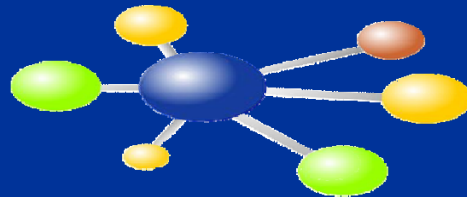


# Business Plan



Marco d'Angelantonio  
SPEX Conference  
Barcelona 31<sup>st</sup> January 2006

SPEX  
SPreading EXcellence in healthcare

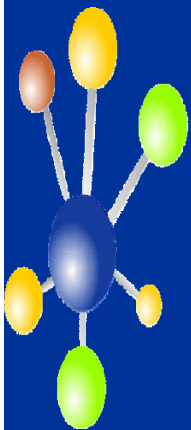
# Index

- A work in progress
- Trading return and cash flow
- Main economic aspects
- We should never forget that ...

## A work in progress

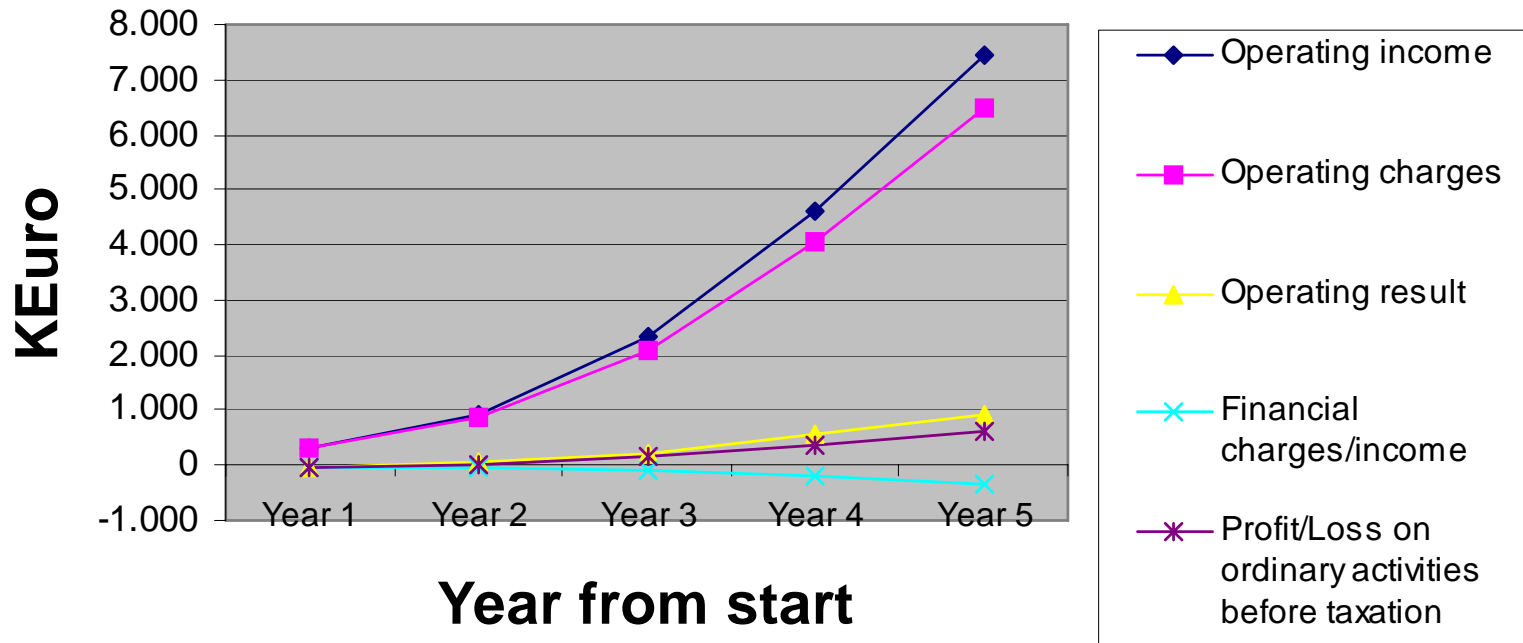
- The SPEX Business Plan still needs a final touch to properly apportion benefits and costs between CoEs and PoCs but a fundamental conclusion has been reached beyond any reasonable doubts:

The implementation of specialty networks of Excellence in healthcare has an overall positive impact on healthcare expenditure while improving continuity and monitoring in the care process



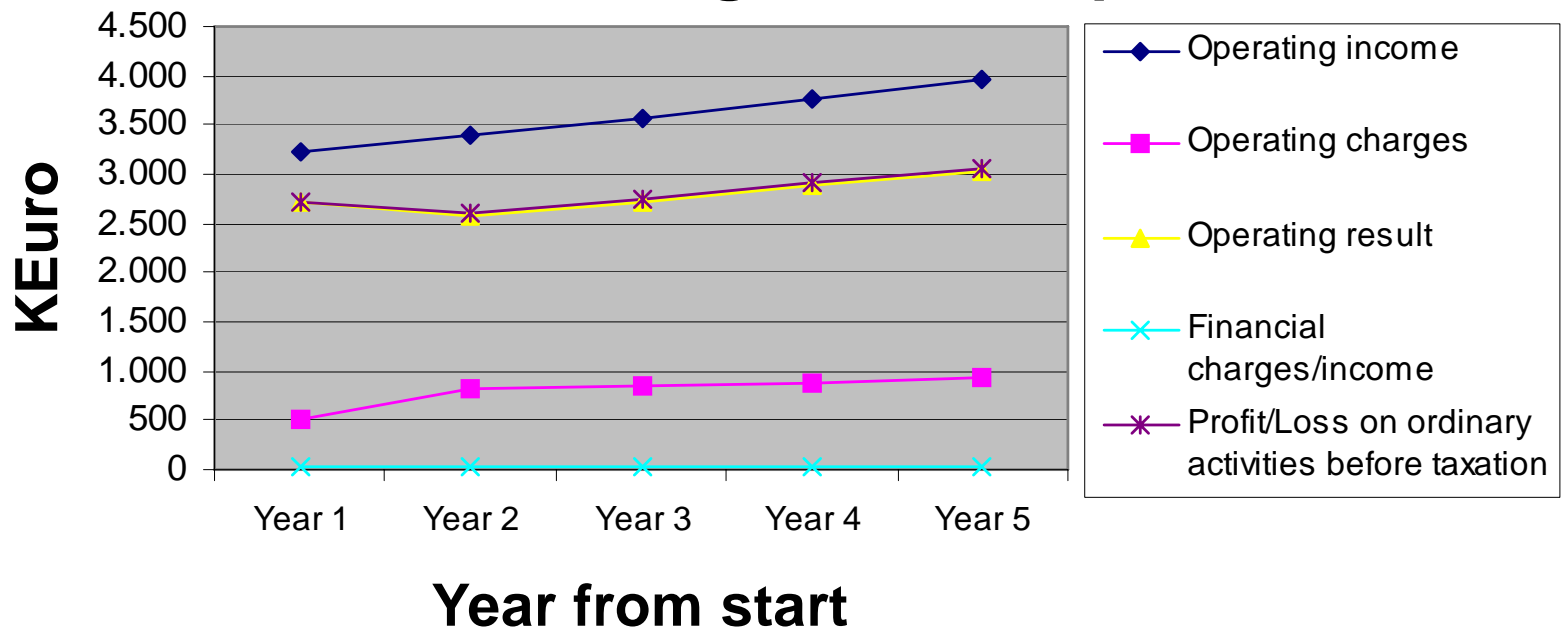
# Italy

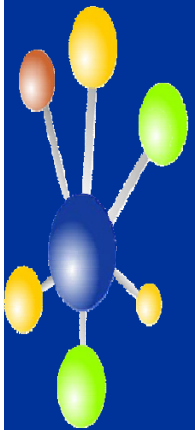
## Global Trading Return - Italy



# Spain

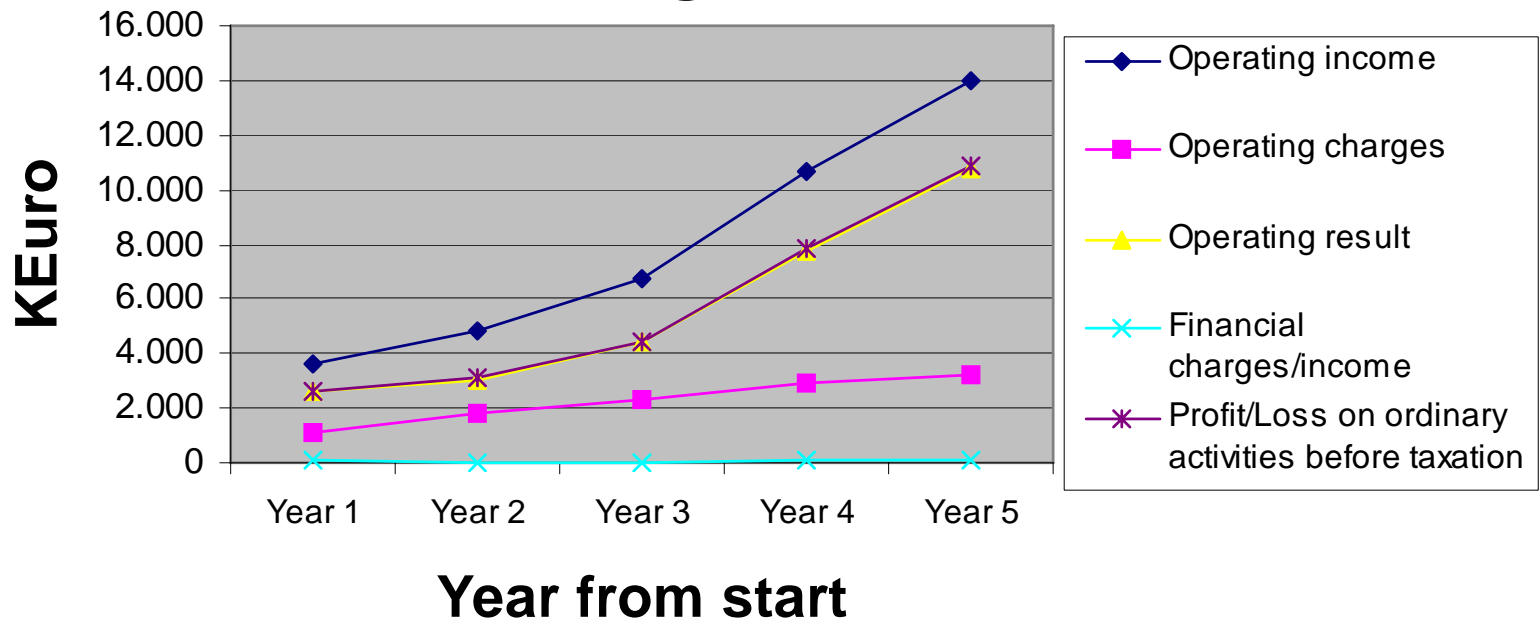
## Global Trading Return - Spain





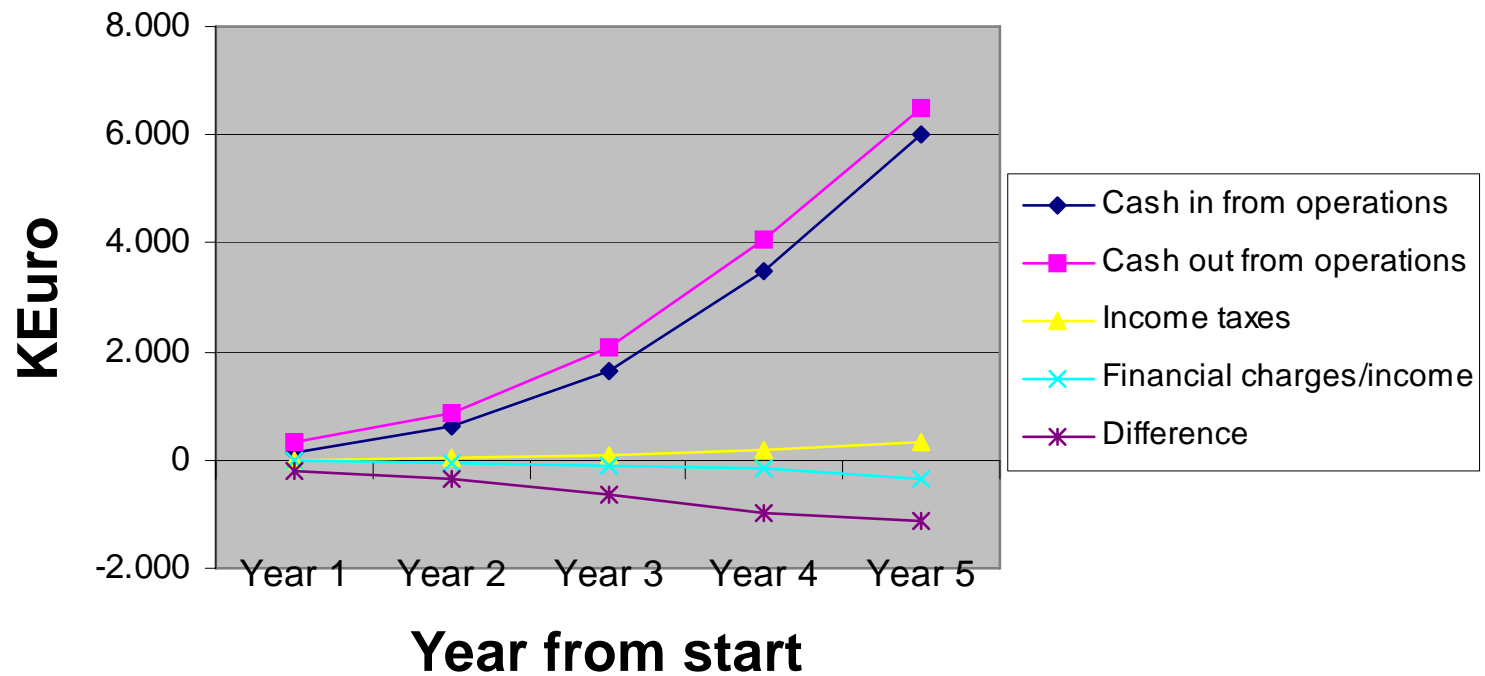
# Sweden

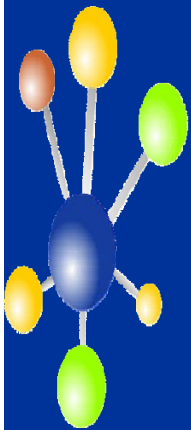
## Global Trading Return - Sweden



# Italy

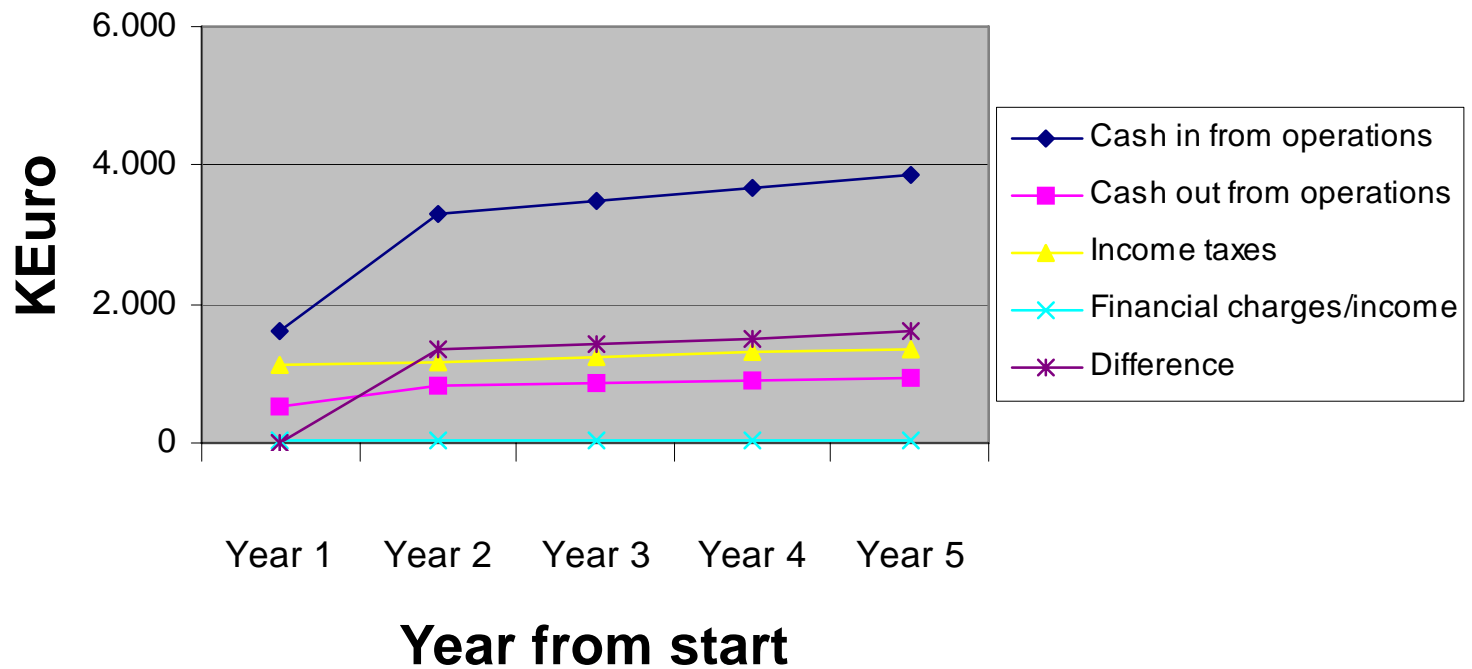
## Global cash flow - Italy





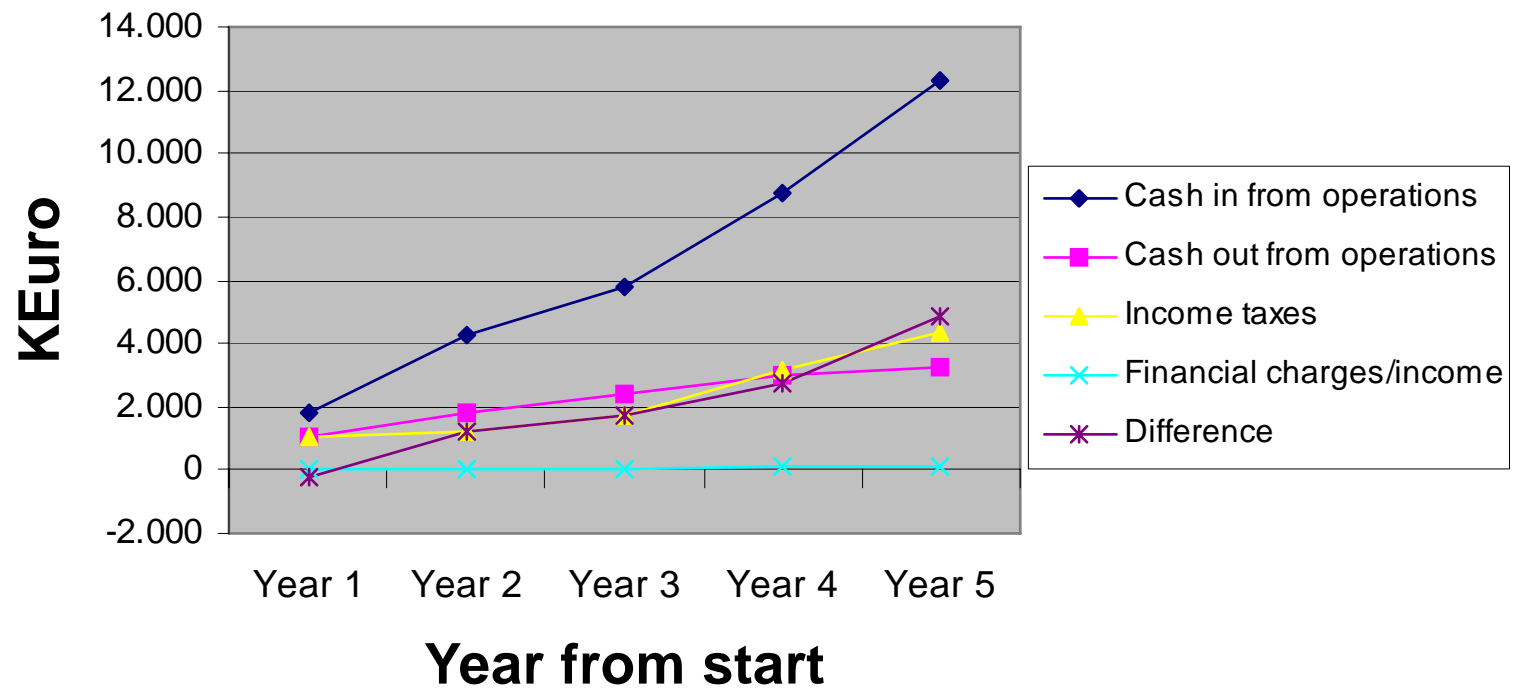
# Spain

## Global cash flow - Spain



# Sweden

## Global cash flow - Sweden



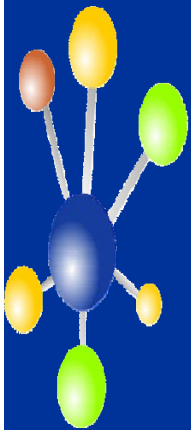
# Main economic aspects - Italy - I

- CoEs improve their financial performance
  - marginally through the fees that they collect from the PoC for providing the SPEX services
  - mainly through the improvement of the case mix that they handle



# Main economic aspects - Italy - II

- PoCs improve their financial performance
  - by increasing the volume of services provided to private patients
  - by increasing their share of the patient's healthcare expenditure



# Main economic aspects - Spain - I

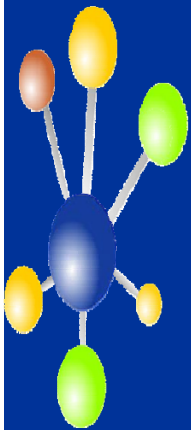
- CoEs improve their financial performance
  - by ????



# SPREAD X Spreading Excellence in healthcare

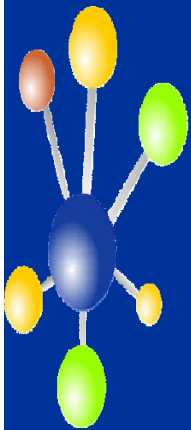
## Main economic aspects - Spain - II

- PoCs improve their financial performance
  - by reducing the number of referrals to the CoEs for which the PoCs pay



# Main economic aspects - Sweden - I

- CoEs improve their financial performance
  - by charging a fix annual fee to the PoCs belonging to the network
  - by charging a fee per medical act provided through the SPEX network



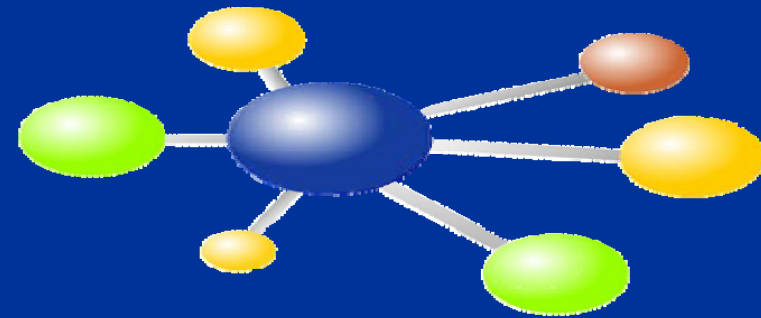
# Main economic aspects - Sweden - II

- PoCs improve their financial performance
  - by reducing the number of referrals to the CoEs for which the PoCs pay



## We should never forget that ...

- Healthcare is not an ordinary industry which pursue profit per se
- Qualitative benefits are as important as financial ones
  - service to citizens
  - quality of care
  - reduction of discomfort and social costs
  - long-term improvement of public health
  - ...



S P R E X  
SPreading EXcellence in healthcare