured, tailor-made concept. Our capable employees have earned this trust by providing years of excellent work. An in-depth relationship with a customer that, just like the family company Dräger, pursues a long-term strategy, forms the basis of such a close cooperation. I am particularly pleased about that.”

GNH currently uses numerous devices by varying manufacturers with an average age of ten years. Costs for having to stockpile a variety of consumables, lacking standardization and the resulting need to train employees on a range of different machines as well as high administrative costs and efforts for maintaining these devices make it difficult to cost-effectively and efficiently manage its medical technology. The device concept therefore focuses on quickly eliminating the investment backlog and standardizing all electro-medical devices.

“We called for tenders from all across Europe. In Dräger we have found a partner that can supply us with electro-medical devices as well as maintaining them,” explains Dr. med. Gerhard M. Sontheimer, CEO of GNH. “This brand new leasing concept gives us flexibility and at the same time guarantees us a high degree of device uptime and – thanks to fixed

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monthly installments – price stability for the entire term of the contract.” In Germany, such a leasing concept for electro-medical devices is unique. Kassel’s Mayor, Jürgen Kaiser, Chairman of the Supervisory Board of GNH, sees the project as an excellent opportunity to modernize GNH’s medical technology equipment straight away and at a reasonable cost, while maintaining a high standard of patient care.

Dräger moved its maintenance office directly onto the premises of the clinic in Kassel to provide more efficient and quicker service. The in-house workshop is starting operations right on schedule on June 1.

About Dräger

The Drägerwerk AG & Co. KGaA is an international leader in the fields of medical and safety technology. Dräger products protect, support and save lives. Founded in 1889, in 2009 Dräger generated revenues of around EUR 1.9 billion. The Dräger Group is currently present in more than 190 countries and has about 11,000 employees worldwide. Please visit www.draeger.com for more information.

About Gesundheit Nordhessen Holding AG:

Gesundheit Nordhessen Holding AG (GNH) is a service group providing medical care for outpatients and inpatients as well as geriatric care. The holding company maintains six hospitals that offer a comprehensive range of medical services and provides care for almost 68,000 inpatients annually. Klinikum Kassel, the largest municipal hospital in Hessen, is the Group’s central unit. Its other clinics are the Park Schönfeld children’s hospital in Kassel, Kreiskliniken Kassel situated in Bad Karlshafen-Helmarshausen, Hofgeismar and Wolfhagen and Bad Arolsen Hospital. This service range is complemented by two rehabilitation centers and a senior citizen’s residential complex with in-house care services. GNH is one of the largest employers and vocational training providers in the region with around 4,700 employees and more than 370 trainees.

www.gesundheit-nordhessen.de

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