

Surgery Holdings Limited

Staff Newsletter

Overview

Surgery Holdings Limited (SHL) has been in existence for 2 years now. Over the last year the company has developed in line with the strategy set in July 2005. Expansion of the company has progressed with more local companies and greater numbers of both consultants and management staff involved in SHL. I felt it was not only opportune but important to begin producing a regular bulletin for all of you who work with the company to ensure that you are kept up to date with developments at both a corporate and local level. I would welcome comments and feedback on this first issue to ensure that you find the information worthwhile and useful. I would also welcome material that you may wish me to include.

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The last 2 years

Surgery Holdings came into existence in July 2005 as a result of the success of Eastern Surgery Ltd based in Ipswich in Suffolk.

Tyne and Wear Surgery Ltd, North West Surgery Ltd, Midlands Surgery Ltd, Bristol and Western Surgery Ltd, Cheshire Surgery Ltd, Eastern Primary Care and South East Surgery Ltd have been developed over the last 2 years with others progressing towards incorporation at the current time. It is intended that there will be 18 SHL local companies by the end of 2008.

News on SHL

To enable SHL to develop more local companies and provide the support and infrastructure they require, SHL have been undergoing a process to secure capital investment. At present SHL are currently undergoing due diligence having received an offer of intent.

Such investment will provide a secure and robust IT system for clinical governance for access by all companies within SHL, a central HR system and the necessary management infrastructure to support the growth, development and corporate framework of the company.

As part of this process SHL will be required to demonstrate a robust corporate governance and accountability structure, in turn SHL will be required to appoint a CEO. SHL have considered a number of highly experienced individuals for this position and aim to appoint in the next few weeks.

At present approximately 600 consultants have signed consultancy agreements to work with the group. It is the aim to increase that number to 2000 through the development of further local companies.

SHL hold regular board meetings with the local company directors and Operations Managers to ensure a supportive, collaborative scheme.



What's Happening

Recently SHL have had productive discussions with BUPA and AXA PPP which have resulted in submissions of expressions of interest by SHL to be actively involved in new and changing products with both organizations. There is an indication that both insurance companies are planning to alter their packages in both General Surgery and Orthopaedics. Both insurance companies and others are responding to the changes in the NHS with the shortening of waiting times for surgery and as such are altering their packages in response, which will result in a reduction in price to the provider. A key role for SHL in this process is to protect consultant's fees where possible, ensuring that the cost savings that the insurers require are levied against ensuring that consultants fees remain reasonable. This is why SHL have directly approached both companies with the aim of being involved in the discussions early on to influence the changes.

STRATEGY DAY

SHL held their 2nd strategy day on 15th June 2007, the directors of all the local companies were invited to attend and contribute to the future development and strategic intent of the organisation. External speakers were invited to provide information on the future of the insurance market and a presentation was given regarding the foreseeable changes in the provision of NHS care under a Brown government.

The day gave the opportunity for local company directors to forge relationships and share experiences regarding their achievements and local company development.

Furthermore the day gave the opportunity for the local company directors to consider what had been achieved by the group since its formation in July 2005. What the strengths and weaknesses of the organisation were in the changing healthcare market and to develop shared aims and objectives. Opportunities for the future were identified, threats were considered and a mission statement was agreed.

“Surgery Holdings is for patients, consultants and purchasers of surgical care and offers a patient centered, consultant led, cost efficient service”

SHL feel it is important that local company directors are involved in the development of the future of the whole organisation, SHL plan to hold many other similar events in the future.

600 Consultants have signed agreements to work with SHL

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LOCAL COMPANY UPDATE

Eastern Surgery Ltd — ESL

ESL continue to meet the demands of the choice at referral cataracts contracts they provide at the Ipswich Nuffield Hospital as well as the DEXA scanning contract at Bury St Edmunds Nuffield Hospital. ESL has seen a significant rise in the level of activity referred from the local NHS over recent months from both Orthopaedics and General Surgery.

ESL have formed a strong and solid relationship with Eastern Primary Care (EPC) a further subsidiary of SHL. The groups are working together to deliver proposals to PCT's regarding the delivery of traditional secondary care services in primary care. Areas being explored at present include prostate assessment, minor surgery, gastroscopy and an altered pathway for patients requiring laparoscopic cholecystectomy to reduce emergency admissions whilst awaiting surgery.

A further development for ESL is the approval by BUPA (as with TWS) to deliver the new ophthalmology product. ESL will be doing so from 1st August at the Ipswich Hospital NHS Trust. Clare Donovan Service Manager for ESL is currently working with the Trust on mobilisation.

Along with TWS, NWS and MSL, ESL has been asked by BUPA to complete some initial information regarding Orthopaedic activity for BUPA. This is a positive step forward in broadening the offerings of all of the subsidiaries of SHL. I will keep you updated on how matters progress.

ACTIVITY UNDERTAKEN BY ESL FROM MARCH 2007

March 2007				June 2007			
Operations	91	OPD	42	Operations	105	OPD	46
April 2007				July 2007			
Operations	67	OPD	84	Operations	90	OPD	19
May 2007							
Operations	76	OPD	24				



ESL have 71 consultants signed up to work with the company

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Service Manager
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Admin Manager
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LOCAL COMPANY UPDATE



Tyne & Wear Surgery Ltd—TWS

Tyne and Wear Surgery have been in full operation since the arrival of Deborah Crewe Operations Manager in September 2006. Activity commenced in December 2006. TWS cover the whole of the North East which allows for collaboration with several independent hospitals, PCTs and NHS Trusts. They have secured and completed work for their host hospital the Queen Elizabeth Hospital Gateshead from within the specialties of General Surgery, Orthopaedics, Breast Surgery, Plastics and Oral Surgery as well as bringing activity from other NHS Trusts such as Sunderland and delivering it at Gateshead. TWS have also undertaken activity in the Woodlands independent hospital and are working closely with both PCT's and NHS Trusts to undertake community based services in line with DOH requirements. TWS are very close to securing a contract to provide an ongoing audiology service, this has been many hours in the making and will hopefully realise in the next few weeks.

TWS have also undertaken a number of private cases for both self pay and insured patients from a range of specialties. Based in the new Gateshead Day Surgery Centre TWS have the opportunity to utilise state of the art, modern, high quality patient facilities and were the first of the SHL group to have stepped into the private market. They are building numbers in this area as well as working with the insurers to secure approved status to increase the activity. Approved status for the new BUPA Ophthalmology product has also been awarded to TWS.

ACTIVITY UNDERTAKEN BY TWS

December 2006				April 2007			
Operations		OPD		Operations	1	OPD	4
January 2007				May 2007			
Operations		OPD		Operations	8	OPD	0
February 2007				June 2007			
Operations	19	OPD	10	Operations	0	OPD	31
March 2007				July 2007			
Operations	32	OPD		Operations	10	OPD	32

TWS have 90 consultants signed up to work with the company

Contact details:

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Directors:

*Hamdy Ashour
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Peter Phelan
Patrick Cullen
Gary Lear
Nanjappa Shankar*

LOCAL COMPANY UPDATE

North West Surgery Ltd—NWS

North West Surgery have been undertaking activity since March 2007. The background work leading up to securing contracts was undertaken by Debbie Pook when she commenced as Operations Manager in December 2006. NWS cover the North West with the geographical division being Liverpool and above. Since March 2007 NWS have cared for patients within the specialties of Urology, Orthopaedics, General Surgery and Plastics. They have an office at the Lourdes (Classic) Hospital in Liverpool and carry out some activity there. Being responsive to commissioner needs often influences where the activity is to be carried out. NWS have and continue to undertake activity at the Countess of Chester Hospital Liverpool, the Bolton NHS Trust as well as Capio facilities in the area. They are currently working alongside Lourdes to assist in the delivery of the Cheshire and Mersea ISTC contract. NWS are also discussing with PCTs and commissioners longer term opportunities in both the community and in secondary care with the aim of establishing and delivering a community based Prostate Assessment Service, a Pain Management Service and Ophthalmic outpatient consultations.

TOTAL ACTIVITY UNDERTAKEN BY NWS

March 2007				June 2007			
Operations	14	OPD	75	Operations	17	OPD	0
April 2007				July 2007			
Operations	2	OPD	0	Operations	29	OPD	0
May 2007							
Operations	23	OPD	50				

Midlands Surgery Ltd — MSL

Midlands Surgery Ltd established themselves in early 2007 but had been working with SHL for some months previously. SHL had at that time secured preferred provider status with Nuffield Hospitals to deliver the West Midlands Mobile Independent Treatment Sector contract (WMS), which was an exciting and challenging opportunity for everyone involved. WMS did not reach delivery stage due to a change in the political agenda, which resulted in Nuffield Hospitals withdrawing their commitment to deliver it. Although disappointing at the time both SHL and MSL have moved on and are aiming to cement the commitment shown by local consultants to work with MSL to deliver other activity in the area. The MSL directors have and continue to work hard at identifying commissioners and purchasers in the area that require support. Jane is working with them to move opportunities forward until such time as an Operations Manager can be recruited.



NWS have 62 consultants signed up to work with the company

***Contact details:
North West Surgery Ltd***

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Operations Manager
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0782 900 764***

***Directors:
Mario Calleja
Ash Haq
Jeremy Ward
Aslam Mohammed***



MSL have 87 consultants signed up to work with the company

***Directors :
Peter Wade
Sergio Pagliarini
Phil Baragwanath
Alison Edwards***

LOCAL COMPANY UPDATE

Cheshire Surgery Ltd - CSL

CSL became Operational at the beginning of June this year they are being supported by Debbie Pook Operations Manager and have recently secured their first activity, undertaking some laparoscopic cholecystectomies in the next few weeks. Debbie is identifying key commissioners and purchasers across the area who may require support with activity, this is an essential and important role in the early development of the company, which is enhanced by the locality knowledge of the Directors. Watch this space for updates on CSL.

Bristol and Western Surgery Ltd — BWS

BWS became incorporated in late 2006. They have yet to undertake activity however relationships with local commissioners, purchasers and providers are beginning to develop. Once established activity will flow allowing BWS to recruit more consultants and meet the activity demands presented to them.

South East Surgery Ltd — SES

South East Surgery are the most recent local company to join the SES team. They plan to cover Luton, Bedford and Milton Keynes and the surrounding areas. They are currently recruiting consultants and identifying key people within the purchasing and commissioning fields locally to secure activity.

Where Next?

SHL have commenced discussions with consultants in Surrey, Edinburgh, Glasgow and interested parties for London. These three areas will significantly contribute to SHL's aim of 18 local companies in the UK. I hope to be able to update you on these 4 planned subsidiaries in next newsletter.

Dates for the Diary:

Annual Leave

Debbie Pook 20/08/07 to 05/09/07 (incl.)



Directors:

David Monk
Janardhan Rao
Robert Temple
David Childs
Andrew Phillipson



Directors:

Raj Persad
Anthony Dixon
Jonathan Eldridge
Ian Ryder



Directors

Harbinder Sharma
Manoj Sood