Philips inks $50M deal with Inspira Health

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To standardize patient monitoring and drive innovation in diagnostic imaging solutions

Royal Philips, a global leader in health technology, and Inspira Health (Inspira), have announced a strategic 5-year partnership agreement worth $50 million to standardize patient monitoring and drive innovation in diagnostic imaging solutions in order to enhance patient care and improve clinical workflow performance.

The agreement will make Philips solutions available to more than a dozen Inspira health facilities, helping the charitable non-profit fulfill its commitment to provide access to the highest quality medical services. The contract also includes training and services that will maximize Inspira's operational efficiency.

Long-term strategic partnerships (LSPs) are a growing trend used within hospitals and health systems to better manage the cost and complexity of their technology investments over a defined period, while expanding quality access to advanced medical care in order to improve patient outcomes. Philips is a leader in LSPs and will provide Inspira with the latest in diagnostic imaging solutions, patient care monitoring systems, and minimally invasive solutions such as the Philips Azurion image-guided therapy platform.

Driven by benefits for patients and care providers, minimally invasive therapies such as the catheter-based treatment of certain tumors, aneurysms, obstructed blood vessels, heart rhythm disorders and defective heart valves continue to grow fast. These therapies are also more cost-effective and support Inspira's vision of providing quality care for its communities, with a focus on cancer and cardiac care.

Long-term strategic partnerships also provide forward-thinking organizations like Inspira with a predictable and stable financial model, while helping to take the guesswork out of technology adoption. It will allow Inspira to standardize its diagnostic imaging and patient monitoring technologies across the network, making data more integrated and allowing clinicians to get access to the right patient data, which will facilitate better diagnosis and treatment.