



英慈医疗

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英慈医疗
IHG IS HEALTH

International Hospitals Group
Leading Healthcare Worldwide

CONTENTS 内容

AN INTRODUCTION TO IHG 英慈医疗简介

国际医疗集团 (IHG) 是一家具备丰富国际经验的医疗管理服务公司。

IHG 为世界各地的医院与医疗机构提供专业的咨询、新医院发展的一站式设计、建议、医疗设备的配置、实施监督等，培训以及医院运营管理服务。IHG 可以整合以上所有服务，为您提供“医院整体解决方案”。

IHG 成立于 1978 年，总部设于英国。迄今已经在全球 62 个国家的公、私立医疗领域成功完成了 480 多个项目。我们的客户包括 24 个国家政府、联合国、世界银行以及国际金融机构 (IFC) 等。自成立以来，IHG 已先后为项目提供了超过 1.5 万名员工。

2015 年，IHG 进入中国，创立旗下中国品牌——“英慈医疗”。

International Hospitals Group (IHG) is one of the leading international healthcare services companies in the world.

IHG provides services in consultancy, design, project management, medical equipping, construction supervision, commissioning, training and the operation & management of healthcare facilities and hospitals around the world. IHG can combine all these services to provide a "Total Hospital Solution".

Founded in 1978, with its head office in the United Kingdom, it is a truly international company, having successfully completed more than 480 projects in over 52 countries in both public and private healthcare sectors. Our clients have included 24 national governments, the United Nations, the World Bank and the International Finance Corporation. Since its formation, IHG has recruited and trained over 15,000 staff.

In 2015, IHG broke ground in the China market and launched our Chinese brand - Tingqi IGH Health.

IHG的发展历程
IHG Milestones

02

我们提供的服务
The Services We Provide

04

发展全球国际伙伴关系 Developing partnerships around the world

英国总行合作伙伴
UK Partnerships

08

中国总行
China Partnerships

12

服务内容细览 A closer look at what we do

咨询服务
Advisory Services

20

战略发展规划 (SDP)
Strategic Development Plan

22

功能规划与设计
Functional Planning
and Design

24

建造与项目管理
Construction and
Project Management

26

医疗设备配置
Medical Equipping

28

运营前管理
Commissioning

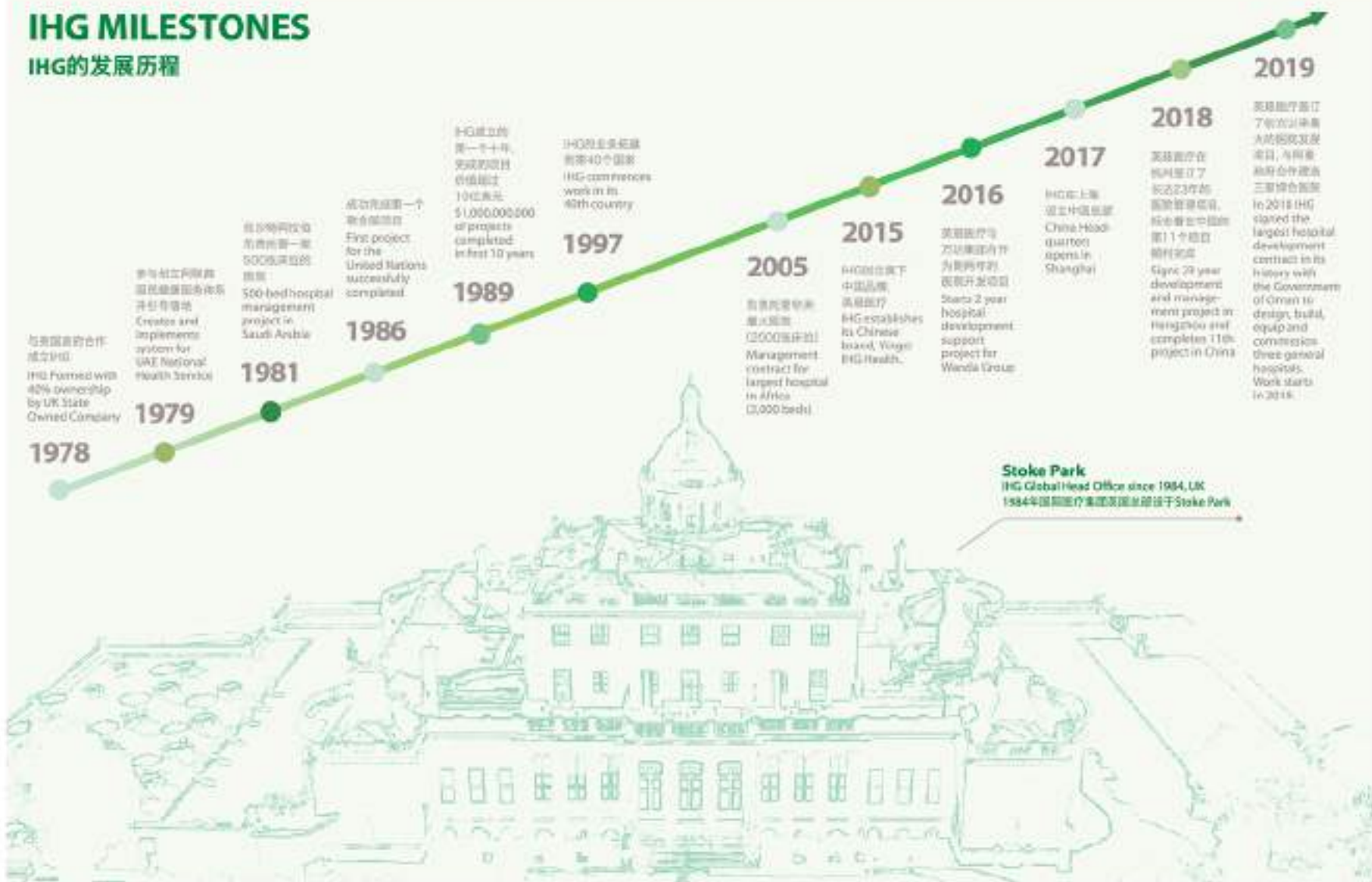
30

运营管理及培训
Operational Management
and Training

32

IHG MILESTONES

IHG的发展历程



THE SERVICES WE PROVIDE

我们提供的服务

英慈医疗提供三个阶段的综合服务(如右图)。为世界各地的医院与医疗机构提供“医院整体解决方案”。该方案和服务涵盖了从项目立意向到竣工的全程服务。不仅缩短了建设时间并降低成本,而且还能最大程度地降低工程延误及成本超支的风险。在竣工和试运行后,英慈医疗还可提供资产运营维护及医疗机构的运营维护服务。

自成立以来,英慈医疗得到了英国政府的信任支持。英慈医疗医疗基础设施(NHS)是世界上最大的医疗体系,年度预算超过1200亿英镑。在NHS培训和工作中过的医疗专业人士来自世界150多个国家。对英慈医疗人员的信任及支持成就了英慈医疗的成功。

英慈医疗拥有独特的资源与几十年来在全球积累的丰富经验相结合。经验丰富的专业团队,为您提供客户量身定制“优质、卓越、可持续的医疗整体解决方案”。

Yingqi IHG Health's services are usually delivered in 3 phases, set out in the chart on this page. In addition, Yingqi IHG Health can combine 3 phases to provide a "Total Hospital Solution" for any hospital or healthcare facility anywhere in the world. This option provides the client with a fully comprehensive service from vision to completion of a World Class Hospital, thereby ensuring the shortest time for delivery and also minimising the risk of delays and cost increases. Following completion and commissioning, Yingqi IHG Health is able to provide operation and management services should these be required.

Since it was founded, IHG has enjoyed the support of the British Government and the considerable benefit of being able to call on practitioners from over 150 countries who have trained and worked in the UK's National Health Service (NHS). The NHS is the world's largest healthcare organisation with an annual budget of over £120 billion.

Using this unique resource combined with our worldwide experience built up over many decades, Yingqi IHG Health delivers high quality sustainable healthcare solutions for each client which are appropriate to a particular country's needs.

英慈医疗“医院整体解决方案” IHG "Total Hospital" Services and Process



CHOOSE IHG

选择英慈医疗的理由



A Trusted British Brand chosen by 24 governments, the United Nations and the World Bank over the last 40 years.

在过去40年里，成为世界银行和124个国家政府合作信赖的美国医疗品牌



International five star service standards approach tailored to fit the local market

融汇国际标准，适应本地市场



Private and public hospital development, training and operations expertise

丰富的公共和私营经验，公立民营和运营培训的一流选择



Demonstrated record with large scale complex projects since 1978

大型、复杂医疗项目经验丰富



"Total Hospital Solutions" from concept to clinical planning and design to construction and equipping to staffing and management

"医院整体解决方案"包括从规划定位、建筑设计、建造与设备配合、医护人员招聘与培训、运营运营与管理



Unique planning and management firm dedicated solely to healthcare services and delivery

独具特色的规划管理公司，专注于医疗机构服务交付



Leading UK partners to support China partners to achieve international quality and standards

携手英国领先医疗资源平台，为中国合作伙伴实现国际品质及标准

客户评价 ACKNOWLEDGEMENTS

Ahmed Mohammed Al Said博士
阿曼苏丹国卫生部长

66 On behalf of the ministry I would like to thank you.

As you know British companies have an excellent reputation in the Sultanate for many years and given the very close relationship between our countries, we are very pleased that IHG will be partnering with a local company to build and equip these 3 hospitals.

尊敬的卫生部长，就由衷地感谢贵国医疗...
美国公司拥有多年在阿曼有着卓越声誉，并且两国之间保持最紧密的合作关系，我们非常高兴能够可以与当地公司合作建设和装备这三家医院。

99

WORLDWIDE EXPERIENCE, ESTABLISHED FOR OVER FORTY YEARS

经验丰富，国际视野

24+
政府客户
Government
Clients

联合国
世界银行
United Nations &
World Bank

52+
国家
Countries

480+
项目
Projects



15,000+

Over 15,000 staff through global recruitment

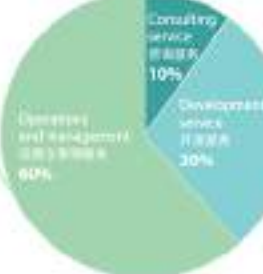
全球招聘了
15,000多名
医护人员

10,000+

Managed over 100,000 beds

管理了100,000
张床位

480
项目
Projects



DEVELOPING PARTNERSHIPS AROUND THE WORLD

发展全球国际伙伴关系

英慈医疗的合作伙伴合作计划和项目包括以下方面:

- 制定英国医疗机构和国家的品牌合作
- 定制全球人员培训计划, 提高国际生(来自中国、中国留学生)的英语
- 为国际医疗以及国际学生在华管理医疗机构, 进行项目指导
- 为私立医院对国际医疗质量管理进行审核
- 为国际医院提供培训(包括在中国和美国两地医院)
- 为医院部门提供国际医疗服务进行梳理
- 为医院内管理提供有效的沟通和计划
- 中国患者到英国转诊服务

NHS Strategic Partner Services
Examples of the services that can be provided through these partners are:

- Co-branding of departments or medical facilities
- Regular clinical rotation programs to bring UK doctors to China and Chinese doctors to the UK
- Clinical visits to Yingqi IHS Health or Yingqi IHS Health managed facilities in the People's Republic of China
- Quality audits of existing services on a departmental basis
- Training of clinical and non-clinical staff (China and UK)
- Clinical activity for selected outpatient clinics
- Telemedicine links to Yingqi IHS Health managed facilities
- Private patient visits from the People's Republic of China

英国战略合作伙伴

英慈医疗和美国国家医疗服务中心 (NHS) 作为全球领先的医疗机构建立了战略合作伙伴关系。

与这些合作伙伴的紧密关系, 让英慈医疗有能力将美国先进的临床专业知识和丰富的临床资源带给中国客户。

UK Partnerships

Yingqi IHS Health has a number of Strategic Partnerships with some of the world's leading hospitals operating within the UK's National Health Service (NHS).

Working with these Strategic Partners enables Yingqi IHS Health to deliver the expertise and experience of these major healthcare brands and organisations as part of its offer to Clinics in China.

These Strategic Partnerships include the following:

以下是英慈医疗的部分战略合作伙伴:



剑桥大学 - 剑桥商学院

英慈医疗在医疗管理方面的战略合作伙伴是英国剑桥大学剑桥商学院。其办学理念的模式是希望与革新——包括个人和团队, 系统的转变以及社会的转变。

这种理念的实际意义是什么?

- 这意味着我们在深层次上与每一个学生的知识合作, 共同面对问题, 解决挑战并引导人们找到答案, 并创造知识。
- 这意味着我们将从事论和专业实践中提升最新的信息, 帮助知识应用到最复杂的商业环境中并付诸行动。
- 这意味着我们为学生提供和支持人们创造新产品和服务的毕业生, 以知识换取为福利, 并为社会企业做出贡献。
- 这意味着我们的研究能力和教育实践已深度融合, 并密切的交叉, 而成为了相互探索本身, 也是为了帮助人们实现转变。
- 这意味着我们更重视来自世界各地的学生和教师, 帮助他们的成长和, 同时也为不同文化和背景提供最佳员工。
- 这意味着我们尽可能最佳地作为卓越教育和研究的领导者, 突破障碍。
- 我们通过创新和专业的实践的紧密结合, 使我们能够取得更多成功并探索出更好的方法来改变我们的世界。

Cambridge University - Judge Business School

The Cambridge Judge Business School is in the business of transformation - of individuals, of organisations and society.

What does that mean in practice?

- It means we work with every student and organisation at a deep level, identifying important problems and questions, challenging and coaching people to find answers, and creating new knowledge.
- It means we bring forward the latest thinking from academia and professional practice, and apply our combined knowledge to specific business situations to turn it into action.
- It means we believe in encouraging and supporting people to create new products and businesses, pursuing goals for intellectual gain, and contributing to social enterprise.
- It means we achieve excellence in the quality of our research insights and our educational engagement. We develop knowledge both for its own sake and to help others make a difference.
- It means we train students and clients from all over the world, reward performance in our own staff and invite performance in our students and clients.
- It means we contribute to society by building sustainability into the heart of our business education and research.
- This combination of the latest thinking from academia and professional practice, in turn, enables us to develop greater knowledge and better methods in order to have an impact on the world in which we live and work.



NHS在英国家治所负责

皇家自由医院为伦敦提供一流的医疗服务。

- 综合医院提供各种主要专科医疗服务
- 英国顶尖大学医院，教学医院
- 伦敦大学学院 (UCL) 医学科学协会附属成员
- 伦敦大学学院医学院的教学医院
- 伦敦临床医学院的总部
- 每年门诊接诊量高达140万人次

皇家自由医院在以下领域取得了重大突破

- 肾脏病学研究突破
- 肾病学和透析治疗
- 血液病学和血液学治疗

The Royal Free London NHS Foundation Trust

The Royal Free provides world class healthcare:

- Tertiary care specialist hospital
- UK's leading teaching and research hospital
- Founding member of the UCL academic health science
- A campus of UCL Medical School
- Pioneer of innovative care pathways
- 1.4 million episodes of care every year

Significant advances have been made at the Royal Free in the fields of:

- Liver medicine (hepatology) and transplantation
- Renal disease and dialysis
- Haematology and haemophilia

年患者治疗人数
约为700,000
Annual Patients Treated
around 700,000

床位: 1,500
Beds: 1,500

员工: 10,000
Staff: 10,000

年度营业额: 24.4亿英镑
(2015/2016)
Annual turnover
£24.4 billion (2015/2016)

NHS在加拿大所负责, 更提供优质服务

皇家新斯科舍医院是加拿大顶级医疗中心之一, 是加拿大最先进的癌症研究机构, 也是加拿大肿瘤研究领域的领导者。

皇家新斯科舍医院提供肿瘤学方面的专业医疗服务:

- 肿瘤外科
- 化疗
- 放疗
- 靶向药物治疗
- 姑息治疗、支持治疗和内分泌治疗

皇家新斯科舍医院是加拿大领先的癌症中心, 它有许多临床服务都通过日间诊所日间治疗提供 (无需住院)。

Christie NHS Foundation Trust, Manchester

Christie Hospital is one of the largest cancer treatment centres in Europe and is also an international leader in cancer research and development and home to the Pearson Institute for Cancer Research.

Christie Hospital has a number of specialist services including:

- Surgery
- Chemotherapy
- Radiotherapy
- Brachytherapy
- Palliative, supportive care, and endocrinology

It is a world renowned specialist cancer centre where much of its clinical activity is delivered on an out-patient or day patient basis.

年患者治疗人数
约为80,000
Annual Patients Treated
around 80,000

床位: 257
Beds: 257

员工: 2,500
Staff: 2,500

年度营业额:
2.2亿英镑
Annual turnover
£220 million



UK PARTNERSHIPS

英国战略合作伙伴



UK: South Tameside Trust

South Tameside医院是Tees Valley地区最大的医院。

South Tameside医院提供包括各专科的综合性医疗服务, 特别提供以下领域的卓越服务能力:

- 心脏病
- 创伤护理
- 神经科学
- 肾病学
- 肿瘤科
- 脊柱损伤治疗

South Tameside Hospital NHS Foundation Trust

South Tameside Hospital NHS Foundation Trust is the largest hospital trust in the Tees Valley.

It provides a range of specialist regional services, with a particular expertise in:

- Heart disease
- Trauma
- Neurosciences
- Renal services
- Cancer services
- Spinal injuries

UK: Alder Hey Children's Hospital

Alder Hey儿童医院是一家国际领先的儿童医院, 他们耗资2.37亿英镑新建了一座国际标准的医院, 现已正式开业。

Alder Hey Children's NHS Foundation Trust

Alder Hey Children's hospital is a leading children's hospital providing services from a new world class innovative hospital costing £237m.

治疗患者人数
达1,500,000
The trust covers
a population of 1.5 million

床位: 1,010
Beds: 1,010

员工: 9,000
Staff: 9,000

年度营业额:
5.93亿英镑
Annual turnover
£593 million

年患者治疗人数
约为275,000
Annual Patients Treated
around 275,000

床位: 270
Beds: 270

员工: 2,700
Staff: 2,700

年度营业额: 2.16亿英镑
(2015/2016)
Annual turnover
£216 million (2015/2016)

These Strategic Partnerships include the following:

以下是英慈医疗的部分战略合作伙伴:



英慈医疗国际医院

万达集团是中国最具实力的私营企业主之一。在2014年，公司的总资产达6124.1亿元人民币(855.0亿美元)，营业收入达2425亿元人民币(368.6亿美元)。

英慈医疗与青岛万达国际医院项目三方联合合作，帮助万达确定了收购对象、设计以及医疗设备的采购。

2018年万达集团转让了该项目，英慈希望继续与万达新的所有者合作，完成收购，并继续管理该国际医院。

Original International Hospital

Wanda Group is one of the leading private companies in China. In 2014, the company's assets totaled 534.1 billion yuan (285.6 billion) and annual income reached 242.5 billion yuan (368 billion).

Yingqi HIG Health supported Wanda during a 3 year project to help it define the vision, the design and the medical equipping of the new international hospital in Qingdao.

In 2018 Wanda sold the project and Yingqi aims to continue to work with the new owner to commission and operate the hospital.

投资方: 万达集团
Investor:
Wanda Group

项目规模: 4万方
Project size:
40,000 square
meters

计划床位: 200
Beds: 200

位置: 青岛青奥新区
Location:
Nanjing Jiangbei New Area,
Qingdao

总投资额(含医疗设备):
5.5亿元人民币
Total investment
(including medical equipment):
550 million



CHINA PARTNERSHIPS

中国实践

南京江北新区国际健康城与英慈医疗

在江苏省国际健康城，是江北新区上升为国家新区后该地区的第一个发展计划。江北新区1000亿总投资产业项目包括(含生物医药产业)。重点是新建综合医院、尖端专科医院、国际知名诊所、智慧医疗社区/家庭医生团队医疗服务。

在空间有地上三层、养老、教学与研究三大区域。江北新区健康城将建设国际综合医院、教育、研究、康复、养老为一体的综合性健康园区，并参考美国休斯顿健康新城的模式，实现机构融合和资源共享配置。

英慈医疗参与了由美国国际健康城公司组织的城市开发竞标，并在一众优秀企业的竞争中脱颖而出。英慈医疗与南京国际健康城发展建设集团签署了战略合作协议框架，并在地需求、技术政策、医疗标准等方面进行分析和，为项目制定未来的运营模式、科室设置、资源引入、设备投资等方向。

Medical Area of Nanjing New Area, Nanjing International Health City

The planning and construction of the International Healthcare City is the first development project of the upgraded Jiangbei New District, which is now a national-level new district with the aim to establish a healthcare cluster value of 100 billion RMB (including biology and pharmaceutical industries). The Healthcare City will focus on the development of a four-tier healthcare system, containing high-end general hospitals,

cutting-edge specialty hospitals, international famous doctor's clinic, intelligent medical community/family medicine.

Specialization will be divided into three areas - medical care, senior care and teaching, scientific research, intelligent medical care, education, research, rehabilitation, and senior care elements into one comprehensive healthcare city/area. The Healthcare City will be based on the United States Houston Healthcare City model, and will aim to achieve institutional integration and optimize the allocation of resources.

Yingqi HIG Health successfully participated in an open bidding process organized by Nanjing International Healthcare City Company in competition with some excellent companies. Yingqi HIG Health developed the strategic development planning for Famous Doctor Clinic within the Nanjing International Healthcare City. In the planning, Yingqi analyzed the market demand, relevant policies, the medical environment, and other aspects, and developed the operational model, department allocation, introducing resources and financial projection for the project.

投资方:
南京国际健康城
投资发展有限公司
Investor:
Nanjing International Health City
Investment and Development Co., Ltd.

项目规模: 10万方
Project size:
100,000 square
meters

位置: 南京江北新区
Location:
Jiangbei New Area,
Nanjing



杭州凯颐国际医院新址

项目位于萧山科技城核心区内，核心区是萧山综合科学公园，是萧山科技城首期启动的片区。

为满足核心区科技城核心区内的高端商务和杭州高新地区迅速发展的需求，国际医疗与康护的诉求，为国际医疗提供，增强片区影响力，提升区域知名度，拟建设一家国际医疗中心，提供国际化服务，全面升级提升国际医疗的高端综合医院。

2018年2月2日，英国首相特蕾莎·梅夫人，为庆祝中英贸易关系，促进中英企业合作，邀请英国参加“一带一路”博览会，梅夫人出席了中英商务论坛。会上，在英国外交大臣利斯特·曼光利 (Liam Fox) 的见证下，英特医疗与凯颐国际地产开发有限公司正式签订合作会议，将共同在杭州萧山科技城中英产业园建设杭州国际综合医院项目，总投资金额为4.2亿元人民币。

新签署协议，杭州凯颐国际医院地上建筑面积将达到200千平米，计划设置200张床位，是一家综合、肿瘤、内科、心血管科和再生医学特色专科医院综合医院。

医院建成后，将成为杭州地区首家由中外合资集团共同运营的医院，这将是国际医疗合作不断深化、医疗技术接轨、高品质、多层次医疗资源建立的标志。

Hangzhou Keyi Yingqi IHG Hospital

The project is located in the central area of Tech City in Xiaoshan District, Hangzhou. The entire development which covers 2.5 square kilometers will serve the high-end residential property market in Hangzhou.

Our Yingqi IHG hospital will serve the needs for high quality, international standard healthcare and rehabilitation services of well-off families in this development and the surrounding areas of Hangzhou. The project will establish a high-end general hospital with an outstanding environment, which can provide patients with international standard, comprehensive, continuous of healthcare services.

On 2nd February 2018, The British Prime Minister Theresa May arrived in Shanghai. With the mission to tie up the trade relationship between the UK and China, facilitate the cooperation between the Chinese enterprises and British enterprises, and also help the UK join "One Belt and One Road" Initiative, the PM attended the Sino-UK Business Forum. During the Forum, the UK Secretary of State for International Trade, Liam Fox witnessed the signing ceremony of the cooperation between Yingqi IHG Health and Hangzhou Keyi Property Development Co. Ltd. The two companies will join hands to develop Hangzhou Keyi Yingqi IHG Hospital in the Sino-UK Industrial City, with the total investment of 420 million RMB.

The construction site of Hangzhou Keyi Yingqi IHG Hospital is 38,500 sqm above ground. The plan for the hospital is to equip it with 200 beds. The international general hospital will specialize in gynecology, pediatrics, oncology, orthopedics and mental health.

After the opening of the hospital, it will be the first hospital managed by a foreign funded medical group in Hangzhou, and will enhance the healthcare resources of the area and improve the shortage of healthcare services in this part of Hangzhou.

投资方: 香港置地、中恒置地、华化集团
Investor: Hongkong Land, Hwahua and Suning

项目规模: 3.8万方
Project scale: 38,500 square meters

计划床位: 200
Beds: 200

位置: 杭州市萧山区
Location: Xiaoshan District, Hangzhou

投资总额(含医疗设备): 4.2亿元人民币
Total investment (including medical equipment): 420 million RMB

CHINA PARTNERSHIPS

中国实践



苏州颐康国际医疗康养中心 (康养医疗中心)

是以建设“大专科、小全科”教学特色医院，以肿瘤治疗专科医院为核心，同时建设肿瘤生命科学研究院（包含小分子实验室）、康复治疗中心，以及国际品质高标准的其他医学中心的投资。

医院治疗为其设立专项治疗的科目进行可行性研究，并需不以临床方案进行可行性分析，同时专项特别建设肿瘤、血液系统治疗的设备（床位、护理人员及器械的配置）进行专项设备的配备。

此外，还根据研究进一步在更多的项目提供关于肿瘤治疗生命医学中心、康复治疗中心的数据分析建议，使其更具科学性。

Suzhou Yiqingyuan International Healthcare Center (Cancer Treatment Center)

The planned specialist Oncology Hospital will have "General Practice with strong specialized departments". Oncology is the core department of the hospital. In addition the hospital will establish a life medical center (including small general clinic, a rehabilitation center, and other medical centers required by the hospital operator).

Yingqi IHG Health carried out a feasibility study on establishing the specialized hospital. Yingqi studied the technical and commercial aspect of the specialized departments and analyzed the feasibility of the project, including the site of the hospital, patient ward planning, the staffing arrangements (including the number of physicians and nurses) and the required equipment, etc.

In addition to the services above, Yingqi IHG Health will provide further consultancy work to the client regarding the services that the believed the medical center and the rehabilitation center should offer in order to maximize excellent patient treatment outcomes and excellent patient satisfaction.

投资方: 苏州颐康健康管理集团
Investor: Suzhou Yiqingyuan Health Management Group

医院特色: 肿瘤专科
Center of oncology, Oncology

位置: 苏州市相城区
Location: Xiangcheng District, Suzhou

CHINA PARTNERSHIPS

中国实践



广州国际医药港 (Medical Mall) 医疗港

广州国际医药港，是经国家食品药品监督管理局批准注册的中国现代大型医药物流综合项目，是广东省“十三五”规划重点项目，由中信自和兴头企业立立集团投资建设并运营。

广州国际医药港项目位于珠江江、五洲化交通网络发达、交通便利、地理位置优越，项目占地面积1025亩，建筑面积150万平方米，总投资约200亿元。广州国际医药港定位为粤港澳大湾区国际健康城，项目以大健康智能物流为特色，打造智慧总部经济、产业金融、研发制造、健康服务等多种业态的生态圈产业聚集。项目将秉承“国际+”大健康产业综合体、国际大健康产业总部集聚区、国际生物医药产业创新孵化基地、并打造永不落幕的大健康产业“广交会”。

2018年5月18日，广州国际医药港与英皇医疗总集团合作签约仪式暨Medical Mall项目启动仪式在立立中心隆重举行。

Guangzhou International Medical Port

GMP is a comprehensive modern large-scale trade and logistics project approved by the National Food and Drug Administration. GMP was one of the key thirteenth five-year plan projects in Guangdong and one of the key development projects in Guangdong province 2016, which was led by Guangzhou Liby Enterprise Group Co. Ltd, a company that manufactures daily use chemical.

GMP is next to Pearl River, with excellent transportation, highway and tube services. Guangzhou International Medical Port is located in Guangzhou White Goose Pond of the Pearl River, covering an area of 73 hectares. The total construction area is 1.5 million square meters, with total investment expected to exceed 20 billion RMB. GMP will be developed as the International Healthcare City in the Daxi District, featured by the Big Healthcare Smart Trade. It will be an industrial cluster of the economy, industrial finance, research and manufacture, healthcare services, etc.

Guangzhou International Medical Port and International Hospital Group (IHG) has officially entered into a strategic cooperation after the conclusion of the signing ceremony at the Liby Center and the Medical Mall Project was officially touched on May 18th 2018.

投资方: 立立集团
Investor
Liby Group

项目规模: 3万方
Project scale
30,000 square meters

位置: 广州五洲区
Location
Jiangsu District
Guangzhou

CHINA PARTNERSHIPS

中国实践



广东省广州国际医药港有限公司（以下简称“广州国际医药港”）董事长兼首席执行官陈泽鑫与英皇医疗副主席 Adam Williams，在英国驻广州总领事馆签署，广东省副省长、广州市副市长、港英两国守和珠海区区长等，以及两方企业代表共同见证了签署了战略合作协议。

英皇医疗已经完成了项目的第一阶段，其中包括战略规划、可行性及需求分析、前期规划、工作框架分析及财务模型。英皇医疗将在立立等建设二期项目。这个项目是第一个在粤港澳大湾区医疗新城项目，也是英皇医疗的第一个中国 Medical Mall 项目。

Chen Zexin, Director and Deputy General Manager of Guangzhou International Medical Port, Ltd., and Adam Williams, Vice Chairman of Yingqi IHC Health, have officially signed a strategic cooperation agreement witnessed by the British Consulate General in Guangzhou, the Guangdong Provincial Consul, the Guangzhou municipal Health Planning Commission, the Commerce Commission leaders and representative from the Li Wu district government along with the joint representatives from both enterprises.

Yingqi IHC Health has concluded Stage 1 of the project, which included a strategic plan, feasibility and demand analysis, functional planning, workload analysis and financial model. Yingqi IHC Health is now preparing for Stage 2; the project will be the first Medical Mall project in Guangdong, Hong Kong and Macao Greater Bay Area. It is IHG's second Medical Mall project in China.



项目特色:
以共享医疗为核心的
多专科医院医疗综合体

Center of excellence:
A shared center of care
specialty hospitals with
multi-specialty clinics

A CLOSER LOOK AT WHAT WE DO

服务内容细览

01 咨询服务
Advisory Services

02 战略发展规划
Strategic
Development Plan

03 功能性规划与设计
Functional Planning
and Design

04 建造与项目管理
Construction and
Project Management

05 医疗设备配置
Medical Equipping

06 试运营管理
Commissioning

07 运营管理与培训
Operational
Management
and Training

NIJ 综合儿科医院, 美国华盛顿

综合儿科医院是美国最顶级的儿童医院之一, 她为患儿及其家庭提供最高质量团队开展职业业务。

工作内容包括: 对现有流程和中心临床流程和提供其业务的现状, 指出需要改进, 基于重新设计的领域。

美国医疗团队和来自美国管理团队以及部分来自领导项目的医生、护士团队合作, 确保项目实施过程中得到四边建设能够顺利地开展员工的支持。

项目实现了为医院VIP层酒店的大大提升空间, 要求对医院的管理流程进行全面的调整, 同时提出一些商业下面数据进行实施和医疗设备的提升需求。

Birmingham Children's Hospital NHS Trust, Birmingham, United Kingdom

Birmingham Children's Hospital is one of the leading paediatric hospitals in the United Kingdom and Yingqi IHG Health were appointed to assist the senior management team in developing additional revenue.

The assignment included a full review of existing clinical and non-clinical facilities and services which identified areas that needed to be improved and in some cases redesigned.

The Yingqi IHG Health team assigned to the project worked closely with the senior management team at the hospital as well as some of the leading doctors and nurses to ensure that the recommendations that were produced during the project were supported by local staff.

The project identified significant potential for improving private patient activity but required significant changes to the administrative processes at the hospital and in some cases required additional investment in new facilities and medical equipment.



ADVISORY SERVICES 咨询服务

柬埔寨综合医院, 暹罗医疗, 越南

项目经过与广大股东进行一系列私人阶段的讨论, 包括对当前流程与业绩的分析, 并评估系统控制成本地提高员工生产率并和建造设计的问题审核, 重点不在对当前流程相关文件有所建议, 这对文件再设计方面(包括与预算)进行了讨论, 并一同输入修订文件。

主要的政策文件, 详细的步骤与流程图, 用户指南及系统标准都已建立, 并整合至系统系列文书, 该套文书已由出资人审核及认可, 并在医院内实施。

柬埔寨医疗基于领导层员工与本文档适用流程与政策制定详细培训计划, 并针对再设计流程提供培训。

英慈医疗被委任为这家200床位的私立医院采购与软件管理(建立一系列政策, 流程和制度文书, 该文书将作为医院运营ICU以及数据增长, 并能不断改善以适用于JCI标准。

Proton Melaka Private Hospital, Ipoh, Perak, Malaysia

The works entailed detailed discussions with a wide range of stakeholders, analysis of existing processes and procedures, review of the software systems in place (their functionality and staff interface) and building design factors. The project did not just require documentation of current process and wherever appropriate process re-engineering options were presented (both short term and long term) for discussion and incorporation into the new and revised documentation.

Overarching policy documentation, detailed procedures and flowcharts, user guidelines and data standards were all developed and integrated into a final suite of documents that were reviewed and agreed with the client and made available to staff over the hospital lifespan.

Yingqi IHG Health undertook a training programme to advise all staff grades of the scope and extent of this documentation and to provide specific tuition on any process re-engineering.

Yingqi IHG Health were appointed to develop a full set of policy, procedure and guideline documentation for the procurement and materials management departments of this 220 bed private hospital. This documentation was required as part of the hospital's mission to achieve JCI accreditation and was developed to be JCI compliant.

“

**I COMMEND YOU (IHG)
ON THE HIGHEST
QUALITY CONSTRUCTION
I HAVE YET SEEN
IN GHANA.**

**英慈医疗IHG在加纳为我们建造了
最好的医疗设施, 我非常赞赏!**

Minister of Health, Ghana
加纳卫生部

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STRATEGIC DEVELOPMENT PLAN

战略发展规划 (SDP)



阿拉木图医院、阿拉木图、哈萨克斯坦

阿拉木图是哈萨克斯坦的首都，也是其文化、教育和金融中心。建立阿拉木图医院的概念是基于满足阿拉木图地区居民的整体需求。同时作为哈萨克斯坦在卫生领域的改革驱动作用，阿拉木图的人口总量与快速增长的经济能够支撑私立综合医院发展。这家医院开业将与当地其他私立医院形成优势互补地位。

尽管哈萨克斯坦在医疗卫生方面的支出已经有所提升，但人口总体健康水平并未有显著提升。许多医院运营仍然处于亏损水平。哈萨克斯坦的私营医疗服务行业医疗产业落后。医疗资源利用率及医疗服务效率方面的地区差异。这些挑战虽然经过过去几年的改善，但不同地区之间仍存在较大差异。

Alma Ata Hospital, Almaty, Kazakhstan

Kazakhstan's principal city, Almaty is its cultural, educational and financial centre. The idea of creating the Alma Ata Hospital is based on an overall concept of serving Almaty's community needs and also to contribute to a rational transformation of Kazakhstan's healthcare system. The city of Almaty has the population and rapid economic growth to support the development of a private, multi-specialty hospital and it will be located in a prominent location commensurate with its positioning as a high end service provider.

Although there has been an increase in health expenditure in Kazakhstan, the general health of the population has not significantly improved and many indicators still compare very poorly internationally. A key challenge in Kazakhstan relates to the regional inequalities in health financing, utilization and health outcomes and although improvements have been made, there remain significant geographic differences.

针对哈萨克斯坦疾病谱的最新研究证明，非传染性慢性病占总体医疗负担的75%。哈萨克斯坦卫生部提供的有关公立医疗机构死亡率的统计数据显示循环系统疾病为主要死因。

哈萨克斯坦相对较低的医疗水平体系导致人们寻求什么生产不信任。许多受访者表示，由于人们对本国医疗体系缺乏信心，已经有很多人到海外寻求医疗服务。其中一部分是基础病和慢性病治疗。

根据基础，许多来自哈萨克斯坦，特别是向在阿拉木图的人说他们寻求国际服务。案例，在一家领先的私立医院中高达12%的海外患者来自哈萨克斯坦。通常他们寻求的包括治疗，以包括，新加坡和土耳其等。

医院医疗团队的发展将重点引入一部分国际专家，具备国际资质的外籍医生。且管理团队也将有知名国际医院管理经验。此外，国际医疗建议家将帮助一家领先的国际医疗机构管理或建立新医院。以此确保“阿拉木图”品牌有高品质服务及与当地国际合作伙伴之间建立紧密联系。

Further analysis of the disease burden in Kazakhstan reveals that non-communicable disease represents around 75% of the overall burden. Information provided by the Ministry of Health in Kazakhstan covering public healthcare facility mortality confirms that diseases of the circulatory system are the leading specified cause of death.

The poor status of the healthcare system in Kazakhstan has led to the development of a general distrust of the sector. Many people consulted confirmed that the low confidence exhibited by the population has led to a large number of people travelling overseas for treatment for in some cases basic and routine health checkups.

There is no doubt that many people from Kazakhstan and specifically Almaty travel overseas for healthcare services. It was stated at one of the leading private hospitals that it could be as much as 12% of all international visits made from Kazakhstan and common destinations included Europe, Israel, Singapore and Turkey.

Key elements of the development strategy that was developed by Yingqi HG Health were that a proportion of senior medical staff at the hospital are internationally qualified and experienced expatriates and the overall facility is also accredited by a well-known international quality programme. Additionally, it is proposed that the hospital is either managed or attached to a leading international medical institution to ensure that the Alma-Ata brand is associated with high quality service and leading international partners.

策略医疗发展策略咨询服务 | HYG's Strategic Development Plan (SDP) Service

SDP 是市场调研、基于市场需求的可行性分析和发展计划的制定（包括市场细分和预测，初步项目战略，市场需求分析、功能规划与设计、工作人员配置需求、项目成本预算、项目收入预算，以及财务可行性分析等），以高质量研究结果指导制定前期设计需求。

SDP service includes market research, project feasibility analysis and business plan based on market demand. After market demand analysis and forecasting, strategic planning, functional requirement analysis, functional space plan workload and staffing requirements; planning, cost and income projections and financial feasibility analysis, we will guide the hospital design based on all of these research results.



宁夏回族自治区中心医院 宁夏医学中心项目

宁夏医科大学宁夏地区一家新的心脏病治疗中心提供了初步的“概念研究”服务，并提出了建设一家独立的专科医院以支持宁夏地区其他医院内科和心脏科门诊业务的建议。

该项目在实施后，宁夏医疗受托继续为客户提供新机构的整体概念设计。该设计的基础是在同一地址同时建设一座更大规模的医院，并设置由两家公司的大多数辅助设施。

宁夏医疗合同其他团队以及当地的专家研究了医院的传统功能和与新材料的关系，确定了建筑的门脸设计以及相关的辅助设施的建造方案。

在项目进行期间，多个设计方定期与客户沟通和讨论。通过制定设计大纲来发现具有创造性的建筑设计的同时，还有进行了绿色建造技术的实践验证，可持续性绿色环境方案。



Leizhou International Heart Centre Lanzhou, Ningxia

Yingqi HG Health undertook an initial 'Planning Study' for a new specialist cardiac facility in Lanzhou and recommended that a new 'stand-alone', specialist hospital should be developed to support the Cardiology and Cardiac Surgery services available at the other hospitals in Lanzhou.

Yingqi HG Health was subsequently appointed to develop the outline design of the new facility based on the assumption that a much larger hospital would also be developed simultaneously on the same site which meant that many of the support facilities would be shared between the two new hospitals.

Yingqi HG Health worked through the anticipated patient flows and functional departmental adjacencies with the Ministry of Health and local specialists to determine the preferred option for the inpatient and outpatient services and relevant supporting accommodation.

A number of design options were considered and presented to the Client for review and comment such that the final design that was produced took into account local building techniques, sustainable and environmentally friendly solutions to building services provision while delivering an aesthetically pleasing building.

FUNCTIONAL PLANNING AND DESIGN

功能性规划与设计

AND DESIGN



Bent Moussa CHU Algeria, Bent Moussa

Bent Moussa医院始建于20世纪初，最初是为了接受由前苏联士兵。后来，由于其海拔较高，这家医院建造成了一所治疗骨科疾病（四肢伤残）的治疗中心。到了90年代，医院扩建成了一家综合范围更宽的综合医院。不久后，其在骨科和生理学的声誉，这家医院成为了一所医学高地。

宁夏医疗对这家新建医院大楼进行了可行性研究和功能设计工作。为了更准确地评估风险和成本问题，需要将与心脏病学家的沟通交流加以综合考虑。在设计中特别关注了医院出入口以及未来平坦的总体规划中所有设施逐一实施建设。

Bent Moussa CHU Algeria

Bent Moussa is a hospital that was originally created during WW2, to accommodate wounded soldiers. After the war, due to its relatively high altitude, it was changed into a sanatorium for the treatment of chest diseases, including tuberculosis. The structure of the hospital remains one of several pavilions. During the 1970s, it was expanded into a general hospital to enable treatment of a broader range of diseases. Soon after this, it took on the status of a leading hospital, based on its reputation for pneumology and physiology.

Yingqi HG Health undertook the feasibility and Functional design of a new Accident and Emergency Building. With the holistic planning of the whole CHU the future is now aimed at overcoming the challenges of the current inter-departmental movement / communication on the site. Particular attention was paid to access and egress from site and to the future internal urban and the revised master planning of the whole CHU site including the construction of a new access road to the rear.

CONSTRUCTION AND PROJECT MANAGEMENT

建造与项目管理

“

I AM WRITING TO REITERATE MY SUPPORT FOR INTERNATIONAL HOSPITALS GROUP'S BID TO DESIGN, BUILD AND MANAGE A NEW UNIVERSITY TEACHING HOSPITAL IN TLEMCEM, ALGERIA AND I AM HONOURED THAT HIS EXCELLENCY THE PRESIDENT HAS CHOSEN A BRITISH COMPANY TO BUILD THIS HOSPITAL IN HIS HOME CITY. INTERNATIONAL HOSPITAL GROUP HAVE AN EXCELLENT TRACK RECORD IN DESIGNING AND BUILDING HOSPITALS THROUGHOUT THE WORLD.

我在这里重申支持英慈医疗IHG参与投标在阿尔及利亚特莱姆森设计、建立并管理一所全新的大学教学医院，并对总统阁下能选择一家英国公司来他的家乡建设医院感到十分荣幸。英慈医疗IHG在全世界医院设计和建造上有着高超的造诣和十分杰出的成绩。

”

His Excellency Prime Minister
Abdelmalek Sellal
阿尔及利亚总理



新加坡法国医院，新加坡丹戎巴葛

英慈医疗是阿拉伯半岛三所医院设计的首席合作方。该医院和位于阿布扎比市中心的阿拉伯酋长大学医院和威灵顿。提供一系列门诊、急诊和住院设施。

新的阿拉伯半岛三所医院位于穆巴拉克和机场之间，距离市中心约10公里。这家新的医院是专门建造的，拥有303张病床（包括81张普通病床—含67张重症监护床和14张重症监护床，以及12张ICU病床），其中包括8个VIP套房，14个套房和45个家庭私人病房。

英慈医疗提供的建造管理包含包括详细的建造力规划、设计管理、商业管理和合同管理。还包括施工交付的管理、机电工程及设备接口的协调管理，以及医院医疗设备的整合配置工作。

Leviathan French Hospital, Abu Dhabi, UAE

Yigci IHG Health were the Project Managers for the New French Leviathan Hospital which complements the existing French Emirates Clinic in central Abu Dhabi, providing a limited range of outpatients, diagnostic, and inpatient facilities.

The new Leviathan French Hospital is located around 10 Kilometres from the city centre between Mussafah and the airport. The new facility is a purpose-built hospital consisting of 81 normal beds (including 67 inpatient beds and 14 day beds and 12 critical care beds), 8 VIP suites, 14 suites and 45 single beds.

Yigci IHG Health's project management services included the detailed re-programming of the construction, design management, commercial management and contract administration, management of the construction completion, co-ordination of the mechanical and electrical services / equipment interface and supervision thereof, and comprehensive medical equipping of the hospital.

MEDICAL EQUIPPING

医疗设备配置



Al-Zuhra Mission Hospital, Dhaka, Bangladesh

英商医疗接受委托，为这家位于孟加拉国达卡市的2000张床位综合医院提供医疗设备配置顾问服务。英商医疗的任务包括为每个病房制定医疗设备清单，制定每一台设备的采购标准、操作手册，以及提供设备厂家的计划制定医疗设施预算。

英商医疗与当地的语言本土化和设计团队紧密配合，针对孟加拉国当地条件和实际情况，为医院制定医疗设备配置的需求。

医疗设备配置文件、招标和评标的相关文件都准备齐全。这使客户以最高效的方式获得有竞争力的最佳报价，同时保证及到客户可在孟加拉国提供设备服务的最佳条件。

Magpie Medical Center, Dhaka, Bangladesh

Yingci IHG Health was appointed as medical equipment consultants for this 500-bed Cancer and General hospital in Dhaka, Bangladesh. IHG's responsibilities included the scheduling of all medical equipment on a room-by-room basis, development of specifications for each item of equipment, service planning, and estimation of an equipment budget allowing for a phased development.

Yingci IHG Health worked closely with local clinicians and the local design team to establish the equipping requirements for the hospital, specifically in regard to local conditions and practice in Bangladesh.

Medical equipment package documentation, bills and detailed specifications were produced, thus allowing the Client to obtain competitive bids for each item of equipment in the most efficient manner while also taking account of the maintenance provision that each company had in Bangladesh.

医疗设备管理、问题和服务指南(2017)

英商医疗受乌兹别克斯坦卫生部委托，为位于塔什干的共和国急救科学研究中心以及乌兹别克斯坦其他医疗机构进行医疗设备状态的检查。

作为国际团队的成员，英商医疗还协助建立该国最佳服务的最佳实践。特别是有关全科医疗、急诊医疗和住院医疗之间关系的梳理。

Emergency Medical Care, Review, Tashkent, Uzbekistan - 2017

Yingci IHG Health have been appointed by the Ministry of Health in Uzbekistan to review the medical equipment status in the Republican Scientific Centre for Emergency Medical Aid, Tashkent and within other facilities across Uzbekistan.

Yingci IHG Health, working as part of an international team, will also assist in establishing the overarching framework for the delivery of Emergency Care within the country with particular regard to the relationships between Primary Care, Emergency Care and Inpatient Care.



YINGCI IHG HEALTH'S SCOPE OF SERVICE INCLUDES

英商医疗的服务范围



医疗设备库存分析
Medical Equipment Inventory analysis



医疗设备状况分析
Medical Equipment condition review



维护计划审查
Review of maintenance arrangements



有关设备升级的建议
Recommendations for upgrading



制定设备规格的书单
Development of equipment specifications



详细设备设备清单和预算
Detailed equipment room lists & budgets



急诊医疗呼叫系统的检查
Review of EMS call system



医疗设备管理建议书考虑到塔什干以及该国其他地区的最佳实践的整合策略。

世界银行项目基金提供部分费用。

The equipment review will be mindful of and informed by the overall strategy for Emergency Care Delivery within Tashkent and across the country.

This is a World Bank funded project.



COMMISSIONING 试运营管理

Al Salem 专科医院, 巴林

位于巴林的 Al Salem 专科医院 (ASSH) 委托英高医疗提供专业的医院试运营服务, 确保这家世界级的医院能够顺利安全地医疗服务。

ASSH 是巴林第一家专门设计的私立医院, 为当地社区提供各种专科门诊治疗服务。

Al Salem Specialist Hospital, Bahrain

Yingqi HIG Health have been appointed by Al Salem Specialist Hospital (ASSH) in Bahrain to provide expert commissioning services to ensure safe patient care delivery in a world class facility.

ASSH is the first purpose designed private hospital being constructed in Bahrain and will provide a range of inpatient and outpatient services to the local community.

英高医疗就以下项目
为贵产提供专业服务:
YINGQI HIG HEALTH
WILL BE PROVIDING
EXPERTISE IN REGARD TO:



皇家马德里国际医院, 马德里

西班牙皇家马德里国际中心马德里医院 (CSBDF)、行政管理部门、急诊部门等, 拥有完善服务, 其余楼层均为家庭护理单元, 充分保证患者的私密性。

Emporis International Hospital, Madrid

Emporis International Hospital is equipped with a Central Sterile Supply Room (CSSD), an administrative department, and a nursing department. Except for the VIP ward, the remaining wards are also single room, fully protect privacy of the patients.

医院开业前的准备工作

Yingqi HIG Health will provide commissioning services to the Hospital

- 儿内
Pediatrics
- 眼科
Ophthalmology
- 妇产科和分娩一体化产房
LDRP Units
- 微创外科
Minimally Invasive Surgery
- 综合内科
General Medicine
- 心血管科
Cardiovascular
- 骨科
Orthopedics
- 医学影像
Imaging
- VIP门诊
VIP Clinics
- 透析中心
Dialysis
- 净化水处理的水中心
Purified Water Centre with treatment
- 内镜治疗中心
Endoscopy
- 理疗科
Physiotherapy
- 新生儿重症监护
SCBU/NCU
- 产房护理中心
Post Partum Units
- 检验科
Lab
- ICU/CCU





国家医院，尼日利亚阿布贾

英国医疗集团共有13个医院管理公司参与此招投标过程中，最终，获得了位于阿布贾市的国家医院公立医院运营和管理合同。

合同期限为2年，英籍医疗集团负责该医院管理，负责利比亚的管理体系和运营医院以及运营医院，以确保运营质量和并保障医院运营的安全、高效和运营效率。

在合同期间英籍医疗集团增加了英国政府的资金支持，向政府提供了一支出7名国际管理专家和团队，由来自英籍医疗集团在总部的各英籍专家的支持，协助医院建立新的运营和系统。

该项目取得了巨大的成功，在合同期间，英国医疗集团降低了运营成本，增加了收入，同时提高了运营效率和提高了医疗服务的质量和水平。

National Hospital, Abuja, Nigeria

Yingqi HIG Health were awarded the prestigious management contract of a leading public hospital in Abuja following an international tender which attracted bids from a total of 13 hospital management companies.

The 2 year contract involved Yingqi HIG Health taking operational responsibility at the hospital and required the careful regulation of international management and clinical practices at the hospital to improve service quality and ensure that the hospital was safe, efficient and effective.

Yingqi HIG Health had the full support of the British government during the project and provided a full-time team of 7 international management personnel at the hospital who were supported by a range of specialist working consultants from Yingqi HIG Health Head Office to assist in the introduction of new processes and systems.

The project was a great success and over the term of the management contract, Yingqi HIG Health significantly reduced operational costs, increased revenues, while improving efficiency and raising overall service quality at the hospital.

OPERATIONAL MANAGEMENT AND TRAINING

运营管理与培训



利比亚的医院，利比亚的利比亚

英国医疗集团一个为期五年的合同，负责利比亚利比亚的运营管理以及运营医院，有300张床位的公立医院，英国医疗集团负责运营管理和临床一线方面的外籍人员，确保运营和临床工作的质量，由利比亚政府提供运营和临床方面的支持。

利比亚的医院，利比亚的利比亚

Yingqi HIG Health was awarded a five year contract to manage the recently refurbished 300 bed public hospital on behalf of the Ministry of Health of Libya. Yingqi HIG Health are responsible for the provision of operational management and clinical staff to ensure the efficient and safe operation of the facility. The contract includes a substantial training element to develop the skills of local staff.

HIG Growth Cycle Management System

英籍医疗集团管理服务体系



**WE LOOK FORWARD
TO WORKING
WITH YOU**

我们期待着与您的合作

