

CASE STUDY

Barton Private Hospital

Barton Private Hospital is a fully licensed and accredited hospital based in Canberra and offers both day surgery and overnight hospital accommodation.



Background

The hospital endeavours to provide its patients with the highest level of care and service possible from the moment patients arrive through to leaving the hospital, including any post-operative care. In order to provide this high level of care, it is imperative that the hospital and its staff have access to the latest technology and are able to diagnose and treat their patients quickly and easily.



The Challenge

With technology advancing at such a rapid pace, it can be difficult and expensive to keep up. Using outdated equipment not only has a higher risk of failing to work properly, but can put the staff using it at risk from providing incorrect results and leaving the patient in a potentially life-threatening situation.

Barton Private Hospital was in possession of endoscopy equipment which was nearing its useful life-cycle and were looking to replace it. The hospital wanted to acquire the latest equipment quickly and easily and without having to use its own capital for the upfront payment.

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MICHAEL STEETH
Financial Controller Barton
Private Hospital

Medical Finance



The Solution

Maia Financial (formerly Alleasing) worked with Barton Private Hospital to understand how the hospital and its staff operate, what equipment the hospital used and what was needed to provide the level of care and service it delivers to its patients.

By doing this, a solution was created which enabled the hospital to lease the technology they needed for an agreed timeframe, which also came with the option to buy the equipment at the end. As Maia Financial is vendor neutral, the hospital was also able to choose its preferred brand.



The Outcome

Barton Private Hospital was able to acquire the equipment of its choice and have it delivered to the hospital within the specified timeframes. By doing this, hospital staff were able to continue treating their patients with the latest technology, giving reassurance to patients that they were receiving the best care possible.

"We chose Maia Financial not only because they provided a very competitive offer, but their entire service offering and ability to provide us with the support we needed to access our equipment, stood out from their competitors. Alleasing is different to other leasing firms I've worked with," said Nigel Grieves, National Sales and Operations Manager at Shimadzu Scientific."

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