

# The 2008 Annual Acute Healthcare Conference & The 2008 Annual Private Healthcare Insurance Conference

Radisson SAS Portman Hotel, London, W1  
Wednesday 7 and Thursday 8 May 2008

Mixed messages from Government over the future role of the independent acute healthcare sector in the NHS, doubts over the effectiveness and inclusiveness of the Choice Agenda, combined with the uncertain economic climate, make this a challenging time for providers of acute healthcare services and those that fund them.

This, the UK's premier annual forum for the independent acute health and medical insurance sectors, will examine the full gamut of issues and talking points in this high profile arena.

This fascinating agenda combines with an excellent opportunity for delegates to network with their contemporaries in both the NHS and independent healthcare sector.

Sponsored by



# Annual Acute Healthcare Conference

**Chair: Charles Auld**

9.30 Registration & coffee

10.00 Keynote presentation:

- The future for the independent sector in healthcare provision
- The role of independent sector providers
- Is a fair playing field achievable?

**Chan Wheeler**

**Director General, Commercial Directorate  
Department of Health**

10.30 Progress on regulatory issues

- Regulation of the independent sector - now and in the future
- Resolving asymmetries of NHS/Independent sector information

**Anna Walker**

**Chief Executive**

**Healthcare Commission**

11.00 Open forum

11.10 Morning coffee

11.40 Industry overview

- Sources of future growth
- Impact of NHS free choice from 2008
- Strategic options and the positioning of Ramsay Health Care UK

**David Hillier**

**Chief Executive**

**Ramsay Health Care UK**

12.10 Partnerships with the NHS: What next?

- Relationship building
- Practice based commissioning
- Primary care opportunities
- Dealing with local commissioners

**Geoff Benn**

**Group Development Manager**

**Care UK**

12.40 Open forum

12.55 Networking Lunch

2.00 The role of foundation trusts in a market based healthcare system

- How are foundation trusts exercising their autonomy?
- Competition with the independent sector
- Joint ventures and collaboration with the independent sector

**Speaker to be confirmed**

2.30 Open forum

2.40 Is choice of hospital for elective surgery working?

An interactive panel discussion on how Choose & Book is working

- **Douglas Pattison, Spire Leicester Hospital**
- **Dr Simon Poole, GP**
- **Adrian Fawcett, Chief Executive BMI Healthcare**
- **Geoff Benn, Group Development Manager Care UK**

3.40 Afternoon tea and close

## Conference objectives

Our expert speakers will look at predicting the future of healthcare, and more specifically the independent sector's role, while outlining the regulatory and other barriers to growth. The conference will also consider and debate the future routes to funding of healthcare, from topping up where the NHS stops, to incentives to promote healthier lifestyles.

## The organisers

**Laing & Buisson** is the leading conference organiser, publisher and consultancy specialising in health and community care, with clients and customers drawn from the public and private sectors. Its regular conferences on acute, residential and primary care, and one-off conferences on particular topical aspects of care, are widely recognised as the principal forums for discussion and debate. Among recent publications are the annual market surveys **Laing's Healthcare Market Review 2007/2008** and **Health and Care Cover 2007**, and the company also publishes the monthly newsletters **Healthcare Market News**, **Community Care Market News** and **Nursery & Childcare Market News**.

## Exhibitor opportunities

**These conferences** offer a unique opportunity for organisations wishing to present their products and services to the influential decision makers from the industry. To discuss the full range of sponsorship and promotional opportunities please call **Emma Hill** on 020 7923 5394 or email [emmah@laingbuisson.co.uk](mailto:emmah@laingbuisson.co.uk)

## From the sponsors

BT is a key partner with the NHS in the National Programme for IT - a programme at the heart of the current change being managed through the NHS and is working with many NHS organisations on the impact of the World Class Commissioning initiative. These programmes are as relevant to the Private Healthcare providers as they are to the NHS.

As a partner to NHS, Private Healthcare and Insurance organisations, BT is interested in the ongoing debate about the extended role of the private sector in healthcare and we look forward to finding out about the key issues.

We trust that delegates will take the opportunity to speak to us about how our IT services can deliver improved productivity and efficiency for your organisations.

As 'Wellbeing in the Workplace' and 'Corporate Healthcare' are issues on the agenda, you may wish to talk to us about BT's own policies to promote the physical and mental wellbeing of our employees.

## Who should attend the Acute Healthcare Conference

This conference will attract attendees from all areas of the acute sector. Delegates will include:

- Directors and senior executives of independent healthcare organisations
- Independent hospital directors
- Non UK healthcare providers
- Independent and NHS consultants
- NHS Trust and SHA chief executives
- NHS development and strategy directors
- NHS private patient and pay bed managers
- Modernisation Agency executives
- ISTC executives
- Financial institutions
- Suppliers of medical equipment
- Construction and ancillary services
- Legal and financial advisors

## Who should attend the Private Healthcare Insurance Conference

This conference will attract attendees with an interest in all areas of the private healthcare insurance sector. Delegates will include:

- Directors and senior executives of existing PMI providers
- Insurers considering market entry
- Senior executives from cash plans
- Third party administrators
- Intermediaries and distributors of PMI brokers, banks, building societies, friendly societies and affinity groups
- Private hospital groups
- Strategic Health Authority chief executives and senior managers
- NHS Trusts with an interest in pay bed facilities
- Management consultants

# Annual Private Healthcare Insurance Conference

Chair: Nick Kirwan, Head of Health & Protection, Association of British Insurers

- 9.15 Registration & coffee
- 9.45 Recent market trends and prospects
- Latest data and trends in PMI subscriber numbers, income and benefits paid
  - Company paid and individual paid PMI
  - Non-insured medical expenses
  - Prospects for the future
- William Laing**  
**Chief Executive**  
**Laing & Buisson**
- 10.00 The evolving private healthcare landscape
- A changing PMI landscape - drivers and issues
  - Related developments In the NHS
  - Future prospects
- Fergus Kee**  
**Managing Director**  
**BUPA**
- 10.30 Mind the gap: is healthcare in meltdown
- There is an increasing funding gap because of rampant demand for healthcare
  - Aging, education and consumerist baby boomers will drive the NHS to the edge
  - All global healthcare payors - tax based, insurance and HMOs face bankruptcy
  - Complete transparency without spin is the only way forward
  - "You only get what you paid for" is not a message likely to win votes
- Karol Silkora**  
**Medical Director**  
**CancerPartnersUK and Member of Doctors for Reform**
- 11.00 Open forum
- 11.15 Morning coffee
- 11.45 NHS care and private funding – how far can they co-exist?
- Buying drugs to "top up" NHS provision
  - Moves between NHS and private care
  - Charging and private care within NHS facilities
- Nigel Giffin QC**
- 12.15 PMI: The wellness agenda
- How to encourage healthier lifestyles
  - The incentives for customers
  - The incentives for the PMI providers
- Shaun Matisonn**  
**Chief Executive**  
**PruHealth**
- 12.45 Open forum
- 1.00 Networking lunch
- 2.00 Wellbeing in the workplace
- Health, performance and productivity
  - Prevention
  - Wellness
- Gil Baldwin**  
**Managing Director**  
**Norwich Healthcare**
- 2.30 Quality, outcomes and governance for our patients in the independent sector
- The patients' charter and the doctor/patient relationship process
  - The quality agenda giving outcomes meaning governance and the Medical Advisory Committee
- Richard Packard**  
**President**  
**Association of Ophthalmologists**  
**Board Member of Federation of Independent Practitioner Organisations (FIPO)**
- 3.00 Corporate healthcare
- What are the really expensive health risks to employers
  - Sickness absence management - a primary need
  - Occupational health and mental health protection at work
  - Wellness - a new Government agenda?
  - A view of the future
- Dr Mike Goldsmith**  
**Hon. President COHPA**  
**Executive Chairman of Medigold**  
**Occupational Health**
- 3.30 Open forum
- 3.45 Afternoon tea and close

## The Speakers - Acute Healthcare

**CHAN WHEELER** took up the role of Director General of the Department of Health's Commercial Directorate in June 2007, responsible for providing a range of commercial advice and support to the National Health Service and the Department of Health. Chan's career in healthcare has spanned almost three decades at the helm of some of the US's leading healthcare organisations. Most recently he was CEO of Uniprise, a division of United Health Group.

**ANNA WALKER** is Chief Executive of the Healthcare Commission which was created in April 2004. She was Director General, Land Use and Rural Affairs at DEFRA from 2001-2004 and was also responsible for a review of DEFRA's regulatory functions and arms length bodies. Prior to that, Anna was Director General, Energy at the Department of Trade and Industry (1998-2001) and was Deputy Director General at the Office of Telecommunications regulating the telecommunications industry from 1994-98.

**DAVID HILLIER** was appointed CEO of Capio Healthcare UK (now Ramsay Health Care UK) in November 2006. Before this he was Chief Operating Officer and then CEO of Capio France. During his time at Capio France (2002-2006) the business became the second largest hospital group in the country. Before David joined Capio Healthcare France he worked as a hospital manager for Capio Duchy Hospital in Cornwall.

**GEOFF BENN** has spent over 30 years in successfully creating and operating service industry businesses. He became Director of a start up healthcare company and upon that company's sale in 1989 he joined PPP medical insurance as the Managing Director of its health services division. In 1992 he joined Nuffield Hospitals leading Business Development activities and then joined Care UK plc in early 2003 as Group Development Director.

**DR SIMON POOLE** studied at St Mary's Hospital Medical School, University of London, and has been a General Medical Practitioner since 1992. He is now a partner in a large medical practice in Cambridge. Previously Simon was Chairman of Cambridgeshire Health Promotion Committee, Professional Executive Committee Cambridge Primary Care Trust, Clinical Governance Lead South Cambridgeshire Primary Care Trust and Chairman of Cambridgeshire Medical Committee since 2003. He is also a Member of the National General Practitioners Committee since 2005.

**DOUGLAS PATTISSON** is Hospital Director at Spire Leicester Hospital, one of 35 hospitals run by Spire Healthcare. Spire Healthcare was established as a result of the sale of BUPA Hospitals and is now growing with the aim to be the best provider of quality private healthcare. Prior to joining BUPA and then Spire Healthcare, Douglas worked for the NHS for 23 years. More recently, Douglas has worked alongside local PCTs and NHS Trusts to make the choice of treatment for NHS patients in a private hospital a reality.

**ADRIAN FAWCETT** is Chief Executive of General Healthcare Group (GHG). Adrian also sits on the Board, as a non executive director, of the Department of Work & Pensions which has a huge impact on the working fabric of the British population. In 2006 Adrian was awarded the Institute of Directors - Large company, young director of the year (43yrs & under) and Business Insider - Entrepreneurial Director of the year. Previously, Adrian was the Chief Operating Officer for Punch Taverns Plc and on the Punch Taverns Plc board.

## The Speakers - Private Healthcare Insurance

**NICK KIRWAN** is Head of Health and Protection at ABI. Before joining ABI, Nick spent 25 years in the financial services industry where he held a number of senior positions, most recently as Protection Market Director at Scottish Widows and before that as Head of Marketing and Proposition Development at Scottish Provident. Nick is known for his passion about the health and protection markets. He was the driving force behind the introduction of standard critical illness definitions in the UK and also behind the latest industry measures designed to improve clarity and help reduce the number of declined protection claims.

**WILLIAM LAING** is a trained economist, and the driving force behind Laing & Buisson, which he set up in 1976. William is viewed by many as the leading commentator on private health and community care in this country. The media regularly seeks his comments on industry events.

**FERGUS KEE** has been Managing Director of BUPA UK since 1998 having originally joined the organisation in 1992. Fergus originally trained as a chartered accountant with KPMG (Dublin) and subsequently held a variety of finance and management roles with Proctor and Gamble and the Burton Group plc.

**NIGEL GIFFIN** QC specialises in public law at 11KBW, working in areas that include many relevant to health and social care such as human rights, public powers and governance, information law and public procurement. He recently represented NICE in the challenge to its guidance concerning drugs used to treat Alzheimer's Disease.

**SHAUN MATISONN** obtained a BSc in mathematical statistics and actuarial science from the University of Witwatersrand, South Africa. He was admitted as a Fellow of the Faculty of Actuaries, Edinburgh and a Fellow of the Actuarial Society of South Africa in 1996. Shaun serves as the CEO of PruProtection (the Holding Company of PruHealth and PruProtect) and on the executive committee of Discovery Holdings. He has published papers on modelling health care reform and understanding various health care systems.

**RICHARD PACKARD** is a Consultant Ophthalmic Surgeon at the Prince Charles Eye Unit, King Edward VII Hospital, Windsor and Director of Arnott Eye Associates, London. Since 2007 he has been Chairman of the Association of Ophthalmologists and from 1999-2007 was a board member of the European Society of Cataract and Refractive Surgeons.

**DR MIKE GOLDSMITH** is an occupational physician and founder and Executive Chairman of Medigold Health Consultancy Ltd. A former NHS GP and Trainer, Michael has pioneered a number of initiatives in the private medicine sector and has managed projects for a major US HMO and has specialised in the provision of cost effective medicine within both the private and NHS sectors.

**FOR FURTHER DETAILS OF THE  
LAING & BUISSON 2008  
INDEPENDENT HEALTH AND CARE  
CONVENTION ON 16 AND 17  
SEPTEMBER CALL THE  
CONFERENCE TEAM ON  
0207 923 5390**

# Reservation Form

Annual Acute Healthcare Conference

Wednesday 7 May 2008

Annual Private Health Insurance Conference

Thursday 8 May 2008

AHPMI7 web

PLEASE COMPLETE USING BLOCK PRINT

Names and job titles of those attending:

1 \_\_\_\_\_

2 \_\_\_\_\_

3 **Book a third delegate at half price**

Company/Organisation: \_\_\_\_\_

Address to which conference material should be sent: \_\_\_\_\_

\_\_\_\_\_

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Postcode: \_\_\_\_\_

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Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Please indicate which day/s you wish to attend:

Acute conference: £550 VAT: £96.25 Total: **£646.25**

Insurance conference : £550 VAT: £96.25 Total: **£646.25**

Both conference : £1035 VAT: £181.12 Total: **£1,216.12**

**All online orders and credit card payments receive a 5% discount**

Authorised signature

(all bookings must be signed)

## Payment options

**1** Please invoice my company:

Name & address to which invoice should be sent if different from above:

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**2** Credit card payments: Please ring 020 7923 5390 or visit [www.laingbuisson.co.uk](http://www.laingbuisson.co.uk) and pay online

**3** BACS payments: Please quote Ref: AHPMI7  
Barclays BankSort Code 20 65 82 A/C No. 40393711

**4** By cheque: Payable to Laing & Buisson Ltd

A VAT invoice will be issued. VAT Reg No 454 2637 46

Please tick here if you do not wish to receive further information from Laing & Buisson

# Administration

## Venue & location

The Radisson SAS Portman Hotel, 22 Portman Square, London W1H 7BG Tel: 020 7486 5844

Nearest underground stations – Marble Arch, served by the Central Line

## Accommodation

If you wish to book hotel accommodation close to the Portman Hotel you can get preferential rates by calling Free Booking Service on 020 8469 1900 or by visiting [freebookingservice.co.uk](http://freebookingservice.co.uk) stating that you are a Laing & Buisson delegate.

## Fees

PLEASE NOTE THAT PAYMENT MUST BE RECEIVED PRIOR TO THE EVENT

The conference fees are payable in advance in £ sterling. Fees include all refreshments (coffee on arrival, morning coffee, lunch, afternoon tea), conference documentation and other materials. The following discount on full price tickets is available: when **two delegates from the same organisation are booked at the same time, a third person can be booked at half price unless you are already benefiting from the two day rate of £1216.12.**

## Cancellation and refund policy

Reservation is a contract. Substitution of delegates is acceptable at any time and notification of substitution should be faxed (020 7841 0048) or emailed to [Suzy@laingbuisson.co.uk](mailto:Suzy@laingbuisson.co.uk). Cancellations will only be accepted **prior to** Tuesday 25 April 2008. Written notices of cancellation received before that date will be subject to an administration fee of £75 + VAT per delegate. No refunds can be made on or after this date. In the event of cancellation of the conference by the organisers, liability will be restricted to the refund of fees paid. The organisers reserve the right to make changes to the programme, speakers or venue should this become necessary. Laing & Buisson reserves the right not to offer refunds for cancellations arising from events outside their control.

## Joining instructions

Joining instructions will be sent to delegates approximately two weeks before the conference. If you have not received your joining instructions by 22 April 2008 please call Suzy Hall on 020 7923 5390 or email [conferences@laingbuisson.co.uk](mailto:conferences@laingbuisson.co.uk).

## Special requirements

Please advise us of any special requirements you may have ie, dietary requirements, wheelchair access, hearing loop.

## Contact details:

**Laing & Buisson Ltd**

**29 Angel Gate**

**City Road**

**London**

**EC1V 2PT**

**Tel: 020 7923 5348**

**Fax: 020 7841 0048**

## Cannot attend?

**Laing & Buisson's conference CD contains powerpoint presentations and commentary. Available for this event @ £175 + VAT per day**

Please send me the CD