



Integrine—supplier of turnkey solutions for healthcare facilities

“All accomplishment comes from daring to begin”

ANONYMOUS

01

Following a strategic vision on the development of the healthcare sector in Romania and other CEE countries, HTP Medical, a leading supplier of medical equipment and technologies, decides to create a specialist subsidiary with its own identity and management, in order to offer its customers better added value.

Thusly born, Integrine is the first Romanian company that provides professional services and integrated solutions for the design, construction and endowment with medical equipment of healthcare facilities. The complexity of the projects ranges from dental and ambulatory clinics to maternity and general hospitals.

Integrine offers a complete range of services and professional solutions for healthcare facilities in various development stages, as follows:

- Turn-key solutions for green-field or early stage projects
- Strategic planning and financing consultancy services
- Medical equipment planning and procurement
- Design development and construction works
- Project management and specialized medical permits.



Strategic planning & financing consultancy



03

These services enable our clients to establish the viability of an investment in healthcare facilities and to identify the available financing options, while creating the basis for a solid and articulated project development.

In the critical, initial phases of the project, we support our clients through master plans, pre-feasibility and feasibility studies, as well as by defining specific architectural, engineering and operational guidelines.

We provide tailored financing consultancy for healthcare facilities in close co-operation with banks, leasing companies, and other national and international financial institutions.

Master Planning & Feasibilities Studies

We establish future objectives, directions and priorities, and assess project viability by:

- Assessing the current and future facility needs in terms of space, equipment and human resources
- Analyzing present and future medical demands in different medical areas
- Developing planning strategies, project phasing and cost implications for the realization of the project
- Establishing site selection criteria and site development potential
- Assessing the condition and building conformance
- Analyzing existing space and equipment in relation to current and future operational needs
- Preparing detailed costs estimation of the construction and equipment.

Financing Consultancy

We offer our clients financing consulting services through:

- Supporting the client in the elaboration of business plan and in the preparation of credit application to the financial institutions
- Performing the due diligence to establish the best financing plan for the specific project
- Consulting the client in respect to the advantages and conditions of each available financing option
- Supervising the development of the financing agreement in accordance with the schedule of the project development through its completion

Architectural, Engineering and Operational Guidelines

We consult our clients in establishing the required design parameters of the medical facilities by:

- Providing the client with a written brief that sets the criteria for the level of sophistication of the future medical facility, and forms the basis for subsequent design development
- Providing the architectural design team with a detailed review of the specific requirements of the facilities within the accommodation
- Determining the scope of specific design responsibilities within the overall project team
- Establishing of client corporate requirements as to life safety, health and safety at work, and insurance company compliance.



Medical equipment planning & supply

Developed in-house, Integrine Equipment Planning Solution™ (IEPS) is a proprietary database application that facilitates the planning and procurement of medical equipment and provides our clients with the most suitable, integrated solution for their medical needs.

The database was developed by Integrine specialists and incorporates their know-how and expertise of more than a decade in the sector of medical equipment and healthcare projects.

Equipment Planning

We prepare the list of needed medical equipment and furniture by:

- Assessing the need for medical equipment for each department and specialized room based on the client brief, master plan or concept design
- Preparing a “room by room” schedule of medical equipment, specialized infrastructure and furniture
- Providing the technical and space requirements of the medical equipment and infrastructure and its impact on the structural, architectural, electrical and mechanical design
- Providing budgetary estimation for medical equipment and furniture.

Equipment Procurement

We assist our clients in the procurement of medical equipment and furniture by:

- Determining the detailed list of quantities for medical equipment and furniture
- Preparing technical specifications for each medical equipment
- Defining the standard suggested configuration and the list of options and accessories for the main equipment, as well as their impact on the type and quality of medical services
- Preparing a list of the most common consumables for the planned equipment, and their estimate costs
- Preparing an integrated offer as a turn-key supplier, with several manufacturers options for each medical equipment or specialized piece of furniture.

Logistics, Installation & Commissioning

We ensure integrated logistic and project management services for the procurement, delivery, commissioning and maintenance of medical equipment by:

- Establishing and coordinating a detailed delivery, installation and commissioning program with suppliers, design and the construction team
- Administering the terms of the supply contract of medical equipment
- Verifying the compliance of the delivered and installed equipment
- Coordinating the handover of each equipment from the supplier(s) to the client
- Determining the program of needed preventive maintenance for every piece of medical equipment within the warranty period according to national norms and manufacturer's indications.

Design development & Construction

We perform the professional services and works under this program in partnership with selected local and international partners who specialize in the design and construction of modern healthcare facilities, ranging from ambulatory clinics to specialized hospitals. Our pooled expertise ensures that the future healthcare facility is designed and built to meet the highest international standards, while taking into consideration the approved financial budget, operational criteria and business objectives of each particular client.

Concept Design

Based on the master planning and on the written brief from the client, we prepare the following:

- Schematic designs for compliance of the construction with the established facility needs
- General arrangement architectural drawings and other documents that define floor layouts and cross sections
- Outline “room by room” schedules describing required facilities, equipment and building services
- Outline technical memorandum with technical specifications of the proposed work.

Functional & Space Planning

We assist our clients directly or through their architects by:

- Establishing the work flow of different departments, the patient, staff and visitors circulation, as well as the relationships between each room and the respective department
- Assessing the compliance of the proposed concept designs with the European and national norms for the construction and operation of various healthcare facilities
- Preparing of detailed, room by room schedules, description and space allocation
- Room data sheets for complex rooms including technical requirements and technical coordination with the medical equipment.
-

Design Development & Construction

We perform the complete design development and construction of healthcare facilities, including:

- Scheme design proposal that contains architectural drawings, outline design directives and schematics for all building services, a projected budget cost plan, the updated elemental program, and an updated technical permitting schedule
- Design development for specialist contractor tendering (building services)
- Design development for technical permitting
- Detailed architectural drawings for obtaining all necessary technical and construction permits
- Execution details for the specialty civil, mechanical and engineering contractors
- Construction and renovation works for green-field or existing facilities.
- Execution details for the specialty civil, mechanical and engineering contractors



Project management & medical permitting

By providing project management services, Integrine ensures that the project is viable and it is executed in conformity to its original design and applicable standard and norms, while complying with the schedule and approved financial objectives.



09

Using experienced professionals in the project management of healthcare facility development is a key factor in avoiding the pitfalls that usually occur in such complex projects.

Project Management Services

We provide a fully integrated program for the supervision of construction of medical facilities and the procurement and installation of medical equipment, directly or in collaboration with the client-appointed project team by:

- Coordinating the issue of all execution details to the contractor(s) in a timely manner and verifying the compliance of all execution details with the architectural design
- Maintaining full cost management of all aspects of the construction works in conjunction with the contractual clauses
- Carrying out periodic inspections of the construction works to verify compliance with technical specifications and local construction codes and regulations
- Coordinating the delivery and installation of medical equipment and specialized medical infrastructure with the different phases of the construction work
- Monitoring the progress of the work and coordinating the hand-over procedures of sections of the works from the contractor(s) to the client
- Carrying out periodic inspections of the completed works during, and at the end of the contractor defects liability period, to identify defects and to verify their remedy.

Specialized Medical Permitting

This program ensures that the future healthcare facility obtains all the specific medical permits and authorizations in due time through:

- Verification that the operational flow circuits of the patients, staff and visitors comply with European and Romanian norms
- Checking that the space



- planning and the medical equipment and infrastructure comply with the European and applicable national standards and norms
- Informing the client of the various types of permits for building, renovation, installation and operation of medical facilities, and the respective estimate costs
- Informing the client of the required authorizations for performing specific medical services, the estimated time for obtaining them and the respective estimate costs

- Assisting the client in preparing and submitting the necessary documents to the national authorities
- Following the obtaining of the specific permits and authorizations in due time according to the project overall time schedule.

Integrine SRL

Str. Italiană nr. 25, ap. 3

020974 București 2

România

T + 40 21 311 9164

F + 40 21 311 91 66

E office@integrine.ro

www.integrine.ro

