



CORPORATE OVERVIEW

Health Management & Networking Services (Pty) Ltd ("HealthMan")

HealthMan is a privately owned healthcare consultancy specialising in the management and administration of specialist and other healthcare provider networks. Our concentrated focus on promoting the professional and commercial interests of both specialist networks and other allied healthcare practitioners, coupled with our extensive industry experience, quality service and industry contacts, make us the preferred choice in healthcare consulting in South Africa. HealthMan consults to over 5000 practitioners in South Africa and Namibia. We have offices in Johannesburg and Cape Town.

HealthMan commenced business in 1996 and since inception has focused exclusively on consulting to private practice. Our areas of expertise include network administration, legal support, healthcare research, financial modelling as well as the publication of various medical scheme rates of reimbursement and our own wholly independently determined and funded costing assessment. HealthMan consultants play pivotal communication, representation and negotiation roles in our relations with key healthcare industry stakeholders: Healthcare Practitioner Networks, Funders (i.e. Medical Schemes, Administrators and Managed Healthcare Organisations), Professional Associations, Hospitals, Pharmaceutical Companies and Suppliers of Consumables and Equipment.

HealthMan has been consulting to Private Practice for the past 25 years. In addition to consulting in the Healthcare industry HealthMan performs outsourced administration services to a variety of clients and also has extensive forensic experience and management of Alternative Reimbursement Models, (ARMs), both Global and Capitation Fees contracts.

Overview of HealthMan Expertise

HealthMan consultants play pivotal communication, representation and negotiation roles in our relations with key healthcare industry stakeholders:

- Healthcare Practitioner Networks
- Professional Associations
- Healthcare Funding Industry
 - Medical Schemes and Administrators
 - Managed Healthcare Organisations
- Regulatory Bodies - NDoH, CMS, HPCSA, BHF, PCNS
- Hospital Groupings
- Pharmaceutical Companies
- Other Healthcare Suppliers and Stakeholders

HealthMan Services

Innovation

Innovation in the Healthcare Industry

- HealthMan is highly knowledgeable about the healthcare industry, continually doing research into the industry.
- We have been involved in the establishment of most specialist and other provider management groups including SAPPF, IsoLeso Optics & SACHI.
- We provide support for healthcare legal challenges and are on the forefront of research and publications in the healthcare spectrum.
- We also design & manage alternative reimbursement models, which clearly puts HealthMan as the leader in this market segment.

Legal & Forensic

HealthMan provides legal support to:

- South African Private Practitioners Forum (SAPPF)
- Societies and Management Companies on various regulatory reforms
- Legal challenges by third parties such as the Board of Healthcare Funders (BHF) and Medical Schemes
- In the High Court, we have assisted in settling many civil disputes
- Loss of income and malpractice claims
- E.g we settled a claim in the amount of R22 million in favour of one of our specialist clients.
- Advice on sale of practices

Network Management

- At HealthMan, we provide administration and company secretarial support to Healthcare Professionals' management groups, societies and other Healthcare Provider Networks.
- We are instrumental in negotiating with medical schemes, medical scheme administrators, managed care organisations, pharmaceutical companies and Council for Medical Schemes (CMS) on behalf of specialists and other healthcare disciplines.
- We offer support for general practice management issues, Prescribed Minimum Benefit (PMB) queries, coding queries from scheme administrators and from practices.
- We assist with member communications, newsletters and various reports.
- We arrange member meetings of all sorts and provide support therefore

General Healthcare Consulting

- As HealthMan we consult to Medical Practitioners, their respective Societies and Management Companies in order to get the most accurate information possible for our clients. The topics are varied and as requested.
- We provide information on a wide variety of subjects such as financial modelling, economic impact studies and data base analyses.
- We also consult on practice profiling and costing which can help empower doctors and other healthcare professionals.
- We consult on data mining, claims analysis and the introduction of new coding structures.

Strategic Partners

- HealthMan's strategic partners provide additional value add services to the HealthMan client base and adds to our Healthcare skills set
- These include amongst others:
 - Aon South Africa - Malpractice Insurance
 - Econex-Healthcare Economists
 - EKC Consulting – Legal and Practice Support
 - Insight Actuarial Services – Actuarial & Practitioner Profiling
 - IntegritasConsulting – Accounting, Tax & CIPC
 - Healthbridge – Switching & Data
 - PSG Financial Services – Investments, Group Schemes & Retirement
 - Altron HealthTech (MediSwitch)
 - Xpedient

Call Centre

- Our Call centre is Multi-Disciplinary and the only independant call centre of its kind in South Africa
- Optometric Call Centre
 - The HealthMan Optometry Call Centre manages all Iso Leso's Optical Contracts
 - We manage over 1 million medical scheme lives
- The HealthMan Multi-Disciplinary Practice Support Call Centre manages medical scheme claim administration problems
- Ophthalmic Call Centre
 - Cataract Registry
 - Glaucoma Registry
- Admin & Coding Call Centre

Contact Details

Johannesburg Head Office

Physical Address:
Unit 16, Northcliff Office Park
203 Beyers Naude Drive
Northcliff, Johannesburg
tel: 011 340-9000
fax: 011 782-0910
email: info@healthman.co.za

Postal Address:
PO Box 2127, Cresta, 2118
GPS Coordinates:
S 26 08'26" E 27 58'40"

Website: www.healthman.co.za

Cape Town Office

La Concorde Building
57 Main Road
Paarl
Western Cape
tel: 021 864-2542

email: ernst@healthman.co.za