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## ABOUT UNIQUE

**UNIQUE** Custom-built health solutions is a consulting firm specialized in the health sector.

Its multidisciplinary team (doctors, economists, architects ...), with extensive experience in the health sector, advises designers and managers on functional planning and hospital equipment.

Taking advantage of the know how developed during the latest years, our goal as a company of consulting/advisory is to propose measures, to establish strategies and implement tools to ensure more efficient use of resources, providing global **solutions in the health sector**, covering health and socio-sanitary services.

In addition, our experience and our network of specialized partners enable us to offer an approach from many different areas (management, medicine, engineering, architecture, biotechnology, etc.) This bonus allows us to offer our Clients a wide range of services, characterizing always our proposals like innovative solutions and tailored to the needs. Our proposals exceed the simple juxtaposition of knowledge and ensure that everything has been measured / treated from a **multidisciplinary perspective**.

## WHAT WE DO

Our service portfolio is organized around the main products of the different stages of decision-management-implementation project.

These stages can be summarized as:

1. PRELIMINARY STUDIES
2. PLANNING
3. DESIGN AND EQUIPMENT
4. IMPLEMENTATION
5. START-UP PROCESS

To these stages of "chronological" sequence, we add support cross specialties:

6. EVALUATION- VERIFICATION
7. KNOWLEDGE MANAGEMENT



And the products / services offered within each "stage" or area of work are:

### 1. PRELIMINARY STUDIES (Sector reforms, investment estimations, health plans)



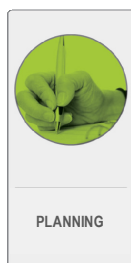
Sector reforms, design and operational management processes for improvement, progress and changes in the health sector, etc. The services are:

- Development of the strategic basis for rearrangement concerning specialized care, primary care, socio-sanitary, etc
- Health resources studies: estimation of needs, identification of deficits or oversized and proposals for removing or reducing gaps (building works, alterations, substitutions and / or closures)
- Integrated organization healthcare.

- Proposals for integration of health services.
- Study of management alternatives derived from the integration of hospitals (PPP projects, etc.).
- Analysis of human resources needs.
- Development of health plans.
- Analysis of supply and demand of Services.

- Medical equipment projects development. Estimation of needs. Preparation of technical specifications. Discussion with professionals.
- Investment plans and / or renovation of equipments development.
- Support on management operations of equipment leasing.
- Support in the provision and commissioning. Flanking on the design of information systems.

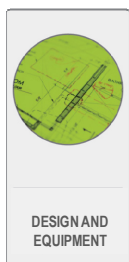
## 2. PLANNING (Functional planning, Master plans, functional Audits)



Functional planning and master plans: analysis and diagnosis of functional priorities and their impact on the constructive parameters. Relationships among health to maximize project efficiency.

- Development service portfolio. Estimation of needs and sizing of Services. Space planning and equipment.
- Estimated cost for construction, facilities and equipment.
- Functional Audits.
- Development of Master plans.
- Development of signage (internal and external).

## 3. DESIGN AND EQUIPMENT (Advising on medical designs and Equipment Projects)

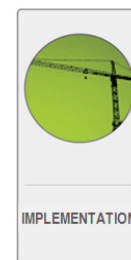


Architectural and engineering projects advice:

- Preliminary architectural projects. Functional advice during the architectural projects development.
- Audit and evaluation concerning architectural, engineering and medical equipment projects.
- Project Management: comprehensive management and monitoring of projects, design, implementation and execution included.
- Medical and Operational plans.

Medical equipment projects advice: needs analysis, evaluation alternatives, planning and technological proposal valued for the equipment needed to attend:

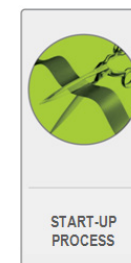
## 4. IMPLEMENTATION (Project Management, project monitoring and equipment supply monitoring)



Project Management and support works during the construction works:

- Project Management: Management and monitoring of projects during design phases and implementation.
- Development of Nosocomial control Plan during construction works.
- Support during the execution of the medical-operative plans and phases of execution of the extension / reform works, to guarantee the continuity in the assistance activity.
- Equipment supply processes monitoring.

## 5. START UP PROCESS (Development of opening and transfer plans)



Start-up processes: Design and support to implementation, start-up processes and transfer plans for health centers.


- Implementation plan design. Transfer/move plan design.
- Start-up processes and transfer/move support.

## 6. EVALUATION-VERIFICATION (Audits, quality, Management models, etc)

Organization and support on Services Management: analysis development, diagnosis and proposed actions to support decisions involving change actions (in physical, organizational, regulatory and / or HR).

- Participation in the Client “mission and vision” setting-up and quality policy. Design quality and productivity indicators for top management decisions.
- Modeling processes. Redefining processes. Model development process management. Clinical pathways.
- Financing alternatives studies. Public private participation (PPP) models.
- Support on Management contracts. Management control tools, design and implementation. Implementation support for new management models.
- Design and implementation quality models. Accreditation, technical support.
- Strategic plans development.
- Non-healthcare services optimization.
- Communication plans. Marketing health.

## 7. KNOWLEDGE MANAGEMENT (Training)

As knowledge Firm which understands that its greatest value is included in its own people, among their knowledge and experiences,  **UNIQUE** Custom-built health solutions considers that its services should promote also the dissemination of knowledge in forums other than those generally articulated between client and technician / consultant.

Therefore, it is proposed (within our business strategy) to incorporate teaching resources that allows us, along with other market actors to **foster and promote the Knowledge Management**.

For this purpose, Unique's team develops platforms, participates in seminars, writes articles, provides **training** and attends congresses, among other ways that contribute to the development of specialized knowledge networks.

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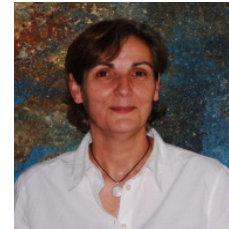
## ABOUT US

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The  professional partners have shared during the latest years senior positions managing and carrying out projects in Spain, Portugal, Mexico, Guatemala, Honduras, Nicaragua, Colombia, Bolivia, Chile, Iraq, Vietnam and Indonesia, among others. We have extensive experience and reliability proven in projects within the healthcare sector. We add to our capabilities a multidisciplinary response to the Clients. We also have our own network of expert collaborators that support and provide us in specific areas if necessary.

For more information, we invite you to visit our website at: [www.uniquehealth.com.es](http://www.uniquehealth.com.es)  
[www.youtube.com/watch?v=Oo4PYruWues](https://www.youtube.com/watch?v=Oo4PYruWues)

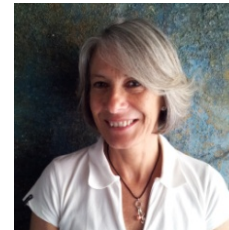
### Lourdes Cillero Jiménez



More than 10 years of experience as a senior medical consultant, and more than 23 years in tasks associated with the Management (including Hospital Management). Medical planning and equipment specialist; functional counselling; medical-operative plans, transfer and opening of hospital centres. She provides the medical and specialized vision to the projects of consultancy, architecture and equipment. Before working as a consultant, she was part of the Medical Department of the Hospital Universitario Marqués de Valdecilla de Santander (Cantabria).

**Graduated in Medicine and Surgery** from the Faculty of Medicine of the University of Navarra (Spain). Internal Medicine specialist. Advanced Technician in Public Health and University Expert in Management of Clinical Units.

### María Teresa Alonso Argul



More than 20 years of experience in Management (development, organization and integral Management) of multidisciplinary technical projects and teams, especially within the health field, in private and public sectors. Expertise in functional diagnoses, Master plans and technical advice in functional hospital organization. She has led projects for Spain, Portugal, Honduras, Mexico, Guatemala, Peru, Colombia, Chile, Vietnam and Indonesia.

**Graduated as an Architect** from the Faculty of Architecture and Urbanism of Buenos Aires (Argentina). Postgraduate in Environmental Intervention by the Polytechnic University of Catalonia and Postgraduate in Project Management with PMP © certification.

### Carolina Muñoz Rubio



Healthcare architecture expertise, with more than 15 years of experience in the development of Management and medical-operative Plans. Supervision and evaluation of projects in the health field, functional consultancy, requirements and mechanical guides of medical equipment. She has participated in projects for Spain, Portugal, Mexico, Nicaragua, Honduras, Guatemala, Peru, Colombia, Chile, Vietnam and Indonesia.


**Graduated as an Architect** from the School of Architecture of Barcelona ETSAB (UPC, Spain) and healthcare architecture specialist.

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## FOR WHO

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In general, it may be noted that Unique's Client could be whatever player in the market and / or providing for their input on it, who identifies a need or opportunity to improve within the technical assistance health sector, or an opportunity which needs to be studied and transformed into an initiative or project.


 serves to groups, both nationally and internationally, in the following areas:

- Public and private technostructures (Ministries, Councils, Boards of Directors)
- Public and Private health Services providers (Management and centre management, mutual funds, insurance companies, etc..).
- Architecture and engineering offices or other specifiers.
- Consulting firms.

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## WHAT HAVE WE DONE

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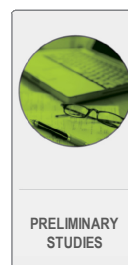
 since its inception provides the background acquired by its founding partners in Intersalus, SA and all their previous personal experiences. Some projects in which our participation has been most important are:

### COMPREHENSIVE PROJECTS:

- Preliminary study and proposal for the comprehensive restructuring of the Hospital Universitario San Rafael de la Orden San Juan de Dios en Bogotá (440 beds). Current State Analysis, Functional Plan, General Distribution, Master Plan and Plan Execution Phases. Client: Alonso & Balaguer associated architects, Colombia. 2011 to 2012.
- Preliminary study and proposal for the comprehensive restructuring of the *Hogar Clínica San Juan de Dios* (Lima, Perú) in *Hospital General de Nivel II-1* (180 beds). Current State Analysis, Functional Plan, General Distribution, Master Plan and Plan Execution Phases. Client: Alonso & Balaguer associated architects, Peru. 2010.
- Preliminary study and comprehensive proposal for the redevelopment of *Hospital San Jorge de Pereira* (General Hospital 300-bed Level III). Analysis of current status, functional plan proposal, general distribution, master plan, implementation phases plan and basic equipment plan. Client: *Gobierno de Risaralda, Colombia*. 2009.

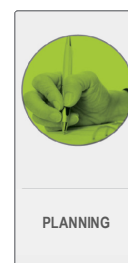
- Functional and architectural plan for a new Hospital (328 beds) in *Ho Chi Minh*. Client: *Red Cross Vietnam*. 2009.
- Functional audit, equipment plan, move plan and start-up process of the Hospital for the *new Igualatorio Médico Quirúrgico de Bilbao (IMQ) de Bilbao* (172 beds). Client: *IDOM S.A, 2008-10*.
- Functional plan, basic and executive project, equipment plan and supplies for the *Centro Biomédico de La Rioja (CIBIR), Logroño*. Client: *Ministerio de Salud de la Rioja, Spain*. 2004-2007.

### 1. PRELIMINARY STUDIES (Sector reforms, investment estimations, health plans)



- Functional Plan, Equipment and Feasibility study for a new private Clinic (area: 2.000 m<sup>2</sup>) in Denia, Spain. 2016
- Preliminary study for two health centers (areas: 2.000 and 1.200 m<sup>2</sup>) in Guinea Ecuatorial. Client: *Datsunn & Suris*. 2012
- Preliminary study for a private clinic (area: 10.500 m<sup>2</sup>) in Perú. Client: *Canvas architects*. 2012.
- Feasibility plan for two new private hospitals in Mazarron and Aguilas (Murcia). Client: *Ribera Salud, S.A, Spain*. 2009.
- Feasibility study for outsourcing diagnostic imaging services. Hospital Litoral Alentejano. Client: *Hospital Litoral Alentejano, Portugal*. 2006-07.
- Hospital reorganization for the Porto Metropolitan Area. Client: *ARS Norte Ministerio de Saúde, Portugal*. 2008-09.
- Carta de Salud del Archipiélago de Azores, capabilities study. Client: *Governo Regional dos Açores, Portugal*. 2006-07.

### 2. PLANNING (Functional planning, Master plans, functional Audits)

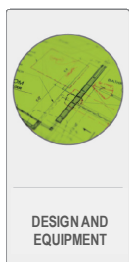


- Technical assistance for the review and redefinition of the Functional Plan for the new Lisbon Hospital East (HLO) (790 beds). Client: *ACSS and Intersalus 2014 Portugal Ltda*.
- Basic Functional Plan (service portfolio, estimation of needs, dimensioning of services and Functional Space Program) and Basic Equipment Plan for the new Hospital Bocagrande (NHBG) (240 beds). Client: *Canvas architects*. Cartagena de Indias, Colombia 2014.
- Master Plan 2013-2028 for the *Hospital del Trabajador*, ACHS (*Asociación Chilena de Seguridad*). Current State Analysis, Functional Plan, General Distribution, Master Plan and Plan Execution Phases. Client: *Canvas architects*. 2013.
- Functional plans for various Portugal Hospitals: *Hospital Povoá de Varzim / Vila do Conde, Hospital de Vila Nova de Gaia / Espinho, Todos*

os Santos Hospital, Hospital Central do Algarve, Seixal Hospital, Hospital Barcelos. Client: Administração Regional de Saúde do Norte and / or Missão Parcerias Saúde, Portugal. 2008-10.

- Functional plan *Hospital de Parla*. Client: Itinere Infraestructuras, Spain.
- Functional plans of four new hospitals in Madrid (Torrejon, Móstoles, Carabanchel and Villalba). Client: *Consejería de Sanidad de la Comunidad de Madrid*, Spain. 2007-08.
- Hospital New Mixco project (120 beds), Guatemala. PHASE 1 Functional plan and equipment. Client: *Ministerio de Salud Pública Guatemala/ Inter-American Development Bank (IDB)*

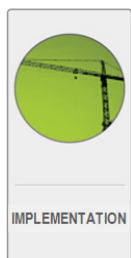
### 3. DESIGN AND EQUIPMENT (Advising on medical designs and Equipment Projects)



- Equipment Project and specialized technical assistance during the bidding and reception phase of the equipment for a new Hospital in Potosí (276 beds), Bolivia. Client: Consortium Engest (Casa Solo Architects/ Antares Consulting/PGI engineering) IDB (Inter-American Development Bank), Ministry of Health. Bolivia 2016-In progress
- Equipment Project for a modular hospital. HBS Project (Health Care Building System). Client: Be Nibug, SL. Spain 2016.
- Consulting Services in Furniture and Hospital Equipment for the tender design and construction of the Bi-provincial Quillota Petorca Hospital (282 beds), Viña del Mar, Chile. Support during the preparation of the proposal during the bidding phase. Client: UTE Ferrovial-Echevarria Izquierdo. 2016
- Equipment Project and technical specialized assistance during the acquisition phase and equipment reception for a new Hospital in El Alto Sur (154 beds and area: 21.000 m<sup>2</sup>), Bolivia. Client: Engest Consortium (House Only ARQ-Antares-PGI)/ Inter-American Development Bank (IDB). Bolivia 2016
- Project of interior and exterior Signage for the New Hospital "Vithas Nuestra Señora de la Salud" (100 beds) in Granada. Spain. Client: Vithas. 2016.
- Functional Audit of the architectonic Project and Equipment Plan for a new Cardiological Hospital in Karbala. Iraq. Client: *Savanna Group of Companies*. Iraq 2015.
- Technical specifications development of medical equipment for the new surgical block of the *Hospital Universitario Vall d' Hebron (HUVH)*. Barcelona. Client: *Servei Català de la Salut (CatSalut)*. Spain 2014.
- Master plan. Preliminary study and functional plan proposal for the Master Plan of *Hospital San Rafael*. Tunja. Colombia. Client: *C.G. Servicios & Soluciones LTDA. CGSS*. Colombia. 2014.
- Technical specifications development and implantation of medical equipment for two new hospitals in Nicaragua: Hospital Carlos Roberto Huembes (257 beds) and Hospital de Chinandega (300 beds). Client: International IDOM, Nicaragua 2013.
- Support in the preparation of the medical equipment proposal for a public-private partnership contract within provision, renovation and maintenance of Hospital Campus de la Salud de Granada. (659 beds). Client: General Electric UTE - Indra, Spain 2012.
- Diagnosis and proposal for the reform of the surgical and obstetric bloc of Hospital de Nuestra Señora de Meritxell d' Andorra. Client: (SAAS). 2010.
- Technical Assistance to update the design guidelines of the new primary care centres of Catalunya. Client: *Servei Català de la Salut*, Spain 2009-10.
- Final design of the forensic sciences center in Tegucigalpa. Client: *Ministerio Público de Honduras / Inter-American Development Bank (IDB)*. Honduras. 2007-08
- Equipment plans for various hospitals in Portugal: Hosp. Todos os Santos, Hosp. Gaia / Espinho, *Hosp. Central do Algarve*. Client: ACSS Parcerias Saúde, Portugal. 2008-10.
- Architectural and equipment project for a modular Hospital (50 beds) and 6 hospitals in Meulaboh, Indonesia. Client: Indonesian Armed Forces (TNI). 2009.
- Turn key project for the Hospital San Pedro de Logroño (Corporate Joint Venture: Dräger, Intersalus and Siemens). Client: *Consejería de Salud de La Rioja*, Spain. 2005-07.
- Analysis and diagnosis of the Hospital General Hospitalet. Extension and refurbishment draft studies. Client: *Consorci Sanitari Integral*, Spain. 2006.
- Technical advice for the building works of *Hospital Regional del Baix Llobregat (Moises Broggi)*. Client: Acsa Agbar Construction - Emte - La Caixa - Teyco, Spain. 2005.
- Situation diagnosis and 3 proposed action within the Hospital Regional General (HGR) No. 45 (*Hospital Ayala in Guadalajara*). Previous studies for 140 bed hospital, Hospital Trauma of 240 beds and 300 bed Hospital general. Client: IMSS - *Instituto Mexicano del Seguro Social*, Mexico. 2008-09.

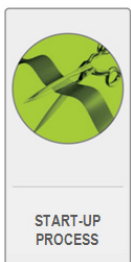
- Technical Assistance within the evaluation process and adjustment for the final design of the *Hospital Universitario Central de Asturias*. (HUCA). Client: IDOM Engineering, SA, Spain. 2005.

#### 4. IMPLEMENTATION (Project Management, project monitoring and equipment supply monitoring)



- Control and monitoring of the projects for two new hospitals in Bolivia (Hospital Alto Sur and Hospital de Potosí). Client: Consortium Engest (Casa Solo Architects/ Antares Consulting/PGI engineering) IDB (Inter-American Development Bank), Ministry of Health. Bolivia. 2015-In progress
- Nosocomial plan for the implementation of the renovation and extension of the *Hospital de Santa Maria de Lleida*. Client: *Gestió d'Infrastructures SA*, Lleida. Spain. 2008.
- Technical assistance for the equipment of the *Hospital de Vallecas*. Madrid. Client: UTE *Hospital de Vallecas*, Madrid, Spain. 2007.

#### 5. START UP PROCESS (Development of opening and transfer plans)



- Technical assistance in plan for the integrated management of the relocation process and implementation for the new headquarters of *Dexeus Salud de la Mujer*. Client: Dexeus Salud de la Mujer, Spain. 2007.
- Technical assistance and support in the process of moving for the new *Hospital de Mollet* (160 beds), Barcelona. Client: *Fundación Privada Hospital de Mollet*, Barcelona, Spain. 2010

#### 6. EVALUATION-VERIFICATION (Audits, quality, Management models, etc)

- Quality Audit of waiting lists at 7 Catsalut's hospitals. Client: Servei Català de la Salut (CatSalut). Spain 2017
- Audit of the medical equipment installed at the Hospital Beatriz Ângelo (Loures, 424 beds), Dr. José de Almeida (Cascais, 280 beds) and Hospital Vila Franca de Xira (280 beds). Client: ARSLVT e Intersalus Ltda. Portugal 2016.

- Design of questionnaires and quality indicators in colonoscopies. Client: Catalan Society of Gastroenterology (SCD). Spain 2014.
- Analysis of the strengths of the Catalan Health System. Client: AIAQS Agència d' Informació, Avaluació Salut i Qualitat in. Catalonia. 2013
- Functional evaluation for 3 new hospitals projects for the IMSS: HGR 250 León, Guanajuato; HGZ 165 Villa de Álvarez, Colima; HGZ 144 Aguascalientes. Initial assessment, functional analysis, proposed medical-functional optimization, architectural project and report tips for optimizing projects. Client: Ensamble. Mexico. 2013.
- Preparation, evaluation, negotiation and contracting of projects in public-private participation (PPP with or without the provision of care services) for the health area: *Hospital de Loures, Hospital de Cascais, Hospital de Braga, Hospital de Vila Franca de Xira, Hospital de Lisboa Oriental y Hospital Central do Algarve*. Client: ACSS *Parcerias Saúde*, Portugal. 2003.
- Design, implantation, supervision and execution of a public private participation (PPP) model for a centre of Radiotherapy in Azores. Client: SAUDAÇOR, Inc. Portugal. 2008-09.
- Results Exploitation of the annual self-assessment of hospitals *Grupo Capio*. Client: Capio, SL, Madrid, Spain. 2005-07.
- Technical assistance for the design of a management system model for the accreditation results of hospitals in Catalonia. Client: *Department de Salut de la Generalitat de Catalunya*, Spain. 2005.-06
- Design methodology for the evaluation of technical offers: functional plans, services and features of 7 new hospitals in Madrid within a model of public private participation (PPP). Client: Dirección General del *Instituto Madrileño de Salud*, Spain. 2005.

#### 7. KNOWLEDGE MANAGEMENT (Training)

- 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> and 4th edition of the Course: "Cleanrooms", organized by *Generalitat de Catalunya. Departament de Salut* (25-26 of November 2009, 26-27 January 2010, 9-10 and 24-25 November 2016).
- 1<sup>st</sup> and 2nd edition Postgraduate course in Barcelona focused on hospital architecture. Organized by *Universitat Politècnica de Catalunya* (UPC)- *Mario Corea, arq-Escola Sert*. Spain 2015-2016
- "Think before acting: the importance of planning as facilitator element of success". Presented at the VI Edition of the *Gran debate de construcció y gestión sanitaria, Grupo Vía*, 20th March 2014. Barcelona.
- 1<sup>st</sup> and 2nd edition of the Workshop "Cleanroom: a commitment for everybody for the security of all " organized by Abelló-Linde



Healthcare. (January 17th, 2013, *Hospital de la Macarena*, Sevilla, April 10th, 2013, *Hospital Universitario de Ceuta*).

- "Surgical block: barriers that reduce risks." Presented at the XXX Seminario de Ingeniería Hospitalaria, National Congress, Huelva, and within 23° Congreso Latinoamericano de Arquitectura e Ingeniería Hospitalaria AADAIH, La Plata, Argentina (2012).
- Conference: "Birth of a hospital: The health project since its inception." Centro de Lectura de Reus (March 2011).
- "Introducing a tool for optimizing hospitals design." Conference within 21° Congreso Latinoamericano de Arquitectura e Ingeniería Hospitalaria. AADAIH, Buenos Aires, Argentina (2010).