

# RESEARCH ON THE DEVELOPMENT STRATEGY OF CHINESE HOSPITALS' MEDICAL DEVICE LEASING

## ABSTRACT

This thesis is one part of the topics named “the Development Strategy of Chinese Health and Medicine System Innovation” which are held by the Chinese Medicine-Science Institute of University of Macau. This topic bases on the macro policy of the Health and Medicine System Innovation and health resources disposition, start with the analysis of micro problems in the purchase and management of domestic hospitals' medical devices by using the principles of hospital management, health economics, law and finance, viding correlative literature review, consulting concerned policy, comparing and typical case investigating, in order to analyze the urgency and restricted factors of medical devices leasing in China. The topic tries to probe the feasibility and the largest financial profits of the leasing by searching successful experiences of international medical devices leasing and other domestic industry devices leasing, then advise the development strategy of our country's hospitals' medical devices leasing.

It starts with the supply and demand of Chinese existing purchase mode of the medical devices by literature review. Through analyzing the necessary factors in building an efficient flat between supply and demand of the medical devices, the topic suggestion that medical devices leasing is an effective tool of solving the concern of purchase management, and also promoting the synchronous development of supply and demand of medical devices.

By comparing the leasing modes to the existing purchase modes of hospitals' medical devices internal (such as own financing, financial appropriate funds, bank loan, divided payments and cooperating management), it analyzes the advantage of the the financial leasing mode. On the other hand, it probes the superiorities and operating methods of the machine leasing mode by comparing with the modes of other domestic vocations' devices leasing.

By using specific case study and researching on the domestic and overseas manufacturer and financial leasing companies' typical case, the topic will analyze the risk of devices leasing and financial leasing, as well as its resolving method. Then it provides a practical way for our country's medical devices leasing.

Researching on the actuality of domestic and overseas financial leasing industry, medical

devices industry, hospital management, and medical devices leasing industry, relating to the development characteristics and actual demand of domestic financial leasing industry, hospital management and medical devices' selling strategy. It is looking for the factors which restrict the establishment and development of internal hospitals' medical devices leasing. Relating to the governmental acceptances about financial leasing and medical devices when we attend WTO, relating to the opportunities and challenges brought to the management and financing modes of hospitals by the unfaltering actualization of National Health and Medicine System Innovation, and using the successful experiences of overseas financial leasing industry, medical devices leasing industry and other internal vocations' machine leasing for reference, it brings forward the development strategy of native hospital medical devices leasing industry.

Consulting our national macroscopic health policy and microscopic hospital manage mode, “the Development Strategy of Hospitals' Medical Device Leasing” adopted method with “There Step”. First, it started accumulating experiences from traditional leasing of medical devices in hospitals. Second, we actualized the combination of traditional and financial leasing. Third, we will carry financial leasing into execution. Then gain our ends that improving the management level of domestic hospitals' medical devices purchase, developing National Health and Medicine System Innovation in depth and accelerating medical devices industry as well as financial leasing industry.

**KEY WORDS:** medical device leasing strategy