

# Samsung's Approach to Increased Value Chain

## 1. Project Development



Works	Services
Pre-Planning	<ul style="list-style-type: none"> <li>- Scope Analysis / Programming / Organization Structuring / Scheduling</li> <li>- Develop Sound Asset Strategies</li> <li>- Develop Solid Working Relationships ( Client / Partners / Consultant )</li> <li>- Project Management Plan</li> </ul>
Feasibility Study	<ul style="list-style-type: none"> <li>- Market &amp; Catchment Area Analysis</li> <li>- Project Viability Assessment</li> </ul>
Financial Anaylsis	<ul style="list-style-type: none"> <li>- Develop Budgets / Capital Planning</li> <li>- Financial Analysis</li> </ul>



# Samsung's Approach to Increased Value Chain

## 2. Planning



Works	Services
Architecture & Engineering	- Design Program Analysis & Project Plan
	- Design Developments & Value Engineering
	- Cost Estimates
Procurement	- Permit
	- Medical Equipment Planning / Purchasing
Clinical Implementation	- Medical IT System Planning
	- Develop Business / Operating System (Standard Operation Process / Quality Management)
	- Man Power Planning & Policies / Procedures



# Samsung's Approach to Increased Value Chain

## 3. Construction

Project Development

Planning

**Construction**

Operation & Management

**Works**

**Services**

**Construction Management**

- Develop Management/Operational Plan

- Pre-Construction / Value Engineering

- Quality Control Plan

- Regionatory & Agency Coordination

**Estimation**

- Cost Evaluation & Control

- Financial Engineering

**Construction**

- Monitor Process, Budget and Schedule

- Post - Construction

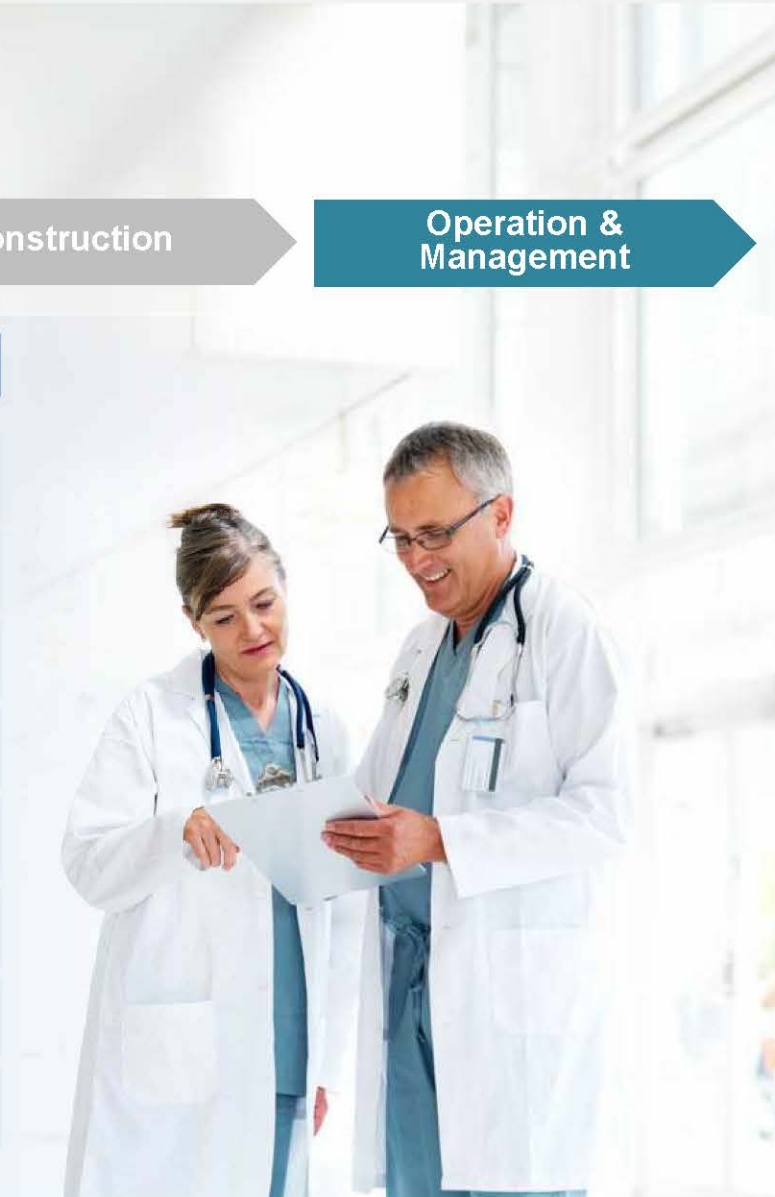


# Samsung's Approach to Increased Value Chain

## 4. Operation & Management



Works	Services
Quality Management	<ul style="list-style-type: none"> <li>- Operation Organization Structuring</li> <li>- Pre – Opening Training / Rehearsal</li> <li>- Facility Management</li> </ul>
Human Resource	<ul style="list-style-type: none"> <li>- Staff Planning &amp; Recruitment</li> <li>- Staff Training &amp; Education</li> </ul>
Accreditation & Licensing	<ul style="list-style-type: none"> <li>- JCI Accreditation &amp; Certification</li> <li>- LEED, Green Mark, Estidama</li> <li>- Government Approval</li> </ul>





## Strategic Business Structure

- Feasibility Study
- Financial Analysis
- Architecture & Engineering
- Procurement
- Clinical Implementation
- Construction
- Operation & Management

**Turnkey Solution**

- Feasibility Study
- Architecture & Engineering
- Procurement
- Clinical Implementation
- Construction
- Operation Consulting

**PPP**

**Samsung + Global Network**

**Development**

- Architecture & Engineering
- Procurement
- Clinical Implementation
- Construction

**EPC**

- Feasibility Study
- Financial Analysis
- Architecture & Engineering
- Procurement
- Clinical Implementation
- Construction
- Operation & Management

# Samsung Medical Equipment & Bio Technology

## IT SOLUTION

### Network solution

- Infra, call control, application/solutions
- Digital contents of medical, education, etc.
- Effective/reliable high-availability for medical information services
- Diagnosis info integrated EMR/HIS system connected.

## IT APPLIANCE

### Tele-monitoring

- Monitor and educate diabetes patient remotely

### Dr. Smart

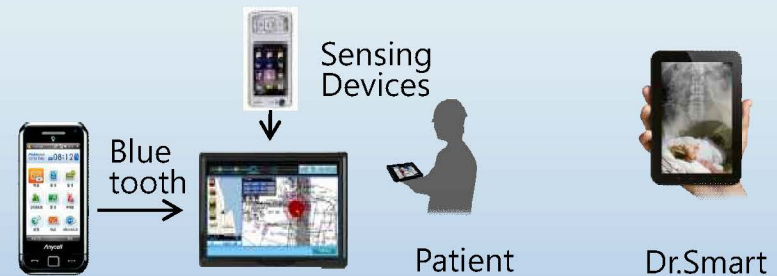
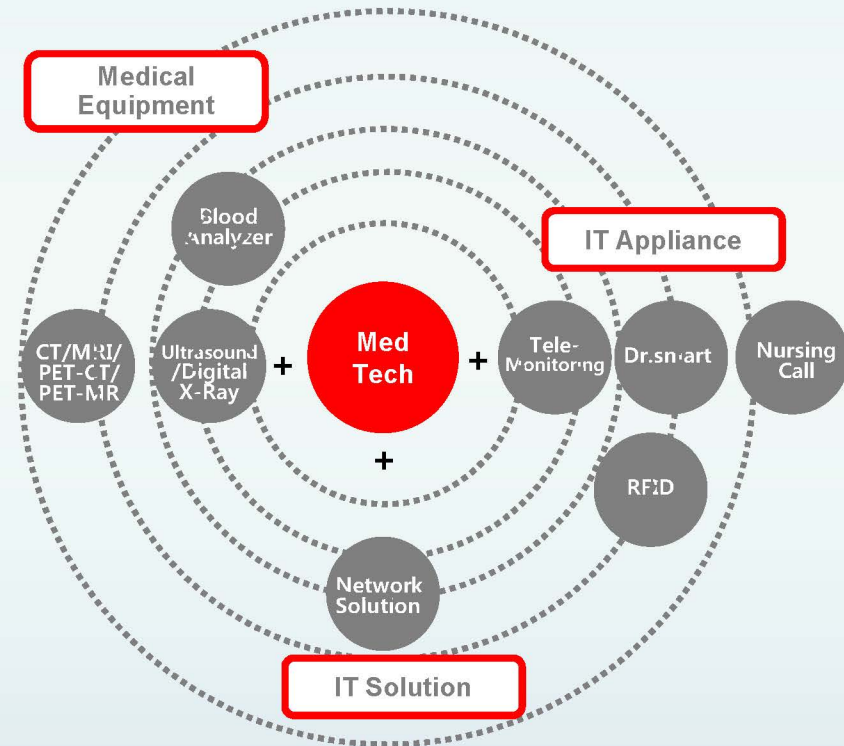
- Mobile Device based Solution accessing EMR

### Nursing Call

- Automatic nurse call by intelligent monitoring

### RFID

- Efficient management facilities, staffs and patients



## Green Hospital Management System : GHMS

### Algorithm Based Energy Management

- Real Time Energy Monitoring
- Peak/EMS/Environment Control
- Energy Consumption Analysis

**“Operation Cost reduction”**

### Facility Optimization Management

- Equipment efficiency analysis
- Fault Detection & Diagnosis
- Facility operation optimization

**“Optimized building operation”**

### GHG Management

- GHG inventory management/Government reporting
- LCC management
- Energy savings program tracking

**“Compliance with GHG policy  
& Ongoing energy improvement  
monitoring”**

### Renewable Energy Project Management

- Photovoltaic & Solar power
- Geothermal system
- fuel cell system
- Wind power

**“Reducing GHG emissions”**

- ※ LCC : Life Cycle Cost
- ※ GHG : Green House Gas
- ※ EMS : Energy Management Software