

A healthy strategy for America's leading medical center to launch Malaysia's first graduate university hospital and school of medicine

John's Hopkins Medicine, including the hospital ranked 'America's top hospital' for decades, is accustomed to thinking large. However, even this renowned institution moved outside its comfort zone when they signed an agreement in late 2010 with a private development consortium in Kuala Lumpur to help Malaysia develop its first fully integrated private four-year graduate medical school and teaching hospital. A Johns Hopkins leader was relocated from Baltimore to the Kuala Lumpur to serve as dean, but literally a world of potential issues faced an initiative so highly anticipated that the Malaysian Prime Minister and U.S. Secretary of State Hillary Clinton were on hand for the signing ceremony.

John Hopkins sought an advisor with world-class expertise to help them assess needs and costs, and develop a comprehensive strategic plan for creating and operating the proposed 600-bed university hospital. They chose Jones Lang LaSalle because of our wide-ranging global platform of strategic planning and other healthcare services, and personnel hands-on experience with not only U.S. teaching hospitals such as Harvard and Stanford, but several leading academic medical facilities throughout the world. Our ability to create diverse innovative models geared to specific academic and healthcare missions was important, because Johns Hopkins wanted the Malaysian school to follow its new Genes to Society curriculum, a patient-centered approach that teaches students to understand all levels of the human being: from the genes, molecules, cells and organs of the patient; to the familial, community, societal and environmental components that also affect health.

The hospital had a site, and little else. The team led by Jones Lang LaSalle was charged with developing a comprehensive space needs program for the hospital and associated teaching, research and parking facilities, and creating a master plan to incorporate phased site build-



Challenge

- Work with Johns Hopkins to help Malaysia develop its first fully integrated private four-year graduate medical school and teaching hospital
- Develop a comprehensive space needs plan from scratch in only 12 weeks

Solution

- Created a joint team from our Healthcare Strategic Planning Group, Project and Development Services practice and Singapore market office for maximum productivity
- Provided a detailed analysis of needs and cost for a 1,000-bed capacity teaching hospital, university administrative building with quarters for 250 medical staff and teaching facilities for 2,000 students, apartments and hostel with over 3,000 total capacity, 17-story R&D center, and 35-story hotel/office building with 68 retail units

Results

- A solid development and operational plan Johns Hopkins and Perdana University can use to move forward with their groundbreaking Malaysian academic hospital

outs, infrastructure and transportation where little but greenfield had existed previously. Our timeframe: 12 weeks.

Leadership of Jones Lang LaSalle's Healthcare Strategic Planning Group teamed with professionals from our Project and Development Services practice and Singapore market to advise John Hopkins on what should go into the hospital to embrace the Genes to Society curriculum, how it should be laid out, how to operate it and—not least—what it will cost.

Components include:

- A 600-bed teaching hospital, with a planned extension for 400 more beds to cover future needs
- A university administrative building, quarters for 250 medical staff and teaching facilities for 2,000 students
- A research and development center

Our strategic team also provided Johns Hopkins a comprehensive analysis and recommendations concerning site considerations including social/cultural implications, highest and best land use, economic and transportation factors, energy and water use, materials use and waste removal, central plant utilities and cogeneration options, and carbon emissions.

The end result was a solid development and operational plan Johns Hopkins and Perdana University can use to move forward with their groundbreaking Malaysian academic hospital. It is anticipated that Jones Lang will continue to provide counsel as Johns Hopkins' "eyes and ears" as expert observer during the actual development and construction process.

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