

A Guide for C-Suite

Beyond the Horizon: A New Model
for Hospital Transformation.



The Pressure is Structural

The forces reshaping every hospital leader's agenda.

Healthcare systems across EMEA face a convergence of structural pressures no single operational fix can resolve.

Demand is rising

Over one-third of European adults reported a long-standing illness or health problem in 2024, rising to 60% among those aged over 65. Ageing populations and chronic disease growth are placing sustained, structural pressure on hospital capacity and care delivery.¹

The workforce is under acute strain

WHO/Europe's landmark MeND survey of over 90,000 doctors and nurses across 29 European countries found that 34% of those with depressive symptoms are considering leaving their job, compared with 17% of those without². WHO/Europe has separately warned that the region faces a projected shortfall of up to 950,000 healthcare workers by 2030.³

Financial models are not keeping pace

The OECD estimates that building more resilient European health systems requires additional investment of ~0.6% of GDP⁴ on average across EU countries compared to pre-pandemic levels. Modernising infrastructure, digitising operations and expanding access to innovation cannot wait for the next budget cycle.

The partnership model must change

Isolated procurement decisions and single-product contracts are not sufficient to address systemic challenges at scale. Hospital leaders increasingly require integrated operational partners capable of supporting long-term transformation across capacity, access and financial sustainability.



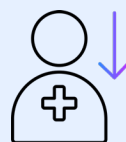
€2.5T

EU public procurement annually – 15% of GDP⁵



54% to 95%

Medtech tenders awarded on lowest price alone⁵



950,000

Healthcare worker shortfall projected globally by 2030³



98%

Above-threshold medtech tenders: open procedure only⁵



What ADVANTICS™ Makes Possible

An integrated operational partnership.

Through the ADVANTICS™ platform of contracting, advisory and digital services, Boston Scientific helps hospitals break through pathway, capacity and financial barriers to care. This is enabled through four pillars, each designed to address one or more of these barriers while unlocking new opportunities for care delivery.

Financial Sustainability

Ensure long-term financial sustainability

- **Facilitate investment:**
Capital financing enables investment without upfront expenditure
- **CAPEX to OPEX:**
Long-term operational partnerships combine technology, services and performance support in a predictable model
- **Fee-per-procedure:**
Integrate FPP into inventory tools to limit uncertainty around procedure costs

Operational Productivity

Treat more eligible patients

- **Reduce the wait list:**
Eliminate bottlenecks to reduce waiting lists and improve eligible patient access to therapy
- **Maximise cath lab and OR usage:**
Improve scheduling to maximise utilisation and reduce downtime
- **Reduce length of patient stays:**
Freeing up beds allows you to treat more patients and perform more procedures

Referral Acceleration

Widen your pool of potential patients

- **Flag eligible patients through population health approaches:**
Algorithm-based flagging for eligible patients not yet on your pathway
- **Establish multidisciplinary teams:**
Improved collaboration between departments enables better, earlier patient qualification
- **Gain centre of excellence visibility:**
A strong reputation drives referrer growth and increases procedure volumes

Patient Satisfaction

Boost patient experience along the care path

- **Improve patient experience:**
Satisfied and stress-free patients drive positive word-of-mouth referrals
- **Limit pathway falloff:**
Understand when and why patients drop off the pathway and address pain points
- **Reduce calls to hospital staff:**
Better patient communication increases reassurance and reduces the need for patient questions



The Evidence for Change

1.2M

shortage of doctors, nurses and midwives across Europe in 2022

Operational Productivity

OECD/Health at a Glance: Europe 2024⁴

35%

of European adults reported a long-standing illness in 2024, rising to 60% among over-65s

Referral Acceleration & Patient Engagement

European Commission, State of Health in the EU: Synthesis Report 2025¹

0.6%

of GDP additional investment needed to build resilient European health systems

Financial Sustainability

OECD/Health at a Glance: Europe 2024⁴

From Transactional to Strategic

Dimension	Traditional Model	ADVANTICS™ Partnership
Partnership model	Supplier contracts reset each cycle	Multi-year strategic transformation partnership
Value evaluation	Unit price	Clinical and operational outcomes and total value
Capital access	CAPEX, waits for budget cycle	Capital financing: invest now, predictable cost
Long-term strategy	Reactive; driven by individual tenders	Phased transformation co-developed with a single Boston Scientific partner

Your Next Step

Request a strategic assessment. Talk to an ADVANTICS™ advisor about your hospital’s transformation priorities.

Get in touch



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Learn more about the various ways ADVANTICS can help enhance your hospital's overall performance.

Learn more

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