Life Science – R&D as a continuous source of innovation and driver of exportations

UPMC: *The point of view of an American investor*

Laura Raimondo, Senior Vice President UPMC International

*Italy Meets the USA - VI Summit, February 14 - NYC*
25+ academic and community hospitals with over 4,700 licensed beds

Over 250,000 inpatient admissions; 175,000 surgeries performed annually

4.5+ million outpatient visits; 700,000+ ER visits annually

UPMC Health Plan Network: 3.0 million+ members; 125+ hospitals, 11,500+ physicians

40+ UPMC CancerCenter locations; 200 affiliated oncologists

17 senior communities, assist; 2 Sports Medicine Facilities; International and Enterprise Services
Growth and Success

- Largest nongovernmental employer in Pennsylvania, with more than 60,000 employees; includes more than 3,500 physicians
- Among the top twelve hospitals in the nation according to U.S. News & World Report’s Honor Roll; nationally ranked care in fifteen specialties

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Accumulated Experience and Know-how

$4 billion of Capital expenditure in 15 years represents:

• $2.8 billion in hard construction costs
• $800 million in clinical equipment, furniture and fittings
• $280 million in master planning, architectural and engineering services
• $120 million in Owner administrative expenses

Typical Range of Services:

• Master Planning/Planning/ Feasibility Studies
• Project Development
• Design and Engineering
• Estimating/Budget Preparation
• Construction Management/Schedule
• Quality Control
• New model of care turning unstructured data into actionable information and personalized medicine
• Leveraged Supply Chain Management
• Cost Control/ Risk and Claims Management
• Commissioning/ Start Up
• Facility Management
Our Vision

• We believe everyone should have access to the best possible care, without having to leave their country or region.
ISMETT: Mediterranean Institute for Transplantation and High Specialty

The Challenge: Addressing an urgent, unmet need in Sicily, Italy with a high incidence of disease requiring transplantation without a local comprehensive organ transplant facility. Additionally, patients seeking care outside of the region.

Meeting the Need: Partnership between the Region of Sicily and UPMC

A Comprehensive Approach: Establishing excellence in transplantation services:
- Clinical and administrative staff training
- Clinical program development
- Facility design and construction management
- Health care Information Technology EMRAM Stage 6

Over 1700 Transplants 1999 - 2016 (215 Pediatric)
ISMETT’S Impact

Clinical Care
• Accessible to local patients
• Joint Commission International (JCI) accredited
• Regional magnet

Research and technology
• Regenerative Medicine and Cell Therapy Unit
• Biomedical and Biotechnology Research Center (BRBC)

Economic growth
• Estimated economic impact of €135 millions yearly on the region of Sicily and other local economies
• Addition of nearly 1,800 jobs
• net benefit of more than €73 million by retaining patients who otherwise would have traveled outside of Sicily for care (source: Battelle Memorial Institute)
Expansion into Biomedical Research

ISMETT, A LEADING TRANSPLANT CENTER MANAGED BY UPMC IN PALERMO

TREATMENT & RESEARCH ON END-STAGE ORGAN DISEASES

- Transplantation and treatment of terminal vital organ insufficiencies
- Innovation in Surgery, Radio diagnostic, endoscopic and cardiology intervention
- Regenerative Medicine
- Clinical immunology and immunotherapy
- Molecular medicine and infectious diseases
- Information & Communication Technology in health care

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Expansion into Biomedical Research: the creation of the Ri.MED Foundation in 2007

€290 million endowment to create the biggest research center in Southern Italy

International partnership between the Italian Government, the Region of Sicily, the Italian National Research Council (CNR), the University of Pittsburgh and the University of Pittsburgh Medical Center (UPMC)
Expansion into Biomedical Research

- Neurosciences and inflammation
- Infectious Diseases
- Preclinical Drug Discovery
- Vaccine & Immuno Therapy
- Regenerative Medicine
- Tissue engineering
- Cardiovascular
- Bone diseases
- Oncology
- Organ failure

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Ri.MED and ISMETT’s role in Sicily

The Region of Sicily identified RiMed and ISMETT to create an ambitious strategic biomedical research program headquartered in a new building in Carini.

Photonics
Nanotech
biotechnology
Micro & Nano electronics
Advanced Materials & manufacturing
ICT

EU Key Enabling Technologies
competitive and applied research

REGIONAL LEADERS

Sicily

Ri.MED ISMETT
The UPMC San Pietro FBF Center opened in Rome in January 2013; Recognizing the need for an advanced cancer care center in Rome, the San Pietro Fatebenefratelli (FBF) Hospital needed a solid partner to enlarge the services and treatments offered.

Over 1500 patients treated 2013-2016 (1.000 SRS treatments)
Medical center offering preventive medicine for metabolic syndrome and associated hepato-bilio-pancreatic and gastrointestinal pathologies, cardiac diseases and diabetes. Located in an area of Tuscany recognized as a UNESCO World Heritage site.
The Center offers an all-inclusive diagnostic program in one to two days, a particularly effective schedule that allows patients to perform all tests at the same location with a short stay.

- hepatology
- cardiology
- gastro-intestinal
- diabetes
- psychology

- ultrasound
- endoscopy
- lab tests
- elastometry
- nutrition

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MED GYM: Innovative Medical-Wellness Center

Leading global company in the field of fitness and wellness, developing solutions designed with UPMC for the prevention and rehabilitation of metabolic syndrome.

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