### An Assessment of the Private Healthcare Market - Consultants survey

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<tbody>
<tr>
<td>3</td>
<td>1</td>
<td>A1 In which country do you work?</td>
<td>570</td>
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<td>6</td>
<td>2</td>
<td>A3 And which of these best describes your work as a consultant?</td>
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<td>9</td>
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<td>A4 Do you carry out surgical procedures or operations?</td>
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<tr>
<td>12</td>
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<td>A4a In the last 12 months, how many surgical procedures or operations?</td>
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<td>24</td>
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<td>A5 In which specialisms do you conduct your private work?</td>
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<td>27</td>
<td>6</td>
<td>A6 Which of the following best describes your involvement with the treatment of your patients?</td>
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<td>30</td>
<td>7</td>
<td>B1 Now thinking of the last 12 months, how many patients did you see privately in the last year? Please enter an estimate if you are not sure.</td>
<td>570</td>
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<tr>
<td>36</td>
<td>8</td>
<td>B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.</td>
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<tr>
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<td>9</td>
<td>B1/B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.</td>
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<tr>
<td>45</td>
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<td>B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure. ** Fully or partially funded by private medical insurance **</td>
<td>570</td>
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<tr>
<td>51</td>
<td>11</td>
<td>B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? ** Self-pay **</td>
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<tr>
<td>53</td>
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<td>B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.</td>
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<tr>
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<td>B4 Which statement, if any, best applies to you?</td>
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*Significance testing has been carried out within each break*

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<tr>
<td>56</td>
<td>14</td>
<td>B5 Why do you intend to reduce or stop doing private work?</td>
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<tr>
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<td>Base: All who intend to either reduce the amount of private work they do or stop doing private work in the near future</td>
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<td>B5 Why do you intend to reduce or stop doing private work?</td>
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<td>Base: All respondents</td>
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<tr>
<td>65</td>
<td>16</td>
<td>C1 Where do you conduct your work as private consultant?</td>
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<td>Base: All respondents</td>
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<td>68</td>
<td>17</td>
<td>C2 In how many private hospitals or PPUs do you have practising rights?</td>
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<td>Base: All who conduct their work as a private consultant in either a private hospital or PPU</td>
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<td>18</td>
<td>C2 In how many private hospitals or PPUs do you have practising rights?</td>
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<td>74</td>
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<td>C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?</td>
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<td>Base: All who had practising rights in more than one private hospital or PPU</td>
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<td>C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?</td>
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<td>83</td>
<td>21</td>
<td>C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?</td>
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<td>Base: All who conduct their work as a private consultant at both a private hospital and PPU</td>
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<td>C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?</td>
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<td>Base: All respondents</td>
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<tr>
<td>92</td>
<td>23</td>
<td>C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.</td>
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<tr>
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<td>Base: All who work as a private consultant in either a private hospital or PPU</td>
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<td>98</td>
<td>24</td>
<td>C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.</td>
<td>570</td>
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<td>Base: All respondents</td>
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<td>101</td>
<td>25</td>
<td>C6 Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?</td>
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<td></td>
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<td>Base: All who work as a private consultant in either a private hospital or PPU</td>
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<td>26</td>
<td>C6 Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?</td>
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<td>C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?</td>
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<td>Base: All who agree that a private hospital or PPU must be recognised by certain private medical insurers before they choose it as their main private hospital or PPU</td>
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<td>Base: All who work as a private consultant in either a private hospital or PPU</td>
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<td>C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?</td>
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<td>Base: All respondents</td>
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<td>128</td>
<td>30</td>
<td>C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?</td>
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<td>Base: All who work as a private consultant in either a private hospital or PPU</td>
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<td>134</td>
<td>31</td>
<td>C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?</td>
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<td>Base: All respondents</td>
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<td>137</td>
<td>32</td>
<td>D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?</td>
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<tr>
<td></td>
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<td>Base: All those who are usually or sometimes the main consultant</td>
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<tr>
<td>143</td>
<td>33</td>
<td>D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?</td>
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<td>Base: All</td>
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<td>D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?</td>
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<td>Base: All who suggest more than one private hospital/PPU for their patient to choose from or don’t know how many</td>
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<td>D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?</td>
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<td>Base: All those who are usually or sometimes the main consultant</td>
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<td>D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?</td>
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<td>Base: All</td>
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<td>158</td>
<td>37</td>
<td>D3 Why do you usually suggest only one private hospital or PPU to a patient?</td>
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<td>Base: All who only suggest one private hospital/PPU for their patient to choose from</td>
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<td>161</td>
<td>38</td>
<td>D3 Why do you usually suggest only one private hospital or PPU to a patient?</td>
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<td>Base: All those who are usually or sometimes the main consultant</td>
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<td>39</td>
<td>D3 Why do you usually suggest only one private hospital or PPU to a patient?</td>
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<td>D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?</td>
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<td>Base: All who are usually or sometimes the main consultant and all who have the practising rights in more than one private hospital/PPU and suggest more than one hospital</td>
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<td>D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?</td>
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<td>Base: All those who are usually or sometimes the main consultant</td>
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<td>42</td>
<td>D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?</td>
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<tr>
<td></td>
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<td>Base: All</td>
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<tr>
<td>191</td>
<td>43</td>
<td>D5 In the last 12 months, what proportion of your insured patients were unable to use the hospital or PPU that you recommended as being the most appropriate because the hospital or PPU was not covered (either fully or partly) by their insurance? Base: All those who are usually or sometimes the main consultant</td>
<td>506</td>
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<tr>
<td>194</td>
<td>44</td>
<td>D5 In the last 12 months, what proportion of your insured patients were unable to use the hospital or PPU that you recommended as being the most appropriate because the hospital or PPU was not covered (either fully or partly) by their insurance? Base: All</td>
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<td>197</td>
<td>45</td>
<td>D6a What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months? ** The primary consultant in charge of the procedure asked you to be the anaesthetist ** Base: All anaesthetist</td>
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<td>46</td>
<td>D6b What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months? ** The patient undergoing the procedure asked for you to be the anaesthetist ** Base: All anaesthetist</td>
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<td>47</td>
<td>D6c What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months? ** The private hospital or PPU where the procedure took place appointed you to be the anaesthetist ** Base: All anaesthetist</td>
<td>102</td>
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<td>206</td>
<td>48</td>
<td>D6d What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months? ** Other (specify) ** Base: All anaesthetist</td>
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<td>212</td>
<td>49</td>
<td>E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially? Base: All respondents</td>
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<td>214</td>
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<td>E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially? Base: All respondents</td>
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<td>E2 Do you belong to a consultant group? Base: All respondents</td>
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<td>52</td>
<td>E2 Do you belong to a consultant group? Base: All respondents</td>
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<td>221</td>
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<td>E3 How do you typically set your fees? Base: All who belong to a consultant group</td>
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<td>E3 How do you typically set your fees? Base: All who belong to a consultant group</td>
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<td>E3 How do you typically set your fees? Base: All respondents</td>
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<td>56</td>
<td>E3 How do you typically set your fees?</td>
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<td>E4 Are there any (other) consultant groups of the same specialty as you, active in your local area?</td>
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<td>E4 Are there any (other) consultant groups of the same specialty as you, active in your local area?</td>
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<td>E5 Are there any (other) individual consultants of the same specialty as you, who do not belong to any group of this type in your local area?</td>
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<td>E5 Are there any (other) individual consultants of the same specialty as you, who do not belong to any group of this type in your local area?</td>
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<td>237</td>
<td>61</td>
<td>E6 In your local area, (does your / do) consultant (group / groups) typically set higher fees than individual consultants who do not belong to a consultant group of this type?</td>
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<td>238</td>
<td>62</td>
<td>E6 In your local area, (does your / do) consultant (group / groups) typically set higher fees than individual consultants who do not belong to a consultant group of this type?</td>
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<td>63</td>
<td>E7 For the same consultation, treatment or tests, how often do you charge the same fees to all patients?</td>
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<td>64</td>
<td>E7 For the same consultation, treatment or tests, how often do you charge the same fees to all patients?</td>
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<td>E8 Which of the following applies to you?</td>
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<tr>
<td>250</td>
<td>69</td>
<td>E9 Which of the following best describes how you usually set fees for self-pay patients?</td>
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<td>250</td>
<td>70</td>
<td>Which of the following best describes how you usually set fees for self-pay patients? Base: All who usually set different fees for self-pay and insured patients</td>
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<td>71</td>
<td>Which of the following best describes how you usually set fees for self-pay patients? Base: All respondents</td>
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<td>Which of the following best describes how you usually set fees for self-pay patients? Base: All respondents</td>
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<td>257</td>
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<td>When setting fees (for insured patients), do you usually set them at the same level as the reimbursement levels set by certain private insurers? Base: All respondents</td>
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<td>When setting fees (for insured patients), do you usually set them at the same level as the reimbursement levels set by certain private insurers? Base: All respondents</td>
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<td>264</td>
<td>75</td>
<td>Which of the following private insurers’ reimbursement levels do you set your fees at the same level as? Base: All who usually set their fees at the same level</td>
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<td>265</td>
<td>76</td>
<td>Which of the following private insurers’ reimbursement levels do you set your fees at the same level as? Base: All who usually set their fees at the same level</td>
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<td>78</td>
<td>Which of the following private insurers’ reimbursement levels do you set your fees at the same level as? Base: All</td>
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<td>275</td>
<td>79</td>
<td>Which of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees? Base: All who set their fees at the same level as private insurers</td>
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<td>80</td>
<td>Which of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees? Base: All who set their fees at the same level as private insurers</td>
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<td>Which of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees? Base: All respondents</td>
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<td>82</td>
<td>Which of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees? Base: All respondents</td>
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<tr>
<td>286</td>
<td>83</td>
<td>E13 Thinking just about insured patients, in what percentage of cases are your fees above the levels of reimbursement set by the patient’s insurer? Please enter an estimate if you are not sure. Base: All respondents</td>
<td>570</td>
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<tr>
<td>287</td>
<td>84</td>
<td>E13 Thinking just about insured patients, in what percentage of cases are your fees above the levels of reimbursement set by the patient’s insurer? Please enter an estimate if you are not sure. Base: All respondents</td>
<td>570</td>
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<tr>
<td>290</td>
<td>85</td>
<td>E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens? Base: All whose fees are above reimbursement levels set by their patient’s insurer</td>
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<tr>
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<td>86</td>
<td>E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens? Base: All whose fees are above reimbursement levels set by their patient’s insurer</td>
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<tr>
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<td>87</td>
<td>E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens? Base: All respondents</td>
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<tr>
<td>295</td>
<td>88</td>
<td>E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens? Base: All respondents</td>
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<td>301</td>
<td>89</td>
<td>F1 In which, if any, of the following ways do you inform GPs about the private work that you do? Base: All respondents</td>
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</tr>
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<td>307</td>
<td>90</td>
<td>F2 What do you usually tell GPs about yourself and your private work? Base: All who have contact with GPs</td>
<td>387</td>
</tr>
<tr>
<td>313</td>
<td>91</td>
<td>F2 What do you usually tell GPs about yourself and your private work? Base: All respondents</td>
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<td>316</td>
<td>92</td>
<td>G1 To your knowledge do any of the private hospitals or PPUs at NHS hospitals in your area offer any type of incentives or benefit to consultants to encourage them to use their facilities or equipment? Base: All respondents</td>
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<tr>
<td>325</td>
<td>93</td>
<td>G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area? Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities</td>
<td>61</td>
</tr>
<tr>
<td>334</td>
<td>94</td>
<td>G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area? Base: All respondents</td>
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</tr>
<tr>
<td>337</td>
<td>95</td>
<td>G3 In the past 5 years have you been offered any type of incentive or benefit by a private hospital or a PPU at an NHS hospital to encourage you to use their facilities or equipment? Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities</td>
<td>61</td>
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</table>

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

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<thead>
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<tr>
<td>340</td>
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<td>G3 In the past 5 years have you been offered any type of incentive or benefit by a private hospital or a PPU at an NHS hospital to encourage you to use their facilities or equipment? Base: All respondents</td>
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<td>H1 For how many years have you been working as a consultant? Please enter an estimate if you are not sure. If you have been working as a Consultant for less than a year please enter zero. Base: All respondents</td>
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<td>346</td>
<td>98</td>
<td>H6 And finally, would you be willing to be re-contacted through Medefield to answer some more questions on this subject? Base: All respondents</td>
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<td>Break by break Base: All respondents</td>
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<tr>
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<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td></td>
<td>Surgeon</td>
<td>Non-surgeon (m)</td>
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<td>Sometimes main (p)</td>
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<td>Non-England (b)</td>
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<td></td>
<td>England (a)</td>
<td>Non-England (b)</td>
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<td>Greater London - rural (e)</td>
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<td>Greater London (d)</td>
<td>Greater London - rural (e)</td>
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### A1 In which country do you work?

**Base:** All respondents

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<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
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<td>95%</td>
<td>485</td>
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<td>100%</td>
<td>485</td>
<td>197</td>
<td>142</td>
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<td>6</td>
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<td>32</td>
<td>14</td>
<td>3</td>
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<td>5%</td>
<td>28</td>
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*Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.*

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/O/P - S/T/U
### A1 In which country do you work?

Base: All respondents

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<tr>
<th>Country</th>
<th>Total</th>
<th>Large/mostly private</th>
<th>Midly private</th>
<th>Small/mostly private</th>
<th>Integrate</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<td>(y)</td>
<td>(z)</td>
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<td>(b)</td>
<td>(c)</td>
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<td></td>
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<td>9</td>
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<td>10</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

A1 In which country do you work?
Base: All respondents

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<td>8</td>
<td>32</td>
<td>28</td>
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<tr>
<td></td>
<td></td>
<td>570</td>
<td>98*</td>
<td>71*</td>
<td>54*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>452</td>
<td>46%</td>
<td>65%</td>
<td>28%</td>
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<td></td>
<td>118</td>
<td>21%</td>
<td>27%</td>
<td>15%</td>
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<td>25%</td>
<td>12%</td>
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<td>44%</td>
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<td>17%</td>
<td>12%</td>
<td>6%</td>
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<td></td>
<td></td>
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<td>48%</td>
<td>48%</td>
<td>48%</td>
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<td>48%</td>
<td>48%</td>
<td>48%</td>
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<td>22%</td>
<td>22%</td>
<td>22%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>119</td>
<td>19%</td>
<td>19%</td>
<td>19%</td>
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<tr>
<td></td>
<td></td>
<td>316</td>
<td>19%</td>
<td>19%</td>
<td>19%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base
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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
A3 And which of these best describes your work as a consultant?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>surgeon</td>
<td>mostly main</td>
<td>sometimes main</td>
<td>not main</td>
<td>high</td>
</tr>
<tr>
<td></td>
<td>anaesthetist</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>low</td>
</tr>
<tr>
<td></td>
<td>Non-surgeon</td>
<td>(f)</td>
<td>(g)</td>
<td>(h)</td>
<td>(i)</td>
</tr>
</tbody>
</table>
A3 And which of these best describes your work as a consultant?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/minority private</td>
</tr>
<tr>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Purely private, I do not undertake NHS work</td>
<td>13</td>
<td>9</td>
</tr>
<tr>
<td>A mixture of NHS work and private work</td>
<td>567</td>
<td>226</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**A3 And which of these best describes your work as a consultant?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
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<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td>682</td>
</tr>
<tr>
<td>Purely private, I do not undertake NHS work</td>
<td>13</td>
<td>72</td>
<td>3%</td>
</tr>
<tr>
<td>A mixture of NHS work and private work</td>
<td>557</td>
<td>440</td>
<td>97%</td>
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*Small base*

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
**A4 Do you carry out surgical procedures or operations?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<tr>
<td></td>
<td>Total</td>
<td>Surgeon (a)</td>
<td>Non-surgeon (b)</td>
<td>Anaesthetist (c)</td>
<td>Mostly (d)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>391 (69%)</td>
<td>197 (34%)</td>
<td>142 (25%)</td>
<td>468 (82%)</td>
</tr>
<tr>
<td>Yes</td>
<td>541</td>
<td>344 (64%)</td>
<td>179 (33%)</td>
<td>135 (25%)</td>
<td>348 (64%)</td>
</tr>
<tr>
<td>No</td>
<td>269</td>
<td>147 (55%)</td>
<td>157 (58%)</td>
<td>107 (40%)</td>
<td>119 (44%)</td>
</tr>
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</table>

Proportion of Proportion of Private Healthcare Market

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### An Assessment of the Private Healthcare Market - Consultants survey

#### A4 Do you carry out surgical procedures or operations?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion Integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<td>2</td>
</tr>
<tr>
<td></td>
<td>Total (x)</td>
<td>(y)</td>
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<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Yes 69%</td>
<td>391</td>
<td>189</td>
</tr>
<tr>
<td>No 31%</td>
<td>179</td>
<td>46</td>
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*small base

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## An Assessment of the Private Healthcare Market - Consultants survey

### A4 Do you carry out surgical procedures or operations?
**Base: All respondents**

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<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
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<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
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<td>PPU: (I)</td>
<td>in consultant group: (J)</td>
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<td>50% or less: (L)</td>
<td>Not in consultant group but aware of one locally: (O)</td>
</tr>
<tr>
<td></td>
<td>BUPA: (M)</td>
<td>AXA: (N)</td>
<td>Not in consultant group or aware of one locally: (T)</td>
</tr>
<tr>
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<td>- yes: (m)</td>
<td>- no: (n)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>Yes</td>
<td>391</td>
<td>335</td>
<td>46</td>
</tr>
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<td>71%</td>
<td>69%</td>
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<td>39%</td>
<td>35%</td>
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<th>t/u</th>
<th>v/w</th>
<th>x/y/z/A</th>
<th>B/C/D</th>
<th>E/F/G/Q/R</th>
<th>H/I</th>
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<th>L/M/N/O/P</th>
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<tbody>
<tr>
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<td>a/b/c/d/e/f/g/h/i</td>
<td>l/m/n/Z</td>
<td>o/p/q</td>
<td>r/s</td>
<td>t/u</td>
<td>v/w</td>
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* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

**A4a In the last 12 months, how many surgical procedures or operations?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
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<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main (c)</td>
<td>Sometimes main (d)</td>
<td>Not main (e)</td>
<td>High (f)</td>
</tr>
<tr>
<td>England</td>
<td></td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(p)</td>
</tr>
<tr>
<td>Non-England</td>
<td>468</td>
<td>570</td>
<td>69*</td>
<td>485</td>
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</tr>
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<td>107</td>
<td>197</td>
<td>73*</td>
<td>115</td>
<td>32</td>
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<td>London-urban</td>
<td>121</td>
<td>179</td>
<td>20*</td>
<td>102</td>
<td>36</td>
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<td>London-rural</td>
<td>278</td>
<td>501</td>
<td>32*</td>
<td>485</td>
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**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

- *small base*

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**An Assessment of the Private Healthcare Market - Consultants survey**

**A4a In the last 12 months, how many surgical procedures or operations?**

Base: All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<td>Large/mostly private</td>
<td>Large/ mostly private</td>
<td>Private hospital rooms</td>
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<td>(x)</td>
<td>(y)</td>
<td>(B)</td>
</tr>
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<td></td>
<td>Large/ mostly private</td>
<td>Small/ mostly private</td>
<td>Private hospital rooms</td>
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<tr>
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<td>(D)</td>
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<td>(G)</td>
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</tr>
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</tr>
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<tr>
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<td>13</td>
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<td>56%</td>
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<td>1</td>
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<tr>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**A4a In the last 12 months, how many surgical procedures or operations?**

**Base:** All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>57% or more (a)</th>
<th>50% or less (b)</th>
<th>BUPA - yes (c)</th>
<th>BUPA - no (d)</th>
<th>AXA - yes (e)</th>
<th>AXA - no (f)</th>
<th>Consultant Group (g)</th>
<th>Not in consultant group but aware of one locally (h)</th>
<th>Net in consultant group or aware of one locally (i)</th>
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<tbody>
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</tr>
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<td>464</td>
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<td>4%</td>
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<td>38</td>
<td>7</td>
<td>13</td>
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* Small base

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## An Assessment of the Private Healthcare Market - Consultants survey

**A5 In which specialisms do you conduct your private work?**  
**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
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<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>570</strong></td>
<td><strong>501</strong></td>
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<td><strong>85</strong></td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base*

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An Assessment of the Private Healthcare Market - Consultants survey

**A5 In which specialisms do you conduct your private work?**

**Base: All respondents**

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</thead>
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<td><strong>Total</strong></td>
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<td>85*</td>
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<td>8%</td>
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*Small base*

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

A5 In which specialisms do you conduct your private work?

Base: All respondents

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<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td>3%</td>
<td>8%</td>
<td>2%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - L/m/n/Z - a/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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A5 In which specialisms do you conduct your private work?

Base: All respondents

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<tr>
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<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
</tr>
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<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetist</td>
</tr>
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<td>(a)</td>
<td>(m)</td>
<td>(n)</td>
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<td>474</td>
<td>284</td>
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<td>468</td>
<td>64*</td>
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<td>Anaesthetist</td>
<td>Non-anaesthetist</td>
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<td>(q)</td>
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<td>142</td>
<td>64</td>
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<td>197</td>
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<td>-</td>
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<tr>
<td>Greater London-urban</td>
<td>142</td>
<td>64</td>
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<td>-</td>
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<tr>
<td>Greater London-rural</td>
<td>485</td>
<td>142</td>
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<tr>
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<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetist</td>
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<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
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<td>64</td>
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<td>Greater London-urban</td>
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<td>Greater London-rural</td>
<td>485</td>
<td>142</td>
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<tr>
<td>England</td>
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<td>Anaesthetist</td>
<td>Non-anaesthetist</td>
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<tr>
<td>Total</td>
<td>(w)</td>
<td>(B)</td>
<td>(C)</td>
<td>(D)</td>
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<tr>
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<td>142</td>
<td>64</td>
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<td>Greater London-urban</td>
<td>197</td>
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<tr>
<td>Greater London-rural</td>
<td>485</td>
<td>142</td>
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</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

A5 In which specialisms do you conduct your private work?

Base: All respondents

| Specialism                 | Total | Large/mostly private | Mostly minority private | Large/mostly minority private | Mostly minority private | Large private | Mostly minority private | Mostly minority private | Private hospital 1 | 2 | 3+ | Private hospital + PPU | Any PPU | Solus | Consulting rooms |
|----------------------------|-------|-----------------------|-------------------------|--------------------------------|-------------------------|---------------|-------------------------|-------------------------|-----------------|----------------|-------------------|----------|--------|------------------|
| Accident and Emergency     | 102   | 570                   | 31*                     | 100                            | 151                      | 255           | 192                     | 96*                     | 368             | 124           | 182               | 58*      | 71*    |                   |
| Anaesthetics               | 37    | 124                   | 5                       | 4                              | 16                       | 14            | 17                      | 5                       | 0               | 0             |                   | 0        | 8      |                   |
| Cardiology                 | 37    | 124                   | 5                       | 4                              | 16                       | 14            | 17                      | 5                       | 0               | 0             |                   | 0        | 8      |                   |
| Cosmetic Surgery           | 16    | 30                    | 11                      | 1                              | 2                        | 1             | 1                       | 6                       | 0               | 0             |                   | 0        | 4      |                   |
| Dermatology                | 38    | 20                    | 9                       | 5                              | 10                       | 14            | 9                       | 4                       | 0               | 0             |                   | 0        | 7     |                   |
| Endocrinology              | 3     | 2                     | 1                       | 1                              | 1                        | 1             | 1                       | 0                       | 0               | 0             |                   | 0        | 0      |                   |
| Gastroenterology           | 50    | 20                    | 6                       | 5                              | 14                       | 24            | 18                      | 7                       | 0               | 0             |                   | 0        | 8      |                   |
| Geriatrics                 | 11    | 1                     | 1                       | 3                              | 2                        | 3             | -                       | 7                       | 0               | 0             |                   | 0        | 1     |                   |
| General surgery            | 51    | 27                    | 7                       | 7                              | 13                       | 21            | 21                      | 8                       | 0               | 0             |                   | 0        | 0      |                   |
| Haematology                | 2     | -                     | -                       | 2                              | -                        | -             | 2                       | -                       | 0               | 0             |                   | 0        | 0      |                   |

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* small base

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**A5 In which specialisms do you conduct your private work?**

**Base: All respondents**

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<thead>
<tr>
<th>Specialism</th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
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<td>Large/mostly private (x)</td>
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<td>Small/mostly private (z)</td>
</tr>
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<td>101 101</td>
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<td>Hepatology 18 3%</td>
<td>8 1 2 3</td>
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<tr>
<td>Infectious Disease including HIV/AIDS 4 1%</td>
<td>- - - x</td>
<td>1% 1% 1%</td>
<td>1% 2% 3% 1%</td>
</tr>
<tr>
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<td>21 6 3</td>
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<td>3% 3%</td>
<td>2% 3% 1%</td>
</tr>
<tr>
<td>Neurology 17 3%</td>
<td>7% x 5 3</td>
<td>3% 2%</td>
<td>4% 2% 1%</td>
</tr>
<tr>
<td>Oncology 18 3%</td>
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<td>4% 2%</td>
<td>3% 3% 3%</td>
</tr>
<tr>
<td>Ophthalmology 19 3%</td>
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<td>7 7 4</td>
<td>3% 4% 4%</td>
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<tr>
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<td>1% 2% 4%</td>
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<td>7% 7% 9%</td>
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<td>Pain management 16 3%</td>
<td>7 1 4 1</td>
<td>4 7 8</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

#### A5 In which specialisms do you conduct your private work?

**Base: All respondents**

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<th>Where work</th>
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<tr>
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<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
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<td>(B)</td>
<td>(C)</td>
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<td>(X)</td>
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<td>(Z)</td>
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<tr>
<td>Neurosurgery</td>
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<td>1%</td>
</tr>
</tbody>
</table>

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### A5 In which specialisms do you conduct your private work?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Specialism</th>
<th>Total</th>
<th>Large/private</th>
<th>Mostly/Minority</th>
<th>Small/private</th>
<th>Small/mostly/Minority</th>
<th>Where work</th>
<th>No of hospitals/PPUs worked in</th>
<th>Consulting rooms</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
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<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
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<td>(b)</td>
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<tr>
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<td>8</td>
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<td>334</td>
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<td>Oncology/ Radiology</td>
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<td>11</td>
<td>2</td>
<td>Any PPU - mostly</td>
<td>444</td>
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*Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U*

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

A5 In which specialisms do you conduct your private work?

Base: All respondents

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Hospital PPU</th>
<th>Private self-pay</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
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<td>100</td>
<td>464</td>
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<td>-</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>-</td>
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<td>Haematology</td>
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</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### A5 In which specialisms do you conduct your private work?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Specialism</th>
<th>Hospital</th>
<th>PPU</th>
<th>S1% or more</th>
<th>S50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>570</td>
<td></td>
<td>462</td>
<td>98%</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>135</td>
<td>119</td>
</tr>
<tr>
<td>Hepatology</td>
<td>44</td>
<td>14</td>
<td>13</td>
<td>3%</td>
<td>14</td>
<td>100</td>
<td>15</td>
<td>5%</td>
<td>7%</td>
<td>3%</td>
</tr>
<tr>
<td>Infectious Disease including HIV/AIDS</td>
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<td>5%</td>
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<td>15</td>
<td>5</td>
<td>5%</td>
<td>7%</td>
<td>3%</td>
</tr>
<tr>
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<td>7%</td>
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<td>3%</td>
<td>3</td>
<td>3</td>
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<td>3%</td>
<td>3%</td>
<td>3%</td>
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<tr>
<td>Neurology</td>
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<td>14</td>
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<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
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<td>Oncology</td>
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<td>3%</td>
<td>11</td>
<td>14</td>
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<td>3%</td>
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<td>3%</td>
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<td>3%</td>
<td>11</td>
<td>14</td>
<td>2</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
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<td>2%</td>
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<td>Orthopaedic</td>
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<td>10%</td>
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<td>16</td>
<td>13</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
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<tr>
<td>Pain management</td>
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<td>3%</td>
<td>3%</td>
<td>3%</td>
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</table>

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* Small base

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A5 In which specialisms do you conduct your private work?

Base: All respondents

<table>
<thead>
<tr>
<th>Specialism</th>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>S1% or more</th>
<th>S50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Consultant Group</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>570</td>
<td>482</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
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<td>Paediatrics</td>
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<td>7</td>
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<td>1</td>
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<td>10</td>
<td>5</td>
<td>9</td>
<td>5</td>
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<td>1</td>
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<td>9</td>
<td>4</td>
<td>10</td>
<td>24</td>
<td>3</td>
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<td>6</td>
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<td>3</td>
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<td>5</td>
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<td>54</td>
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<td>19</td>
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<tr>
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<td>19</td>
<td>3</td>
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<td>2</td>
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<td>1</td>
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<td>Cardiothoracic surgery</td>
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<td>3</td>
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<td>6</td>
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<td>8</td>
<td>2</td>
<td>1</td>
<td>4</td>
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<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
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<td>1</td>
</tr>
<tr>
<td>Neurosurgery</td>
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<td>6</td>
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<td>3</td>
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<td>1</td>
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<td>1</td>
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<td>1</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**A5 In which specialisms do you conduct your private work?**

**Base: All respondents**

<table>
<thead>
<tr>
<th><strong>Net:</strong></th>
<th><strong>Main workplace</strong></th>
<th><strong>Proportion of self-pay</strong></th>
<th><strong>Insurance coverage</strong></th>
<th><strong>Consultant Group</strong></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital (I)</td>
<td>PPU (L)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>482</td>
<td>98*</td>
<td>71*</td>
</tr>
<tr>
<td>Other</td>
<td>11</td>
<td>3</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2%</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>NET: A&amp;E</td>
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<td>1</td>
<td>1</td>
<td>7</td>
</tr>
<tr>
<td>NET: Anaesthetics</td>
<td>102</td>
<td>88</td>
<td>12%</td>
<td>20</td>
</tr>
<tr>
<td>NET: General medicine</td>
<td>211</td>
<td>169</td>
<td>35%</td>
<td>25</td>
</tr>
<tr>
<td>NET: Paediatrics</td>
<td>13</td>
<td>7</td>
<td>6%</td>
<td>1</td>
</tr>
<tr>
<td>NET: Oncology/ Radiology</td>
<td>27</td>
<td>20</td>
<td>4%</td>
<td>2</td>
</tr>
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<td>NET: Surgical</td>
<td>213</td>
<td>177</td>
<td>30%</td>
<td>23</td>
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</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/I/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

**A6 Which of the following best describes your involvement with the treatment of your patients?**

*Base: All respondents*

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetists</td>
<td>Mostly main</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(p)</td>
</tr>
<tr>
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<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>Most of the time I am the main consultant in charge of the course of treatment</td>
<td>474</td>
<td>474</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>474</td>
<td>474</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sometimes I am the main consultant and sometimes I provide my services alongside another consultant who is primarily in charge</td>
<td>32*</td>
<td>32*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>32*</td>
<td>32*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>I am rarely or never the main consultant</td>
<td>50*</td>
<td>50*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>50*</td>
<td>50*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Main consultant</td>
<td>506</td>
<td>506</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Not main consultant</td>
<td>64*</td>
<td>64*</td>
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<td></td>
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</tr>
</tbody>
</table>

**Significance testing has been carried out within each break**

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An Assessment of the Private Healthcare Market - Consultants survey

**A6** Which of the following best describes your involvement with the treatment of your patients?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Size/proportion Integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (x)</td>
<td>Large/mostly private (y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
</tbody>
</table>

|                           | Most of the time I am the main consultant in charge of my patients' course of treatment | 
|                           | 474                            | 201        | 27            | 76            | 128               | 215       | 185       | 90           | 305               | 102       | 150           | 48           | 67*          |

|                           | Sometimes I am the main consultant, and sometimes I provide my services alongside another consultant who is primarily in charge | 
|                           | 32                             | 13         | 2             | 6             | 7                 | 11        | 13        | 7            | 25                | 8         | 11            | 3            | 3            |

|                           | Most of the time another consultant is primarily in charge and I provide my services alongside them | 
|                           | 35                             | 18         | 2             | 13            | 12                | 22        | 18        | 8            | 31                | 13        | 19            | 6            | 1            |

|                           | I am rarely or never the main consultant | 
|                           | 14                             | 3          | -             | 6             | 4                 | 7         | 6         | 1            | 12                | 1         | 2             | 1            | -            |

**NET: Main consultant**

|                           | 506                            | 214        | 29            | 81            | 136               | 256       | 168       | 87           | 325               | 110       | 161           | 51           | 70           |

**NET: Not main consultant**

|                           | 64                             | 21         | 2             | 10            | 16                | 20        | 24        | 9            | 45                | 14        | 21            | 7            | 1            |

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*small base*

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Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
<td>50% or less</td>
<td>Total</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
</tr>
<tr>
<td>Most of the time I am the main consultant in charge of the course of treatment</td>
<td>434</td>
<td>374</td>
<td>63%</td>
<td>56</td>
<td>102</td>
</tr>
<tr>
<td>Sometimes I am the main consultant and sometimes I provide my services alongside another consultant who is primarily in charge</td>
<td>32</td>
<td>26</td>
<td>6%</td>
<td>7</td>
<td>16</td>
</tr>
<tr>
<td>Most of the time another consultant is primarily in charge and I provide my services alongside them</td>
<td>50</td>
<td>40</td>
<td>10%</td>
<td>8</td>
<td>14</td>
</tr>
<tr>
<td>I am rarely or never the main consultant</td>
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<td>13</td>
<td>1%</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>NET: Main consultant</td>
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<td>399</td>
<td>87%</td>
<td>63</td>
<td>168</td>
</tr>
<tr>
<td>NET: Not main consultant</td>
<td>64</td>
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<td>11%</td>
<td>8</td>
<td>10</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

B1 Now thinking of the last 12 months, how many patients did you see privately in the last year? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</tr>
<tr>
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<td>Non-England</td>
<td>(b)</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>Greater London</td>
<td>(c)</td>
<td></td>
<td></td>
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<tr>
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<td>London-urban</td>
<td>(d)</td>
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<td></td>
<td>England</td>
<td>(f)</td>
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</tr>
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<td>Greater London minus England</td>
<td>(g)</td>
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<td></td>
</tr>
<tr>
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<td>Non-England minus England</td>
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</tr>
<tr>
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<td>(i)</td>
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<td>Non-surgeon</td>
<td>(j)</td>
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<td>Anaesthetist</td>
<td>(k)</td>
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<td>Non-anaesthetist</td>
<td>(l)</td>
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<tr>
<td></td>
<td>Mostly main</td>
<td>(m)</td>
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<td>Sometimes main</td>
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<td>Low</td>
<td>(s)</td>
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</tr>
<tr>
<td></td>
<td>Total</td>
<td>(t)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

|         | Total                            | 570        | 501             | 69* 85 485              |
|         | 1-49                             | 12%        | 106             | 18 16 132              |
|         | 22%                              | 12%        | 66              | 22 156 22              |
|         | Country                          | UK minus   |Greater         | minus Greater          |
|         | UK minus Greater England         | London     |London-urban     | London-rural           |
|         | Surgeon                          | 391        | 179            | 102 468               |
|         | Role in patient interface        | 474        | 32* 64*         |                               |
|         | Experience                       | 284        | 283            | 270 263 342 107       |
|         | Size of business                 | 501        | 69* 85 485          |                               |
|         | Total                            | 570        | 501             | 69* 85 485              |
|         | Don't know                       | 37         | 31              | 5 2 26               |
|         | Mean                             | 178.49     | 452            |
|         | Standard Deviation               | 178.52     | 178.52          |
|         | Standard Error                   | 7.47       | 1.71            |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

**Significance testing has been carried out within each break**

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.

* small base
### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**B1** Now thinking of the last 12 months, how many patients did you see privately in the last year? Please enter an estimate if you are not sure.

**Base:** All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
<th>Total</th>
<th>1-49</th>
<th>50-99</th>
<th>100-149</th>
<th>150-199</th>
<th>200-249</th>
<th>250-499</th>
<th>500+</th>
<th>Don't know</th>
</tr>
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<tbody>
<tr>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
<td>(C)</td>
<td>(D)</td>
<td>(E)</td>
<td>(F)</td>
<td>(G)</td>
<td>(H)</td>
<td>(I)</td>
</tr>
</tbody>
</table>
| Large/mostly private      | Large/mostly private       | Small/    | Small/ | Large/ | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Mostly  | Most
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

B1 Now thinking of the last 12 months, how many patients did you see privately in the last year? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Consultant group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>135</td>
<td>119</td>
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<tr>
<td>1-49</td>
<td>124</td>
<td>98</td>
<td>64%</td>
<td>27%</td>
<td>11</td>
<td>99</td>
<td>27</td>
<td>101</td>
<td>32</td>
<td>18</td>
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<td>50-99</td>
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<tr>
<td>100-149</td>
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<td>13</td>
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<td>6</td>
<td>8</td>
</tr>
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<td>70</td>
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<td>16</td>
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<td>500+</td>
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<td>4%</td>
<td>15%</td>
<td>70</td>
<td>12</td>
<td>72</td>
<td>10</td>
<td>21</td>
<td>16</td>
<td>18</td>
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<tr>
<td>Don’t know</td>
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<td>6%</td>
<td>4%</td>
<td>27</td>
<td>10</td>
<td>26</td>
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<td>200.30</td>
</tr>
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</table>

- Small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
## An Assessment of the Private Healthcare Market - Consultants survey

**B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td></td>
</tr>
<tr>
<td>England (a)</td>
<td>Non-England (b)</td>
<td>Greater London (c)</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Uk minus Greater London (d)</td>
<td>Uk minus Greater London - urban (e)</td>
<td>Uk minus Greater London - rural (f)</td>
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</tr>
<tr>
<td></td>
<td>Surgeon (g)</td>
<td>Non-surgeon (h)</td>
<td>Anaesthetist (i)</td>
<td>Non-aneasthetists (j)</td>
<td>Mostly main (k)</td>
</tr>
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<tr>
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<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
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<td>-</td>
<td>6%</td>
<td>8%</td>
<td>5%</td>
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<tr>
<td>Don't know</td>
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<td>8%</td>
<td>3%</td>
<td>4%</td>
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</tr>
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<td>20.60</td>
<td>17.09</td>
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</table>

*small base*

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon (a)</td>
<td>Non-surgeon (b)</td>
<td>Anaesthetist (c)</td>
<td>Mostly main (d)</td>
<td>Sometimes main (e)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>301</td>
<td>179</td>
</tr>
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<td>0.850</td>
<td>1.179</td>
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<td>0.993</td>
<td>1.623</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*Small base

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**An Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013

B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large/mostly Private</td>
<td>Large/mostly Private</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
</tr>
<tr>
<td>0</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>1-5</td>
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<td>-</td>
</tr>
<tr>
<td>33%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>6-10</td>
<td>109</td>
<td>-</td>
</tr>
<tr>
<td>19%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>11-20</td>
<td>123</td>
<td>-</td>
</tr>
<tr>
<td>22%</td>
<td>-</td>
<td>-</td>
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<td>21-30</td>
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<tr>
<td>10%</td>
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<td>2%</td>
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<td>41-50</td>
<td>21</td>
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</tr>
<tr>
<td>4%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>51-100</td>
<td>28</td>
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</tr>
<tr>
<td>8%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Don't Know</td>
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<td>-</td>
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<tr>
<td>8%</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.850</td>
<td>1.328</td>
</tr>
</tbody>
</table>

* small base

Significance testing has been carried out within each break.
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base
An Assessment of the Private Healthcare Market - Consultants survey

B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.
Base: All respondents

<table>
<thead>
<tr>
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<th>X: Hospital</th>
<th>Y: PPU</th>
<th>S1: 51% or more</th>
<th>S2: 50% or less</th>
<th>BUPA X: yes</th>
<th>BUPA Y: no</th>
<th>AXA X: yes</th>
<th>AXA Y: no</th>
<th>in consultant group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>122</td>
<td>100</td>
<td>38</td>
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<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>1-5</td>
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<td>122</td>
<td>100</td>
<td>38</td>
<td>470</td>
<td>100</td>
<td>36</td>
<td>16</td>
<td>136</td>
<td>119</td>
<td>316</td>
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<tr>
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<td>17.43</td>
<td>18.08</td>
<td>16.05</td>
<td>18.01</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
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<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
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<tr>
<td>Total</td>
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<td>482</td>
<td>98*</td>
</tr>
<tr>
<td>Standard Error</td>
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<td>1.441</td>
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</table>

* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

B1/B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(c)</td>
<td>(m)</td>
<td>(p)</td>
<td>(t)</td>
</tr>
<tr>
<td>Total</td>
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<td>510</td>
<td>485</td>
<td>468</td>
<td>474</td>
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<tr>
<td>0</td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
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<td>1-499</td>
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<td>81</td>
<td>13</td>
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<td>32</td>
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<tr>
<td>500-999</td>
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<td>19</td>
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</tr>
<tr>
<td>1000-1999</td>
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<td>125</td>
<td>17</td>
<td>19</td>
<td>123</td>
</tr>
<tr>
<td>2000-4999</td>
<td>143</td>
<td>126</td>
<td>20</td>
<td>123</td>
<td>46</td>
</tr>
<tr>
<td>5000+</td>
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<td>37</td>
<td>4</td>
<td>37</td>
<td>12</td>
</tr>
<tr>
<td>Don’t know</td>
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<td>44</td>
<td>9</td>
<td>13</td>
<td>8</td>
</tr>
<tr>
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<td>469.26</td>
<td>541.14</td>
<td>471.26</td>
<td>486.13</td>
</tr>
<tr>
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<td>222.46</td>
<td>196.42</td>
<td>224.42</td>
<td>220.61</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

**B1/B2** And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.

**Base:** All respondents

#### Table: Proportion of Private Patients

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Small/ mostly private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>0</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>1-499</td>
<td>88</td>
<td>11</td>
</tr>
<tr>
<td>500-999</td>
<td>103</td>
<td>18%</td>
</tr>
<tr>
<td>1000-1999</td>
<td>142</td>
<td>25%</td>
</tr>
<tr>
<td>2000-4999</td>
<td>143</td>
<td>29%</td>
</tr>
<tr>
<td>5000+</td>
<td>41</td>
<td>7%</td>
</tr>
<tr>
<td>Don't know</td>
<td>53</td>
<td>9%</td>
</tr>
</tbody>
</table>

#### Summary Statistics

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<thead>
<tr>
<th></th>
<th>Mean</th>
<th>Standard Deviation</th>
<th>Standard Error</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
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<td>424.73</td>
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<td>Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Small base

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**An Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013

**B1/B2 And what proportion of all the patients you saw in the last 12 months do private patients represent? Please enter an estimate if you are not sure.**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Event</th>
<th>Proportion of self-pay</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
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<td></td>
<td>BUPA - yes</td>
<td>BUPA - no</td>
</tr>
<tr>
<td>Total</td>
<td>71% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Total</td>
<td>470</td>
<td>100</td>
</tr>
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<td>2000 - 4999</td>
<td>121</td>
<td>22</td>
</tr>
<tr>
<td>5000+</td>
<td>112</td>
<td>30</td>
</tr>
<tr>
<td>Don’t know</td>
<td>40</td>
<td>13</td>
</tr>
</tbody>
</table>

**Significance testing has been carried out within each break**
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### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay?  
Please enter an estimate if you are not sure.** Fully or partially funded by private medical insurance **

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>surgeon</td>
<td>non-surgeon</td>
<td>anaesthetist</td>
<td>non-anaesthetist</td>
<td>Mostly main</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(m)</td>
<td>(h)</td>
<td>(i)</td>
<td>(j)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>65*</td>
<td>485</td>
</tr>
<tr>
<td>0</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
<td>1%</td>
<td>4%</td>
</tr>
<tr>
<td>1-10</td>
<td>7%</td>
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*small base*

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/o/p - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay?

Please enter an estimate if you are not sure.

** Fully or partially funded by private medical insurance **

Base: All respondents

### Table: Proportion of private patients

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td>Sometimes main (m)</td>
<td>Not main (n)</td>
<td>High (a)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(o)</td>
<td>(p)</td>
<td>(q)</td>
<td>(r)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>469</td>
</tr>
<tr>
<td>91-100</td>
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<td>54</td>
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</tr>
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<td>7%</td>
<td>13%</td>
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<td>13%</td>
<td>9%</td>
<td>7%</td>
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<td>13%</td>
<td>9%</td>
<td>7%</td>
</tr>
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<td>56%</td>
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<td>56%</td>
<td>56%</td>
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<tr>
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<td>1</td>
<td>10</td>
<td>4</td>
</tr>
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<td>3%</td>
<td>3%</td>
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<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>Mean</td>
<td>71.76</td>
<td>71.98</td>
<td>62.92</td>
<td>77.37</td>
<td>70.71</td>
</tr>
<tr>
<td>Mean</td>
<td>71.76</td>
<td>70.98</td>
<td>62.92</td>
<td>77.37</td>
<td>70.71</td>
</tr>
<tr>
<td>Standard Deviation</td>
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<td>21.73</td>
<td>25.37</td>
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<td>22.22</td>
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<td>0.971</td>
<td>3.054</td>
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</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.**

** Fully or partially funded by private medical insurance **

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
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<td></td>
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<td>12 months</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2%</td>
</tr>
<tr>
<td>1-10</td>
<td></td>
<td>3%</td>
</tr>
<tr>
<td>11-20</td>
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<td>31-40</td>
<td></td>
<td>6%</td>
</tr>
<tr>
<td>41-50</td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>51-60</td>
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<td>8%</td>
</tr>
<tr>
<td>61-70</td>
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<td>71-80</td>
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</tr>
<tr>
<td>81-90</td>
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<td>11%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>1 (B)</td>
<td>2 (C)</td>
</tr>
<tr>
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<td></td>
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</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>91-100</td>
<td>76</td>
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<td>1-24</td>
<td>19</td>
<td>3%</td>
</tr>
<tr>
<td>25-49</td>
<td>31</td>
<td>5%</td>
</tr>
<tr>
<td>50-74</td>
<td>158</td>
<td>28%</td>
</tr>
<tr>
<td>75-100</td>
<td>319</td>
<td>56%</td>
</tr>
<tr>
<td>Don't Know</td>
<td>35</td>
<td>6%</td>
</tr>
<tr>
<td>Mean</td>
<td>71.76</td>
<td></td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.959</td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/l - i/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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## An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay?

Please enter an estimate if you are not sure.

** Fully or partially funded by private medical insurance  

** Base: All respondents

<table>
<thead>
<tr>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
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<tbody>
<tr>
<td>Main workplace</td>
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<td>PPU (2)</td>
<td>51% or more (3)</td>
<td>50% or less (4)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
<td>71*</td>
</tr>
<tr>
<td>0</td>
<td>8</td>
<td>6</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>1-10</td>
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<td>2</td>
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<td>11-20</td>
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</tr>
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<td>3%</td>
<td>3%</td>
<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>21-30</td>
<td>13</td>
<td>11</td>
<td>2</td>
<td>6</td>
</tr>
<tr>
<td>3%</td>
<td>2%</td>
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<td>6%</td>
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<td>6</td>
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<td>5%</td>
<td>5%</td>
<td>6%</td>
<td>2%</td>
</tr>
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<td>5</td>
</tr>
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<td>10%</td>
<td>14%</td>
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<td>10%</td>
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<td>51-60</td>
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<td>8%</td>
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<td>16%</td>
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<tr>
<td>61-70</td>
<td>58</td>
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<td>8</td>
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<td>11%</td>
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<tr>
<td>71-80</td>
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</tr>
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<td>23%</td>
<td>28%</td>
<td>18%</td>
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<tr>
<td>81-90</td>
<td>119</td>
<td>94</td>
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<tr>
<td>19%</td>
<td>21%</td>
<td>16%</td>
<td>23%</td>
<td>18%</td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay?
Please enter an estimate if you are not sure.
** Fully or partially funded by private medical insurance **

Base: All respondents

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<thead>
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<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
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<td>BUPA - no (%)</td>
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<tr>
<td></td>
<td></td>
<td>AXA - yes (%)</td>
<td>AXA - no (%)</td>
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<td></td>
<td>in consultant group (%)</td>
<td>Not in consultant group or aware of one locally (%)</td>
</tr>
<tr>
<td></td>
<td>Hospital PPU</td>
<td>(J)</td>
<td>(K)</td>
</tr>
<tr>
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<td>PPU</td>
<td>(L)</td>
<td>(M)</td>
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<td>Mean</td>
<td>(N)</td>
<td>(O)</td>
</tr>
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<td>(R)</td>
<td>(S)</td>
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<td>(U)</td>
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<td>(W)</td>
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<td>(Y)</td>
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</tr>
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<td>(B)</td>
<td>(C)</td>
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<td>71%</td>
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<td>464</td>
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<td>10 (2%)</td>
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<td>24</td>
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<td>61 (13%)</td>
<td>15 (3%)</td>
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<td>38</td>
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<td>11 (2%)</td>
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<td>21 (5%)</td>
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<td>53% or less</td>
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<td>26 (6%)</td>
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<td>23 (5%)</td>
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<td>35 (7%)</td>
<td>90 (18%)</td>
</tr>
<tr>
<td>50-74</td>
<td>319</td>
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<td>53% or less</td>
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<td>67 (14%)</td>
<td>173 (35%)</td>
</tr>
<tr>
<td>Don't know</td>
<td>35</td>
<td>23 (5%)</td>
<td>4%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>4 (1%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>2 (1%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>11 (2%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>6 (1%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>19 (4%)</td>
<td></td>
</tr>
<tr>
<td>Mean</td>
<td>71.76</td>
<td>72.51 (97%)</td>
<td>71.23 (97%)</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>22.42</td>
<td>21.98 (98%)</td>
<td>23.83 (98%)</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.939</td>
<td>0.091 (98%)</td>
<td>2.407 (98%)</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level): a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base
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**An Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013

**B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.**

**Self-pay**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>England (a)</td>
<td>Non-England (b)</td>
<td>Greater London (c)</td>
<td>Greater London - urban (d)</td>
<td>Greater London - rural (e)</td>
<td>England minus Greater London (f)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69</td>
<td>85</td>
<td>486</td>
</tr>
<tr>
<td>0</td>
<td>37</td>
<td>24</td>
<td>3</td>
<td>6</td>
<td>21</td>
</tr>
<tr>
<td>5%</td>
<td>108</td>
<td>65</td>
<td>8</td>
<td>12</td>
<td>15</td>
</tr>
<tr>
<td>1-10</td>
<td>136</td>
<td>127</td>
<td>9</td>
<td>31</td>
<td>105</td>
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<tr>
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<td>8%</td>
<td>9%</td>
<td>9</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>11-20</td>
<td>120</td>
<td>110</td>
<td>10</td>
<td>26</td>
<td>95</td>
</tr>
<tr>
<td>21%</td>
<td>22%</td>
<td>14%</td>
<td>20%</td>
<td>20%</td>
<td>18%</td>
</tr>
<tr>
<td>21-30</td>
<td>81</td>
<td>70</td>
<td>11</td>
<td>6</td>
<td>75</td>
</tr>
<tr>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>31-40</td>
<td>52</td>
<td>46</td>
<td>7</td>
<td>4</td>
<td>48</td>
</tr>
<tr>
<td>9%</td>
<td>9%</td>
<td>9%</td>
<td>9%</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>41-50</td>
<td>61</td>
<td>48</td>
<td>13</td>
<td>5</td>
<td>56</td>
</tr>
<tr>
<td>11%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>51-60</td>
<td>16</td>
<td>12</td>
<td>4</td>
<td>1</td>
<td>16</td>
</tr>
<tr>
<td>3%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>61-70</td>
<td>11</td>
<td>5</td>
<td>2</td>
<td>1</td>
<td>10</td>
</tr>
<tr>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>71-80</td>
<td>14</td>
<td>12</td>
<td>2</td>
<td>3</td>
<td>11</td>
</tr>
<tr>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>81-90</td>
<td>8</td>
<td>7</td>
<td>1</td>
<td>1</td>
<td>7</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base*

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**An Assessment of the Private Healthcare Market - Consultants survey**

**12 Feb 2013**

B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.

**Self-pay**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main (a)</td>
<td>Sometimes main (b)</td>
<td>Not main (c)</td>
<td>High (d)</td>
</tr>
<tr>
<td>England (a)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England (b)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Greater London (c)</td>
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<td>UK minus Greater London</td>
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<tr>
<td>London - urban (d)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>London - rural (e)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England minus Greater London (f)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>91-100</td>
<td>1.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>2%</td>
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<td></td>
<td></td>
</tr>
<tr>
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<td></td>
<td>26.4%</td>
<td></td>
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<td>45%</td>
<td></td>
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<td>25-49</td>
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</tr>
<tr>
<td></td>
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<td>2.4%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
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<td>15%</td>
<td></td>
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<td></td>
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<td>50-74</td>
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<td></td>
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<td>15%</td>
<td></td>
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<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>75-100</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>5%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Don’t know</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>5%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>22.42</td>
<td></td>
<td></td>
<td></td>
</tr>
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<td></td>
<td></td>
<td>Standard Error</td>
<td></td>
<td></td>
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<td></td>
<td>0.939</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.

** Self-pay **

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1 (B)</td>
<td>2 (C)</td>
</tr>
<tr>
<td>Total</td>
<td>256</td>
<td>192</td>
</tr>
<tr>
<td>25</td>
<td>16</td>
<td>100</td>
</tr>
<tr>
<td>23%</td>
<td>10</td>
<td>5%</td>
</tr>
<tr>
<td>17%</td>
<td>6%</td>
<td>4%</td>
</tr>
<tr>
<td>9%</td>
<td>5%</td>
<td>2%</td>
</tr>
<tr>
<td>5%</td>
<td>3%</td>
<td>1%</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.

** Self-pay **

** Base: All respondents **

<table>
<thead>
<tr>
<th>Total</th>
<th>Large/mostly private (a)</th>
<th>Large/mostly private (b)</th>
<th>Small/mostly private (c)</th>
<th>Small hospital (d)</th>
<th>No of hospitals/PPUs worked in</th>
<th>Private hospital + Solus (e)</th>
<th>Private Solus (f)</th>
<th>Any PPU (g)</th>
<th>Solus PPU (g)</th>
<th>Consulting rooms (h)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>335</td>
<td>100</td>
<td>151</td>
<td>255</td>
<td>192</td>
<td>96</td>
<td>368</td>
<td>124</td>
<td>182</td>
</tr>
<tr>
<td>91-100</td>
<td>2%</td>
<td>1</td>
<td>3</td>
<td>2</td>
<td>6</td>
<td>3</td>
<td>3</td>
<td>1%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>1-24</td>
<td>264</td>
<td>188</td>
<td>52</td>
<td>64</td>
<td>38</td>
<td>30</td>
<td>23</td>
<td>180</td>
<td>51</td>
<td>74</td>
</tr>
<tr>
<td>25-49</td>
<td>135</td>
<td>68</td>
<td>19</td>
<td>35</td>
<td>17</td>
<td>20</td>
<td>23</td>
<td>90</td>
<td>24</td>
<td>24</td>
</tr>
<tr>
<td>50-74</td>
<td>65</td>
<td>41</td>
<td>17</td>
<td>21</td>
<td>16</td>
<td>22</td>
<td>13</td>
<td>52</td>
<td>20</td>
<td>22</td>
</tr>
<tr>
<td>75-100</td>
<td>31</td>
<td>10</td>
<td>7</td>
<td>6</td>
<td>8</td>
<td>6</td>
<td>6</td>
<td>17</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Don't know</td>
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<td>7</td>
<td>7</td>
<td>4</td>
<td>4</td>
<td>3</td>
<td>4</td>
<td>14</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Mean</td>
<td>28.24</td>
<td>29.57</td>
<td>24.84</td>
<td>27.19</td>
<td>26.88</td>
<td>29.03</td>
<td>26.24</td>
<td>27.40</td>
<td>28.63</td>
<td>28.74</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.959</td>
<td>1.333</td>
<td>3.089</td>
<td>2.355</td>
<td>1.909</td>
<td>1.368</td>
<td>1.542</td>
<td>2.209</td>
<td>1.113</td>
<td>1.892</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - j/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.

** Self-pay **

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (b)</td>
<td>PPU (c)</td>
<td>51% or more (d)</td>
</tr>
</tbody>
</table>
| Total          | 570         | 462     | 98%             | 71%             | 187           | 470         | 100        | 464         | 106        | 135       | 119         | 316
| 0              | 27          | 16      | 9%              | 18             | 0            | 17          | 10         | 4           | 9          | 0          | 14          | 4
| 6%             | 5           | 4%      | 4%              | 8             | 8%           | 4%          | 9%         | 4%          | 9%         | 3%         | 8%          | 4%
| 1-10           | 136         | 112     | 24%             | 18             | 44           | 118         | 18         | 121         | 15         | 34        | 28          | 76
| 21%            | 104         | 23%     | 20%             | 20             | 42           | 104         | 16         | 101         | 19         | 23%        | 20%          | 24%
| 11-20          | 120         | 104     | 15%             | 14             | 40           | 104         | 16         | 101         | 19         | 23%        | 20%          | 20%
| 21%            | 67          | 4%      | 4%              | 17             | 25           | 72          | 9          | 67         | 14         | 14%        | 14%          | 14%
| 31-40          | 84          | 15%     | 13%             | 16             | 10%          | 16          | 7          | 4%          | 8          | 6%         | 12%          | 12%
| 14%            | 52          | 10%     | 7%              | 14             | 18           | 14          | 7          | 4%          | 8          | 9%         | 10%          | 9%
| 41-50          | 61          | 10%     | 7%              | 17             | 11%          | 11          | 7%         | 7%          | 8%         | 6%         | 10%          | 12%
| 11%            | 31          | 2%      | 3%              | 4%             | 2%           | 12          | 4          | 3%          | 3%         | 2%         | 4%          | 3%
| 51-60          | 16          | 3%      | 3%              | 2%             | 2%           | 3%          | 4%         | 3%          | 3%         | 2%         | 4%          | 3%
| 3%             | 11          | 2%      | 2%              | 3%             | 2%           | 12          | 1         | 10          | 1          | 2          | 1%         | 8%
| 61-70          | 11          | 2%      | 2%              | 3%             | 2%           | 10          | 1         | 10          | 1          | 2          | 1%         | 7%
| 71-80          | 14          | 2%      | 5%              | 6%             | 3%           | 12          | 2         | 12          | 3%         | 2%         | 2%          | 3%
| 2%             | 8           | 2%      | 4%              | 6%             | 2%           | 6          | 3         | 6          | 1%         | 1%         | 3%          | 7%
| 81-90          | 8           | 1%      | 1%              | 1%             | 1%           | 6          | 3         | 6          | 1%         | 1%         | 3%          | 7%

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.

** Self-pay **

Base: All respondents

<table>
<thead>
<tr>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>In consultant group</th>
<th>Not in consultant group or aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>138</td>
</tr>
<tr>
<td>91-100</td>
<td>2%</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>7%</td>
<td>3</td>
<td>5</td>
<td>1</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>1-24</td>
<td>256</td>
<td>216</td>
<td>38</td>
<td>32</td>
<td>86</td>
<td>222</td>
<td>34</td>
<td>222</td>
<td>34</td>
<td>68</td>
</tr>
<tr>
<td>25-49</td>
<td>135</td>
<td>114</td>
<td>20</td>
<td>15</td>
<td>51</td>
<td>119</td>
<td>16</td>
<td>113</td>
<td>22</td>
<td>31</td>
</tr>
<tr>
<td>50-74</td>
<td>86</td>
<td>66</td>
<td>10</td>
<td>15</td>
<td>26</td>
<td>74</td>
<td>12</td>
<td>74</td>
<td>12</td>
<td>16</td>
</tr>
<tr>
<td>75-100</td>
<td>31</td>
<td>30</td>
<td>7</td>
<td>7</td>
<td>9</td>
<td>19</td>
<td>12</td>
<td>21</td>
<td>10</td>
<td>5</td>
</tr>
<tr>
<td>Don’t know</td>
<td>35</td>
<td>23</td>
<td>6</td>
<td>4</td>
<td>4</td>
<td>18</td>
<td>17</td>
<td>17</td>
<td>18</td>
<td>11</td>
</tr>
<tr>
<td>Mean</td>
<td>28.34</td>
<td>27.94</td>
<td>27.77</td>
<td>30.79</td>
<td>27.96</td>
<td>27.31</td>
<td>33.30</td>
<td>27.60</td>
<td>31.62</td>
<td>26.91</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.939</td>
<td>0.991</td>
<td>2.407</td>
<td>2.982</td>
<td>1.569</td>
<td>0.948</td>
<td>3.035</td>
<td>0.982</td>
<td>2.709</td>
<td>1.732</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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**An Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013

B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay? Please enter an estimate if you are not sure.

**Base:** All respondents

<table>
<thead>
<tr>
<th>Fully or partially funded by private medical insurance</th>
<th>Self-pay</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total 570</td>
<td>570</td>
</tr>
<tr>
<td>0 8</td>
<td>27</td>
</tr>
<tr>
<td>1% 1%</td>
<td>6%</td>
</tr>
<tr>
<td>7 1% 136</td>
<td>24%</td>
</tr>
<tr>
<td>10% 120</td>
<td>27%</td>
</tr>
<tr>
<td>13% 81</td>
<td>14%</td>
</tr>
<tr>
<td>17% 52</td>
<td>9%</td>
</tr>
<tr>
<td>41% 61</td>
<td>11%</td>
</tr>
<tr>
<td>40% 7%</td>
<td>3%</td>
</tr>
<tr>
<td>57% 11</td>
<td>2%</td>
</tr>
<tr>
<td>71% 14</td>
<td>2%</td>
</tr>
<tr>
<td>81% 8</td>
<td>1%</td>
</tr>
<tr>
<td>91-100 7%</td>
<td>2%</td>
</tr>
<tr>
<td>1-24 19</td>
<td>25%</td>
</tr>
<tr>
<td>3% 266</td>
<td>46%</td>
</tr>
<tr>
<td>25-49 31</td>
<td>13%</td>
</tr>
<tr>
<td>5% 124</td>
<td>34%</td>
</tr>
<tr>
<td>50-74 158</td>
<td>86%</td>
</tr>
<tr>
<td>29% 15%</td>
<td></td>
</tr>
</tbody>
</table>
**B3 Of the patients that you saw privately in the last 12 months, what proportion were funded by private medical insurance and what proportion were self-pay?**

Please enter an estimate if you are not sure.

**Base:** All respondents

<table>
<thead>
<tr>
<th></th>
<th>Fully or partially funded by private medical insurance</th>
<th>Self-pay</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>570</td>
</tr>
<tr>
<td>75-100</td>
<td>319</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td>66%</td>
<td>6%</td>
</tr>
<tr>
<td>Don't know</td>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td></td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>Mean</td>
<td>71.76</td>
<td>28.24</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>22.42</td>
<td>22.42</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.039</td>
<td>0.039</td>
</tr>
</tbody>
</table>

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
## An Assessment of the Private Healthcare Market - Consultants survey

### B4 Which statement, if any, best applies to you?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England (a)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England (b)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London (c)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Smaller London (d)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Smaller Greater London (e)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Smaller Greater London (f)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Smaller Greater London (g)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Smaller Greater London (h)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Smaller Greater London (i)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Surgeon (j)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-surgeon (m)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anaesthetists (n)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-anaesthetists (z)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mostly main (o)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sometimes main (p)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not main (q)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High (r)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low (s)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><em>small base</em></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - L/m/n/Z - o/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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**An Assessment of the Private Healthcare Market - Consultants survey**

**B4 Which statement, if any, best applies to you?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large/mostly private</td>
<td>Large/ mostly private</td>
<td>Small/ mostly private</td>
</tr>
<tr>
<td>(A)</td>
<td>(B)</td>
<td>(C)</td>
</tr>
<tr>
<td>570</td>
<td>235</td>
<td>31*</td>
</tr>
<tr>
<td>I am happy with the amount of private work I do</td>
<td>131</td>
<td>30%</td>
</tr>
<tr>
<td>I have time available and would like to do more private work</td>
<td>367</td>
<td>47%</td>
</tr>
<tr>
<td>I don’t have time available but if I had more time I would increase the amount of private work I do</td>
<td>112</td>
<td>20%</td>
</tr>
<tr>
<td>I intend to reduce the amount of private work I do</td>
<td>10</td>
<td>2%</td>
</tr>
<tr>
<td>I intend to stop doing private work in the near future</td>
<td>7</td>
<td>1%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>3</td>
<td>1%</td>
</tr>
<tr>
<td>NET: Reduce/stop private work</td>
<td>17</td>
<td>3%</td>
</tr>
</tbody>
</table>

**Significance testing has been carried out within each break.**

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
## B4 Which statement, if any, best applies to you?

**Base: All respondents**

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital</td>
<td>PPU</td>
<td>BUPA</td>
</tr>
<tr>
<td></td>
<td>(h)</td>
<td>(i)</td>
<td>(j)</td>
<td>(k)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
</tr>
<tr>
<td>I am happy with the amount of private work I do</td>
<td>171</td>
<td>130</td>
<td>25</td>
<td>28</td>
</tr>
<tr>
<td></td>
<td>(30%)</td>
<td>(31%)</td>
<td>(26%)</td>
<td>(34%)</td>
</tr>
<tr>
<td>I have time available and would like to do more private work</td>
<td>267</td>
<td>218</td>
<td>43</td>
<td>48%</td>
</tr>
<tr>
<td></td>
<td>(47%)</td>
<td>(48%)</td>
<td>(44%)</td>
<td>(48%)</td>
</tr>
<tr>
<td>I don't have time available but if I had more time I would increase the amount of private work I do</td>
<td>112</td>
<td>81</td>
<td>25</td>
<td>18%</td>
</tr>
<tr>
<td></td>
<td>(20%)</td>
<td>(18%)</td>
<td>(26%)</td>
<td>(18%)</td>
</tr>
<tr>
<td>I intend to reduce the amount of private work I do</td>
<td>10</td>
<td>7</td>
<td>2</td>
<td>2%</td>
</tr>
<tr>
<td></td>
<td>(2%)</td>
<td>(2%)</td>
<td>(2%)</td>
<td>(2%)</td>
</tr>
<tr>
<td>I intend to stop doing private work in the near future</td>
<td>7</td>
<td>5</td>
<td>2</td>
<td>2%</td>
</tr>
<tr>
<td></td>
<td>(1%)</td>
<td>(1%)</td>
<td>(2%)</td>
<td>(2%)</td>
</tr>
<tr>
<td>Don't Know</td>
<td>3</td>
<td>2</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>(1%)</td>
<td>(1%)</td>
<td>(1%)</td>
<td>(1%)</td>
</tr>
<tr>
<td>NET: Reduce/stop private work</td>
<td>17</td>
<td>12</td>
<td>4</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td>(3%)</td>
<td>(3%)</td>
<td>(4%)</td>
<td>(4%)</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**B5 Why do you intend to reduce or stop doing private work?**

**Base: All respondents**

<table>
<thead>
<tr>
<th></th>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>England (a)</td>
<td>Non-England (b)</td>
<td>Greater London (c)</td>
<td>Ul minus Greater London (d)</td>
<td>Ul minus Greater London - urban (e)</td>
<td>Ul minus Greater London - rural (f)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
<td>197</td>
</tr>
<tr>
<td>Old age/retiring soon</td>
<td>3*</td>
<td>3*</td>
<td>3*</td>
<td>3*</td>
<td>3*</td>
<td>3*</td>
</tr>
<tr>
<td>Financially unviable</td>
<td>4*</td>
<td>3*</td>
<td>-</td>
<td>4*</td>
<td>1*</td>
<td>1*</td>
</tr>
<tr>
<td>Remuneration is decreasing</td>
<td>4*</td>
<td>3*</td>
<td>-</td>
<td>4*</td>
<td>1*</td>
<td>1*</td>
</tr>
<tr>
<td>Other</td>
<td>4*</td>
<td>3*</td>
<td>1*</td>
<td>3*</td>
<td>1*</td>
<td>1*</td>
</tr>
<tr>
<td>All who wish to carry on with private work</td>
<td>553</td>
<td>488</td>
<td>65</td>
<td>84</td>
<td>469</td>
<td>104</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Old age/retiring soon</td>
<td>1%</td>
</tr>
<tr>
<td>Stressful</td>
<td>1%</td>
</tr>
<tr>
<td>Time consuming</td>
<td>1%</td>
</tr>
<tr>
<td>Too much hassle in private work</td>
<td>1%</td>
</tr>
<tr>
<td>Financially unviable</td>
<td>1%</td>
</tr>
<tr>
<td>Remuneration is decreasing</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
</tr>
<tr>
<td>All who wish to carry on with private work</td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base*

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An Assessment of the Private Healthcare Market - Consultants survey

B5 Why do you intend to reduce or stop doing private work?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Large/mostly private</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(a)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Old age/retiring soon</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>Sheer cost</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>Stressful</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>Time consuming</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>Too much hassle in private</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>work</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financially unviable</td>
<td>4</td>
<td>1%</td>
</tr>
<tr>
<td>Remuneration is decreasing</td>
<td>4</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>4</td>
<td>1%</td>
</tr>
<tr>
<td>All who wish to carry on</td>
<td>553</td>
<td>230</td>
</tr>
<tr>
<td>with private work</td>
<td>97%</td>
<td>98%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

B5 Why do you intend to reduce or stop doing private work?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (I)</td>
<td>PPU (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
</tr>
<tr>
<td>Old age/retiring soon</td>
<td>3%</td>
<td>2</td>
</tr>
<tr>
<td>Stressful</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Time consuming</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Too much hassle in private work</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Financially unviable</td>
<td>4%</td>
<td>2</td>
</tr>
<tr>
<td>Remuneration is decreasing</td>
<td>4%</td>
<td>3</td>
</tr>
<tr>
<td>Other</td>
<td>4</td>
<td>4</td>
</tr>
</tbody>
</table>

All who wish to carry on with private work | 553 | 440 | 94 | 66 | 186 | 465 | 98 | 468 | 106 |

<table>
<thead>
<tr>
<th>Consultant Group</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>135</td>
</tr>
<tr>
<td>Old age/retiring soon</td>
<td>3%</td>
</tr>
<tr>
<td>Stressful</td>
<td>1%</td>
</tr>
<tr>
<td>Time consuming</td>
<td>1%</td>
</tr>
<tr>
<td>Too much hassle in private work</td>
<td>1%</td>
</tr>
<tr>
<td>Financially unviable</td>
<td>3%</td>
</tr>
<tr>
<td>Remuneration is decreasing</td>
<td>3%</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
</tr>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C1 Where do you conduct your work as private consultant?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Total</td>
<td>England</td>
<td>Non-England</td>
<td>Greater London</td>
<td>Greater London - urban</td>
<td>Greater London - rural</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>492</td>
<td>85%</td>
<td>485</td>
<td>197</td>
</tr>
<tr>
<td>Private hospitals</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NHS hospital - private</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>patient unit (PPU)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consulting room outside</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>a hospital</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prefer not to say</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dental practice</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Independent sector</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>treatment centre</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Private clinic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Private hospital only</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>NET: PPU only</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
*
Small base

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An Assessment of the Private Healthcare Market - Consultants survey

C1 Where do you conduct your work as private consultant?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td>Surgeon</td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td>England</td>
<td></td>
<td>570</td>
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<td>Non-England</td>
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<td>Greater London</td>
<td>69</td>
<td>5*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England</td>
<td>485</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London</td>
<td>197</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England</td>
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<td></td>
<td></td>
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<td>416</td>
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</tr>
<tr>
<td>Non-England</td>
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<tr>
<td>Greater London</td>
<td>102</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England</td>
<td>468</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Greater London</td>
<td>474</td>
<td>32*</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Non-England</td>
<td>64*</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England</td>
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<tr>
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<tr>
<td>Non-England</td>
<td>197</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Greater London</td>
<td>22%</td>
<td></td>
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<td></td>
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<tr>
<td>Non-England</td>
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<tr>
<td>Non-England</td>
<td>16%</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Greater London</td>
<td>10%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England</td>
<td>8%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London</td>
<td>7%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England</td>
<td>7%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London</td>
<td>6%</td>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

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### C1 Where do you conduct your work as private consultant?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Where work</th>
<th>Total</th>
<th>Private hospitals</th>
<th>NHS hospital - private patient unit (PPU)</th>
<th>Consulting room outside a hospital</th>
<th>Prefer not to say</th>
<th>Dental practice</th>
<th>Independent sector treatment centre</th>
<th>Private clinic</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>570</td>
<td>492</td>
<td>58</td>
<td>7</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>Total</td>
<td>67%</td>
<td>535</td>
<td>467</td>
<td>45</td>
<td>6</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>235</td>
<td>221</td>
<td>12</td>
<td>7</td>
<td>38</td>
<td>1</td>
<td>1</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
<td>100</td>
</tr>
<tr>
<td>Where work</td>
<td>58</td>
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<td>36</td>
<td>32</td>
<td>32</td>
<td>32</td>
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<td>Private hospital only</td>
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<td>184</td>
<td>68</td>
<td>24</td>
<td>30</td>
<td>16</td>
<td>16</td>
<td>16</td>
<td>16</td>
</tr>
<tr>
<td>NHS hospital - private patient unit (PPU)</td>
<td>58</td>
<td>36</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>Consulting room outside a hospital</td>
<td>71</td>
<td>38</td>
<td>21</td>
<td>21</td>
<td>21</td>
<td>21</td>
<td>21</td>
<td>21</td>
<td>21</td>
</tr>
<tr>
<td>Prefer not to say</td>
<td>7</td>
<td>4</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Dental practice</td>
<td>11</td>
<td>6</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Independent sector treatment centre</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
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<tr>
<td>Private clinic</td>
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<td>1</td>
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<tr>
<td>Other</td>
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<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

* Small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

C1 Where do you conduct your work as private consultant?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>(B)</td>
<td>(C)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Total NET: Both private hospital and PPU</td>
<td>154</td>
<td>42</td>
</tr>
<tr>
<td>22%</td>
<td>18%</td>
<td>10%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

C1 Where do you conduct your work as private consultant?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (% of total)</td>
<td>PPU (% of total)</td>
<td>BUPA (%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA (%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA (%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>In consultant (%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Not in consultant group (%)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Not in consultant group (%)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>Private hospitals</td>
<td>492</td>
<td>452</td>
<td>49*</td>
</tr>
<tr>
<td>NHS hospital - private patient unit (PPU)</td>
<td>82*</td>
<td>64</td>
<td>19*</td>
</tr>
<tr>
<td>Consulting room outside a hospital</td>
<td>71</td>
<td>49</td>
<td>11%</td>
</tr>
<tr>
<td>Prefer not to say</td>
<td>7</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dental practice</td>
<td>3</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Independent treatment centre</td>
<td>2</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Private clinic</td>
<td>2</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>8</td>
<td>3</td>
<td>1%</td>
</tr>
<tr>
<td>NET: Private hospital only</td>
<td>368</td>
<td>368</td>
<td>38*</td>
</tr>
<tr>
<td>NET: PPU only</td>
<td>58</td>
<td>58</td>
<td>5%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### C1 Where do you conduct your work as private consultant?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Workplace</th>
<th>Main Workplace</th>
<th>Proportion of Self-pay</th>
<th>Insurance Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>BUPA - yes</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>NET: Both private hospital and PPU</td>
<td>124</td>
<td>84</td>
<td>46</td>
</tr>
</tbody>
</table>

* small base

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/t/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/l - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
C2 In how many private hospitals or PPUs do you have practising rights?

Base: All who conduct their work as a private consultant in either a private hospital or PPU at an NHS hospital

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main surgeon (m)</td>
<td>Sometimes main (n)</td>
<td>Not main (p)</td>
<td>High (t)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>455</td>
<td>31*</td>
<td>64*</td>
<td>274</td>
</tr>
<tr>
<td>1</td>
<td>202</td>
<td>116</td>
<td>87</td>
<td>57</td>
<td>132</td>
</tr>
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<td>2</td>
<td>196</td>
<td>153</td>
<td>43</td>
<td>30</td>
<td>164</td>
</tr>
<tr>
<td></td>
<td></td>
<td>90%</td>
<td>36%</td>
<td>36%</td>
<td>36%</td>
</tr>
<tr>
<td>3</td>
<td>585</td>
<td>68</td>
<td>24</td>
<td>28</td>
<td>159</td>
</tr>
<tr>
<td></td>
<td></td>
<td>36%</td>
<td>36%</td>
<td>36%</td>
<td>36%</td>
</tr>
<tr>
<td>4</td>
<td>315</td>
<td>27</td>
<td>6</td>
<td>25</td>
<td>15</td>
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<tr>
<td></td>
<td></td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
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<td>5</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>30%</td>
<td>30%</td>
<td>30%</td>
<td>30%</td>
</tr>
<tr>
<td>Don't know</td>
<td>132</td>
<td>7</td>
<td>2</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>16%</td>
<td>16%</td>
<td>16%</td>
<td>16%</td>
</tr>
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<td></td>
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</tr>
<tr>
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<tr>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) -a/b/c/d/e/f/g/h/i - L/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**C2** In how many private hospitals or PPUs do you have practising rights?

**Base:** All who conduct their work as a private consultant in either a private hospital or PPU at an NHS hospital.

<table>
<thead>
<tr>
<th>No of hospitals/PPUs worked in</th>
<th>Private hospital + PPU</th>
<th>Any PPU</th>
<th>PPU rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>550</td>
<td>229</td>
<td>31*</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>229</td>
<td>31*</td>
</tr>
<tr>
<td>1</td>
<td>368</td>
<td>124</td>
<td>182</td>
</tr>
<tr>
<td>2</td>
<td>196</td>
<td>131</td>
<td>31*</td>
</tr>
<tr>
<td>3</td>
<td>88</td>
<td>120</td>
<td>11*</td>
</tr>
<tr>
<td>4</td>
<td>31</td>
<td>59</td>
<td>129</td>
</tr>
<tr>
<td>5 or more</td>
<td>20</td>
<td>192</td>
<td>124</td>
</tr>
<tr>
<td>Don't know</td>
<td>13</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td><strong>Mean</strong></td>
<td>2.03</td>
<td>2.30</td>
<td>1.87</td>
</tr>
<tr>
<td><strong>Standard Deviation</strong></td>
<td>1.12</td>
<td>1.24</td>
<td>1.02</td>
</tr>
<tr>
<td><strong>Standard Error</strong></td>
<td>0.048</td>
<td>0.062</td>
<td>0.184</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>1</th>
<th>2</th>
<th>3+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large/mostly private</td>
<td>1.16</td>
<td>1.69</td>
<td>1.69</td>
</tr>
<tr>
<td>Small/mostly private</td>
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<td>2.77</td>
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<tr>
<td>Small/ minority private</td>
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<td>0.033</td>
<td>0.107</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>No of hospitals/PPUs worked in</th>
<th>Private hospital + PPU</th>
<th>Any PPU</th>
<th>PPU rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>550</td>
<td>229</td>
<td>31*</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>229</td>
<td>31*</td>
</tr>
<tr>
<td>1</td>
<td>368</td>
<td>124</td>
<td>182</td>
</tr>
<tr>
<td>2</td>
<td>196</td>
<td>131</td>
<td>31*</td>
</tr>
<tr>
<td>3</td>
<td>88</td>
<td>120</td>
<td>11</td>
</tr>
<tr>
<td>4</td>
<td>31</td>
<td>59</td>
<td>129</td>
</tr>
<tr>
<td>5 or more</td>
<td>20</td>
<td>59</td>
<td>129</td>
</tr>
<tr>
<td>Don't know</td>
<td>13</td>
<td>192</td>
<td>124</td>
</tr>
<tr>
<td><strong>Mean</strong></td>
<td>2.03</td>
<td>2.30</td>
<td>1.87</td>
</tr>
<tr>
<td><strong>Standard Deviation</strong></td>
<td>1.12</td>
<td>1.24</td>
<td>1.02</td>
</tr>
<tr>
<td><strong>Standard Error</strong></td>
<td>0.048</td>
<td>0.062</td>
<td>0.184</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**C2 In how many private hospitals or PPU's do you have practising rights?**

**Base:** All who conduct their work as a private consultant in either a private hospital or PPU at an NHS hospital

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>BUPA - yes (J)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>(1)</td>
<td>(2)</td>
<td>(3)</td>
</tr>
<tr>
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<td>550</td>
<td>452</td>
<td>92*</td>
<td>71*</td>
</tr>
<tr>
<td></td>
<td>202</td>
<td>163</td>
<td>63*</td>
<td>33*</td>
</tr>
<tr>
<td></td>
<td>34%</td>
<td>33%</td>
<td>34%</td>
<td>33%</td>
</tr>
<tr>
<td>2</td>
<td>196</td>
<td>164</td>
<td>33*</td>
<td>24*</td>
</tr>
<tr>
<td></td>
<td>50%</td>
<td>33%</td>
<td>39%</td>
<td>39%</td>
</tr>
<tr>
<td>3</td>
<td>86</td>
<td>76</td>
<td>17%</td>
<td>19*</td>
</tr>
<tr>
<td></td>
<td>14%</td>
<td>17%</td>
<td>17%</td>
<td>20%</td>
</tr>
<tr>
<td>4</td>
<td>31</td>
<td>28</td>
<td>8</td>
<td>2*</td>
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<td>9%</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>5 or more</td>
<td>20</td>
<td>16</td>
<td>4</td>
<td>1*</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Don't know</td>
<td>15</td>
<td>10</td>
<td>3</td>
<td>2*</td>
</tr>
<tr>
<td></td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Mean</td>
<td>2.03</td>
<td>2.03</td>
<td>2.06</td>
<td>2.06</td>
</tr>
<tr>
<td>Standard Deviation</td>
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<td>1.13</td>
<td>1.03</td>
<td>0.98</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.048</td>
<td>0.063</td>
<td>0.104</td>
<td>0.117</td>
</tr>
</tbody>
</table>

* Small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**C2 In how many private hospitals or PPUs do you have practising rights?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td>Total</td>
<td>670</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>1</td>
<td>202</td>
<td>173</td>
<td>20*</td>
<td>21*</td>
<td>181</td>
</tr>
<tr>
<td>2</td>
<td>194</td>
<td>173</td>
<td>23*</td>
<td>25*</td>
<td>173</td>
</tr>
<tr>
<td>3</td>
<td>88</td>
<td>79</td>
<td>9*</td>
<td>20*</td>
<td>68</td>
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<tr>
<td>4</td>
<td>51</td>
<td>31</td>
<td>8*</td>
<td>23*</td>
<td>9</td>
</tr>
<tr>
<td>5 or more</td>
<td>20</td>
<td>19</td>
<td>4*</td>
<td>11*</td>
<td>9</td>
</tr>
<tr>
<td>Don't know</td>
<td>13</td>
<td>13</td>
<td>2*</td>
<td>6*</td>
<td>7</td>
</tr>
<tr>
<td>Do not conduct work in either a private hospital or PPU</td>
<td>2</td>
<td>10</td>
<td>3*</td>
<td>12*</td>
<td>4</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>7</td>
<td>7</td>
<td>-</td>
<td>-</td>
<td>7</td>
</tr>
<tr>
<td>Mean</td>
<td>1.98</td>
<td>2.03</td>
<td>1.65</td>
<td>2.61</td>
<td>1.87</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>1.13</td>
<td>1.16</td>
<td>0.92</td>
<td>1.46</td>
<td>1.02</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.047</td>
<td>0.051</td>
<td>0.111</td>
<td>0.158</td>
<td>0.047</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base*

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C2 In how many private hospitals or PPU do you have practising rights?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/mostly private</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>(x)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>1</td>
<td>205</td>
<td>42</td>
</tr>
<tr>
<td>2</td>
<td>194</td>
<td>37</td>
</tr>
<tr>
<td>3</td>
<td>88</td>
<td>45</td>
</tr>
<tr>
<td>4</td>
<td>31</td>
<td>21</td>
</tr>
<tr>
<td>5 or more</td>
<td>20</td>
<td>11</td>
</tr>
<tr>
<td>Don't know</td>
<td>13</td>
<td>3</td>
</tr>
<tr>
<td>Do not conduct work in</td>
<td>13</td>
<td>5</td>
</tr>
<tr>
<td>either a private hospital or PPU</td>
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<td>1</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>1%</td>
<td>1</td>
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<td>Mean</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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## C2 In how many private hospitals or PPU’s do you have practising rights?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Main Workplace</th>
<th>Proportion of Self-pay</th>
<th>Insurance Coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (%)</td>
<td>PPU (%)</td>
<td>51% or more (%)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>482</td>
<td>98*</td>
</tr>
<tr>
<td>1</td>
<td>202</td>
<td>164</td>
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<tr>
<td>2</td>
<td>194</td>
<td>146</td>
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<td>3</td>
<td>88</td>
<td>73</td>
<td>56%</td>
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<td>4</td>
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<td>28</td>
<td>15%</td>
</tr>
<tr>
<td>5 or more</td>
<td>21</td>
<td>19</td>
<td>9%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>13</td>
<td>10</td>
<td>4%</td>
</tr>
<tr>
<td>Do not conduct work in either a private hospital or PPU</td>
<td>13</td>
<td>10</td>
<td>3%</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>7</td>
<td>6</td>
<td>5%</td>
</tr>
<tr>
<td>Mean</td>
<td>1.98</td>
<td>2.08</td>
<td>1.63</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>1.13</td>
<td>1.10</td>
<td>0.96</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.047</td>
<td>0.062</td>
<td>0.111</td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?

Base: All who had practising rights in more than one private hospital or PPU

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK minus Greater London - urban</td>
<td>Surgeon (t)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (n)</td>
<td>Non-anaesthetists (z)</td>
<td>Mostly main (c)</td>
</tr>
<tr>
<td>Total</td>
<td>348</td>
<td>265</td>
<td>83</td>
<td>73</td>
<td>285</td>
</tr>
<tr>
<td>England</td>
<td>311</td>
<td>265</td>
<td>83</td>
<td>73</td>
<td>285</td>
</tr>
<tr>
<td>Greater London</td>
<td>37</td>
<td>30</td>
<td>8</td>
<td>2</td>
<td>30</td>
</tr>
<tr>
<td>Non-Greater London - urban</td>
<td>311</td>
<td>265</td>
<td>83</td>
<td>73</td>
<td>285</td>
</tr>
<tr>
<td>UK minus Greater London - rural</td>
<td>28</td>
<td>20</td>
<td>5</td>
<td>2</td>
<td>20</td>
</tr>
<tr>
<td>Greater London</td>
<td>63</td>
<td>48</td>
<td>14</td>
<td>10</td>
<td>50</td>
</tr>
<tr>
<td>Non-Greater London - rural</td>
<td>28</td>
<td>20</td>
<td>5</td>
<td>2</td>
<td>20</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

- small base; ** very small base (under 30) ineligible for sig testing

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### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?

**Base:** All who had practising rights in more than one private hospital or PPU

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>(b)</td>
<td>(c)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total</th>
<th>Large/mostly private</th>
<th>Small/mostly private</th>
<th>Small/mostly minority private</th>
<th>1</th>
<th>2</th>
<th>3+</th>
<th>Solus + PPU</th>
<th>Any PPU</th>
<th>Consulting rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
<td>(g)</td>
<td>(h)</td>
<td>(i)</td>
</tr>
<tr>
<td>Total</td>
<td>348</td>
<td>167</td>
<td>59*</td>
<td>73*</td>
<td>63*</td>
<td>192</td>
<td>96*</td>
<td>228</td>
<td>104</td>
</tr>
<tr>
<td>1</td>
<td>53</td>
<td>21</td>
<td>13%</td>
<td>91%</td>
<td>13%</td>
<td>15%</td>
<td>19%</td>
<td>48%</td>
<td>6%</td>
</tr>
<tr>
<td>2</td>
<td>192</td>
<td>85</td>
<td>9%</td>
<td>34%</td>
<td>6%</td>
<td>36%</td>
<td>46%</td>
<td>84%</td>
<td>5%</td>
</tr>
<tr>
<td>3</td>
<td>60</td>
<td>38</td>
<td>23%</td>
<td>7%</td>
<td>10%</td>
<td>12%</td>
<td>10%</td>
<td>38%</td>
<td>17%</td>
</tr>
<tr>
<td>4</td>
<td>24</td>
<td>18</td>
<td>17%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>3%</td>
<td>44%</td>
<td>15%</td>
</tr>
<tr>
<td>5 or more</td>
<td>12</td>
<td>6</td>
<td>3%</td>
<td>4%</td>
<td>3%</td>
<td>7%</td>
<td>1%</td>
<td>8%</td>
<td>6%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>7</td>
<td>2</td>
<td>2%</td>
<td>3%</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>4%</td>
<td>1%</td>
</tr>
</tbody>
</table>

| Mean | 2.37                | 2.44                | 2.21                         | 2.00 | 1.00 | 2.00 | 3.61 | 2.18 | 2.50 | 2.44 | 2.48 |
| SD   | 0.94                | 0.94                | 0.94                         | 0.67  | 0.00 | 0.00 | 0.74  | 0.93  | 0.94 | 0.94 | 0.97 |
| SE   | 0.050               | 0.127               | 0.079                        | 0.079 | 0.000 | 0.000 | 0.076 | 0.061 | 0.094 | 0.086 | 0.138 |

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U

**Small base:** Very small base (under 30) ineligible for sig testing

**Significance testing has been carried out within each break:**

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**C3 Thinking of the last 12 months, at how many private hospitals or PPU have you actually seen or treated patients privately?**

*Base: All who had practising rights in more than one private hospital or PPU*

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
</tr>
<tr>
<td>Total</td>
<td>348</td>
<td>296</td>
<td>5%</td>
</tr>
<tr>
<td>1</td>
<td>66</td>
<td>57</td>
<td>8%</td>
</tr>
<tr>
<td>2</td>
<td>192</td>
<td>163</td>
<td>28%</td>
</tr>
<tr>
<td>3</td>
<td>60</td>
<td>53</td>
<td>7%</td>
</tr>
<tr>
<td>4</td>
<td>24</td>
<td>21</td>
<td>3%</td>
</tr>
<tr>
<td>5 or more</td>
<td>12</td>
<td>10</td>
<td>3%</td>
</tr>
<tr>
<td>Don't know</td>
<td>7</td>
<td>6</td>
<td>4%</td>
</tr>
<tr>
<td>Mean</td>
<td>2.27</td>
<td>2.28</td>
<td>2.22</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.94</td>
<td>0.94</td>
<td>0.94</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.050</td>
<td>0.066</td>
<td>0.131</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - L/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/i - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetists</td>
<td>Mostly main</td>
</tr>
<tr>
<td></td>
<td>(c)</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(p)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>1</td>
<td>53%</td>
<td>40*</td>
<td>10*</td>
<td>5*</td>
<td>48*</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>9*</td>
</tr>
<tr>
<td>2</td>
<td>192%</td>
<td>174*</td>
<td>18*</td>
<td>29*</td>
<td>163*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>35%</td>
<td>25%</td>
<td>35%</td>
<td>35%</td>
</tr>
<tr>
<td>3</td>
<td>68%</td>
<td>66*</td>
<td>6*</td>
<td>15*</td>
<td>45*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>9%</td>
<td>9%</td>
<td>11%</td>
<td>10%</td>
</tr>
<tr>
<td>4</td>
<td>24%</td>
<td>24*</td>
<td>-</td>
<td>7</td>
<td>17*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6*</td>
<td>8*</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>5 or more</td>
<td>12%</td>
<td>11*</td>
<td>1*</td>
<td>7</td>
<td>5*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2%</td>
<td>2%</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Don't know</td>
<td>7%</td>
<td>7*</td>
<td>-</td>
<td>7</td>
<td>2*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>7%</td>
<td>7%</td>
<td>2%</td>
<td>7%</td>
</tr>
<tr>
<td>Do not conduct work in either a private hospital or PPU</td>
<td>13%</td>
<td>10*</td>
<td>3*</td>
<td>1*</td>
<td>12*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2%</td>
<td>4%</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>7%</td>
<td>7*</td>
<td>-</td>
<td>7</td>
<td>1*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>7%</td>
<td>7%</td>
<td>1%</td>
<td>7%</td>
</tr>
<tr>
<td>All who have practicing rights in one hospital</td>
<td>35%</td>
<td>173*</td>
<td>29*</td>
<td>21*</td>
<td>181*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>38%</td>
<td>42%</td>
<td>29%</td>
<td>37%</td>
</tr>
<tr>
<td>Mean</td>
<td>1.80</td>
<td>1.83</td>
<td>1.61</td>
<td>2.29</td>
<td>1.71</td>
</tr>
</tbody>
</table>
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>England</td>
<td>Non-England</td>
<td>Greater London</td>
<td>England minus Greater London</td>
<td>Surgeon</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.96</td>
<td>0.043</td>
<td>0.76</td>
<td>1.23</td>
<td>0.97</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.040</td>
<td>0.094</td>
<td>0.133</td>
<td>0.040</td>
<td>0.037</td>
</tr>
</tbody>
</table>

*small base

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?**

**Base:** All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large/mostly private (x)</td>
<td>Large/mostly private (y)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>1</td>
<td>53</td>
<td>21</td>
</tr>
<tr>
<td>9%</td>
<td></td>
<td>9%</td>
</tr>
<tr>
<td>2</td>
<td>192</td>
<td>34%</td>
</tr>
<tr>
<td>32%</td>
<td></td>
<td>24</td>
</tr>
<tr>
<td>3</td>
<td>60</td>
<td>18</td>
</tr>
<tr>
<td>4%</td>
<td></td>
<td>29</td>
</tr>
<tr>
<td>5 or more</td>
<td>12</td>
<td>5</td>
</tr>
<tr>
<td>2%</td>
<td></td>
<td>2%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>7</td>
<td>2%</td>
</tr>
<tr>
<td>1%</td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>Do not conduct work in</td>
<td>13</td>
<td>5%</td>
</tr>
<tr>
<td>either a private hospital</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>or PPU</td>
<td></td>
<td>2%</td>
</tr>
<tr>
<td>Prefer not to say where work</td>
<td>7</td>
<td>1%</td>
</tr>
<tr>
<td>conducted</td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>All who have practising</td>
<td>202</td>
<td>10</td>
</tr>
<tr>
<td>rights in one hospital</td>
<td>39%</td>
<td>26%</td>
</tr>
<tr>
<td>Mean</td>
<td>1.80</td>
<td>2.03</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

C3 Thinking of the last 12 months, at how many private hospitals or PPUs have you actually seen or treated patients privately?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>----------------------------</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>Large mostly private</td>
<td>(x)</td>
<td></td>
</tr>
<tr>
<td>Small minority private</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.96</td>
<td>1.02</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.046</td>
<td>0.067</td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

C3 Thinking of the last 12 months, at how many private hospitals or PPU's have you actually seen or treated patients privately?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (% )</td>
<td>PPU (% )</td>
<td>BUPA - yes ( )</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>482</td>
<td>98*</td>
</tr>
<tr>
<td>1</td>
<td>53</td>
<td>45</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>9%</td>
<td>10%</td>
<td>8%</td>
</tr>
<tr>
<td>2</td>
<td>192</td>
<td>163</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td>34%</td>
<td>38%</td>
<td>30%</td>
</tr>
<tr>
<td>3</td>
<td>40</td>
<td>11%</td>
<td>7%</td>
</tr>
<tr>
<td>4</td>
<td>24</td>
<td>5%</td>
<td>3%</td>
</tr>
<tr>
<td>5 or more</td>
<td>12</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Don't know</td>
<td>7</td>
<td>1%</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>1%</td>
<td>3%</td>
</tr>
<tr>
<td>Do not conduct work in either a private hospital or PPU</td>
<td>13</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>7</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>All who have practising rights in one hospital</td>
<td>202</td>
<td>35%</td>
<td>36%</td>
</tr>
<tr>
<td>Mean</td>
<td>1.80</td>
<td>1.83</td>
<td>1.63</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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C3 Thinking of the last 12 months, at how many private hospitals or PPU's have you actually seen or treated patients privately?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>BUPA - yes (L)</td>
<td>AXA - yes (N)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>BUPA - no (M)</td>
<td>AXA - no (O)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>in consultant group (S)</td>
<td>Not in consultant group but aware of one locally (T)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>71*</td>
<td>135</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.96</td>
<td>0.96</td>
<td>0.80</td>
<td>0.95</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.040</td>
<td>0.046</td>
<td>0.070</td>
<td>0.064</td>
</tr>
</tbody>
</table>

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?

Base: All who conduct their work as a private consultant at both a private hospital and PPU

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>UK minus Greater London</td>
<td>UK minus Greater London - urban</td>
<td>UK minus Greater London - rural</td>
<td>England minus Greater London</td>
<td>Surgeon</td>
</tr>
<tr>
<td>Total</td>
<td>124</td>
<td>96*</td>
<td>34*</td>
<td>35*</td>
<td>89*</td>
</tr>
<tr>
<td>Private patient unit (PPU) in an NHS hospital</td>
<td>45</td>
<td>39</td>
<td>28</td>
<td>24%</td>
<td>37%</td>
</tr>
<tr>
<td>Private hospital</td>
<td>84</td>
<td>78</td>
<td>68</td>
<td>56%</td>
<td>43%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?**

**Base:** All who conduct their work as a private consultant at both a private hospital and PPU

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private hospital</td>
<td>Small minority private hospital</td>
<td>2 (C)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>(x)</td>
<td>(A)</td>
<td></td>
</tr>
<tr>
<td>124</td>
<td>42*</td>
<td>32*</td>
<td>61*</td>
</tr>
<tr>
<td><strong>Private patient unit (PPU) in an NHS hospital</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>4</td>
<td>16</td>
<td>20</td>
</tr>
<tr>
<td>32%</td>
<td>10%</td>
<td>50%</td>
<td>33%</td>
</tr>
<tr>
<td><strong>Private hospital</strong></td>
<td>84</td>
<td>38</td>
<td>16</td>
</tr>
<tr>
<td>68%</td>
<td>90%</td>
<td>50%</td>
<td>67%</td>
</tr>
</tbody>
</table>

* small base; " very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?

**Base:** All who conduct their work as a private consultant at both a private hospital and PPU

<table>
<thead>
<tr>
<th></th>
<th>Hospital</th>
<th>PPU</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Main workplace</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>124</td>
<td>84*</td>
<td>39*</td>
</tr>
<tr>
<td>Private patient unit (PPU) in an NHS hospital</td>
<td>-</td>
<td>40</td>
<td>15</td>
</tr>
<tr>
<td>Private hospital</td>
<td>84</td>
<td>84</td>
<td>24</td>
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</table>

<table>
<thead>
<tr>
<th><strong>Proportion of self-pay</strong></th>
<th><strong>Insurance coverage</strong></th>
<th><strong>Consultant Group</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>50% or less</td>
<td>BUPA - yes</td>
<td>In consultant group</td>
</tr>
<tr>
<td></td>
<td>AXA - yes</td>
<td>of one locally</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(L)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(N)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(O)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>(O)</td>
</tr>
<tr>
<td>124</td>
<td>106</td>
<td>39*</td>
</tr>
<tr>
<td>Private patient unit (PPU)</td>
<td>17</td>
<td>15</td>
</tr>
<tr>
<td>in an NHS hospital</td>
<td></td>
<td>18</td>
</tr>
<tr>
<td>Private hospital</td>
<td>33</td>
<td>24</td>
</tr>
</tbody>
</table>

|                      | 100%       | 34%   | 32%   | 32%   | 38%   | 30%   |
| **Proportion/Means: Columns Tested (5% risk level):** | **40%** | **33%** | **34%** | **32%** | **32%** | **38%** | **30%** |

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Total</th>
<th>England (a)</th>
<th>Non-England (b)</th>
<th>Greater London (c)</th>
<th>Uk minus Greater London (d)</th>
<th>Greater London - urban (e)</th>
<th>Uk minus Greater London - rural (f)</th>
<th>England minus Greater London (g)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surgeon</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
<td>(g)</td>
<td>(h)</td>
<td>(i)</td>
<td>(j)</td>
</tr>
<tr>
<td>Non-surgeon</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(p)</td>
<td>(q)</td>
<td>(r)</td>
<td>(s)</td>
<td>(t)</td>
</tr>
<tr>
<td>Anaesthetist</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
<td>(C)</td>
<td>(D)</td>
<td>(E)</td>
<td>(F)</td>
<td>(G)</td>
</tr>
<tr>
<td>Mostly main</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
<td>(C)</td>
<td>(D)</td>
<td>(E)</td>
<td>(F)</td>
</tr>
<tr>
<td>Sometimes main</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td>Not main</td>
<td>(Z)</td>
<td>(O)</td>
<td>(P)</td>
<td>(Q)</td>
<td>(R)</td>
<td>(S)</td>
<td>(T)</td>
<td>(U)</td>
</tr>
<tr>
<td>Size of business</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Experience</td>
<td>(s)</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
<tr>
<td>Proportion of private patients</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Size of business</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Role in patient interface</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Experience</td>
<td>(s)</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Country</th>
<th>Total</th>
<th>England (a)</th>
<th>Non-England (b)</th>
<th>Greater London (c)</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Surgeon</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
<td>(g)</td>
<td>(h)</td>
<td>(i)</td>
<td>(j)</td>
</tr>
<tr>
<td>Non-surgeon</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(p)</td>
<td>(q)</td>
<td>(r)</td>
<td>(s)</td>
<td>(t)</td>
</tr>
<tr>
<td>Anaesthetist</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
<td>(C)</td>
<td>(D)</td>
<td>(E)</td>
<td>(F)</td>
<td>(G)</td>
</tr>
<tr>
<td>Mostly main</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
<td>(C)</td>
<td>(D)</td>
<td>(E)</td>
<td>(F)</td>
</tr>
<tr>
<td>Sometimes main</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td>Not main</td>
<td>(Z)</td>
<td>(O)</td>
<td>(P)</td>
<td>(Q)</td>
<td>(R)</td>
<td>(S)</td>
<td>(T)</td>
<td>(U)</td>
</tr>
<tr>
<td>Size of business</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Experience</td>
<td>(s)</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
<tr>
<td>Proportion of private patients</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Size of business</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Role in patient interface</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Experience</td>
<td>(s)</td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/ mostly private</td>
</tr>
<tr>
<td>----------------------------</td>
<td>---------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Private patient unit (PPU)</td>
<td>in an NHS hospital</td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>98</td>
<td>10</td>
</tr>
<tr>
<td>Private hospital</td>
<td>452</td>
<td>219</td>
</tr>
<tr>
<td>Do not conduct work in</td>
<td></td>
<td>2A</td>
</tr>
<tr>
<td>either a private hospital</td>
<td></td>
<td>13</td>
</tr>
<tr>
<td>or PPU</td>
<td></td>
<td>2%</td>
</tr>
<tr>
<td>Prefer not to say where</td>
<td></td>
<td>7</td>
</tr>
<tr>
<td>work conducted</td>
<td></td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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**An Assessment of the Private Healthcare Market - Consultants survey**

**C4 Is your main hospital for private work a PPU at an NHS hospital or a private hospital?**

**Base:** All respondents

<table>
<thead>
<tr>
<th></th>
<th><strong>Main workplace</strong></th>
<th><strong>Proportion of self-pay</strong></th>
<th><strong>Insurance coverage</strong></th>
<th><strong>Consultant Group</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (1)</td>
<td>PPU (2)</td>
<td>51% or more (3)</td>
<td>50% or less (4)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>570</td>
<td></td>
<td>71*</td>
<td>187</td>
</tr>
<tr>
<td><strong>Private patient unit (PPU) in an NHS hospital</strong></td>
<td>98</td>
<td>98</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Private hospital</strong></td>
<td>452</td>
<td>13</td>
<td>17%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Do not conduct work in either a private hospital or PPU</strong></td>
<td>13</td>
<td>3</td>
<td>7%</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Prefer not to say where work conducted</strong></td>
<td>7%</td>
<td>6%</td>
<td>1%</td>
<td>2%</td>
</tr>
</tbody>
</table>

* small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

**Base:** All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main (c)</td>
<td>Sometimes main (p)</td>
<td>Not main (t)</td>
<td>High (l)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(m)</td>
<td>(p)</td>
<td>(t)</td>
<td>(l)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>484</td>
<td>66*</td>
<td>84*</td>
<td>466</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
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</tr>
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<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main (c)</td>
<td>Sometimes main (p)</td>
<td>Not main (t)</td>
<td>High (l)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(m)</td>
<td>(p)</td>
<td>(t)</td>
<td>(l)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>484</td>
<td>66*</td>
<td>84*</td>
<td>466</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td>England</td>
<td>Total</td>
<td>(c)</td>
<td>(m)</td>
<td>(n)</td>
<td>(p)</td>
</tr>
<tr>
<td>Non-England</td>
<td>550</td>
<td>484</td>
<td>466</td>
<td>222</td>
<td>222</td>
</tr>
<tr>
<td>Greater London</td>
<td>250</td>
<td>210</td>
<td>230</td>
<td>143</td>
<td>143</td>
</tr>
<tr>
<td>Greater London - urban</td>
<td>350</td>
<td>320</td>
<td>360</td>
<td>273</td>
<td>273</td>
</tr>
<tr>
<td>England minus Greater London</td>
<td>100</td>
<td>86</td>
<td>100</td>
<td>45</td>
<td>45</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Surgeon</th>
<th>Mean</th>
<th>Standard Deviation</th>
<th>Standard Error</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surgeon</td>
<td>86.69</td>
<td>19.31</td>
<td>0.823</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large/mostly private</td>
<td>1</td>
<td>Any PPU</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>2</td>
<td>Solus PPU</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>3+</td>
<td>Solus rooms</td>
</tr>
<tr>
<td>Small/mostly minority</td>
<td>1</td>
<td>Any PPU</td>
</tr>
<tr>
<td>Small/mostly minority</td>
<td>2</td>
<td>Solus PPU</td>
</tr>
<tr>
<td>Small/mostly minority</td>
<td>3+</td>
<td>Solus rooms</td>
</tr>
</tbody>
</table>

| Total | (A) | (B) | (C) | (D) | (E) | (F) | (G) | (H) | (I) | (J) | (K) | (L) | (M) | (N) | (O) | (P) | (Q) | (R) | (S) | (T) | (U) | (V) | (W) | (X) | (Y) | (Z) | 12 Feb 2013 |
|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Total | 550 | 229 | 31* | 98* | 145 | 255 | 192 | 96* | 368 | 124 | 182 | 58* | 67* | 0   | 1   | 1   | 1   | 1   | 1   | 1   | 1   | 1   | 1   | 1   | 1   |
| 0     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 1-10  |     |     |     |     |     |     |     |     |     |     |     |     |     |     | 4   | 4   | 4   | 4   |     |     |     |     |     |     |     |     |
| 11-20 |     | 4   | 1   |     |     |     | 3   | 1   |     |     |     |     |     | 1   | 1   |     |     |     |     |     |     |     |     |     |     |     |
| 21-30 |     |     |     |     |     | 3   | 1   | 1   | 1   | 1   | 1   | 1   | 1   | 1   |     |     |     |     |     |     |     |     |     |     |     |     |
| 31-40 |     | 7   |     | 1   | 1   | 1   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 41-50 |     | 18  | 3   |     | 1   | 1   | 1   |     |     | 12  | 5   | 6   | 1   | 3   |     |     |     |     |     |     |     |     |     |     |     |     |
| 51-60 |     | 27  | 3   |     | 1   | 1   | 1   |     | 15  | 12  |     |     | 20  | 7   | 7   | 8   |     |     |     |     |     |     |     |     |
| 61-70 |     | 43  | 8   |     | 7   | 5   | 5   |     | 23  | 20  |     | 30  | 12  | 13  | 1   | 6   |     |     |     |     |     |     |     |     |
| 71-80 |     | 66  | 12% |     | 7%  | 3%  | 3%  |     | 12% | 21% |     |     | 43  | 12% | 16% | 12% |     |     |     |     |     |     |     |     |
| 81-90 |     | 12% |     | 11% |     | 11% | 11% |     |     |     | 11% | 11% |     |     |     |     |     |     |     |     |     |     |     |     |     |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large mostly private</td>
<td>Large mostly private</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(v)</td>
</tr>
<tr>
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<tr>
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<td>255</td>
<td>192</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>282</td>
<td>36</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>263</td>
<td>179</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>27%</td>
<td>33%</td>
</tr>
<tr>
<td>Small mostly private</td>
<td>31%</td>
<td>65%</td>
</tr>
<tr>
<td>Small mostly private</td>
<td>55%</td>
<td>100%</td>
</tr>
<tr>
<td>Where work</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Private hospital - solus</td>
<td>368</td>
<td>124</td>
</tr>
<tr>
<td>Private hospital - PPU</td>
<td>211</td>
<td>47</td>
</tr>
<tr>
<td>Any PPU</td>
<td>27%</td>
<td>33%</td>
</tr>
<tr>
<td>Solus rooms</td>
<td>42%</td>
<td>65%</td>
</tr>
<tr>
<td>Consulting rooms</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>229</td>
<td>31</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>229</td>
</tr>
<tr>
<td>91-100</td>
<td>45%</td>
<td>16%</td>
</tr>
<tr>
<td>1-24</td>
<td>6%</td>
<td>4%</td>
</tr>
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<td>25-49</td>
<td>6%</td>
<td>4%</td>
</tr>
<tr>
<td>50-74</td>
<td>5%</td>
<td>4%</td>
</tr>
<tr>
<td>75-100</td>
<td>5%</td>
<td>4%</td>
</tr>
<tr>
<td>Don't know</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>
| Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - t/s - 1/2 - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Proportion of workplace</th>
<th>Main self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Hospital (n)</td>
<td>PPU (n)</td>
<td>51% or more (l)</td>
<td>5% or less (k)</td>
<td>Bupa - yes (o)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>452</td>
<td>98*</td>
<td>184</td>
<td>461*</td>
</tr>
<tr>
<td>0-10</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
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<td>3%</td>
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</tr>
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<td>1</td>
<td>1%</td>
<td></td>
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<tr>
<td>21-30</td>
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<td>3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>31-40</td>
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<td>2</td>
<td>2%</td>
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<td></td>
</tr>
<tr>
<td>41-50</td>
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<td>8</td>
<td>8%</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>71-80</td>
<td>66</td>
<td>66</td>
<td>66%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>81-90</td>
<td>12</td>
<td>12</td>
<td>12%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
* small base
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An Assessment of the Private Healthcare Market - Consultants survey

C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Workplace</th>
<th>Prop. of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
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<td></td>
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<td>51% or more</td>
<td>50% or less</td>
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<tr>
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<td>PPU</td>
<td>Hospital</td>
<td>(L)</td>
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<td>51-100</td>
<td>294</td>
<td>242</td>
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</tr>
<tr>
<td>25-49</td>
<td>26</td>
<td>2%</td>
<td>8</td>
</tr>
<tr>
<td>50-74</td>
<td>50</td>
<td>1%</td>
<td>87</td>
</tr>
<tr>
<td>75-100</td>
<td>433</td>
<td>79%</td>
<td>395</td>
</tr>
<tr>
<td>Don't know</td>
<td>6</td>
<td>4%</td>
<td>4</td>
</tr>
<tr>
<td>Mean</td>
<td>86.69</td>
<td>87.04</td>
<td>85.02</td>
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<tr>
<td>Standard Error</td>
<td>0.823</td>
<td>2.629</td>
<td>2.336</td>
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</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/t/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(c)</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>1-10</td>
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<tr>
<td>11-20</td>
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<td>1</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>21-30</td>
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<td>1</td>
<td>1</td>
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<tr>
<td>31-40</td>
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<td>2</td>
<td>5</td>
<td>1</td>
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<tr>
<td>61-70</td>
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<td>14</td>
<td>29</td>
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<tr>
<td>71-80</td>
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<td>51</td>
</tr>
<tr>
<td>81-90</td>
<td>66</td>
<td>58</td>
<td>2</td>
<td>8</td>
<td>11</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base
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C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(c)</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>91-100</td>
<td>399</td>
<td>350</td>
<td>43*</td>
<td>31*</td>
<td>360</td>
</tr>
<tr>
<td>1-24</td>
<td>10</td>
<td>10</td>
<td>2*</td>
<td>9*</td>
<td>7</td>
</tr>
<tr>
<td>25-49</td>
<td>11</td>
<td>11</td>
<td>2*</td>
<td>9*</td>
<td>7</td>
</tr>
<tr>
<td>50-74</td>
<td>87</td>
<td>78</td>
<td>9*</td>
<td>20*</td>
<td>67</td>
</tr>
<tr>
<td>75-100</td>
<td>433</td>
<td>377</td>
<td>56*</td>
<td>90*</td>
<td>373</td>
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<tr>
<td>Don't know</td>
<td>8</td>
<td>7*</td>
<td>1*</td>
<td>7*</td>
<td>9*</td>
</tr>
<tr>
<td>Mean</td>
<td>83.61</td>
<td>83.00</td>
<td>88.04</td>
<td>81.64</td>
<td>83.95</td>
</tr>
<tr>
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<td>1.121</td>
<td>2.749</td>
<td>2.143</td>
<td>1.166</td>
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</table>

Proportions/Means: Columns Tested (5% risk level): - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base*

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure. 

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Private hospital - solus</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>----------------------------</td>
<td>-------------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>265</td>
<td>192</td>
</tr>
<tr>
<td>Where work</td>
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<td></td>
<td>58*</td>
<td>71*</td>
</tr>
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<td>0</td>
<td>1</td>
<td>-</td>
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<tr>
<td>1-10</td>
<td>4</td>
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</tr>
<tr>
<td>11-20</td>
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</tr>
<tr>
<td>21-30</td>
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<td>61-70</td>
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<tr>
<td>81-90</td>
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<td>1</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

**Base:** All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Large/mostly private</th>
<th>Large/minority private</th>
<th>Small/mostly private</th>
<th>Small/minority private</th>
<th>No of hospitals/PPUs worked in</th>
<th>Private hospital - solus</th>
<th>Private hospital + PPU</th>
<th>Any PPU</th>
<th>Suls</th>
<th>PPU rooms</th>
<th>Consulting rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(a) (b) (c) (d) (e) (f) (g) (h)</td>
<td>(i) (j) (k) (l) (m) (n)</td>
<td>(o) (p) (q) (r) (s) (t)</td>
<td>(u) (v) (w) (x) (y) (z)</td>
<td>A (B)</td>
<td>(C)</td>
<td>(D)</td>
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<td>91-100</td>
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<td>95</td>
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<td>211</td>
<td>41</td>
<td>87</td>
</tr>
<tr>
<td></td>
<td>22%</td>
<td>46%</td>
<td>50%</td>
<td>54%</td>
<td>62%</td>
<td>100%</td>
<td>70%</td>
<td>8%</td>
<td>57%</td>
<td>33%</td>
<td>6%</td>
</tr>
<tr>
<td>25-24</td>
<td>10</td>
<td>3</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>7</td>
<td>3</td>
<td></td>
<td>3</td>
<td>5</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>2%</td>
<td>1%</td>
<td>3%</td>
<td>2%</td>
<td>1%</td>
<td>4</td>
<td>3%</td>
<td></td>
<td>7%</td>
<td>4%</td>
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<td></td>
<td></td>
<td>6%</td>
<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>25-49</td>
<td>11</td>
<td>6</td>
<td>4</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5</td>
<td>5</td>
<td>6</td>
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<td>3%</td>
<td>4%</td>
<td>1%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1%</td>
<td>4%</td>
<td>3%</td>
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<td>2%</td>
</tr>
<tr>
<td>50-74</td>
<td>87</td>
<td>55</td>
<td>6</td>
<td>10</td>
<td>12</td>
<td>42</td>
<td>44</td>
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<td>17%</td>
<td>13%</td>
<td>3%</td>
</tr>
<tr>
<td>75-100</td>
<td>433</td>
<td>165</td>
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<td>255</td>
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<td>79%</td>
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<td>100%</td>
<td>70%</td>
<td>44%</td>
<td>60%</td>
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<td></td>
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<td>5</td>
<td>-</td>
<td>-</td>
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<td>-</td>
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<tr>
<td></td>
<td>Prefer not to say where work conducted</td>
<td>7</td>
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<td>1</td>
<td>-</td>
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<td></td>
<td></td>
<td></td>
<td>-</td>
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<td>81.54</td>
<td>88.87</td>
<td>84.74</td>
<td>87.38</td>
<td>100.00</td>
<td>77.73</td>
<td>69.04</td>
<td>87.93</td>
<td>80.06</td>
<td>84.16</td>
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<td></td>
<td></td>
<td></td>
<td>93.09</td>
<td>74.06</td>
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</tr>
<tr>
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<td>24.86</td>
<td>23.06</td>
<td>18.56</td>
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<td>23.85</td>
<td>0.00</td>
<td>20.14</td>
<td>19.07</td>
<td>17.84</td>
<td>21.84</td>
<td>21.85</td>
</tr>
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<td>1.504</td>
<td>3.334</td>
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<td>1.941</td>
<td>0.000</td>
<td>1.454</td>
<td>1.946</td>
<td>0.930</td>
<td>1.961</td>
<td>1.619</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - I/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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## An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (L)</td>
<td>PPU (O)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>96%*</td>
</tr>
<tr>
<td>0</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>1-10</td>
<td>6</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>11-20</td>
<td>4</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>21-30</td>
<td>3</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>31-40</td>
<td>7</td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td>41-50</td>
<td>18</td>
<td>16</td>
<td>2</td>
</tr>
<tr>
<td>51-60</td>
<td>27</td>
<td>24</td>
<td>3</td>
</tr>
<tr>
<td>61-70</td>
<td>43</td>
<td>37</td>
<td>6</td>
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<td>71-80</td>
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<td>10</td>
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<tr>
<td>81-90</td>
<td>66</td>
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<tr>
<td></td>
<td>12%</td>
<td>13%</td>
<td>8%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

C5 Over the past year, what proportion of your private patients are accounted for by the main private hospital or PPU you work at? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Main Workplace</th>
<th>Proportion of Self-Pay</th>
<th>Insurance Coverage</th>
<th>Consultant Group</th>
<th>Not in Consultant Group but aware of one locally</th>
<th>Not in Consultant Group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
<td>50% or less (K)</td>
<td>BUPA - yes (L)</td>
<td>BUPA - no (M)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
<td>470</td>
</tr>
<tr>
<td>91-100</td>
<td>294</td>
<td>242</td>
<td>94</td>
<td>65</td>
<td>180</td>
<td>348</td>
</tr>
<tr>
<td>1-24</td>
<td>10</td>
<td>4</td>
<td>6</td>
<td>2</td>
<td>4</td>
<td>8</td>
</tr>
<tr>
<td>25-49</td>
<td>11</td>
<td>8</td>
<td>3</td>
<td>1</td>
<td>5</td>
<td>9</td>
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<tr>
<td>50-74</td>
<td>87</td>
<td>76</td>
<td>1</td>
<td>11</td>
<td>9</td>
<td>75</td>
</tr>
<tr>
<td>75-100</td>
<td>433</td>
<td>392</td>
<td>74</td>
<td>74</td>
<td>39</td>
<td>364</td>
</tr>
<tr>
<td>Don't know</td>
<td>8</td>
<td>6</td>
<td>4</td>
<td>1</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>Do not conduct work in either a private hospital or PPU</td>
<td>13</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>3</td>
<td>7</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>7</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Mean</td>
<td>83.61</td>
<td>87.04</td>
<td>85.02</td>
<td>86.70</td>
<td>82.77</td>
<td>84.85</td>
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<tr>
<td>Standard Deviation</td>
<td>24.86</td>
<td>17.90</td>
<td>25.03</td>
<td>19.68</td>
<td>22.47</td>
<td>22.40</td>
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<td>2.336</td>
<td>1.643</td>
<td>1.033</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly</td>
<td>Sometimes</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td>Total 550</td>
<td></td>
<td>484</td>
<td>61*</td>
<td>186*</td>
<td>450</td>
</tr>
<tr>
<td>Yes 320 (58%)</td>
<td></td>
<td>286</td>
<td>52%</td>
<td>120</td>
<td>446</td>
</tr>
<tr>
<td>No 137 (22%)</td>
<td></td>
<td>110</td>
<td>20%</td>
<td>72</td>
<td>246</td>
</tr>
<tr>
<td>Don’t know 73 (13%)</td>
<td></td>
<td>49</td>
<td>12%</td>
<td>145</td>
<td>126</td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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C6 Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Total</th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<td></td>
<td>Large/mostly private</td>
<td>Private hospital</td>
<td>Consulting rooms</td>
</tr>
<tr>
<td></td>
<td>Mostly private</td>
<td>hospital + PPU</td>
<td>rooms</td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td>Any PPU</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Mostly small</td>
<td>Solus PPU</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>550</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Yes</td>
<td>350</td>
<td>168</td>
<td>227</td>
</tr>
<tr>
<td>64%</td>
<td></td>
<td>15%</td>
<td>57%</td>
</tr>
<tr>
<td>No</td>
<td>157</td>
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<td>29%</td>
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<td>27%</td>
</tr>
<tr>
<td>Don't know</td>
<td>73</td>
<td>22%</td>
<td>12%</td>
</tr>
<tr>
<td>13%</td>
<td></td>
<td>10%</td>
<td>12%</td>
</tr>
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</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C6 Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
<td>50% or less (K)</td>
<td>BUPA - yes (L)</td>
<td>BUPA - no (M)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>482</td>
<td>98*</td>
<td>51% or more</td>
<td>71*</td>
<td>184</td>
</tr>
<tr>
<td>Yes</td>
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<td>271</td>
<td>46</td>
<td>51% or more</td>
<td>46</td>
<td>184</td>
</tr>
<tr>
<td>No</td>
<td>167</td>
<td>128</td>
<td>20</td>
<td>51% or more</td>
<td>17</td>
<td>54</td>
</tr>
<tr>
<td>Don’t know</td>
<td>73</td>
<td>53</td>
<td>20</td>
<td>51% or more</td>
<td>8</td>
<td>22</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**C6 Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?**

**Base:** All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Non-surgeon</td>
<td>Non-surgeon</td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
</tr>
<tr>
<td>England</td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Non-England</td>
<td>501</td>
<td>485</td>
<td>416</td>
<td>51</td>
<td>102</td>
</tr>
<tr>
<td>Greater England</td>
<td>649</td>
<td>485</td>
<td>271</td>
<td>39</td>
<td>177</td>
</tr>
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<td>Greater London</td>
<td>197</td>
<td>123</td>
<td>102</td>
<td>46</td>
<td>102</td>
</tr>
<tr>
<td>Greater London - urban</td>
<td>51</td>
<td>34</td>
<td>16</td>
<td>26</td>
<td>120</td>
</tr>
<tr>
<td>Greater London - rural</td>
<td>44</td>
<td>46</td>
<td>41</td>
<td>111</td>
<td>111</td>
</tr>
<tr>
<td>Greater London minus Greater</td>
<td>49</td>
<td>49</td>
<td>49</td>
<td>49</td>
<td>49</td>
</tr>
<tr>
<td>England - London minus Greater</td>
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<td>Greater London minus Greater</td>
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<td>46</td>
</tr>
<tr>
<td>London - urban</td>
<td>46</td>
<td>46</td>
<td>46</td>
<td>46</td>
<td>46</td>
</tr>
<tr>
<td>London - rural</td>
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<td>46</td>
<td>46</td>
<td>46</td>
<td>46</td>
</tr>
</tbody>
</table>

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- Significance testing has been carried out within each break.
Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?

Base: All respondents

<table>
<thead>
<tr>
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<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<td>Large/mostly private (x)</td>
<td>Large/mostly private (y)</td>
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<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
<td>31*</td>
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<tr>
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<td>350 (61%)</td>
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<tr>
<td>No</td>
<td>227 (39%)</td>
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<tr>
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<td>61</td>
<td>11</td>
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<tr>
<td>Prefer not to say where work conducted</td>
<td>7 (1%)</td>
<td>1</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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## An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**C6 Must a private hospital or PPU be recognised by certain private medical insurers for you to choose it as your main private hospital or PPU?**

**Base:** All respondents

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<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
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<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
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<td>320</td>
<td>271</td>
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<td>90*</td>
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<td><strong>Prefer not to say where work conducted</strong></td>
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<td>2*</td>
<td>3*</td>
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### An Assessment of the Private Healthcare Market - Consultants survey

**C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?**

**Base:** All who agree that a private hospital or PPU must be recognised by certain private medical insurers before they choose it as their main private hospital or PPU

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
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#### Table

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<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Non-surgeon</th>
<th>Anaesthetist</th>
<th>Non-anaesthetists</th>
<th>Mostly main</th>
<th>High</th>
<th>Low</th>
<th>High</th>
<th>Low</th>
<th>High</th>
<th>Low</th>
<th>High</th>
<th>Low</th>
<th>High</th>
<th>Low</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Non-England</td>
<td>Greater London (a)</td>
<td>Greater London - urban (b)</td>
<td>Greater London - rural (c)</td>
<td>Greater minus Greater London (d)</td>
<td>Surgeon (e)</td>
<td>Non-surgeon (f)</td>
<td>Anaesthetist (g)</td>
<td>Non-anaesthetists (h)</td>
<td>Mostly main (i)</td>
<td>High (j)</td>
<td>Low (k)</td>
<td>High (l)</td>
<td>Low (m)</td>
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<tr>
<td></td>
<td>Total</td>
<td>Non-England</td>
<td>Greater London (a)</td>
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<td>Low (k)</td>
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<td>Greater London - rural (c)</td>
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12 Feb 2013

C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

Base: All who agree that a private hospital or PPU must be recognised by certain private medical insurers before they choose it as their main private hospital or PPU

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<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>320</td>
<td>233</td>
<td>277</td>
<td>158</td>
<td>200</td>
</tr>
<tr>
<td>England</td>
<td>100</td>
<td>85</td>
<td>241</td>
<td>133</td>
<td>165</td>
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<tr>
<td>Non-England</td>
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<td>87</td>
<td>237</td>
<td>124</td>
<td>136</td>
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<table>
<thead>
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<th>Private medical insurer</th>
<th>Total</th>
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<th>Small/mostly private</th>
<th>Small/mostly minority private</th>
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<th>Private hospital + PPU</th>
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<td>2</td>
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<td>-</td>
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<td>1</td>
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</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Don't know</td>
<td></td>
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</tr>
<tr>
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<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<td>(x)</td>
<td>(y)</td>
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<tr>
<td>Other</td>
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<tr>
<td>Don't know</td>
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<tr>
<td>NET: Any</td>
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<td>140</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

Base: All who agree that a private hospital or PPU must be recognised by certain private medical insurers before they choose it as their main private hospital or PPU

<table>
<thead>
<tr>
<th>Private Medical Insurers</th>
<th>Proportion of workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
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<tbody>
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<td>50% or less</td>
<td>BUPA - yes</td>
</tr>
<tr>
<td></td>
<td>(L)</td>
<td>(M)</td>
<td>(N)</td>
</tr>
<tr>
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<td>Simply Health</td>
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<td>162</td>
<td>89%</td>
</tr>
<tr>
<td>WPA</td>
<td>191</td>
<td>166</td>
<td>91%</td>
</tr>
<tr>
<td>Benenden Healthcare</td>
<td>149</td>
<td>124</td>
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</tr>
<tr>
<td>Cigna</td>
<td>93</td>
<td>76</td>
<td>80%</td>
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<td>Exeter Friendly Society</td>
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<td>5</td>
<td>100%</td>
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<tr>
<td>Groupama</td>
<td>3</td>
<td>2</td>
<td>67%</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>5</td>
<td>5</td>
<td>100%</td>
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</tbody>
</table>

Proportions/Medians: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
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C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

Base: All who agree that a private hospital or PPU must be recognised by certain private medical insurers before they choose it as their main private hospital or PPU

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
<td>50% or less (K)</td>
<td>BUPA - yes (L)</td>
<td>BUPA - no (M)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>AXA - yes (N)</td>
<td>AXA - no (O)</td>
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<tr>
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<td></td>
<td></td>
<td>in consultant group (S)</td>
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<tr>
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<td></td>
<td></td>
<td></td>
<td>Not in consultant group or aware of one locally (T)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>320</td>
<td>271</td>
<td>49*</td>
<td>46*</td>
<td>108</td>
<td>276</td>
</tr>
<tr>
<td>Other</td>
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<td>1</td>
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<td>4%</td>
<td>5%</td>
<td>4%</td>
<td>4%</td>
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<tr>
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<td>46</td>
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</table>

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Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main (c)</td>
<td>Sometimes main (d)</td>
<td>Not main (e)</td>
<td>High (f)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
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<td>Total</td>
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<td>AXA PPP Healthcare</td>
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<td>277</td>
<td>260</td>
<td>50%</td>
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<tr>
<td>BUPA</td>
<td></td>
<td></td>
<td>299</td>
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<td>PPU Heath</td>
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<td>35%</td>
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<tr>
<td>Simply Health</td>
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<td>33%</td>
</tr>
<tr>
<td>WPA</td>
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<td>191</td>
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<td>39%</td>
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<td>Benenden Healthcare</td>
<td></td>
<td></td>
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<td>1</td>
<td>-</td>
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<td>9</td>
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<td>Exeter Friendly Society</td>
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<td>Groupama</td>
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<td>2</td>
<td>-</td>
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* small base

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**C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?**

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<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<tbody>
<tr>
<td></td>
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<td>Sometimes main (g)</td>
<td>Not main (i)</td>
<td>High (l) Low (o)</td>
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<td></td>
<td></td>
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<td>(g)</td>
<td>(i)</td>
<td>(l)</td>
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</tr>
<tr>
<td>70%</td>
<td>26</td>
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<td>26</td>
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<td>26</td>
</tr>
</tbody>
</table>

*small base

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**C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?**

**Base: All who work as a private consultant in either a private hospital or PPU**

<table>
<thead>
<tr>
<th>Insurer</th>
<th>Total</th>
<th>No of hospitals/PPUs</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Large/mostly private</td>
<td>Private hospital &amp; PPU</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>550</td>
<td>229</td>
<td>31*</td>
</tr>
<tr>
<td><strong>Aviva</strong></td>
<td>240</td>
<td>117</td>
<td>13</td>
</tr>
<tr>
<td><strong>AXA PPP Healthcare</strong></td>
<td>237</td>
<td>128</td>
<td>15</td>
</tr>
<tr>
<td><strong>BUPA</strong></td>
<td>299</td>
<td>138</td>
<td>17</td>
</tr>
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<td><strong>BUPA</strong></td>
<td>299</td>
<td>138</td>
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</tr>
<tr>
<td><strong>PRU Health</strong></td>
<td>192</td>
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<td>9</td>
</tr>
<tr>
<td><strong>Simply Health</strong></td>
<td>184</td>
<td>98</td>
<td>11</td>
</tr>
<tr>
<td><strong>WPA</strong></td>
<td>191</td>
<td>98</td>
<td>12</td>
</tr>
<tr>
<td><strong>Benenden Healthcare</strong></td>
<td></td>
<td>59</td>
<td>15</td>
</tr>
<tr>
<td><strong>Cigna</strong></td>
<td>9</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td><strong>Exeter Friendly Society</strong></td>
<td>6</td>
<td>3</td>
<td>1</td>
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<tr>
<td><strong>Groupama</strong></td>
<td>2</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

* Small base

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12 Feb 2013
### An Assessment of the Private Healthcare Market - Consultants survey

**C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?**

**Base:** All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
<th>Size/proportion integrated</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/minority private</td>
<td>Large/minority private</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>229</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>5</td>
<td>1*</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
<td>-</td>
</tr>
<tr>
<td>Don’t know</td>
<td>88</td>
<td>26%</td>
</tr>
<tr>
<td>Do not need to be recognised</td>
<td>157</td>
<td>51%</td>
</tr>
<tr>
<td>NET: Any</td>
<td>305</td>
<td>55%</td>
</tr>
</tbody>
</table>

* small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?**

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>51% or more</td>
<td>50% or less</td>
<td>BUPA</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>Hospital (L)</td>
<td>PPU (O)</td>
<td>(J)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>482</td>
<td>98*</td>
</tr>
<tr>
<td>Aviva</td>
<td>44%</td>
<td>285</td>
<td>35</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>277</td>
<td>233</td>
<td>44</td>
</tr>
<tr>
<td>Aviva</td>
<td>44%</td>
<td>285</td>
<td>35</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>277</td>
<td>233</td>
<td>44</td>
</tr>
<tr>
<td>BUPA</td>
<td>30%</td>
<td>254</td>
<td>45</td>
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<tr>
<td>AXA PPP Healthcare</td>
<td>277</td>
<td>233</td>
<td>44</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>277</td>
<td>233</td>
<td>44</td>
</tr>
<tr>
<td>Simply Health</td>
<td>33%</td>
<td>163</td>
<td>22</td>
</tr>
<tr>
<td>WPA</td>
<td>30%</td>
<td>164</td>
<td>25</td>
</tr>
<tr>
<td>Benenden Healthcare</td>
<td>2</td>
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<td>-</td>
</tr>
<tr>
<td>Cigna</td>
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<td>9</td>
<td>2%</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>5</td>
<td>5</td>
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<tr>
<td>Groupama</td>
<td>1%</td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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12 Feb 2013

C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

Base: All who work as a private consultant in either a private hospital or PPU

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<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>452</td>
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</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>9%</td>
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<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
<td>1%</td>
<td>-</td>
</tr>
<tr>
<td>Don’t know</td>
<td>88%</td>
<td>48%</td>
<td>29%</td>
</tr>
<tr>
<td>Do not need to be recognised</td>
<td>29%</td>
<td>29%</td>
<td>30%</td>
</tr>
<tr>
<td>NET. Any</td>
<td>305%</td>
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<td>47%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main surgeon</td>
<td>Sometime main surgeon</td>
<td>Not main surgeon</td>
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</tr>
<tr>
<td>Total</td>
<td></td>
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<tr>
<td>(a)</td>
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<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td></td>
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<td>215† 35† 54† 235</td>
<td>40†</td>
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<td>181</td>
</tr>
<tr>
<td>(g)</td>
<td></td>
<td>(h)</td>
<td>(i)</td>
<td>(j)</td>
<td>(k)</td>
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<tr>
<td></td>
<td>294†</td>
<td>277† 27† 39† 238</td>
<td>103‡</td>
<td>80</td>
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<td>(p)</td>
<td>(q)</td>
<td>(r)</td>
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<tr>
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<td>267‡ 32† 42† 257</td>
<td>112‡</td>
<td>83</td>
<td>225</td>
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<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
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<tr>
<td>AXA PPP Healthcare</td>
<td>34%</td>
<td>173† 19† 33† 159</td>
<td>67†</td>
<td>62</td>
<td>140</td>
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<td>(C)</td>
<td>(D)</td>
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<td>(L)</td>
<td>(M)</td>
<td>(N)</td>
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<tr>
<td>Simply-Health</td>
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<td>171† 20† 24† 167</td>
<td>71†</td>
<td>63</td>
<td>147</td>
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<td>(U)</td>
<td>(V)</td>
<td>(W)</td>
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<tr>
<td>WPA</td>
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<td>71†</td>
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<td>2*</td>
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<tr>
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<tr>
<td>(A)</td>
<td>2%</td>
<td>2*</td>
<td></td>
<td></td>
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<tr>
<td>(B)</td>
<td>2%</td>
<td>2*</td>
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C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
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<tr>
<td></td>
<td>(c)</td>
<td>(m)</td>
<td>(p)</td>
<td>(o)</td>
<td>(f)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>391</td>
<td>474</td>
<td>284</td>
<td>270</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>4%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
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<tr>
<td>Don't know</td>
<td>88%</td>
<td>74%</td>
<td>66%</td>
<td>39%</td>
<td>14%</td>
</tr>
<tr>
<td>Do not need to be recognised</td>
<td>15%</td>
<td>27%</td>
<td>32%</td>
<td>28%</td>
<td>27%</td>
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<tr>
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<td>13%</td>
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<tr>
<td>Prefer not to say where work conducted</td>
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<tr>
<td>NET: Any</td>
<td>305</td>
<td>281</td>
<td>263</td>
<td>183</td>
<td>161</td>
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</table>

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C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Insurer</th>
<th>No of hospitals/PPUs</th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<tbody>
<tr>
<td></td>
<td>(x)</td>
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<td>(z)</td>
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<td></td>
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</tr>
<tr>
<td>Aviva</td>
<td>240</td>
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<td></td>
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</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>277</td>
<td>49%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>128</td>
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<td>51%</td>
<td>49%</td>
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<td>101</td>
<td>52%</td>
<td>47%</td>
<td>49%</td>
</tr>
<tr>
<td></td>
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</tr>
<tr>
<td>BUPA</td>
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<td>52%</td>
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<td>47%</td>
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<tr>
<td></td>
<td>125</td>
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<tr>
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<td>96</td>
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<td>20%</td>
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<td>26%</td>
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<td>191</td>
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<td>39%</td>
<td>35%</td>
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<tr>
<td>Benenden Healthcare</td>
<td>2</td>
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<tr>
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<td>2</td>
<td>1%</td>
<td></td>
<td></td>
</tr>
<tr>
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<td>2</td>
<td>2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>4</td>
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</tr>
<tr>
<td>Exeter Friendly Society</td>
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<td></td>
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</tr>
<tr>
<td></td>
<td>3</td>
<td>7%</td>
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<td>1%</td>
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</tr>
</tbody>
</table>

**Notes:**
- Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
- * small base

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total (x)</td>
<td>(b)</td>
</tr>
<tr>
<td></td>
<td>(y)</td>
<td>(c)</td>
</tr>
<tr>
<td></td>
<td>(z)</td>
<td>(d)</td>
</tr>
<tr>
<td></td>
<td>(A)</td>
<td>(E)</td>
</tr>
<tr>
<td></td>
<td>(B)</td>
<td>(F)</td>
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<td></td>
<td>(C)</td>
<td>(G)</td>
</tr>
<tr>
<td></td>
<td>(D)</td>
<td>(Q)</td>
</tr>
<tr>
<td></td>
<td>(E)</td>
<td>(R)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td></td>
<td>31*</td>
<td>100</td>
</tr>
<tr>
<td></td>
<td>151</td>
<td>255</td>
</tr>
<tr>
<td></td>
<td>192</td>
<td>96*</td>
</tr>
<tr>
<td></td>
<td>368</td>
<td>124</td>
</tr>
<tr>
<td></td>
<td>182</td>
<td>58*</td>
</tr>
<tr>
<td></td>
<td>71*</td>
<td></td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>5</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>3</td>
<td></td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>-</td>
<td></td>
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<tr>
<td></td>
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<tr>
<td></td>
<td>-</td>
<td></td>
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<tr>
<td></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Don’t know</td>
<td>68</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td>Do not need to be recognised</td>
<td>157</td>
<td>28%</td>
</tr>
<tr>
<td></td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>30%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>35%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>39%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>24%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>32%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>39%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>35%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>30%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>Do not conduct work in</td>
<td>13</td>
<td>2%</td>
</tr>
<tr>
<td>either a private hospital or</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>PPU</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>Prefer not to say where work</td>
<td>7</td>
<td>1%</td>
</tr>
<tr>
<td>conducted</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td>NET: Any</td>
<td>365</td>
<td>54%</td>
</tr>
<tr>
<td></td>
<td>40%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>49%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>54%</td>
<td></td>
</tr>
</tbody>
</table>

**Significance testing has been carried out within each break.**

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
<td>BUPA</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td></td>
<td>470</td>
</tr>
<tr>
<td>Aviva</td>
<td>340</td>
<td></td>
<td></td>
<td>340</td>
</tr>
<tr>
<td>AXA/PPH Healthcare</td>
<td>277</td>
<td></td>
<td></td>
<td>243</td>
</tr>
<tr>
<td></td>
<td>299</td>
<td></td>
<td></td>
<td>56%</td>
</tr>
<tr>
<td>BUPA</td>
<td>192</td>
<td></td>
<td></td>
<td>168</td>
</tr>
<tr>
<td>Simply Health</td>
<td>186</td>
<td></td>
<td></td>
<td>162</td>
</tr>
<tr>
<td></td>
<td>191</td>
<td></td>
<td></td>
<td>166</td>
</tr>
<tr>
<td>WPA</td>
<td>2</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>Benenden Healthcare</td>
<td>2</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>Cigna</td>
<td>9</td>
<td></td>
<td></td>
<td>9</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>6</td>
<td></td>
<td></td>
<td>5</td>
</tr>
<tr>
<td>Groupama</td>
<td>2</td>
<td></td>
<td></td>
<td>2</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

C7 By which of these private medical insurers does the private hospital or PPU need to be recognised?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Hospital</td>
<td>PPU</td>
<td>BUPA - yes</td>
</tr>
<tr>
<td></td>
<td>(H)</td>
<td>(I)</td>
<td>(L)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>9%</td>
<td>5%</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>88%</td>
<td>68%</td>
<td>22%</td>
</tr>
<tr>
<td>Net: All</td>
<td>305</td>
<td>258</td>
<td>44%</td>
</tr>
</tbody>
</table>

Proportions/Mean: Columns tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013
C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?
Base: All who work as a private consultant in either a private hospital or PPU
Proportion of

Total

Total

550

NonEngland England
(a)
(b)
484

66*

Greater
London
(e)
84*

UK minus
Greater
London
(f)
466

Country
UK minus
Greater
London - urban
(g)
192

Surgeon
UK minus
Greater
London - rural
(h)
139

England
minus Greater
London
(i)
400

Surgeon Non-surgeon
(l)
(m)
380

170

Role in patient interface

Anaesthetist
(n)

Nonanaethetists
(Z)

100

450

Mostly
main
(o)

Experience

Sometimes
main
Not main
(p)
(q)
455

31*

64*

High
(r)

Size of business

Low
(s)

274

High
(t)

274

private patients

Low
(u)
264

High
(v)

254

Low
(w)

334

190

I cannot work in any other
private hospitals or PPUs at
all

10
2%

8
2%

2
3%

2
2%

8
2%

4
2%

1
1%

6
2%

6
2%

4
2%

1
1%

9
2%

9
2%

1
3%

-

5
2%

5
2%

5
2%

4
2%

6
2%

3
2%

I am restricted in the
number of private hospitals
or PPUs I can work in

10
2%

8
2%

2
3%

1
1%

9
2%

4
2%

4
3%

7
2%

7
2%

3
2%

1
1%

9
2%

9
2%

-

1
2%

5
2%

5
2%

3
1%

7
3%

5
1%

5
3%

I am restricted in the
amount of work I can do in
other private hospitals or
PPUs

19
3%

18
4%

1
2%

1
1%

18
4%

10
5%

2
1%

17
4%
h

10
3%

9
5%

2
2%

17
4%
l

16
4%

2
6%

1
2%

8
3%

10
4%

9
3%

8
3%

15
4%

4
2%

474
86%

422
87%

52
79%

75
89%

399
86%

164
85%

124
89%
b

347
87%

336
88%
m

138
81%

83
83%

391
87%
m

397
87%

25
81%

52
81%

234
85%

240
88%

232
88%

215
85%

292
87%

163
86%

Don’t know

22
4%

18
4%

4
6%

3
4%

19
4%

5
3%

3
2%

15
4%

11
3%

11
6%
lZ

8
8%
lZ

14
3%

12
3%

3
10%
o

7
11%
o

9
3%

12
4%

3
1%

17
7%
t

5
1%

12
6%
v

I am restricted by insurance
reimbursement/policy

3
1%

3
1%

-

-

3
1%

3
2%

-

3
1%

3
1%

-

1
1%

2
*

2
*

1
3%

-

2
1%

1
*

3
1%

-

3
1%

-

I am restricted by time and
location for operation

2
*

2
*

-

-

2
*

2
1%

-

2
1%

1
*

1
1%

1
1%

1
*

2
*

-

-

2
1%

-

2
1%

-

2
1%

-

I am restricted in time
arrangement

3
1%

-

-

3
1%

1
1%

1
1%

-

2
1%

1
1%

2
2%
Z

1
*

2
*

-

1
2%

2
1%

1
*

2
1%

1
*

2
1%

1
1%

Restricted in some other way

9
2%

7
1%

2
2%

7
2%

2
1%

3
2%

5
1%

6
2%

3
2%

1
1%

8
2%

7
2%

-

2
3%

8
3%
s

1
*

6
2%

3
1%

5
1%

3
2%

No - I am not restricted in
any way

3
5%
afghi
2
3%

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
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### An Assessment of the Private Healthcare Market - Consultants survey

**C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?**

**Base: All who work as a private consultant in either a private hospital or PPU**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Low</td>
<td>High</td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td></td>
<td>sometimes main</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td></td>
<td>not main</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td></td>
<td>High</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td></td>
<td>High</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
<td>Low</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

*small base*

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>No of hospitals/PPUs worked in</th>
<th>Size/proportion integrated</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large or mostly private</td>
<td>Private hospital - solo</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>Private hospital + PPU</td>
</tr>
<tr>
<td></td>
<td>(y)</td>
<td>Any PPU</td>
</tr>
<tr>
<td></td>
<td>(z)</td>
<td>Solus PPU</td>
</tr>
<tr>
<td></td>
<td>16+</td>
<td>Consulting rooms</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>368</td>
</tr>
</tbody>
</table>

I cannot work in any other private hospitals or PPUs at

<table>
<thead>
<tr>
<th>No - I am not restricted in any way</th>
<th>Total</th>
<th>Large or mostly private</th>
<th>Mostly private</th>
<th>Small/ minority private</th>
<th>Size/proportion integrated</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(a)</td>
<td>(b)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>229</td>
<td>31*</td>
<td>98*</td>
<td>145</td>
<td>255</td>
</tr>
<tr>
<td>I cannot work in any other private hospitals or PPUs at</td>
<td></td>
<td>4%</td>
<td>2%</td>
<td>2%</td>
<td>1%</td>
<td>5%</td>
</tr>
<tr>
<td>I am restricted in the number of private hospitals or PPUs I can work in</td>
<td></td>
<td>4%</td>
<td>3%</td>
<td>1%</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td>I am restricted in the amount of work I can do in other private hospitals or PPUs</td>
<td></td>
<td>3%</td>
<td>4%</td>
<td>2%</td>
<td>1%</td>
<td>3%</td>
</tr>
<tr>
<td>No - I am not restricted in any way</td>
<td></td>
<td>100</td>
<td>97%</td>
<td>90%</td>
<td>85%</td>
<td>218</td>
</tr>
<tr>
<td>Don’t know</td>
<td></td>
<td>4%</td>
<td>3%</td>
<td>2%</td>
<td>1%</td>
<td>4%</td>
</tr>
<tr>
<td>I am restricted by insurance reimbursement/policy</td>
<td></td>
<td>3%</td>
<td>3%</td>
<td>2%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>I am restricted by time and location for operation</td>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>I am restricted in time arrangement</td>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Restricted in some other way</td>
<td></td>
<td>2%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

Total: 550

12 Feb 2013

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/l/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

#### C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

**Base:** All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/mostly private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td></td>
</tr>
<tr>
<td>NET: I am restricted</td>
<td>53</td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Restriction in number of hospitals/amount of time</td>
<td>27</td>
<td>8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large/mostly private</td>
<td>229</td>
<td>31*</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>98*</td>
<td></td>
</tr>
<tr>
<td>Small/ mostly private</td>
<td>145</td>
<td></td>
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<tr>
<td>1</td>
<td>255</td>
<td>96*</td>
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<tr>
<td>2</td>
<td>192</td>
<td></td>
</tr>
<tr>
<td>3+</td>
<td>368</td>
<td></td>
</tr>
<tr>
<td>Private hospital - solus</td>
<td>124</td>
<td></td>
</tr>
<tr>
<td>Private hospital - solus + PPU</td>
<td>182</td>
<td></td>
</tr>
<tr>
<td>Any PPU</td>
<td>58*</td>
<td></td>
</tr>
<tr>
<td>Solus</td>
<td>67*</td>
<td></td>
</tr>
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**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

*small base*

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (J)</td>
<td>PPU (K)</td>
<td>51% or more (L)</td>
</tr>
<tr>
<td>Total</td>
<td>550</td>
<td>482</td>
<td>98*</td>
</tr>
<tr>
<td>I cannot work in any other private hospitals or PPUs at all</td>
<td>19</td>
<td>11</td>
<td>8</td>
</tr>
<tr>
<td>I am restricted in the number of private hospitals or PPUs I can work in</td>
<td>2%</td>
<td>1%</td>
<td>4%</td>
</tr>
<tr>
<td>I am restricted in the amount of work I can do in other private hospitals or PPUs</td>
<td>3%</td>
<td>2%</td>
<td>8%</td>
</tr>
<tr>
<td>No - I am not restricted in any way</td>
<td>474</td>
<td>400</td>
<td>74</td>
</tr>
<tr>
<td>Don’t know</td>
<td>22</td>
<td>14</td>
<td>8</td>
</tr>
<tr>
<td>I am restricted by insurance reimbursement/policy</td>
<td>3%</td>
<td>3%</td>
<td>8%</td>
</tr>
<tr>
<td>I am restricted by time and location for operation</td>
<td>2%</td>
<td>2%</td>
<td>7%</td>
</tr>
<tr>
<td>I am restricted in time arrangement</td>
<td>3%</td>
<td>2%</td>
<td>7%</td>
</tr>
<tr>
<td>Restricted in some other way</td>
<td>2%</td>
<td>8%</td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/l/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

Base: All who work as a private consultant in either a private hospital or PPU

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital (%)</td>
<td>PPU (%)</td>
<td>51% or more (%)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>550</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>NET: I am restricted</td>
<td>53</td>
<td>8%</td>
<td>16%</td>
<td>10%</td>
</tr>
<tr>
<td>NET: Restriction in number of hospitals/amount of time</td>
<td>27</td>
<td>8%</td>
<td>1%</td>
<td>6%</td>
</tr>
</tbody>
</table>

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### An Assessment of the Private Healthcare Market - Consultants survey

**C9** In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td></td>
<td></td>
<td></td>
<td>Total (a)</td>
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<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>465</td>
</tr>
<tr>
<td>I cannot work in any other private hospitals or PPUs at all</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>I am restricted in the number of private hospitals or PPUs I can work in</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>I am restricted in the amount of work I can do in other private hospitals or PPUs</td>
<td>3%</td>
<td>4%</td>
<td>5%</td>
<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>I am restricted in some other way (specify)</td>
<td>3%</td>
<td>4%</td>
<td>5%</td>
<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>No - I am not restricted in any way</td>
<td>474</td>
<td>422</td>
<td>50</td>
<td>45</td>
<td>309</td>
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<tr>
<td>Don't know</td>
<td>22</td>
<td>18</td>
<td>4</td>
<td>3</td>
<td>19</td>
</tr>
<tr>
<td>Do not conduct work in other a private hospital or PPU</td>
<td>13</td>
<td>10</td>
<td>3</td>
<td>1</td>
<td>12</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>7</td>
<td>3</td>
<td>1</td>
<td>1</td>
<td>7</td>
</tr>
<tr>
<td>I am restricted by insurance reimbursement/policy</td>
<td>3</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>I am restricted by time and location for operation</td>
<td>2</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>2</td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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Base: All respondents

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<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - I/m/n/Z - o/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/i - J/K - L/M/N/O/P - S/T/U

*small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Private</td>
</tr>
<tr>
<td></td>
<td>hospital</td>
</tr>
<tr>
<td></td>
<td>- solus</td>
</tr>
<tr>
<td>Total private private private private</td>
<td>1</td>
</tr>
<tr>
<td>Total</td>
<td>235</td>
</tr>
<tr>
<td>I cannot work in any other private hospitals or PPUs at all</td>
<td>4</td>
</tr>
<tr>
<td>I am restricted in the number of private hospitals or PPUs I can work in</td>
<td>3</td>
</tr>
<tr>
<td>I am restricted in the amount of work I can do in other private hospitals or PPUs</td>
<td>9</td>
</tr>
<tr>
<td>I am restricted in some other way (specify)</td>
<td>11</td>
</tr>
<tr>
<td>No - I am not restricted in any way</td>
<td>200</td>
</tr>
<tr>
<td>Don’t know</td>
<td>85</td>
</tr>
<tr>
<td>Do not conduct work in either a private hospital or PPU</td>
<td>9</td>
</tr>
<tr>
<td>Prefer not to say where work conducted</td>
<td>5</td>
</tr>
<tr>
<td>I am restricted by insurance reimbursement/policy</td>
<td>3</td>
</tr>
<tr>
<td>I am restricted by time and location for operation</td>
<td>2</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

* small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Private hospital</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>I am restricted in time arrangement</td>
<td></td>
<td>192</td>
</tr>
<tr>
<td>Restricted in some other way</td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>NET: I am restricted</td>
<td>53</td>
<td>11%</td>
</tr>
<tr>
<td>NET: Restriction in number of hospitals/amount of time</td>
<td>27</td>
<td>9%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Private hospital</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>I am restricted in time arrangement</td>
<td></td>
<td>192</td>
</tr>
<tr>
<td>Restricted in some other way</td>
<td></td>
<td>1%</td>
</tr>
<tr>
<td>NET: I am restricted</td>
<td>53</td>
<td>11%</td>
</tr>
<tr>
<td>NET: Restriction in number of hospitals/amount of time</td>
<td>27</td>
<td>9%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proportion of self-pay</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BUPA - yes</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
</tr>
<tr>
<td>BUPA - no</td>
<td>4</td>
<td></td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>AXA - yes</td>
<td>4</td>
<td></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>AXA - no</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>In consultant group</th>
<th>Not in consultant group</th>
<th>Aware of one locally</th>
<th>Not aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>I cannot work in any other private hospitals or PPUs at all</td>
<td>106</td>
<td>73</td>
<td>69</td>
<td>82</td>
</tr>
<tr>
<td>I am restricted by my main private hospital or PPU in the number of private hospitals or PPUs I can work in</td>
<td>105</td>
<td>71*</td>
<td>69</td>
<td>82</td>
</tr>
<tr>
<td>I am restricted by the amount of work I can do in other private hospitals or PPUs</td>
<td>58</td>
<td>40*</td>
<td>69</td>
<td>82</td>
</tr>
<tr>
<td>I am restricted in some other way (specify)</td>
<td>111</td>
<td>106</td>
<td>258</td>
<td>69</td>
</tr>
<tr>
<td>No - I am not restricted in any way</td>
<td>474</td>
<td>400</td>
<td>74</td>
<td>82</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Don't know</th>
<th>Conduct in another private hospital or PPU</th>
<th>Prefer not to say where work conducted</th>
<th>I am restricted by insurance reimbursement/policy</th>
<th>I am restricted by time and location for operation</th>
</tr>
</thead>
<tbody>
<tr>
<td>22</td>
<td>14</td>
<td>8</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>3%</td>
<td>9</td>
<td>4%</td>
<td>2%</td>
<td>3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>in consultant group</th>
<th>Not in consultant group</th>
<th>Aware of one locally</th>
<th>Not aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>I cannot work in any other private hospitals or PPUs at all</td>
<td>106</td>
<td>73</td>
<td>69</td>
<td>82</td>
</tr>
<tr>
<td>I am restricted by my main private hospital or PPU in the number of private hospitals or PPUs I can work in</td>
<td>105</td>
<td>71*</td>
<td>69</td>
<td>82</td>
</tr>
<tr>
<td>I am restricted by the amount of work I can do in other private hospitals or PPUs</td>
<td>58</td>
<td>40*</td>
<td>69</td>
<td>82</td>
</tr>
<tr>
<td>I am restricted in some other way (specify)</td>
<td>111</td>
<td>106</td>
<td>258</td>
<td>69</td>
</tr>
<tr>
<td>No - I am not restricted in any way</td>
<td>474</td>
<td>400</td>
<td>74</td>
<td>82</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Do not conduct work in another private hospital or PPU</th>
<th>Prefer not to say where work conducted</th>
<th>I am restricted by insurance reimbursement/policy</th>
<th>I am restricted by time and location for operation</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>-</td>
<td>-</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>-</td>
<td>-</td>
<td>2%</td>
<td>3%</td>
</tr>
</tbody>
</table>

- * small base

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/t/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

C9 In which, if any, of these ways are you restricted by your main private hospital or PPU in the private work you can do in other private hospitals or PPUs?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital (%)</td>
<td>PPU (%)</td>
<td>BUPA (%)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>51% or more (%)</td>
<td>50% or less (%)</td>
<td>- yes (%)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>482 (84.9)</td>
<td>187 (32.8)</td>
<td>470 (82.4)</td>
</tr>
<tr>
<td>I am restricted in time arrangement</td>
<td>7%</td>
<td>2 (1.0)</td>
<td>5 (2.85)</td>
<td>3 (0.52)</td>
</tr>
<tr>
<td>Restricted in some other way</td>
<td>2%</td>
<td>8 (1.5)</td>
<td>7 (1.2)</td>
<td>7 (1.2)</td>
</tr>
<tr>
<td>NET: I am restricted</td>
<td>9%</td>
<td>37 (6.5)</td>
<td>16 (2.8)</td>
<td>21 (3.6)</td>
</tr>
<tr>
<td>NET: Restriction in number of hospitals/amount of time</td>
<td>5%</td>
<td>16 (2.8)</td>
<td>11 (1.9)</td>
<td>10 (1.7)</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - L/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>County</th>
<th>Surveymonot</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Total</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetists</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>128</td>
<td>370</td>
<td>499</td>
<td>474</td>
</tr>
<tr>
<td>1 (1)</td>
<td>180</td>
<td>6*</td>
<td>128</td>
<td>428</td>
<td>452</td>
</tr>
<tr>
<td>2 (2)</td>
<td>169</td>
<td>58*</td>
<td>119</td>
<td>51</td>
<td>128</td>
</tr>
<tr>
<td>3 (3)</td>
<td>506</td>
<td>128</td>
<td>370</td>
<td>499</td>
<td>474</td>
</tr>
<tr>
<td>4 (4)</td>
<td>506</td>
<td>128</td>
<td>370</td>
<td>499</td>
<td>474</td>
</tr>
<tr>
<td>5 or more (5)</td>
<td>506</td>
<td>128</td>
<td>370</td>
<td>499</td>
<td>474</td>
</tr>
<tr>
<td>I do not discuss these options with patients (0)</td>
<td>506</td>
<td>128</td>
<td>370</td>
<td>499</td>
<td>474</td>
</tr>
<tr>
<td>Don't Know</td>
<td>506</td>
<td>128</td>
<td>370</td>
<td>499</td>
<td>474</td>
</tr>
<tr>
<td>NET: 2 or more</td>
<td>506</td>
<td>128</td>
<td>370</td>
<td>499</td>
<td>474</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
Small base; ** very small base (under 30) ineligible for sig testing
Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (a)</td>
<td>Small/mostly private (b)</td>
</tr>
<tr>
<td></td>
<td>Total (x)</td>
<td>(z)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>214</td>
</tr>
<tr>
<td>1 (1)</td>
<td>180</td>
<td>75</td>
</tr>
<tr>
<td>2 (2)</td>
<td>169</td>
<td>72</td>
</tr>
<tr>
<td>3 (3)</td>
<td>59</td>
<td>14</td>
</tr>
<tr>
<td>4 (4)</td>
<td>5</td>
<td>4</td>
</tr>
<tr>
<td>5 or more (5)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>I do not discuss these options with patients (0)</td>
<td>128</td>
<td>48</td>
</tr>
<tr>
<td>6 (6)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Don't know</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>NET: 2 or more</td>
<td>188</td>
<td>91</td>
</tr>
<tr>
<td></td>
<td>37%</td>
<td>43%</td>
</tr>
</tbody>
</table>

| Mean                       | 1.18 | 1.32 | 1.28 | 1.00 | 0.89 | 1.45 | 1.50 | 1.16 | 1.46 | 1.26 | 0.84 | 1.48 |
| Standard Deviation         | 0.93 | 0.98 | 0.88 | 0.84 | 0.72 | 0.85 | 1.22 | 0.92 | 0.69 | 0.90 | 0.78 | 0.90 |
| Standard Error             | 0.041 | 0.067 | 0.098 | 0.072 | 0.048 | 0.066 | 0.131 | 0.065 | 0.086 | 0.071 | 0.110 | 0.108 |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/o/p - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPU do you typically suggest to your patient to choose from?**

**Base: All those who are usually or sometimes the main consultant**

<table>
<thead>
<tr>
<th>Main Workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
</tr>
<tr>
<td></td>
<td>(H)</td>
<td>(I)</td>
<td>(J)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>506</td>
<td>399</td>
<td>87*</td>
</tr>
<tr>
<td><strong>1 (1)</strong></td>
<td>180</td>
<td>145</td>
<td>50%</td>
</tr>
<tr>
<td><strong>2 (2)</strong></td>
<td>191</td>
<td>125</td>
<td>65%</td>
</tr>
<tr>
<td><strong>3 (3)</strong></td>
<td>23</td>
<td>20</td>
<td>8%</td>
</tr>
<tr>
<td><strong>4 (4)</strong></td>
<td>11</td>
<td>4</td>
<td>3%</td>
</tr>
<tr>
<td><strong>5 or more (5)</strong></td>
<td>1</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td><strong>I do not discuss these options with patients (0)</strong></td>
<td>132</td>
<td>101</td>
<td>29%</td>
</tr>
<tr>
<td><strong>Don't know</strong></td>
<td>6</td>
<td>3</td>
<td>1%</td>
</tr>
<tr>
<td><strong>NET: 2 or more</strong></td>
<td>188</td>
<td>160</td>
<td>33%</td>
</tr>
</tbody>
</table>

**Significance testing has been carried out within each break.**

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?

Base: All

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>England (a)</td>
<td>Non-England (b)</td>
<td>Greater London (c)</td>
<td>Greater London - urban (d)</td>
<td>Greater London - rural (e)</td>
<td>Non-anaesthetists (f)</td>
</tr>
<tr>
<td>Total 570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
<td>197</td>
</tr>
<tr>
<td>(1)</td>
<td>180*</td>
<td>25%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(2)</td>
<td>168</td>
<td>11</td>
<td>29</td>
<td>130</td>
<td>51</td>
</tr>
<tr>
<td>(3)</td>
<td>23</td>
<td>11</td>
<td>7</td>
<td>17</td>
<td>9</td>
</tr>
<tr>
<td>4 (4)</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5 or more (5)</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>I do not discuss these options with patients (0)</td>
<td>122</td>
<td>23%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(4)</td>
<td>64</td>
<td>11%</td>
<td>1</td>
<td>11%</td>
<td>7</td>
</tr>
<tr>
<td>Not usually or sometimes the main consultant (1)</td>
<td>64</td>
<td>11%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: 2 or more</td>
<td>188</td>
<td>35%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean 1.18</td>
<td>1.22</td>
<td>1.3</td>
<td>1.16</td>
<td>1.24</td>
<td>1.14</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - L/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
An Assessment of the Private Healthcare Market - Consultants survey

D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?

Base: All

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
<td>197</td>
<td>142</td>
<td>416</td>
<td>391</td>
<td>179</td>
<td>102</td>
<td>468</td>
<td>474</td>
<td>32*</td>
<td>64*</td>
<td>284</td>
<td>283</td>
<td>270</td>
<td>263</td>
<td>342</td>
<td>197</td>
</tr>
<tr>
<td>0.93</td>
<td>0.94</td>
<td>0.77</td>
<td>1.12</td>
<td>0.88</td>
<td>0.88</td>
<td>0.84</td>
<td>0.89</td>
<td>0.90</td>
<td>0.98</td>
<td>0.96</td>
<td>0.91</td>
<td>0.91</td>
<td>1.16</td>
<td>-</td>
<td>0.97</td>
<td>0.86</td>
<td>0.97</td>
<td>0.86</td>
<td>0.95</td>
<td>0.85</td>
</tr>
<tr>
<td>0.039</td>
<td>0.042</td>
<td>0.093</td>
<td>0.122</td>
<td>0.040</td>
<td>0.063</td>
<td>0.071</td>
<td>0.044</td>
<td>0.046</td>
<td>0.014</td>
<td>0.095</td>
<td>0.042</td>
<td>0.042</td>
<td>0.205</td>
<td>-</td>
<td>0.051</td>
<td>0.053</td>
<td>0.051</td>
<td>0.053</td>
<td>0.052</td>
<td>0.051</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/o - q - s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?

Base: All

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1 (b)</td>
<td>2 (c)</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Large/mostly minority</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small/mostly minority</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(b)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(c)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Total | 570 | 236 | 31* | 100 | 151 | 255 | 192 | 96* |
| 1 (1) | 160 | 32% |     |     |     |     |     |     |
| 2 (2) | 159 | 29% |     |     |     |     |     |     |
| 3 (3) | 23  | 4%  |     |     |     |     |     |     |
| 4 (4) | 5   | 1%  |     |     |     |     |     |     |
| 5 or more (5) | 1 |     |     |     |     |     |     |     |

I do not discuss these options with patients (0)

| Total | 570 | 236 | 31* | 100 | 151 | 255 | 192 | 96* |
| 1 (1) | 160 | 32% |     |     |     |     |     |     |
| 2 (2) | 159 | 29% |     |     |     |     |     |     |
| 3 (3) | 23  | 4%  |     |     |     |     |     |     |
| 4 (4) | 5   | 1%  |     |     |     |     |     |     |
| 5 or more (5) | 1 |     |     |     |     |     |     |     |

| Mean | 1.18 | 128 | 1.2A | 1.30 | 0.9B | 1.46 | 1.5B | 1.90 |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?

Base: All

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>(a)</td>
<td>(b)</td>
</tr>
<tr>
<td>Large/mostly minority</td>
<td>(y)</td>
<td>(e)</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>(z)</td>
<td>(h)</td>
</tr>
<tr>
<td>Small/mostly minority</td>
<td>(A)</td>
<td>(k)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>Standard Deviation</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/n/g/h/1 - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base
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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
## An Assessment of the Private Healthcare Market - Consultants survey

**D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?**

*Base: All*

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td></td>
<td>BUPA - yes</td>
<td>BUPA - no</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hospital</td>
<td>PPU</td>
<td>(n)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
</tr>
<tr>
<td>1 (1)</td>
<td>158</td>
<td>145</td>
</tr>
<tr>
<td>32%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Total</td>
<td>2 (2)</td>
<td>159</td>
</tr>
<tr>
<td>24%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Total</td>
<td>3 (3)</td>
<td>23</td>
</tr>
<tr>
<td>4%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Total</td>
<td>4 (4)</td>
<td>5</td>
</tr>
<tr>
<td>7%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Total</td>
<td>5 or more (5)</td>
<td>1</td>
</tr>
<tr>
<td>51% or more</td>
<td>50% or less</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>132</td>
<td>161</td>
</tr>
<tr>
<td>23%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Don't know</td>
<td>6</td>
<td>3</td>
</tr>
<tr>
<td>7%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Not usually or sometimes the main consultant</td>
<td>64</td>
<td>63</td>
</tr>
<tr>
<td>11%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>NET: 2 or more</td>
<td>188</td>
<td>150</td>
</tr>
<tr>
<td>32%</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Mean</td>
<td>1.18</td>
<td>1.20</td>
</tr>
</tbody>
</table>

*Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.*
An Assessment of the Private Healthcare Market - Consultants survey

D1 When you are discussing treatment/test options with a private patient, how many private hospitals or PPUs do you typically suggest to your patient to choose from?

Base: All

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>482</td>
<td>98*</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.93</td>
<td>0.93</td>
<td>0.86</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.039</td>
<td>0.034</td>
<td>0.087</td>
</tr>
</tbody>
</table>

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

Base: All who suggest more than one private hospital/PPU for their patient to choose from or don’t know how many

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Country</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Mostly main</td>
</tr>
<tr>
<td>England (a)</td>
<td>Greater London (b)</td>
<td>Greater London - urban (c)</td>
<td>Greater London - rural (d)</td>
</tr>
<tr>
<td>Total</td>
<td>194</td>
<td>181</td>
<td>38*</td>
</tr>
<tr>
<td>Always (3)</td>
<td>14</td>
<td>12</td>
<td>4</td>
</tr>
<tr>
<td>Usually (2)</td>
<td>59</td>
<td>57</td>
<td>12</td>
</tr>
<tr>
<td>Sometimes (1)</td>
<td>83</td>
<td>75</td>
<td>18</td>
</tr>
<tr>
<td>Never (0)</td>
<td>30</td>
<td>29</td>
<td>2</td>
</tr>
<tr>
<td>Don’t know</td>
<td>8</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>NET: Always/usually</td>
<td>73</td>
<td>69</td>
<td>16</td>
</tr>
<tr>
<td>Mean</td>
<td>1.31</td>
<td>1.30</td>
<td>1.50</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.83</td>
<td>0.83</td>
<td>0.77</td>
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<tr>
<td>Standard Error</td>
<td>0.060</td>
<td>0.062</td>
<td>0.126</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

Base: All who suggest more than one private hospital/PPU for their patient to choose from or don’t know how many

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
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<td></td>
<td>Large/mostly private (a)</td>
<td>Small/mostly private (b)</td>
<td>Small/ minority private (c)</td>
</tr>
<tr>
<td>Total</td>
<td>194</td>
<td>91*</td>
<td>34*</td>
</tr>
<tr>
<td>Always (3)</td>
<td>14</td>
<td>10</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>17%</td>
<td>6%</td>
</tr>
<tr>
<td>Usually (2)</td>
<td>59</td>
<td>37</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>30%</td>
<td>30%</td>
<td>35%</td>
</tr>
<tr>
<td>Sometimes (1)</td>
<td>83</td>
<td>44</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>43%</td>
<td>48%</td>
<td>38%</td>
</tr>
<tr>
<td>Never (0)</td>
<td>30</td>
<td>10</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>15%</td>
<td>17%</td>
<td>21%</td>
</tr>
<tr>
<td>Don't know</td>
<td>8</td>
<td>-1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>-1</td>
<td>-1</td>
</tr>
<tr>
<td>NET: Always/usually</td>
<td>73</td>
<td>37</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>58%</td>
<td>41%</td>
<td>41%</td>
</tr>
<tr>
<td>Mean</td>
<td>1.31</td>
<td>1.41</td>
<td>1.26</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.83</td>
<td>0.83</td>
<td>0.86</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.060</td>
<td>0.087</td>
<td>0.148</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

**D2** When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

**Base:** All who suggest more than one private hospital/PPU for their patient to choose from or don’t know how many

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total (K)</td>
<td>Hospital (L)</td>
<td>PPU (O)</td>
<td>50% or less (P)</td>
<td>BLPA - yes (Q)</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>Total</td>
<td>194</td>
<td>153</td>
<td>34*</td>
<td>78*</td>
<td>167</td>
</tr>
<tr>
<td>Always (3)</td>
<td>14</td>
<td>11</td>
<td>3</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>Usually (2)</td>
<td>59</td>
<td>48</td>
<td>11</td>
<td>30%</td>
<td>29%</td>
</tr>
<tr>
<td>Sometimes (1)</td>
<td>83</td>
<td>69</td>
<td>12</td>
<td>43%</td>
<td>46%</td>
</tr>
<tr>
<td>Never (0)</td>
<td>30</td>
<td>21</td>
<td>6</td>
<td>15%</td>
<td>14%</td>
</tr>
<tr>
<td>Don't know</td>
<td>8</td>
<td>4</td>
<td>2</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>NET: Always/usually</td>
<td>73</td>
<td>50</td>
<td>14</td>
<td>38%</td>
<td>39%</td>
</tr>
<tr>
<td><strong>Mean</strong></td>
<td>1.31</td>
<td>1.33</td>
<td>1.34</td>
<td><strong>1.31</strong></td>
<td>1.27</td>
</tr>
<tr>
<td><strong>Standard Deviation</strong></td>
<td>0.83</td>
<td>0.81</td>
<td>0.90</td>
<td>0.69</td>
<td>0.83</td>
</tr>
<tr>
<td><strong>Standard Error</strong></td>
<td>0.060</td>
<td>0.066</td>
<td>0.165</td>
<td>0.078</td>
<td>0.066</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - t/u - v/w/x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon (m)</td>
<td>Non-surgeon (m)</td>
<td>Anesthetist (m)</td>
<td>Non-anesthetists (m)</td>
<td>Mostly (m)</td>
</tr>
<tr>
<td></td>
<td>366</td>
<td>414</td>
<td>47</td>
<td>459</td>
<td>474</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>448</td>
<td>78</td>
<td>428</td>
<td>171</td>
</tr>
<tr>
<td>Always (3)</td>
<td>3%</td>
<td>3%</td>
<td>6%</td>
<td>13</td>
<td>12</td>
</tr>
<tr>
<td>Usually (2)</td>
<td>72%</td>
<td>19%</td>
<td>6%</td>
<td>17</td>
<td>46</td>
</tr>
<tr>
<td>Sometimes (1)</td>
<td>15%</td>
<td>14%</td>
<td>13%</td>
<td>19</td>
<td>57</td>
</tr>
<tr>
<td>Never (0)</td>
<td>30%</td>
<td>29%</td>
<td>11%</td>
<td>27</td>
<td>21</td>
</tr>
<tr>
<td>Don't know (a)</td>
<td>39%</td>
<td>38%</td>
<td>19%</td>
<td>139</td>
<td>53</td>
</tr>
<tr>
<td>Do not suggest more than one</td>
<td>26%</td>
<td>25%</td>
<td>17%</td>
<td>123</td>
<td>53</td>
</tr>
<tr>
<td>I do not discuss these options</td>
<td>7%</td>
<td>6%</td>
<td>3%</td>
<td>132</td>
<td>53</td>
</tr>
<tr>
<td>NET: Always/usual</td>
<td>73%</td>
<td>72%</td>
<td>61%</td>
<td>972</td>
<td>453</td>
</tr>
<tr>
<td>Mean</td>
<td>32%</td>
<td>30%</td>
<td>20%</td>
<td>29</td>
<td>86</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.83</td>
<td>0.83</td>
<td>0.83</td>
<td>0.83</td>
<td>0.83</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.037</td>
<td>0.039</td>
<td>0.039</td>
<td>0.039</td>
<td>0.039</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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**An Assessment of the Private Healthcare Market - Consultants survey**

**D2** When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
<th>Consulting rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Small/ mostly private</td>
<td>Small/ minority private</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>214</td>
<td>81*</td>
</tr>
<tr>
<td>Always (3)</td>
<td>14%</td>
<td>10</td>
<td>3%</td>
</tr>
<tr>
<td>Usually (2)</td>
<td>12%</td>
<td>27</td>
<td>12</td>
</tr>
<tr>
<td>Sometimes (1)</td>
<td>8%</td>
<td>44</td>
<td>13</td>
</tr>
<tr>
<td>Never (0)</td>
<td>2%</td>
<td>10</td>
<td>7</td>
</tr>
<tr>
<td>Don’t know</td>
<td>8%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Do not suggest more than one</td>
<td>50%</td>
<td>75</td>
<td>32</td>
</tr>
<tr>
<td>I do not discuss these options</td>
<td>26%</td>
<td>48</td>
<td>15</td>
</tr>
<tr>
<td>NET: Always/usually</td>
<td>14%</td>
<td>37</td>
<td>14</td>
</tr>
</tbody>
</table>

**Proportions/Mean: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H) PPU (I)</td>
<td>51% or more (J)</td>
<td>BUPA - yes (L)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>50% or less (K)</td>
<td>BUPA - no (M)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA - yes (N)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA - no (O)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>in consultant group (S)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Not in consultant group (T)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>of one locally</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(U)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>399 87*</td>
<td>43* 168</td>
</tr>
<tr>
<td></td>
<td>506</td>
<td>399 87*</td>
<td>43* 168</td>
</tr>
<tr>
<td>Always (3)</td>
<td>14</td>
<td>11 3 3%</td>
<td>12 15 2%</td>
</tr>
<tr>
<td></td>
<td>14</td>
<td>11 3 3%</td>
<td>12 15 2%</td>
</tr>
<tr>
<td>Usually (2)</td>
<td>59</td>
<td>48 11 4%</td>
<td>48 11 4%</td>
</tr>
<tr>
<td></td>
<td>59</td>
<td>48 11 4%</td>
<td>48 11 4%</td>
</tr>
<tr>
<td>Sometimes (1)</td>
<td>83</td>
<td>65 13 17%</td>
<td>78 9 17%</td>
</tr>
<tr>
<td></td>
<td>83</td>
<td>65 13 17%</td>
<td>78 9 17%</td>
</tr>
<tr>
<td>Never (0)</td>
<td>30</td>
<td>21 6 2%</td>
<td>28 6 7%</td>
</tr>
<tr>
<td></td>
<td>30</td>
<td>21 6 2%</td>
<td>28 6 7%</td>
</tr>
<tr>
<td>Don't Know</td>
<td>9</td>
<td>4 2 7%</td>
<td>5 4 3%</td>
</tr>
<tr>
<td></td>
<td>9</td>
<td>4 2 7%</td>
<td>5 4 3%</td>
</tr>
<tr>
<td>Do not suggest more than one</td>
<td>180</td>
<td>145 30 26%</td>
<td>150 30 41%</td>
</tr>
<tr>
<td></td>
<td>180</td>
<td>145 30 26%</td>
<td>150 30 41%</td>
</tr>
<tr>
<td>I do not discuss these options</td>
<td>132</td>
<td>103 23%</td>
<td>107 25 24%</td>
</tr>
<tr>
<td></td>
<td>132</td>
<td>103 23%</td>
<td>107 25 24%</td>
</tr>
<tr>
<td>NET: Always/usually</td>
<td>73</td>
<td>69 14%</td>
<td>60 13 24%</td>
</tr>
<tr>
<td></td>
<td>73</td>
<td>69 14%</td>
<td>60 13 24%</td>
</tr>
<tr>
<td>Mean</td>
<td>1.31</td>
<td>1.33 1.34</td>
<td>1.27 1.64 1.31 1.29 1.33 1.44 1.24</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>0.83</td>
<td>0.81 0.90</td>
<td>0.83 0.78 0.83 0.86 0.82 0.94 0.79</td>
</tr>
</tbody>
</table>

Proportions/Medians: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

Base: All

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69%</td>
<td>85%</td>
<td>485</td>
</tr>
<tr>
<td></td>
<td>197</td>
<td>142</td>
<td>416</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Always (3)</td>
<td>14%</td>
<td>2%</td>
<td>3%</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>Likely (2)</td>
<td>69%</td>
<td>17%</td>
<td>12%</td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>Sometimes (1)</td>
<td>83%</td>
<td>15%</td>
<td>12%</td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td>Never (0)</td>
<td>30%</td>
<td>5%</td>
<td>12%</td>
<td>9%</td>
<td></td>
</tr>
<tr>
<td>Do not know</td>
<td>9%</td>
<td>1%</td>
<td>2%</td>
<td>1%</td>
<td></td>
</tr>
</tbody>
</table>

| Total           | 180     | 154                       | 26%        | 15%             | 16%                           |
|                 | 72%     | 47                       | 33%        | 36%             |                               |
| Do not discuss more than one options | 132     | 113                       | 28%        | 26%             | 22%                           |
|                 | 35%     | 33                       | 23%        | 21%             |                               |
| Not usually or sometimes the main consultant | 64%     | 53                       | 11%        | 7%              |                               |
|                 | 6%      | 22%                       | 64%        | 2%              |                               |
| NET: Always/usually | 73%     | 69                       | 4%         | 16%             |                               |

| Mean            | 1.31    | 1.30                      | 1.38       | 1.50             | 1.26                           |
| Standard Deviation | 0.83    | 0.83                      | 0.87       | 0.77             | 0.84                           |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - L/m/n/Z - a/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

Base: All

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.035</td>
<td>0.155</td>
<td>0.064</td>
<td>0.038</td>
<td>0.061</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
* small base
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**D2** When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

**Base:** All

<table>
<thead>
<tr>
<th>No of hospitals/PPUs worked in</th>
<th>Total</th>
<th>Large/mostly private (x)</th>
<th>Large/mostly private (y)</th>
<th>Small/mostly private (z)</th>
<th>Small/PPU (a)</th>
<th>Private hospital - solus (b)</th>
<th>Private hospital + PPU (c)</th>
<th>Any PPU (d)</th>
<th>Solus PPU (e)</th>
<th>Consulting rooms (f)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>235</td>
<td>31*</td>
<td>100</td>
<td>151</td>
<td>255</td>
<td>192</td>
<td>96*</td>
<td>368</td>
<td>124</td>
</tr>
<tr>
<td><strong>Always (3)</strong></td>
<td>14</td>
<td>2%</td>
<td></td>
<td></td>
<td></td>
<td>2%</td>
<td>7%</td>
<td>5%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Usually (2)</strong></td>
<td>59</td>
<td>10%</td>
<td>9%</td>
<td>7%</td>
<td>5%</td>
<td>4%</td>
<td>6%</td>
<td>7%</td>
<td>6%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Sometimes (1)</strong></td>
<td>83</td>
<td>10%</td>
<td>8%</td>
<td>6%</td>
<td>5%</td>
<td>4%</td>
<td>6%</td>
<td>7%</td>
<td>6%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Never (0)</strong></td>
<td>30</td>
<td>5%</td>
<td></td>
<td></td>
<td></td>
<td>4%</td>
<td>6%</td>
<td>7%</td>
<td>6%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Don’t know</strong></td>
<td>8</td>
<td>1%</td>
<td></td>
<td></td>
<td></td>
<td>1%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Do not suggest more than one</strong></td>
<td>180</td>
<td>22%</td>
<td>11%</td>
<td>5%</td>
<td>5%</td>
<td>4%</td>
<td>6%</td>
<td>7%</td>
<td>6%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>I do not discuss these options</strong></td>
<td>152</td>
<td>23%</td>
<td>6%</td>
<td>5%</td>
<td>5%</td>
<td>4%</td>
<td>6%</td>
<td>7%</td>
<td>6%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Not usually or sometimes the main consultant</strong></td>
<td>64</td>
<td>11%</td>
<td>9%</td>
<td>6%</td>
<td>5%</td>
<td>4%</td>
<td>6%</td>
<td>7%</td>
<td>6%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>NET: Always/usually</strong></td>
<td>73</td>
<td>13%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Mean</strong></td>
<td>1.31</td>
<td>1.41</td>
<td>1.26</td>
<td>1.23</td>
<td>1.23</td>
<td>1.23</td>
<td>1.23</td>
<td>1.23</td>
<td>1.23</td>
<td>1.23</td>
</tr>
<tr>
<td><strong>Standard Deviation</strong></td>
<td>0.83</td>
<td>0.83</td>
<td>0.89</td>
<td>0.86</td>
<td>0.77</td>
<td>0.75</td>
<td>0.83</td>
<td>0.86</td>
<td>0.82</td>
<td>0.83</td>
</tr>
</tbody>
</table>

* Small base

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### D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

**Base: All**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Private hospital - solus</td>
</tr>
<tr>
<td></td>
<td>Mostly private</td>
<td>Private hospital + PPU</td>
</tr>
<tr>
<td></td>
<td>Smallest proportion</td>
<td>Any PPU</td>
</tr>
<tr>
<td></td>
<td>Many in minor proportion</td>
<td>Solus PPU</td>
</tr>
<tr>
<td></td>
<td>Mixed proportion</td>
<td>Consulting rooms</td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(E)</td>
</tr>
<tr>
<td></td>
<td>(y)</td>
<td>(F)</td>
</tr>
<tr>
<td></td>
<td>(z)</td>
<td>(G)</td>
</tr>
<tr>
<td></td>
<td>(A)</td>
<td>(H)</td>
</tr>
<tr>
<td></td>
<td>(B)</td>
<td>(I)</td>
</tr>
<tr>
<td></td>
<td>(C)</td>
<td>(J)</td>
</tr>
<tr>
<td></td>
<td>(D)</td>
<td>(K)</td>
</tr>
<tr>
<td></td>
<td>(E)</td>
<td>(L)</td>
</tr>
<tr>
<td></td>
<td>(F)</td>
<td>(M)</td>
</tr>
<tr>
<td></td>
<td>(G)</td>
<td>(N)</td>
</tr>
<tr>
<td></td>
<td>(H)</td>
<td>(O)</td>
</tr>
<tr>
<td></td>
<td>(I)</td>
<td>(P)</td>
</tr>
<tr>
<td></td>
<td>(J)</td>
<td>(Q)</td>
</tr>
<tr>
<td></td>
<td>(K)</td>
<td>(R)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>1 (B)</th>
<th>2 (C)</th>
<th>3+ (D)</th>
<th>Total</th>
<th>Standard Error</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large/mostly private</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mostly private</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Smallest proportion</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Total: 570
- Standard Error: 0.056

#### Proportions/Means: Columns Tested (5% risk level)
- a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total Hospital</td>
<td>PPU</td>
<td>51% or more</td>
<td>BUPA - yes</td>
<td>AXA - yes</td>
<td>AXA - no</td>
</tr>
<tr>
<td></td>
<td>(J)</td>
<td>(K)</td>
<td>(L)</td>
<td>(M)</td>
<td>(N)</td>
<td>(O)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>570</td>
<td>148</td>
<td>123</td>
<td>470</td>
<td>100</td>
</tr>
<tr>
<td></td>
<td>Always (3)</td>
<td>148</td>
<td>11</td>
<td>3</td>
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<tr>
<td></td>
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<td>2%</td>
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<tr>
<td></td>
<td>Usualy (2)</td>
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<td>10%</td>
<td>10%</td>
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</tr>
<tr>
<td></td>
<td>Always (1)</td>
<td>59</td>
<td>59</td>
<td>59</td>
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<tr>
<td></td>
<td>15%</td>
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<td>15%</td>
<td>15%</td>
<td>15%</td>
<td>15%</td>
</tr>
<tr>
<td></td>
<td>Never (0)</td>
<td>80</td>
<td>71</td>
<td>6</td>
<td>74</td>
<td>9</td>
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<td></td>
<td>15%</td>
<td>15%</td>
<td>15%</td>
<td>15%</td>
<td>15%</td>
<td>15%</td>
</tr>
<tr>
<td></td>
<td>Don't know</td>
<td>8</td>
<td>8</td>
<td>2</td>
<td>8</td>
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</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>Do not suggest more than one</td>
<td>180</td>
<td>145</td>
<td>30</td>
<td>26</td>
<td>150</td>
</tr>
<tr>
<td></td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
</tr>
<tr>
<td></td>
<td>I do not discuss these options</td>
<td>132</td>
<td>101</td>
<td>23</td>
<td>15</td>
<td>107</td>
</tr>
<tr>
<td></td>
<td>23%</td>
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<td>23%</td>
<td>23%</td>
<td>23%</td>
<td>23%</td>
</tr>
<tr>
<td></td>
<td>Not usually or sometimes the main consultant</td>
<td>64</td>
<td>53</td>
<td>11</td>
<td>8</td>
<td>46</td>
</tr>
<tr>
<td></td>
<td>11%</td>
<td>11%</td>
<td>11%</td>
<td>11%</td>
<td>11%</td>
<td>11%</td>
</tr>
<tr>
<td></td>
<td>NET: Always/usualy</td>
<td>73</td>
<td>59</td>
<td>14</td>
<td>10</td>
<td>60</td>
</tr>
<tr>
<td></td>
<td>13%</td>
<td>13%</td>
<td>13%</td>
<td>13%</td>
<td>13%</td>
<td>13%</td>
</tr>
<tr>
<td></td>
<td>Mean</td>
<td>1.31</td>
<td>1.33</td>
<td>1.34</td>
<td>1.55</td>
<td>1.31</td>
</tr>
<tr>
<td></td>
<td>1.31</td>
<td>1.33</td>
<td>1.34</td>
<td>1.55</td>
<td>1.31</td>
<td>1.29</td>
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<td></td>
<td>Standard Deviation</td>
<td>0.83</td>
<td>0.81</td>
<td>0.90</td>
<td>1.10</td>
<td>0.69</td>
</tr>
</tbody>
</table>
### An Assessment of the Private Healthcare Market - Consultants survey

**D2 When making suggestions of more than one private hospital or PPU to a patient, how often do you recommend one of them over the others?**

**Base: All**

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
<td>50% or less (K)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>BUPA - yes (L)</td>
<td>BUPA - no (M)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA - yes (N)</td>
<td>AXA - no (O)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>in consultant group (S)</td>
<td>Not in consultant group or aware of one locally (T)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
<td>71*</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>470</td>
<td>100</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>464</td>
<td>106</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>135</td>
<td>119</td>
</tr>
<tr>
<td></td>
<td>0.036</td>
<td>0.028</td>
<td>0.091</td>
<td>0.086</td>
</tr>
</tbody>
</table>

* small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/I/g/h/l - I/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

**GfK**
**D3 Why do you usually suggest only one private hospital or PPU to a patient?**

**Base:** All who only suggest one private hospital/PPU for their patient to choose from

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mostly main surgeon</td>
<td>High</td>
<td>High</td>
<td>108° 64°</td>
</tr>
<tr>
<td>Mostly main non-surgeon</td>
<td>Low</td>
<td>Low</td>
<td>86° 86°</td>
</tr>
<tr>
<td>Mostly main anaesthetists</td>
<td>High</td>
<td>Low</td>
<td>54° 46°</td>
</tr>
<tr>
<td>Mostly main non-anaesthetists</td>
<td>Low</td>
<td>High</td>
<td>44° 50°</td>
</tr>
</tbody>
</table>

**Country**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>England</td>
<td>London</td>
<td>London - urban</td>
<td>London - rural</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total</th>
<th>180</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>180</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mostly main surgeon</td>
<td>High</td>
<td>High</td>
<td>108° 64°</td>
</tr>
<tr>
<td>Mostly main non-surgeon</td>
<td>Low</td>
<td>Low</td>
<td>86° 86°</td>
</tr>
<tr>
<td>Mostly main anaesthetists</td>
<td>High</td>
<td>Low</td>
<td>54° 46°</td>
</tr>
<tr>
<td>Mostly main non-anaesthetists</td>
<td>Low</td>
<td>High</td>
<td>44° 50°</td>
</tr>
</tbody>
</table>

**Proportion of private patients**

<table>
<thead>
<tr>
<th>Proportion of private patients</th>
<th>Total</th>
<th>180</th>
</tr>
</thead>
<tbody>
<tr>
<td>I only do private work at one private hospital or PPU</td>
<td>66%</td>
<td>118</td>
</tr>
<tr>
<td>Usually there is only one private hospital or PPU in the local area suitable for the required consultation, treatment, tests</td>
<td>83%</td>
<td>150</td>
</tr>
</tbody>
</table>

**Patients usually expect me to make the choice**

<table>
<thead>
<tr>
<th>Patients usually expect me to make the choice</th>
<th>Total</th>
<th>180</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usually I know what is the best choice for my patients</td>
<td>13%</td>
<td>24</td>
</tr>
<tr>
<td>It's quicker</td>
<td>7%</td>
<td>13</td>
</tr>
<tr>
<td>Usually patients request for a specific consultant</td>
<td>1%</td>
<td>2</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>3</td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

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### An Assessment of the Private Healthcare Market - Consultants survey

**D3 Why do you usually suggest only one private hospital or PPU to a patient?**

**Base:** All who only suggest one private hospital/PPU for their patient to choose from

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly minority private</td>
<td>Small/private</td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(a)</td>
</tr>
<tr>
<td>I only do private work at</td>
<td>180</td>
<td>75*</td>
</tr>
<tr>
<td>one private hospital or</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PPU</td>
<td>99</td>
<td>37</td>
</tr>
<tr>
<td>Usually there is only one</td>
<td>59</td>
<td>24</td>
</tr>
<tr>
<td>private hospital or PPU in the local area suitable for the required consultation, treatment, tests</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Patients usually expect me to make the choice</td>
<td>21</td>
<td>12</td>
</tr>
<tr>
<td>Usually I know what is the best choice for my patients</td>
<td>18</td>
<td>4</td>
</tr>
<tr>
<td>It's quicker</td>
<td>7</td>
<td>4</td>
</tr>
<tr>
<td>Usually patients request for a specific consultant</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Other</td>
<td>4</td>
<td>3</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**D3 Why do you usually suggest only one private hospital or PPU to a patient?**

**Base:** All who only suggest one private hospital/PPU for their patient to choose from

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>50% or less (K)</td>
<td>BLPA - yes (L)</td>
<td>- no (M)</td>
</tr>
<tr>
<td>Total</td>
<td>180</td>
<td>145</td>
<td>30*</td>
<td>50*</td>
<td>150</td>
</tr>
<tr>
<td>I only do private work at one private hospital or PPU</td>
<td>99</td>
<td>79</td>
<td>18</td>
<td>23</td>
<td>84</td>
</tr>
<tr>
<td>Usually there is only one private hospital or PPU in the local area suitable for the required consultation, treatment, tests</td>
<td>59</td>
<td>47</td>
<td>11</td>
<td>16</td>
<td>61</td>
</tr>
<tr>
<td>Patients usually expect me to make the choice</td>
<td>23</td>
<td>18</td>
<td>4</td>
<td>11</td>
<td>19</td>
</tr>
<tr>
<td>Usually I know what is the best choice for my patients</td>
<td>18</td>
<td>13</td>
<td>5</td>
<td>7</td>
<td>14</td>
</tr>
<tr>
<td>It's quicker</td>
<td>7</td>
<td>5</td>
<td>1</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>Usually patients request for a specific consultant</td>
<td>2</td>
<td>2</td>
<td>-</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Other</td>
<td>4</td>
<td>4</td>
<td>-</td>
<td>1</td>
<td>3</td>
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</table>

**Proportions/Media: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/I - l/m/n/o/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

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## An Assessment of the Private Healthcare Market - Consultants survey

**D3 Why do you usually suggest only one private hospital or PPU to a patient?**

**Base:** All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetists</td>
<td>Mostly main</td>
<td>Sometimes main</td>
</tr>
<tr>
<td>Total</td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>468</td>
<td>58*</td>
<td>78*</td>
<td>628</td>
</tr>
<tr>
<td>Usually there is only one private hospital or PPU in the local area suitable for the required consultation, treatment, tests</td>
<td>46</td>
<td>13</td>
<td>2</td>
<td>67</td>
<td>54</td>
</tr>
<tr>
<td>I only do private work at one private hospital or PPU</td>
<td>22</td>
<td>7</td>
<td>2</td>
<td>21</td>
<td>8</td>
</tr>
<tr>
<td>It's quicker</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Usually I know what is the best choice for my patients</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Patients usually expect me to make the choice</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Usually patients request for a specific consultant</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Suggestions more than one hospital</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>I do not discuss these options/don't know</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**D3 Why do you usually suggest only one private hospital or PPU to a patient?**

**Base:** All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Small/mostly private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>214</td>
</tr>
<tr>
<td>I only do private work of</td>
<td></td>
<td></td>
</tr>
<tr>
<td>one private hospital or PPU</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>99</td>
<td>57</td>
</tr>
<tr>
<td>20%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Usually there is only one</td>
<td></td>
<td></td>
</tr>
<tr>
<td>private hospital or PPU in</td>
<td></td>
<td></td>
</tr>
<tr>
<td>the local area suitable for</td>
<td></td>
<td></td>
</tr>
<tr>
<td>the required consultation,</td>
<td></td>
<td></td>
</tr>
<tr>
<td>treatment, tests</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Patients usually expect me</td>
<td></td>
<td></td>
</tr>
<tr>
<td>to make the choice</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Usually I know what is the</td>
<td></td>
<td></td>
</tr>
<tr>
<td>best choice for my patients</td>
<td></td>
<td></td>
</tr>
<tr>
<td>It’s quicker</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Usually patients request for</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a specific consultant</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Large/mostly private</th>
<th>Small/mostly private</th>
<th>Small/mostly private</th>
<th>1</th>
<th>2</th>
<th>3+</th>
<th>Private hospital - solus</th>
<th>Private hospital + PPU</th>
<th>Any PPU</th>
<th>Solus PPU</th>
<th>Consulting rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>506</td>
<td>214</td>
<td>81*</td>
<td>136</td>
<td>226</td>
<td>168</td>
<td>87*</td>
<td>325</td>
<td>110</td>
<td>161</td>
<td>51*</td>
<td>70*</td>
</tr>
<tr>
<td>I only do private work of one private hospital or PPU</td>
<td>99</td>
<td>57</td>
<td>16</td>
<td>31</td>
<td>96</td>
<td>3</td>
<td>2</td>
<td>7%</td>
<td>4</td>
<td>22</td>
<td>13</td>
<td>7%</td>
</tr>
<tr>
<td>20%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td>23%</td>
<td>4%</td>
<td></td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>Usually there is only one private hospital or PPU in the local area suitable for the required consultation, treatment, tests</td>
<td>59</td>
<td>24</td>
<td>9</td>
<td>10</td>
<td>26</td>
<td>25</td>
<td>3</td>
<td>12%</td>
<td>13%</td>
<td>20%</td>
<td>4%</td>
<td>6%</td>
</tr>
<tr>
<td>Patients usually expect me to make the choice</td>
<td>23</td>
<td>12</td>
<td>4</td>
<td>3</td>
<td>9</td>
<td>12</td>
<td>1</td>
<td>23%</td>
<td>4%</td>
<td></td>
<td>4%</td>
<td>6%</td>
</tr>
<tr>
<td>Usually I know what is the best choice for my patients</td>
<td>18</td>
<td>4</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>11</td>
<td>1</td>
<td>5%</td>
<td>7%</td>
<td>1%</td>
<td>3%</td>
<td>6%</td>
</tr>
<tr>
<td>It’s quicker</td>
<td>7</td>
<td>4</td>
<td>1</td>
<td>1</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>1%</td>
<td>7%</td>
<td>1%</td>
<td>1%</td>
<td>7%</td>
</tr>
<tr>
<td>Usually patients request for a specific consultant</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1%</td>
<td>7%</td>
<td>1%</td>
<td>1%</td>
<td></td>
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<tr>
<td>Other</td>
<td>4</td>
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<td>1</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>1%</td>
<td>7%</td>
<td>1%</td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td>I do not discuss these options/don’t know</td>
<td>138</td>
<td>48</td>
<td>18</td>
<td>44</td>
<td>69</td>
<td>29</td>
<td>20</td>
<td>51%</td>
<td>17%</td>
<td>20%</td>
<td>20%</td>
<td>14%</td>
</tr>
</tbody>
</table>

* small base; ** very small base (under 30) ineligible for sig testing

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**D3 Why do you usually suggest only one private hospital or PPU to a patient?**

**Base: All those who are usually or sometimes the main consultant**

<table>
<thead>
<tr>
<th>Main Workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance Coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>S1% or more</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>399</td>
<td>87*</td>
</tr>
<tr>
<td>I only do private work at one private hospital or PPU</td>
<td>59</td>
<td>47</td>
<td>11</td>
</tr>
<tr>
<td>Usually there is only one private hospital or PPU in the local area suitable for the required consultation, treatment, tests</td>
<td>59</td>
<td>47</td>
<td>11</td>
</tr>
<tr>
<td>Patients usually expect me to make the choice</td>
<td>5%</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Usually I know what is the best choice for my patients</td>
<td>4%</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>It's quicker</td>
<td>7%</td>
<td>5</td>
<td>3</td>
</tr>
<tr>
<td>Usually patients request for a specific consultant</td>
<td>2%</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Suggest more than one hospital</td>
<td>37%</td>
<td>33</td>
<td>23</td>
</tr>
<tr>
<td>I do not discuss these options/don't know</td>
<td>27%</td>
<td>24</td>
<td>16</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

- small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**D3** Why do you usually suggest only one private hospital or PPU to a patient?

**Base:** All

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
</tbody>
</table>

| Total | England | Non-England | Greater London | UK minus Greater London | Urban | Rural | England minus Greater London | Surgeon | Non-surgeon | Anaesthetist | Non-anaesthetists | Mostly main | Sometimes main | Not main | High | Low | High | Low | High | Low | High | Low | High | Low | High | Low | High | Low | High | Low | High | Low | High | Low | High | Low |
|-------|---------|-------------|----------------|------------------------|-------|------|-----------------------------|---------|-------------|--------------|------------------|------------|---------------|----------|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|
| 570   | 501     | 69*         | 85*            | 485                    | 197   | 142 | 416                         | 391     | 179         | 102          | 468              | 474        | 32*           | 64*       | 284 | 283 | 270 | 263 | 342 | 197 |
| 99    | 69*     | 17%         | 17%            | 8                       | 24    | 127 | 123                         | 86      | 32          | 54           | 98               | 64         | 50             | 54        | 31  | 20  | 56  | 50  | 54  | 40  |
| 59    | 48      | 11%         | 6%             | 5                       | 12%   | 13% | 12%                         | 12%     | 7%          | 2%           | 12%              | 17%        | 12%            | 17%       | 77  | 22  | 33  | 27  | 22  | 17  |
| 10%   | 10%     | 10%         | 10%            | 10%                    | 10%   | 10% | 10%                         | 10%     | 10%         | 10%          | 10%              | 10%        | 10%            | 10%       | 10% | 10% | 10% | 10% | 10% | 10% |

* small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### D3 Why do you usually suggest only one private hospital or PPU to a patient? Base: All

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Private Hospital - Solus</td>
</tr>
<tr>
<td></td>
<td>(x) (y) (z) (A) (B) (C) (D)</td>
<td>(E)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Usually I only do private work at one private hospital or PPU</td>
<td>99 17%</td>
<td>97 16%</td>
</tr>
<tr>
<td>Usually there is only one private hospital or PPU in the local area suitable for the required consultation, treatment, tests</td>
<td>59 10%</td>
<td>24 4%</td>
</tr>
<tr>
<td>Patients usually expect me to make the choice</td>
<td>23 4%</td>
<td>12 3%</td>
</tr>
<tr>
<td>Usually I know what is the best choice for my patients</td>
<td>18 3%</td>
<td>4 2%</td>
</tr>
<tr>
<td>It's quicker</td>
<td>7 1%</td>
<td>4 1%</td>
</tr>
<tr>
<td>Usually patients request for a specific consultant</td>
<td>2 1%</td>
<td>1 1%</td>
</tr>
<tr>
<td>Other</td>
<td>4 1%</td>
<td>3 1%</td>
</tr>
<tr>
<td>Suggest more than one hospital</td>
<td>188 33%</td>
<td>91 16%</td>
</tr>
<tr>
<td>I do not discuss these options/don't know</td>
<td>138 25%</td>
<td>68 14%</td>
</tr>
<tr>
<td>Not usually or sometimes the main consultant</td>
<td>64 11%</td>
<td>21 4%</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U**

* small base

**Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.**
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D3 Why do you usually suggest only one private hospital or PPU to a patient?

Base: All

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospital (H)</td>
<td>PPU (P)</td>
<td>BUPA yes (L)</td>
<td>Not in consultant group (S)</td>
</tr>
<tr>
<td>(I)</td>
<td>(O)</td>
<td>BUPA no (M)</td>
<td>(T)</td>
</tr>
<tr>
<td>(J)</td>
<td>(K)</td>
<td>AXA yes (N)</td>
<td>(U)</td>
</tr>
<tr>
<td>(L)</td>
<td>(M)</td>
<td>AXA no (O)</td>
<td></td>
</tr>
<tr>
<td>(O)</td>
<td></td>
<td>(S)</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more (I)</th>
<th>50% or less (K)</th>
<th>BUPA yes (L)</th>
<th>BUPA no (M)</th>
<th>AXA yes (N)</th>
<th>AXA no (O)</th>
<th>in consultant group (S)</th>
<th>Not in consultant group or aware of one locally (T)</th>
</tr>
</thead>
<tbody>
<tr>
<td>570</td>
<td>462</td>
<td>98</td>
<td>71*</td>
<td>187</td>
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<td>51</td>
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<td>92</td>
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</tbody>
</table>

Patients usually expect me to make the choice

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more (I)</th>
<th>50% or less (K)</th>
<th>BUPA yes (L)</th>
<th>BUPA no (M)</th>
<th>AXA yes (N)</th>
<th>AXA no (O)</th>
<th>in consultant group (S)</th>
<th>Not in consultant group or aware of one locally (T)</th>
</tr>
</thead>
<tbody>
<tr>
<td>18</td>
<td>13</td>
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</table>

It’s quicker

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more (I)</th>
<th>50% or less (K)</th>
<th>BUPA yes (L)</th>
<th>BUPA no (M)</th>
<th>AXA yes (N)</th>
<th>AXA no (O)</th>
<th>in consultant group (S)</th>
<th>Not in consultant group or aware of one locally (T)</th>
</tr>
</thead>
<tbody>
<tr>
<td>23</td>
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</table>

Usually I know what is the best choice for my patients

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more (I)</th>
<th>50% or less (K)</th>
<th>BUPA yes (L)</th>
<th>BUPA no (M)</th>
<th>AXA yes (N)</th>
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<th>in consultant group (S)</th>
<th>Not in consultant group or aware of one locally (T)</th>
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<tbody>
<tr>
<td>18</td>
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</table>

Suggest more than one hospital

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more (I)</th>
<th>50% or less (K)</th>
<th>BUPA yes (L)</th>
<th>BUPA no (M)</th>
<th>AXA yes (N)</th>
<th>AXA no (O)</th>
<th>in consultant group (S)</th>
<th>Not in consultant group or aware of one locally (T)</th>
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<tbody>
<tr>
<td>188</td>
<td>150</td>
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<td>77</td>
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<tr>
<td>33%</td>
<td>33%</td>
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<td>34%</td>
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</table>

I do not discuss these

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more (I)</th>
<th>50% or less (K)</th>
<th>BUPA yes (L)</th>
<th>BUPA no (M)</th>
<th>AXA yes (N)</th>
<th>AXA no (O)</th>
<th>in consultant group (S)</th>
<th>Not in consultant group or aware of one locally (T)</th>
</tr>
</thead>
<tbody>
<tr>
<td>138</td>
<td>104</td>
<td>24</td>
<td>16</td>
<td>41</td>
<td>112</td>
<td>26</td>
<td>113</td>
<td>25</td>
<td>36</td>
<td>28</td>
</tr>
<tr>
<td>26%</td>
<td>26%</td>
<td></td>
<td></td>
<td></td>
<td>24%</td>
<td>26%</td>
<td>24%</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Not usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more (I)</th>
<th>50% or less (K)</th>
<th>BUPA yes (L)</th>
<th>BUPA no (M)</th>
<th>AXA yes (N)</th>
<th>AXA no (O)</th>
<th>in consultant group (S)</th>
<th>Not in consultant group or aware of one locally (T)</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>9</td>
<td>12%</td>
<td>11%</td>
<td>10%</td>
<td>12%</td>
<td>19%</td>
<td>90%</td>
<td>14%</td>
<td>22</td>
<td>11</td>
</tr>
<tr>
<td>11%</td>
<td>11%</td>
<td></td>
<td></td>
<td></td>
<td>12%</td>
<td>19%</td>
<td>90%</td>
<td>14%</td>
<td>22%</td>
<td>11%</td>
</tr>
</tbody>
</table>

* Small base

Significance testing has been carried out within each break

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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

- Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

**Base:** All who are usually or sometimes the main consultant and all who have the practising rights in more than one private hospital/PPU and suggest more than one hospital

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>High</td>
<td>Low</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td>(t)</td>
<td>(u)</td>
<td>(l)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon (t)</th>
<th>Non-surgeon (m)</th>
<th>Anæsthetist (a)</th>
<th>Non-anæsthetists (d)</th>
<th>Mostly main (j)</th>
<th>High (v)</th>
<th>Low (w)</th>
<th>High (y)</th>
<th>Low (z)</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK minus Greater London</td>
<td>104 (42*)</td>
<td>91 (33%)</td>
<td>12 (5%)</td>
<td>5 (2%)</td>
<td>26 (10%)</td>
<td>187 (74)</td>
<td>200 (78)</td>
<td>37 (14)</td>
<td>17 (7)</td>
</tr>
<tr>
<td>Greater London</td>
<td>104 (42*)</td>
<td>91 (33%)</td>
<td>12 (5%)</td>
<td>5 (2%)</td>
<td>26 (10%)</td>
<td>215 (84)</td>
<td>200 (78)</td>
<td>37 (14)</td>
<td>17 (7)</td>
</tr>
<tr>
<td>Greater London - urban</td>
<td>104 (42*)</td>
<td>91 (33%)</td>
<td>12 (5%)</td>
<td>5 (2%)</td>
<td>26 (10%)</td>
<td>187 (74)</td>
<td>200 (78)</td>
<td>37 (14)</td>
<td>17 (7)</td>
</tr>
<tr>
<td>Greater London - rural</td>
<td>104 (42*)</td>
<td>91 (33%)</td>
<td>12 (5%)</td>
<td>5 (2%)</td>
<td>26 (10%)</td>
<td>215 (84)</td>
<td>200 (78)</td>
<td>37 (14)</td>
<td>17 (7)</td>
</tr>
<tr>
<td>England minus Greater London</td>
<td>104 (42*)</td>
<td>91 (33%)</td>
<td>12 (5%)</td>
<td>5 (2%)</td>
<td>26 (10%)</td>
<td>187 (74)</td>
<td>200 (78)</td>
<td>37 (14)</td>
<td>17 (7)</td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

<table>
<thead>
<tr>
<th>Country</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK minus Greater London - urban (g)</td>
<td>Surgeon (l)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (d)</td>
<td>Mostly main (k)</td>
</tr>
<tr>
<td>UK minus Greater London - rural (h)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England minus Greater London (i)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>405</td>
<td>364</td>
<td>41*</td>
<td>71*</td>
</tr>
</tbody>
</table>

Cost to me (e.g. renting of consulting rooms)

| None | 21% | 22% | 20% | 25% | 68% | 77% | 81% | 70% | 247 | 71 | 27 | 291 | 296 | 154 | 162 | 158 | 139 | 200 | 105 |
| | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |

Don't know

| None | 14 | 7 | 7 | 7 | 5 | 9 | 14 | 7 | 7 | 7 | 7 | 2 | 2 | 2 | 2 | 4 | 7 | 7 | 7 | 7 | 2 | 2 |

NET: Any clinical/medical

| None | 20% | 28 | 59 | 269 | 101 | 79 | 231 | 247 | 71 | 27 | 291 | 296 | 154 | 162 | 158 | 139 | 200 | 105 |

NET: Waiting times/appointments

| None | 124 | 16 | 22 | 118 | 56 | 31 | 102 | 116 | 25 | 15 | 125 | 135 | 61 | 78 | 65 | 68 | 86 | 48 |

NET: Financial

| None | 22% | 46 | 263 | 85 | 63 | 181 | 204 | 44 | 19 | 220 | 234 | 114 | 133 | 134 | 106 | 165 | 81 |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

Base: All who are usually or sometimes the main consultant and all who have the practising rights in more than one private hospital/PPU and suggest more than one hospital

<table>
<thead>
<tr>
<th>Size/proportion Integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large/mostly private (a)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/mostly private (b)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/mostly private (A)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1 (B)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2 (C)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3+ (D)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Private hospital - solo (E)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Private hospital + PPU (F)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Any PPU (G)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Solus Consulting rooms (Q)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Consulting rooms (Z)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>405</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Better clinical outcome at the hospital (e.g. lower infection rates / higher recovery rates)</td>
<td>5%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Medical facilities (e.g. specialist medical equipment)</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Quality of care (e.g. care by nurses)</td>
<td>9%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Comfort and quality of accommodation (e.g. characteristics of waiting rooms, overnight rooms)</td>
<td>4%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Waiting times</td>
<td>22%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Appointment times offered</td>
<td>25%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Convenient geographic location for the patient</td>
<td>45%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Closeness to my other places of work</td>
<td>43%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cost for the patient</td>
<td>25%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

**Base:** All who are usually or sometimes the main consultant and all who have the practising rights in more than one private hospital/PPU and suggest more than one hospital

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Large/mostly private (a)</td>
</tr>
<tr>
<td>----------------------------</td>
<td>-------</td>
<td>--------------------------</td>
</tr>
<tr>
<td>Total</td>
<td>405</td>
<td>174*</td>
</tr>
<tr>
<td>Cost to me (e.g. rent of consulting rooms)</td>
<td>47</td>
<td>43*</td>
</tr>
<tr>
<td>Recognition by the patient’s private insurance</td>
<td>301</td>
<td>99*</td>
</tr>
<tr>
<td>Clinical expertise of other consultants and healthcare professional working there</td>
<td>149</td>
<td>64*</td>
</tr>
<tr>
<td>Feedback from patients treated in the past</td>
<td>124</td>
<td>61*</td>
</tr>
<tr>
<td>Quality of the administrative support I receive</td>
<td>124</td>
<td>59*</td>
</tr>
<tr>
<td>None of these</td>
<td>5</td>
<td>7</td>
</tr>
<tr>
<td>Don’t know</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>NET: Any clinical/medical</td>
<td>316</td>
<td>140*</td>
</tr>
<tr>
<td>NET: Waiting times/appointments</td>
<td>140</td>
<td>57*</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>268</td>
<td>116*</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/t/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

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Base: All who are usually or sometimes the main consultant and all who have the practising rights in more than one private hospital/PPU and suggest more than one hospital

<table>
<thead>
<tr>
<th>Proportion of workplace</th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(H)</td>
<td>(J)</td>
<td>(K)</td>
<td>(L)</td>
<td>(M)</td>
<td>(N)</td>
</tr>
<tr>
<td>Total</td>
<td>405</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Better clinical outcome of the hospital (e.g. lower infection rates / higher recovery rates)</td>
<td>12%</td>
<td>113</td>
<td>16</td>
<td>45</td>
<td>96</td>
<td>22</td>
</tr>
<tr>
<td>Medical facilities (e.g. specialist medical equipment)</td>
<td>24%</td>
<td>248</td>
<td>39</td>
<td>29</td>
<td>97</td>
<td>213</td>
</tr>
<tr>
<td>Quality of care (e.g. care by nurses)</td>
<td>53%</td>
<td>215</td>
<td>36</td>
<td>26</td>
<td>78</td>
<td>167</td>
</tr>
<tr>
<td>Comfort and quality of accommodation (e.g. characteristics of waiting rooms, overnight rooms)</td>
<td>30%</td>
<td>147</td>
<td>16</td>
<td>23</td>
<td>48</td>
<td>119</td>
</tr>
<tr>
<td>Waiting times</td>
<td>9%</td>
<td>91</td>
<td>20</td>
<td>13</td>
<td>36</td>
<td>80</td>
</tr>
<tr>
<td>Appointment times offered</td>
<td>25%</td>
<td>103</td>
<td>13</td>
<td>12</td>
<td>36</td>
<td>94</td>
</tr>
<tr>
<td>Convenient geographic location for the patient</td>
<td>49%</td>
<td>198</td>
<td>25</td>
<td>24</td>
<td>76</td>
<td>171</td>
</tr>
<tr>
<td>Closeness to my other places of work</td>
<td>34%</td>
<td>158</td>
<td>34</td>
<td>16</td>
<td>59</td>
<td>132</td>
</tr>
<tr>
<td>Cost for the patient</td>
<td>22%</td>
<td>129</td>
<td>16</td>
<td>17</td>
<td>46</td>
<td>111</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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<table>
<thead>
<tr>
<th><strong>Main workplace</strong></th>
<th><strong>Proportion of self-pay</strong></th>
<th><strong>Insurance coverage</strong></th>
<th><strong>Consultant Group</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>405</td>
<td>320</td>
<td>70*</td>
</tr>
<tr>
<td><strong>Cost to me (e.g. renting of consulting rooms)</strong></td>
<td>87</td>
<td>61</td>
<td>72</td>
</tr>
<tr>
<td><strong>Recognition by the patient’s private insurance</strong></td>
<td>201</td>
<td>167</td>
<td>27</td>
</tr>
<tr>
<td><strong>Clinical expertise of other consultants and healthcare professionals working there</strong></td>
<td>149</td>
<td>116</td>
<td>30</td>
</tr>
<tr>
<td><strong>Feedback from patients treated in the past</strong></td>
<td>124</td>
<td>99</td>
<td>23</td>
</tr>
<tr>
<td><strong>Quality of the administrative support I receive</strong></td>
<td>124</td>
<td>104</td>
<td>18</td>
</tr>
<tr>
<td><strong>None of these</strong></td>
<td>21</td>
<td>16</td>
<td>3</td>
</tr>
<tr>
<td><strong>Don’t know</strong></td>
<td>14</td>
<td>9</td>
<td>2</td>
</tr>
<tr>
<td><strong>NET: Any clinical/medical</strong></td>
<td>310</td>
<td>262</td>
<td>57</td>
</tr>
<tr>
<td><strong>NET: Waiting times/appointments</strong></td>
<td>140</td>
<td>114</td>
<td>24</td>
</tr>
<tr>
<td><strong>NET: Financial</strong></td>
<td>208</td>
<td>163</td>
<td>36</td>
</tr>
</tbody>
</table>

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## An Assessment of the Private Healthcare Market - Consultants survey

**D4** Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

**Base:** All those who are usually or sometimes the main consultant

### Role in patient interface

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Non-surgeon</th>
<th>Anesthetist</th>
<th>Non-anaesthetists</th>
<th>Mostly main</th>
<th>Sometimes main</th>
<th>High</th>
<th>Low</th>
<th>High</th>
<th>Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>506</td>
<td>448</td>
<td>58*</td>
<td>78*</td>
<td>428</td>
<td>171</td>
<td>128</td>
<td>370</td>
<td>366</td>
<td>40*</td>
</tr>
<tr>
<td>Better clinical outcome of the hospital (\times 100) (%)</td>
<td>23%</td>
<td>17%</td>
<td>23%</td>
<td>23%</td>
<td>24%</td>
<td>20%</td>
<td>20%</td>
<td>24%</td>
<td>25%</td>
<td>24%</td>
</tr>
<tr>
<td>Medical facilities (\times 100) (%)</td>
<td>45%</td>
<td>41%</td>
<td>41%</td>
<td>41%</td>
<td>42%</td>
<td>41%</td>
<td>41%</td>
<td>41%</td>
<td>45%</td>
<td>41%</td>
</tr>
<tr>
<td>Quality of care (\times 100) (%)</td>
<td>15%</td>
<td>19%</td>
<td>17%</td>
<td>17%</td>
<td>17%</td>
<td>17%</td>
<td>17%</td>
<td>17%</td>
<td>17%</td>
<td>17%</td>
</tr>
<tr>
<td>Comfort and quality of accommodation (\times 100) (%)</td>
<td>147</td>
<td>135</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>11%</td>
<td>11%</td>
<td>11%</td>
<td>11%</td>
<td>11%</td>
</tr>
<tr>
<td>Waiting times (\times 100) (%)</td>
<td>91%</td>
<td>80%</td>
<td>16%</td>
<td>16%</td>
<td>23%</td>
<td>23%</td>
<td>23%</td>
<td>23%</td>
<td>23%</td>
<td>23%</td>
</tr>
<tr>
<td>Appointment times offered (\times 100) (%)</td>
<td>103%</td>
<td>122%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
</tr>
<tr>
<td>Convenient geographic location for the patient (\times 100) (%)</td>
<td>198</td>
<td>181</td>
<td>17%</td>
<td>17%</td>
<td>16%</td>
<td>16%</td>
<td>16%</td>
<td>16%</td>
<td>16%</td>
<td>16%</td>
</tr>
<tr>
<td>Closeness to my other places of work (\times 100) (%)</td>
<td>158</td>
<td>144</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
<td>32%</td>
</tr>
<tr>
<td>Cost for the patient (\times 100) (%)</td>
<td>129</td>
<td>119</td>
<td>26%</td>
<td>26%</td>
<td>26%</td>
<td>26%</td>
<td>26%</td>
<td>26%</td>
<td>26%</td>
<td>26%</td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th></th>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Call to me (e.g. renting of consulting rooms)</td>
<td>506</td>
<td>448</td>
<td>58*</td>
<td>78*</td>
<td>428</td>
<td>171</td>
</tr>
<tr>
<td>Recognition by the patient’s private insurance</td>
<td>201</td>
<td>181</td>
<td>20</td>
<td>36</td>
<td>166</td>
<td>67</td>
</tr>
<tr>
<td>Clinical expertise of other Consultants and healthcare professionals working there</td>
<td>149</td>
<td>140</td>
<td>9</td>
<td>38</td>
<td>111</td>
<td>40</td>
</tr>
<tr>
<td>Feedback from patients treated in the past</td>
<td>124</td>
<td>112</td>
<td>12</td>
<td>27</td>
<td>97</td>
<td>39</td>
</tr>
<tr>
<td>Quality of the administrative support I receive</td>
<td>124</td>
<td>111</td>
<td>13</td>
<td>22</td>
<td>102</td>
<td>36</td>
</tr>
<tr>
<td>None of these</td>
<td>21</td>
<td>18</td>
<td>3</td>
<td>3</td>
<td>18</td>
<td>6</td>
</tr>
<tr>
<td>Don’t know</td>
<td>14</td>
<td>12</td>
<td>3</td>
<td>2</td>
<td>12</td>
<td>2</td>
</tr>
<tr>
<td>Only have practising rights at one private hospital/PPU and only suggest one to choose from</td>
<td>101</td>
<td>84</td>
<td>17</td>
<td>7</td>
<td>94</td>
<td>40</td>
</tr>
<tr>
<td>NET: Any clinical/medical</td>
<td>318</td>
<td>295</td>
<td>28</td>
<td>50</td>
<td>259</td>
<td>101</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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<table>
<thead>
<tr>
<th>NET: Any clinical/medical</th>
<th>318</th>
<th>295</th>
<th>28</th>
<th>50</th>
<th>259</th>
<th>101</th>
<th>79</th>
<th>231</th>
<th>247</th>
<th>71</th>
<th>27</th>
<th>291</th>
<th>296</th>
<th>22</th>
<th>164</th>
<th>163</th>
<th>158</th>
<th>139</th>
<th>200</th>
<th>105</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET: Any clinical/medical</td>
<td>318</td>
<td>295</td>
<td>28</td>
<td>50</td>
<td>259</td>
<td>101</td>
<td>79</td>
<td>231</td>
<td>247</td>
<td>71</td>
<td>27</td>
<td>291</td>
<td>296</td>
<td>22</td>
<td>164</td>
<td>163</td>
<td>158</td>
<td>139</td>
<td>200</td>
<td>105</td>
</tr>
</tbody>
</table>
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Sometimes main</td>
</tr>
<tr>
<td>Total</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Sometimes main</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Waiting times/appointments 145 29%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Financial 248 49%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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**Base:** All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (A)</td>
<td>Small/mostly private (B)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>214</td>
</tr>
<tr>
<td>Better clinical outcome at the hospital (e.g. lower infection rates / higher recovery rates)</td>
<td>22%</td>
<td>113</td>
</tr>
<tr>
<td>Medical facilities (e.g. specialist medical equipment)</td>
<td>49%</td>
<td>248</td>
</tr>
<tr>
<td>Quality of care (e.g. care for nurses)</td>
<td>42%</td>
<td>215</td>
</tr>
<tr>
<td>Comfort and quality of accommodation (e.g. characteristics of waiting rooms, overnight rooms)</td>
<td>29%</td>
<td>147</td>
</tr>
<tr>
<td>Waiting times</td>
<td>18%</td>
<td>91</td>
</tr>
<tr>
<td>Appointment times offered</td>
<td>20%</td>
<td>103</td>
</tr>
<tr>
<td>Convenient geographic location for the patient</td>
<td>39%</td>
<td>198</td>
</tr>
<tr>
<td>Closeness to my other places of work</td>
<td>31%</td>
<td>158</td>
</tr>
<tr>
<td>Cost for the patient</td>
<td>25%</td>
<td>129</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

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**Base:** All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/ minority private</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>3+</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Private hospital - solus</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Private hospital + PPU</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Any PPU</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Solus PPU</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Consulting rooms</td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Call to me (e.g. renting of consulting rooms)</td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td>Recognition by the patient’s private insurance</td>
<td>(B)</td>
<td>(G)</td>
</tr>
<tr>
<td>Clinical expertise of other consultants and healthcare professionals working there</td>
<td>(C)</td>
<td>(J)</td>
</tr>
<tr>
<td>Feedback from patients treated in the past</td>
<td>(D)</td>
<td>(K)</td>
</tr>
<tr>
<td>Quality of the administrative support I receive</td>
<td>(E)</td>
<td>(L)</td>
</tr>
<tr>
<td>None of these</td>
<td>(F)</td>
<td>(O)</td>
</tr>
<tr>
<td>Don’t know</td>
<td>(G)</td>
<td>(P)</td>
</tr>
<tr>
<td>Only have practising rights at one private hospital/PPU and only suggest one to choose from</td>
<td>(H)</td>
<td>(Q)</td>
</tr>
</tbody>
</table>

**Notes:**
- Total: 506
- 87% of sample are usually the main consultant

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Total</td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Solus PPU</td>
</tr>
<tr>
<td></td>
<td>Mostly private</td>
<td>PPU rooms</td>
</tr>
<tr>
<td></td>
<td>Minority private</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Private</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>140</td>
</tr>
<tr>
<td></td>
<td>214</td>
<td>325</td>
</tr>
<tr>
<td></td>
<td>81*</td>
<td>110</td>
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<td>136</td>
<td>161</td>
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<tr>
<td></td>
<td>226</td>
<td>51*</td>
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<tr>
<td></td>
<td>168</td>
<td>70*</td>
</tr>
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<td></td>
<td>87*</td>
<td></td>
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<tr>
<td></td>
<td>85%</td>
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<td></td>
<td>62%</td>
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<td></td>
<td>43%</td>
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<td>41%</td>
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<td>39%</td>
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<td>37%</td>
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<td>13%</td>
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<td></td>
<td>11%</td>
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<td></td>
<td>9%</td>
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<tr>
<td></td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3%</td>
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</tr>
<tr>
<td></td>
<td>1%</td>
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</table>

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Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Proportion of Main workplace</th>
<th>Proportion of self-pay</th>
<th>Proportion of Insurance coverage</th>
<th>Consultant Group</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>399</td>
<td>87*</td>
<td>63*</td>
</tr>
<tr>
<td>Better clinical outcome of</td>
<td>113</td>
<td>92</td>
<td>16</td>
<td>15</td>
</tr>
<tr>
<td>the hospital (e.g. lower</td>
<td>22%</td>
<td>23%</td>
<td>21%</td>
<td>21%</td>
</tr>
<tr>
<td>infection rates)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical facilities (e.g.</td>
<td>248</td>
<td>204</td>
<td>39</td>
<td>29</td>
</tr>
<tr>
<td>specialist medical</td>
<td>46%</td>
<td>51%</td>
<td>46%</td>
<td>54%</td>
</tr>
<tr>
<td>equipment)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quality of care (e.g.</td>
<td>216</td>
<td>173</td>
<td>36</td>
<td>36</td>
</tr>
<tr>
<td>care by nurses)</td>
<td>42%</td>
<td>43%</td>
<td>41%</td>
<td>43%</td>
</tr>
<tr>
<td>Comfort and quality of</td>
<td>147</td>
<td>126</td>
<td>16</td>
<td>23</td>
</tr>
<tr>
<td>accommodation (e.g.</td>
<td>29%</td>
<td>30%</td>
<td>19%</td>
<td>27%</td>
</tr>
<tr>
<td>characteristics of waiting</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>rooms, overnight rooms)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Waiting times</td>
<td>91</td>
<td>69</td>
<td>20</td>
<td>13</td>
</tr>
<tr>
<td>18%</td>
<td></td>
<td>17%</td>
<td>23%</td>
<td>21%</td>
</tr>
<tr>
<td>Appointment times offered</td>
<td>103</td>
<td>89</td>
<td>13</td>
<td>12</td>
</tr>
<tr>
<td>20%</td>
<td></td>
<td>22%</td>
<td>18%</td>
<td>19%</td>
</tr>
<tr>
<td>Convenient geographic</td>
<td>198</td>
<td>168</td>
<td>25</td>
<td>24</td>
</tr>
<tr>
<td>location for the patient</td>
<td>39%</td>
<td>40%</td>
<td>29%</td>
<td>38%</td>
</tr>
<tr>
<td>Closeness to my other places</td>
<td>156</td>
<td>124</td>
<td>34</td>
<td>16</td>
</tr>
<tr>
<td>of work</td>
<td>31%</td>
<td>31%</td>
<td>39%</td>
<td>25%</td>
</tr>
<tr>
<td>Cost for the patient</td>
<td>129</td>
<td>102</td>
<td>16</td>
<td>17</td>
</tr>
<tr>
<td>23%</td>
<td></td>
<td>27%</td>
<td>18%</td>
<td>27%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td></td>
<td>399</td>
</tr>
<tr>
<td>Call to me (e.g. renting of consulting rooms)</td>
<td>87</td>
<td></td>
<td>63</td>
</tr>
<tr>
<td>Recognition by the patient’s private insurance</td>
<td>201</td>
<td></td>
<td>167</td>
</tr>
<tr>
<td>Clinical expertise of other consultants and healthcare professionals working there</td>
<td>149</td>
<td></td>
<td>127</td>
</tr>
<tr>
<td>Feedback from patients treated in the past</td>
<td>124</td>
<td></td>
<td>99</td>
</tr>
<tr>
<td>Quality of the administrative support I receive</td>
<td>124</td>
<td></td>
<td>154</td>
</tr>
<tr>
<td>None of these</td>
<td>21</td>
<td></td>
<td>16</td>
</tr>
<tr>
<td>Don’t know</td>
<td>14</td>
<td></td>
<td>9</td>
</tr>
<tr>
<td>Only have practising rights at one private hospital/PPU and only suggest one to choose from</td>
<td>101</td>
<td></td>
<td>70</td>
</tr>
<tr>
<td>NET: Any clinical/medical</td>
<td>318</td>
<td></td>
<td>262</td>
</tr>
</tbody>
</table>

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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>399</td>
<td>87*</td>
</tr>
<tr>
<td>NET: Waiting times/appointments</td>
<td>149</td>
<td>114</td>
<td>24</td>
</tr>
<tr>
<td>26%</td>
<td>39%</td>
<td>28%</td>
<td>29%</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>248</td>
<td>204</td>
<td>36</td>
</tr>
<tr>
<td>29%</td>
<td>31%</td>
<td>47%</td>
<td>48%</td>
</tr>
</tbody>
</table>

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<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Non-anaesthetist</td>
<td>Mostly main</td>
<td>Sometime main</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England (a)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Non-England (b)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Greater London (c)</td>
<td></td>
<td>31%</td>
<td>17%</td>
<td>48%</td>
<td>49%</td>
</tr>
<tr>
<td>London - urban (d)</td>
<td></td>
<td>31%</td>
<td>17%</td>
<td>48%</td>
<td>49%</td>
</tr>
<tr>
<td>London - rural (e)</td>
<td></td>
<td>23%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Uk minus Greater London (f)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Uk minus London (g)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>England minus Greater London (h)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Surgeon (i)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Non-surgeon (j)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Anaesthetist (k)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Non-anaesthetist (l)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Mostly main (m)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Sometime main (n)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Not main (o)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>High (p)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
<tr>
<td>Low (q)</td>
<td></td>
<td>27%</td>
<td>14%</td>
<td>46%</td>
<td>50%</td>
</tr>
</tbody>
</table>

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*small base*  
Significance testing has been carried out within each break  
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---

Regarding the table:

- **Total:** 570  
  - England (a): 501  
  - Non-England (b): 501  
  - Greater London (c): 113  
  - London - urban (d): 113  
  - London - rural (e): 113  
  - Uk minus Greater London (f): 113  
  - Uk minus London (g): 113  
  - England minus Greater London (h): 113  
  - Surgeon (i): 113  
  - Non-surgeon (j): 113  
  - Anaesthetist (k): 113  
  - Non-anaesthetist (l): 113  
  - Mostly main (m): 113  
  - Sometime main (n): 113  
  - Not main (o): 113  
  - High (p): 113  
  - Low (q): 113

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  - Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

Base: All

<table>
<thead>
<tr>
<th>Country</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon (a)</td>
<td>Non-surgeon (b)</td>
<td>Anesthetist (c)</td>
<td>Non-anesthetists (d)</td>
</tr>
<tr>
<td>UK minus Greater London urban (l)</td>
<td>England (m)</td>
<td>Greater London (n)</td>
<td>Non-UK Greater London (o)</td>
<td>Non-UK minus Greater London (p)</td>
</tr>
</tbody>
</table>
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<table>
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<tr>
<th>Country</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Any clinical/medical</td>
<td>318</td>
<td>36%</td>
<td>200</td>
<td>28%</td>
<td>29</td>
</tr>
<tr>
<td>NET: Waiting times/appointments</td>
<td>140</td>
<td>25%</td>
<td>124</td>
<td>25%</td>
<td>16</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>248</td>
<td>44%</td>
<td>226</td>
<td>45%</td>
<td>22</td>
</tr>
</tbody>
</table>

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### An Assessment of the Private Healthcare Market - Consultants survey

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**Base: All**

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/mostly private</td>
<td>Private hospital</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
<td>(b)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
<td>31*</td>
</tr>
<tr>
<td>Better clinical outcome at the hospital (e.g. lower infection rates / higher recovery rates)</td>
<td>113 (20%)</td>
<td>57 (26%)</td>
<td>15 (19%)</td>
</tr>
<tr>
<td>Medical facilities (e.g. specialist medical equipment)</td>
<td>248 (44%)</td>
<td>107 (39%)</td>
<td>44 (42%)</td>
</tr>
<tr>
<td>Quality of care (e.g. care by nurses)</td>
<td>215 (38%)</td>
<td>80 (38%)</td>
<td>42 (42%)</td>
</tr>
<tr>
<td>Comfort and quality of accommodation (e.g. characteristics of waiting rooms, overnight rooms)</td>
<td>147 (26%)</td>
<td>71 (30%)</td>
<td>24 (23%)</td>
</tr>
<tr>
<td>Waiting times</td>
<td>91 (16%)</td>
<td>37 (16%)</td>
<td>17 (17%)</td>
</tr>
<tr>
<td>Appointment times offered</td>
<td>103 (18%)</td>
<td>43 (18%)</td>
<td>18 (18%)</td>
</tr>
<tr>
<td>Convenient geographic location for the patient</td>
<td>109 (19%)</td>
<td>100 (43%)</td>
<td>24 (24%)</td>
</tr>
<tr>
<td>Closeness to my other places of work</td>
<td>158 (26%)</td>
<td>67 (29%)</td>
<td>23 (28%)</td>
</tr>
<tr>
<td>Cost for the patient</td>
<td>129 (23%)</td>
<td>69 (29%)</td>
<td>13 (13%)</td>
</tr>
</tbody>
</table>

### Proportions/Means: Columns Tested (5% risk level)

- a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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## An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

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<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Large/mostly private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
</tbody>
</table>

### Cost to me (e.g. renting of consulting rooms)

|                           | 87                               | 45                   | 8                    | 10                  | 20                 | 35% | 18% | 13% | 15% | 13% | 10% | 19% | 24% | 14% |

### Recognition by the patient’s private insurance

|                           | 201                              | 93                   | 14                   | 34                  | 40                 | 22% | 47% | 49% | 120 | 51   | 65   | 14   | 8   |

### Clinical expertise of other consultants and healthcare professionals working there

|                           | 149                              | 64                   | 4                    | 26                  | 40                 | 20% | 51% | 28% | 86   | 40   | 66   | 16   | 41  |

### Feedback from patients treated in the past

|                           | 124                              | 61                   | 4                    | 22                  | 27                 | 13% | 27% | 35% | 74   | 38   | 48   | 10   | 17  |

### Quality of the administrative support I receive

|                           | 124                              | 59                   | 5                    | 19                  | 31                 | 13% | 20% | 30% | 32% | 57   | 26   | 50   | 18  |

### None of these

|                           | 21                               | 7                    | 2                    | 9                   | 5                  | 2%  | 1%  | 4%  | 14   | 2    | 5    | 5    | 1   |

### Don’t know

|                           | 14                               | 6                    | 3                    | 4                  | 6                  | 2%  | 1%  | 4%  | 9    | 1    | 2    | 1    | 2   |

### Only have practising rights at one private hospital/PPU and only suggest one to choose from

|                           | 101                              | 40                   | 7                    | 16                  | 29                 | 95  | 6   | 22  | 74   | 6    | 22   | 16   | 14  |

### Not usually or sometimes the main consultant

|                           | 64                               | 21                   | 2                    | 19                  | 16                 | 29  | 34  | 9   | 40   | 14   | 21   | 7    | 1   |
D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

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<thead>
<tr>
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</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large/mostly minority</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/mostly minority</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td></td>
<td>(z)</td>
<td>(A)</td>
</tr>
<tr>
<td></td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td></td>
<td>(d)</td>
<td>(E)</td>
</tr>
<tr>
<td></td>
<td>(f)</td>
<td>(G)</td>
</tr>
<tr>
<td></td>
<td>(q)</td>
<td>(Q)</td>
</tr>
<tr>
<td></td>
<td>(S)</td>
<td>(U)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
</tr>
<tr>
<td>NET: Any clinical/medical</td>
<td>318</td>
<td></td>
</tr>
<tr>
<td>NET: Waiting times/</td>
<td>140</td>
<td></td>
</tr>
<tr>
<td>appointments</td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>NET: Financial</td>
<td>248</td>
<td></td>
</tr>
</tbody>
</table>

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</thead>
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<tr>
<td></td>
<td>Hospital (I)</td>
<td>PPU (J)</td>
<td>51% or more (K)</td>
<td>50% or less (L)</td>
</tr>
<tr>
<td></td>
<td>71% or more</td>
<td>187</td>
<td>BUPA - yes (M)</td>
<td>BUPA - no (N)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA - yes (O)</td>
<td>AXA - no (P)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>in consultant group (O)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Not in consultant group or aware of one locally (U)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>570</td>
<td>470</td>
<td>100</td>
</tr>
<tr>
<td>Better clinical outcome at the hospital (e.g. lower infection rates / higher recovery rates)</td>
<td>48%</td>
<td>41%</td>
<td>52%</td>
<td>41%</td>
</tr>
<tr>
<td>Medical facilities (e.g. specialist medical equipment)</td>
<td>24%</td>
<td>20%</td>
<td>36%</td>
<td>31%</td>
</tr>
<tr>
<td>Quality of care (e.g. care by nurses)</td>
<td>38%</td>
<td>30%</td>
<td>30%</td>
<td>30%</td>
</tr>
<tr>
<td>Comfort and quality of accommodation (e.g. characteristics of waiting rooms, overnight rooms)</td>
<td>147</td>
<td>147</td>
<td>147</td>
<td>147</td>
</tr>
<tr>
<td>Waiting times</td>
<td>91</td>
<td>11%</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>Appointment times offered</td>
<td>123</td>
<td>12%</td>
<td>11%</td>
<td>11%</td>
</tr>
<tr>
<td>Convenient geographic location for the patient</td>
<td>198</td>
<td>30%</td>
<td>25%</td>
<td>25%</td>
</tr>
<tr>
<td>Closeness to my other places of work</td>
<td>168</td>
<td>30%</td>
<td>28%</td>
<td>28%</td>
</tr>
<tr>
<td>Cost for the patient</td>
<td>129</td>
<td>23%</td>
<td>16%</td>
<td>16%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?

**Base: All**

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (%)</td>
<td>PPU (%)</td>
<td>51% or more (%)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
</tr>
<tr>
<td>Call to me (e.g. rental of consulting rooms)</td>
<td>87</td>
<td>63</td>
<td>22</td>
</tr>
<tr>
<td>Recognition by the patient’s private insurance</td>
<td>201</td>
<td>167</td>
<td>27</td>
</tr>
<tr>
<td>Clinical expertise of other consultants and healthcare professionals working there</td>
<td>149</td>
<td>116</td>
<td>30</td>
</tr>
<tr>
<td>Feedback from patients treated in the past</td>
<td>124</td>
<td>99</td>
<td>23</td>
</tr>
<tr>
<td>Quality of the administrative support I receive</td>
<td>126</td>
<td>104</td>
<td>18</td>
</tr>
<tr>
<td>None of these</td>
<td>21*</td>
<td>16</td>
<td>3</td>
</tr>
<tr>
<td>Don’t know</td>
<td>14</td>
<td>9</td>
<td>2</td>
</tr>
<tr>
<td>Only have practising rights at one private hospital/PPU and only suggest one to choose from</td>
<td>101</td>
<td>70</td>
<td>17</td>
</tr>
<tr>
<td>Not usually or sometimes the main consultant</td>
<td>64</td>
<td>53</td>
<td>11</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

D4 Which, if any, of the following are important to you when deciding to recommend a particular private hospital or PPU to a patient?
Base: All

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>BUPA - yes (L)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td>470</td>
</tr>
<tr>
<td>NET: Any clinical/medical</td>
<td>318</td>
<td>252</td>
<td>121</td>
</tr>
<tr>
<td></td>
<td>56%</td>
<td>50%</td>
<td>46%</td>
</tr>
<tr>
<td>NET: Waiting times/appointments</td>
<td>140</td>
<td>25%</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>24%</td>
<td>24%</td>
<td>27%</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>248</td>
<td>44%</td>
<td>36</td>
</tr>
<tr>
<td></td>
<td>48%</td>
<td>37%</td>
<td>40%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
* small base

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An Assessment of the Private Healthcare Market - Consultants survey

D5 In the last 12 months, what proportion of your insured patients were unable to use the hospital or PPU that you recommended as being the most appropriate because the hospital or PPU was not covered (either fully or partly) by their insurance?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetist</td>
<td>Mostly main</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>448</td>
<td>58*</td>
<td>78*</td>
<td>428</td>
</tr>
<tr>
<td>More than 75% (88%)</td>
<td>7%</td>
<td>41</td>
<td>6*</td>
<td>28*</td>
<td>26</td>
</tr>
<tr>
<td>61% to 75% (63)</td>
<td>6%</td>
<td>4</td>
<td>1*</td>
<td>2</td>
<td>1*</td>
</tr>
<tr>
<td>26% to 60% (38)</td>
<td>11%</td>
<td>10</td>
<td>1*</td>
<td>2</td>
<td>1*</td>
</tr>
<tr>
<td>16% to 25% (20.5)</td>
<td>35%</td>
<td>35</td>
<td>6*</td>
<td>30</td>
<td>8*</td>
</tr>
<tr>
<td>8% to 15% (7.5)</td>
<td>118%</td>
<td>104</td>
<td>23</td>
<td>29</td>
<td>23</td>
</tr>
<tr>
<td>Don’t know</td>
<td>99%</td>
<td>83*</td>
<td>16</td>
<td>86</td>
<td>23</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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**An Assessment of the Private Healthcare Market - Consultants survey**

**12 Feb 2013**

D5 In the last 12 months, what proportion of your insured patients were unable to use the hospital or PPU that you recommended as being the most appropriate because the hospital or PPU was not covered (either fully or partly) by their insurance?

Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (x)</td>
<td>Small/mostly private (y)</td>
</tr>
<tr>
<td>----------------------------</td>
<td>----------------------------</td>
<td>-------------------------</td>
</tr>
<tr>
<td>Total</td>
<td>506</td>
<td>214</td>
</tr>
<tr>
<td>More than 75% (88)</td>
<td>33</td>
<td>18</td>
</tr>
<tr>
<td>7%</td>
<td>7</td>
<td>8%</td>
</tr>
<tr>
<td>.81% to 75% (63)</td>
<td>6</td>
<td>1%</td>
</tr>
<tr>
<td>26% to 50% (38)</td>
<td>11</td>
<td>2%</td>
</tr>
<tr>
<td>.16% to 25% (20.5)</td>
<td>35</td>
<td>7%</td>
</tr>
<tr>
<td>Up to 15% (7.5)</td>
<td>118</td>
<td>23%</td>
</tr>
<tr>
<td>None (0)</td>
<td>205</td>
<td>41%</td>
</tr>
<tr>
<td>Don't know</td>
<td>99</td>
<td>20%</td>
</tr>
<tr>
<td>Mean</td>
<td>12.87</td>
<td></td>
</tr>
<tr>
<td>Standard Error</td>
<td>1.092</td>
<td></td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

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Base: All those who are usually or sometimes the main consultant

<table>
<thead>
<tr>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>285</td>
<td>285</td>
</tr>
<tr>
<td>More than 75% (88)</td>
<td>113</td>
<td>108</td>
</tr>
<tr>
<td>51% to 75% (63)</td>
<td>62</td>
<td>54</td>
</tr>
<tr>
<td>26% to 50% (38)</td>
<td>28</td>
<td>20</td>
</tr>
<tr>
<td>16% to 25% (20.5)</td>
<td>9</td>
<td>12</td>
</tr>
<tr>
<td>Up to 15% (7.5)</td>
<td>12</td>
<td>15</td>
</tr>
<tr>
<td>None (0)</td>
<td>205</td>
<td>128</td>
</tr>
<tr>
<td>Don't know</td>
<td>99</td>
<td>64</td>
</tr>
<tr>
<td>Mean</td>
<td>12.87</td>
<td>12.87</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>24.57</td>
<td>24.57</td>
</tr>
<tr>
<td>Standard Error</td>
<td>1.092</td>
<td>1.092</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Proportion of self-pay</th>
<th>51% or more</th>
<th>50% or less</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>506</td>
<td>399</td>
</tr>
<tr>
<td>More than 75% (88)</td>
<td>33</td>
<td>11</td>
</tr>
<tr>
<td>51% to 75% (63)</td>
<td>31</td>
<td>17</td>
</tr>
<tr>
<td>26% to 50% (38)</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>16% to 25% (20.5)</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>Up to 15% (7.5)</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>None (0)</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>Don't know</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>Mean</td>
<td>12.87</td>
<td>12.87</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>24.57</td>
<td>24.57</td>
</tr>
<tr>
<td>Standard Error</td>
<td>1.092</td>
<td>1.092</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Insurance coverage</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>424</td>
<td>414</td>
<td>6</td>
<td>92</td>
</tr>
<tr>
<td>More than 75% (88)</td>
<td>113</td>
<td>11</td>
<td>6</td>
<td>9</td>
</tr>
<tr>
<td>51% to 75% (63)</td>
<td>62</td>
<td>54</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>26% to 50% (38)</td>
<td>28</td>
<td>20</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>16% to 25% (20.5)</td>
<td>9</td>
<td>12</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Up to 15% (7.5)</td>
<td>12</td>
<td>15</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>None (0)</td>
<td>205</td>
<td>128</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>Don't know</td>
<td>99</td>
<td>64</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>Mean</td>
<td>12.87</td>
<td>12.87</td>
<td>12.87</td>
<td>12.87</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>24.57</td>
<td>24.57</td>
<td>24.57</td>
<td>24.57</td>
</tr>
<tr>
<td>Standard Error</td>
<td>1.092</td>
<td>1.092</td>
<td>1.092</td>
<td>1.092</td>
</tr>
</tbody>
</table>

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D5 In the last 12 months, what proportion of your insured patients were unable to use the hospital or PPU that you ... the most appropriate because the hospital or PPU was not covered (either fully or partly) by their insurance? Base: All

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon (s)</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>UK minus</td>
<td>England minus</td>
<td>Greater London - urban</td>
<td>Greater London - rural</td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td>Greater</td>
<td>Non-surgeon (m)</td>
<td>Anæsthetist (o)</td>
<td>Non-ònanæsthetist (z)</td>
<td>Surgeon (s)</td>
</tr>
<tr>
<td></td>
<td>England</td>
<td>Mostly main (c)</td>
<td>Sometimes main (g)</td>
<td>Not main (e)</td>
<td>High (f) Low (i)</td>
</tr>
<tr>
<td></td>
<td>minus</td>
<td></td>
<td></td>
<td></td>
<td>High (t) Low (v)</td>
</tr>
<tr>
<td></td>
<td>London</td>
<td></td>
<td></td>
<td></td>
<td>High (s) Low (w)</td>
</tr>
<tr>
<td></td>
<td>minus</td>
<td></td>
<td></td>
<td></td>
<td>Low (y) Low (z)</td>
</tr>
<tr>
<td></td>
<td>London</td>
<td></td>
<td></td>
<td></td>
<td>Low (a) Low (b)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Country</th>
<th>12%</th>
<th>20%</th>
<th>Mean</th>
<th>5%</th>
<th>Standard Error</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>30%</td>
<td></td>
<td>Standard Deviation</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>26%</td>
<td></td>
<td>Reference</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>33%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>36%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>41%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>46%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>51%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>56%</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>61%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>66%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>71%</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>
| Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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**D5** In the last 12 months, what proportion of your insured patients were unable to use the hospital or PPU that you recommended as being the most appropriate because the hospital or PPU was not covered (either fully or partly) by their insurance?

**Base:** All

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Private hospital - solus</th>
<th>Private hospital + PPU</th>
<th>Any PPU</th>
<th>Solus PPU</th>
<th>Consulting rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1 (B)</td>
<td>2 (C)</td>
<td>3+ (D)</td>
<td>(E)</td>
<td>(F)</td>
<td>Base: All</td>
</tr>
<tr>
<td>Total</td>
<td>670</td>
<td>235</td>
<td>35</td>
<td>100</td>
<td>161</td>
<td>265</td>
</tr>
<tr>
<td>More than 75% (75)</td>
<td>33</td>
<td>18</td>
<td>2</td>
<td>-</td>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td>6%</td>
<td>8%</td>
<td>8%</td>
<td>8%</td>
<td>-</td>
<td>8%</td>
<td>5%</td>
</tr>
<tr>
<td>81% to 75% (63)</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>-</td>
<td>6%</td>
<td>4%</td>
</tr>
<tr>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>-</td>
<td>6%</td>
<td>4%</td>
</tr>
<tr>
<td>26% to 50% (38)</td>
<td>11</td>
<td>11</td>
<td>11</td>
<td>-</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>6%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>-</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>16% to 25% (20.5)</td>
<td>35</td>
<td>35</td>
<td>35</td>
<td>-</td>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>-</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Up to 15% (15)</td>
<td>118</td>
<td>118</td>
<td>118</td>
<td>-</td>
<td>118</td>
<td>118</td>
</tr>
<tr>
<td>21%</td>
<td>21%</td>
<td>21%</td>
<td>21%</td>
<td>-</td>
<td>21%</td>
<td>21%</td>
</tr>
<tr>
<td>None (0)</td>
<td>205</td>
<td>205</td>
<td>205</td>
<td>-</td>
<td>205</td>
<td>205</td>
</tr>
<tr>
<td>36%</td>
<td>60</td>
<td>60</td>
<td>60</td>
<td>-</td>
<td>60</td>
<td>60</td>
</tr>
<tr>
<td>Don't know</td>
<td>99</td>
<td>99</td>
<td>99</td>
<td>-</td>
<td>99</td>
<td>99</td>
</tr>
<tr>
<td>17%</td>
<td>18%</td>
<td>18%</td>
<td>18%</td>
<td>-</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>Not usually or sometimes the main consultant</td>
<td>64</td>
<td>64</td>
<td>64</td>
<td>-</td>
<td>64</td>
<td>64</td>
</tr>
<tr>
<td>11%</td>
<td>9%</td>
<td>9%</td>
<td>9%</td>
<td>-</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.499</td>
<td>0.499</td>
<td>0.499</td>
<td>-</td>
<td>0.499</td>
<td>0.499</td>
</tr>
</tbody>
</table>

*Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.*

**Notes:**
- Small base
- Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

---

**Table Explanation:***

- **Size/proportion integrated:**
  - Large/mostly private
  - Mostly minority
  - Mostly minority
  - Small/mostly private
  - Small/mostly minority

- **No of hospitals/PPUs worked in:**
  - 1 (B)
  - 2 (C)
  - 3+ (D)

- **Private hospital - solus:**
  - Private hospital
  - Any PPU
  - Solus PPU

- **Consulting rooms:**
  - Base: All
D5 In the last 12 months, what proportion of your insured patients were unable to use the hospital or PPU that you recommended as being the most appropriate because the hospital or PPU was not covered (either fully or partly) by their insurance?

Base: All

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (%)</td>
<td>PPU (%)</td>
<td>51% or more (%)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>94*</td>
</tr>
<tr>
<td>More than 75% (75)</td>
<td>33</td>
<td>21</td>
<td>12</td>
</tr>
<tr>
<td>81% to 75% (63)</td>
<td>6%</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>26% to 50% (38)</td>
<td>11%</td>
<td>10</td>
<td>1</td>
</tr>
<tr>
<td>16% to 25% (20.5)</td>
<td>35%</td>
<td>36</td>
<td>10</td>
</tr>
<tr>
<td>6% to 15% (15)</td>
<td>21%</td>
<td>100</td>
<td>15</td>
</tr>
<tr>
<td>None (0)</td>
<td>205</td>
<td>166</td>
<td>33</td>
</tr>
<tr>
<td>Don’t know</td>
<td>99%</td>
<td>74</td>
<td>16</td>
</tr>
<tr>
<td>Not usually or sometimes the main consultant</td>
<td>11%</td>
<td>63</td>
<td>12%</td>
</tr>
<tr>
<td>Standard Error</td>
<td>0.889</td>
<td>0.921</td>
<td>2.780</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

D6a What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?

** The primary consultant in charge of the procedure asked you to be the anaesthetist **

Base: All anaesthetist

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main (i)</td>
<td>Not main (j)</td>
<td>High (k)</td>
<td>Low (l)</td>
</tr>
<tr>
<td>England</td>
<td>Surgeon</td>
<td>Non-surgeon (q)</td>
<td>Anaesthetist (r)</td>
<td>High (s)</td>
<td>Low (t)</td>
</tr>
<tr>
<td>Greater London</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London - urban</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England minus Greater London</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total

<table>
<thead>
<tr>
<th>Total</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main (i)</td>
<td>Not main (j)</td>
<td>High (k)</td>
<td>Low (l)</td>
</tr>
<tr>
<td></td>
<td>Non-surgeon (q)</td>
<td>Anaesthetist (r)</td>
<td>High (s)</td>
<td>Low (t)</td>
<td>High (u)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

** Small base; ** Very small base (under 30) ineligible for sig testing

Proportions/Means: Columns Tested (5% risk level) - l/j/k/p - l/m/n/Z - a/o - t/s - t/u - x/y - B/C - E/G/R - L/N - S/U - a/b/d/e

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
**D6a** What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months? 

**The primary consultant in charge of the procedure asked you to be the anaesthetist.**

**Base: All anaesthetist**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (a)</td>
<td>Small/mostly private (b)</td>
</tr>
<tr>
<td>Total</td>
<td>102</td>
<td>38*</td>
</tr>
<tr>
<td>0</td>
<td>7</td>
<td>2%</td>
</tr>
<tr>
<td>1-24</td>
<td>13</td>
<td>3%</td>
</tr>
<tr>
<td>25-49</td>
<td>4</td>
<td>1%</td>
</tr>
<tr>
<td>50-74</td>
<td>10</td>
<td>5%</td>
</tr>
<tr>
<td>75-100</td>
<td>66</td>
<td>27%</td>
</tr>
<tr>
<td>Don't know</td>
<td>2</td>
<td>- -</td>
</tr>
<tr>
<td>Mean</td>
<td>71.19</td>
<td>76.99</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>36.29</td>
<td>31.98</td>
</tr>
<tr>
<td>Standard Error</td>
<td>2.994</td>
<td>6.188</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - i/j/k/p - l/m/n/Z - a/q - r/s - t/u - x/y - B/C - E/G/R - L/N - S/U - a/b/d/e

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An Assessment of the Private Healthcare Market - Consultants survey

**D6a What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?**

**The primary consultant in charge of the procedure asked you to be the anaesthetist**

**Base: All anaesthetist**

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital (%)</td>
<td>50% or less (%)</td>
<td>BUPA yes (L)</td>
<td>AXA yes (N)</td>
<td>In consultant group or aware of one locally (J)</td>
</tr>
<tr>
<td>Total</td>
<td>102</td>
<td>88*</td>
<td>27*</td>
<td>83*</td>
<td>88*</td>
<td>40*</td>
</tr>
<tr>
<td>0</td>
<td>7%</td>
<td>8%</td>
<td>3%</td>
<td>3%</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>1-24</td>
<td>13%</td>
<td>10%</td>
<td>3%</td>
<td>13%</td>
<td>71%</td>
<td>20%</td>
</tr>
<tr>
<td>25-49</td>
<td>4%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>50-74</td>
<td>10%</td>
<td>10%</td>
<td>5%</td>
<td>7%</td>
<td>11%</td>
<td>5%</td>
</tr>
<tr>
<td>75-100</td>
<td>65%</td>
<td>61%</td>
<td>70%</td>
<td>56%</td>
<td>69%</td>
<td>21%</td>
</tr>
<tr>
<td>Don't know</td>
<td>2%</td>
<td>1%</td>
<td>2%</td>
<td>1%</td>
<td>5%</td>
<td>2%</td>
</tr>
<tr>
<td>Mean</td>
<td>71.9%</td>
<td>74.6%</td>
<td>76.6%</td>
<td>72.86%</td>
<td>74.56%</td>
<td>61.45%</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>36.29%</td>
<td>33.62%</td>
<td>29.70%</td>
<td>35.14%</td>
<td>33.85%</td>
<td>40.18%</td>
</tr>
<tr>
<td>Standard Error</td>
<td>3.99%</td>
<td>3.583%</td>
<td>4.883%</td>
<td>3.858%</td>
<td>3.608%</td>
<td>6.363%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - l/j/k/p - l/m/n/Z - a/q - r/s - t/u - x/y - B/C - E/G/R - L/N - S/U - a/b/d/e

* Small base; ** very small base (under 30) ineligible for sig testing

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**An Assessment of the Private Healthcare Market - Consultants survey**

**D6b What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?**

**The patient undergoing the procedure asked for you to be the anaesthetist**

**Base: All anaesthetist**

<table>
<thead>
<tr>
<th>Proportion</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK minus Greater London</td>
<td>England</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>(l)</td>
<td>(m)</td>
<td>(n)</td>
</tr>
<tr>
<td>102</td>
<td>60</td>
<td>29</td>
<td>40</td>
<td>49</td>
</tr>
<tr>
<td></td>
<td>71</td>
<td>68%</td>
<td>67%</td>
<td>70%</td>
</tr>
<tr>
<td><strong>1-24</strong></td>
<td>28</td>
<td>25</td>
<td>13</td>
<td>19</td>
</tr>
<tr>
<td>27%</td>
<td>26%</td>
<td>28%</td>
<td>27%</td>
<td>35%</td>
</tr>
<tr>
<td><strong>25-49</strong></td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td><strong>50-74</strong></td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>75-100</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Don't know</strong></td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>2%</td>
<td>1%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Mean</strong></td>
<td>1.40</td>
<td>1.46</td>
<td>1.47</td>
<td>1.60</td>
</tr>
<tr>
<td><strong>Standard Deviation</strong></td>
<td>3.64</td>
<td>3.91</td>
<td>3.85</td>
<td>2.82</td>
</tr>
<tr>
<td><strong>Standard Error</strong></td>
<td>0.261</td>
<td>0.401</td>
<td>0.410</td>
<td>0.430</td>
</tr>
</tbody>
</table>

*small base; **very small base (under 30) ineligible for sig testing
Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
**Question:**
What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?

**Base:** All anaesthetist

**Table:**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (a)</td>
<td>Small/mostly private (b)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>102</td>
<td>38*</td>
</tr>
<tr>
<td><strong>0-124</strong></td>
<td>71*</td>
<td>22</td>
</tr>
<tr>
<td><strong>1-24</strong></td>
<td>28</td>
<td>16</td>
</tr>
<tr>
<td><strong>25-49</strong></td>
<td>1%</td>
<td>1</td>
</tr>
<tr>
<td><strong>50-74</strong></td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>75-100</strong></td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Don't Know</strong></td>
<td>2%</td>
<td>-</td>
</tr>
</tbody>
</table>

| **Mean**                   | 1.40                            | 1.87         | 1.94 | 0.05 | 2.24 | 1.49 | 1.30 |
| **Standard Deviation**     | 3.64                            | 2.61         | 5.72 | 1.84 | 5.65 | 4.10 | 2.49 |
| **Standard Error**         | 0.361                           | 0.044        | 1.026 | 0.299 | 0.954 | 0.498 | 0.441 |

*Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/l - J/K - L/M/N/O/P - S/T/U*

*small base; ** very small base (under 30) ineligible for sig testing*

*Significance testing has been carried out within each break*

*Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified*
An Assessment of the Private Healthcare Market - Consultants survey

D6b What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?

** The patient undergoing the procedure asked for you to be the anaesthetist**

Base: All anaesthetist

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>50% or less</td>
<td>BUPA yes</td>
<td>Not in consultant</td>
</tr>
<tr>
<td></td>
<td>in (%)</td>
<td>(%)</td>
<td>AXA yes</td>
<td>group or aware</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(L)</td>
<td>of one locally</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>102</td>
<td>88*</td>
<td>83*</td>
<td>40*</td>
</tr>
<tr>
<td></td>
<td>0</td>
<td></td>
<td>88*</td>
<td>44*</td>
</tr>
<tr>
<td></td>
<td>71</td>
<td>69*</td>
<td>67</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td>24</td>
<td>26</td>
<td>60</td>
<td>38</td>
</tr>
<tr>
<td>1-24</td>
<td>28</td>
<td>24</td>
<td>23</td>
<td>13</td>
</tr>
<tr>
<td></td>
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<td>2%</td>
</tr>
<tr>
<td>50-74</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>75-100</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Don't know</td>
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<td>2%</td>
<td>2%</td>
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<tr>
<td></td>
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<td>-</td>
<td>2%</td>
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</tr>
<tr>
<td>Mean</td>
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<td>1.27</td>
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Proportions/Mean: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

D6c What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?

** The private hospital or PPU where the procedure took place appointed you to be the anaesthetist **

Base: All anaesthetist

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mostly main (o)</td>
<td>Not main (p)</td>
<td>High (t)</td>
<td>Low (u)</td>
</tr>
<tr>
<td>Surgeon (s)</td>
<td>Non-surgeon (m)</td>
<td>Total (q)</td>
<td>Total (r)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Country</th>
<th>England (a)</th>
<th>UK minus Greater London (b)</th>
<th>UK minus Greater London - urban (c)</th>
<th>England minus Greater London (d)</th>
<th>Surgeon (s)</th>
<th>Non-surgeon (m)</th>
<th>Anaesthetist (n)</th>
<th>Mostly main (o)</th>
<th>Not main (p)</th>
<th>High (t)</th>
<th>Low (u)</th>
<th>High (v)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>102</td>
<td>84*</td>
<td>68*</td>
<td>43*</td>
<td>70*</td>
<td>49*</td>
<td>63*</td>
<td>102</td>
<td>34*</td>
<td>55*</td>
<td>58*</td>
<td>44*</td>
</tr>
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<td>4</td>
<td>3</td>
<td>1</td>
<td>3</td>
<td>1</td>
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<tr>
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<td>7</td>
<td>6</td>
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<td>2</td>
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<td>12</td>
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<td>8</td>
<td>3</td>
</tr>
<tr>
<td>Don't know</td>
<td>2%</td>
<td>1%</td>
<td>2%</td>
<td>1%</td>
<td>1%</td>
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<td>2%</td>
<td>2%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1</td>
</tr>
</tbody>
</table>

Mean | 18.29 | 17.89 | 19.62 | 15.57 | 19.46 | 17.79 | 18.75 | 18.29 | 19.94 | 19.22 | 13.79 | 24.26 | 12.58 | 23.00 | 15.63 |
Standard Deviation | 30.12 | 29.78 | 30.57 | 23.93 | 30.31 | 28.27 | 32.00 | 30.12 | 31.48 | 31.82 | 25.49 | 34.75 | 24.41 | 33.52 | 26.07 |
D6c What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months? ** The private hospital or PPU where the procedure took place appointed you to be the anaesthetist **
Base: All anaesthetist

<table>
<thead>
<tr>
<th>Size/proportion worked in</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Private hospital - solus (E)</td>
<td>Any PPU (G)</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>1 (B)</td>
<td>2 (C)</td>
</tr>
<tr>
<td>(a)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(d)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>102</td>
<td>68*</td>
</tr>
<tr>
<td>Small/ Private</td>
<td>45</td>
<td>25</td>
</tr>
<tr>
<td>Large/mostly mostly</td>
<td>56</td>
<td>7</td>
</tr>
<tr>
<td>hospital</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>102</td>
<td>68*</td>
</tr>
<tr>
<td>1-24</td>
<td>38*</td>
<td>25</td>
</tr>
<tr>
<td>25-49</td>
<td>31*</td>
<td>7</td>
</tr>
<tr>
<td>50-74</td>
<td>44%</td>
<td>4%</td>
</tr>
<tr>
<td>75-100</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Don't know</td>
<td>2%</td>
<td>2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Size/proportion worked in</th>
<th>No of hospitals/PPUs worked in</th>
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<tbody>
<tr>
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<tr>
<td>Large/mostly private</td>
<td>1 (B)</td>
<td>2 (C)</td>
</tr>
<tr>
<td>(a)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(d)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>102</td>
<td>68*</td>
</tr>
<tr>
<td>Small/ Private</td>
<td>45</td>
<td>25</td>
</tr>
<tr>
<td>Large/mostly mostly</td>
<td>56</td>
<td>7</td>
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<tr>
<td>hospital</td>
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<td></td>
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<tr>
<td>Total</td>
<td>102</td>
<td>68*</td>
</tr>
<tr>
<td>1-24</td>
<td>38*</td>
<td>25</td>
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<tr>
<td>25-49</td>
<td>31*</td>
<td>7</td>
</tr>
<tr>
<td>50-74</td>
<td>44%</td>
<td>4%</td>
</tr>
<tr>
<td>75-100</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Don't know</td>
<td>2%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/e/f/g/i - l/m/n/Z - a/p/q - r/s - t/u - x/y/z - B/C/D - E/F/G/R - J/K - L/N - S/T/U
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**The private hospital or PPU where the procedure took place appointed you to be the anaesthetist**

**Base: All anaesthetist**

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (%)</td>
<td>50% or less (%)</td>
<td>BUPA - yes (%)</td>
<td>In consultant group (%)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>102</td>
<td>88*</td>
<td>88*</td>
<td>49*</td>
</tr>
<tr>
<td>0</td>
<td>45</td>
<td>31%</td>
<td>29%</td>
<td>29%</td>
</tr>
<tr>
<td>1-24</td>
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<td>31%</td>
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<td>38%</td>
</tr>
<tr>
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<td>102</td>
<td></td>
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</tr>
<tr>
<td>25-49</td>
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<td>4%</td>
<td>5%</td>
<td>4%</td>
</tr>
<tr>
<td>50-74</td>
<td>7</td>
<td>7%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>75-100</td>
<td>15</td>
<td>12%</td>
<td>10%</td>
<td>9%</td>
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<td>Don't know</td>
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<td>2%</td>
<td>-</td>
<td>2%</td>
</tr>
<tr>
<td>Mean</td>
<td>18.29</td>
<td>14.67</td>
<td>12.70</td>
<td>16.10</td>
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<td>Standard Deviation</td>
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<td>30.12</td>
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<td>2.982</td>
<td>2.711</td>
<td>3.378</td>
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</tbody>
</table>

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**What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?**

---

**Base:** All anaesthetist

<table>
<thead>
<tr>
<th>Country</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<tr>
<td></td>
<td>Surgeon (s)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (n)</td>
<td>Mostly main (o)</td>
</tr>
<tr>
<td></td>
<td>(s)</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UK minus Greater London</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UK minus Greater London - urban</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Total</td>
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<td></td>
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<tr>
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<td>84</td>
<td>53</td>
<td>102</td>
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<td>81%</td>
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<td>84</td>
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<td>1%</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>1</td>
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<td>50-74</td>
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<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
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<tr>
<td>1%</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>75-100</td>
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<td>8%</td>
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<td>8</td>
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<td>1</td>
</tr>
<tr>
<td>2%</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Don't know</td>
<td></td>
<td></td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/e/f/g/h/j/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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## An Assessment of the Private Healthcare Market - Consultants survey

**D6d What proportion of patients undergoing a procedure that requires you to administer anaesthesia came to you via each of the following channels in the last 12 months?**

**Other (specify)**

**Base: All anaesthetist**

<table>
<thead>
<tr>
<th>Size/proportion hospitals/PPUs worked in</th>
<th>No of Size/proportion hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td>1-24</td>
<td>83.8%</td>
<td></td>
</tr>
<tr>
<td>25-49</td>
<td>84.8%</td>
<td></td>
</tr>
<tr>
<td>50-74</td>
<td>81.2%</td>
<td></td>
</tr>
<tr>
<td>75-100</td>
<td>84.9%</td>
<td></td>
</tr>
<tr>
<td>Don't Know</td>
<td>88.1%</td>
<td></td>
</tr>
<tr>
<td>Mean</td>
<td>9.12</td>
<td></td>
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<tr>
<td>Standard Deviation</td>
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</tr>
<tr>
<td>Standard Error</td>
<td>2.619</td>
<td></td>
</tr>
</tbody>
</table>

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<tr>
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</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>In consultant group (%)</td>
</tr>
<tr>
<td>Total</td>
<td>102</td>
<td>88*</td>
<td>83*</td>
</tr>
<tr>
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<td>83</td>
<td>72</td>
<td>67</td>
</tr>
<tr>
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<td>6</td>
<td>6</td>
</tr>
<tr>
<td>25-49</td>
<td>1</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td>50-74</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>75-100</td>
<td>8</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>Don't know</td>
<td>2</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Mean</td>
<td>9.12</td>
<td>9.10</td>
<td>8.57</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>26.45</td>
<td>26.41</td>
<td>24.32</td>
</tr>
<tr>
<td>Standard Error</td>
<td>2.619</td>
<td>2.816</td>
<td>3.998</td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/e/f/g/h/i - I/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially?

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td>Non-surgeon</td>
<td>(c)</td>
<td>(m)</td>
<td>(p)</td>
<td>(t)</td>
</tr>
<tr>
<td></td>
<td>Anaesthetist</td>
<td>(g)</td>
<td>80%</td>
<td>70%</td>
<td>80%</td>
</tr>
<tr>
<td></td>
<td>Non-anaesthetists</td>
<td>(j)</td>
<td>80%</td>
<td>m</td>
<td>76%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviva</td>
<td>391</td>
<td>179</td>
<td>102</td>
<td>468</td>
<td>474</td>
<td>32%</td>
<td>64%</td>
<td>128</td>
<td>22%</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>322</td>
<td>142</td>
<td>88</td>
<td>373</td>
<td>390</td>
<td>29%</td>
<td>60%</td>
<td>86</td>
<td>25%</td>
</tr>
<tr>
<td>BUPA</td>
<td>322</td>
<td>148</td>
<td>83</td>
<td>367</td>
<td>358</td>
<td>29%</td>
<td>70%</td>
<td>80</td>
<td>32%</td>
</tr>
<tr>
<td>ILU Health</td>
<td>261</td>
<td>108</td>
<td>73</td>
<td>316</td>
<td>324</td>
<td>26%</td>
<td>63%</td>
<td>72</td>
<td>33%</td>
</tr>
<tr>
<td>Simply Health</td>
<td>261</td>
<td>102</td>
<td>70</td>
<td>298</td>
<td>220</td>
<td>29%</td>
<td>67%</td>
<td>69</td>
<td>44%</td>
</tr>
<tr>
<td>WPA</td>
<td>298</td>
<td>108</td>
<td>85</td>
<td>321</td>
<td>235</td>
<td>26%</td>
<td>76%</td>
<td>65</td>
<td>14%</td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>458</td>
<td>458</td>
<td>440</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>4</td>
</tr>
<tr>
<td>Standard Life</td>
<td>1%</td>
<td>3</td>
<td>4</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>5</td>
</tr>
<tr>
<td>None - I would not be reimbursed by any private medical insurer</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>9</td>
</tr>
<tr>
<td>Don’t know</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>38</td>
</tr>
<tr>
<td>NET - Any</td>
<td>520</td>
<td>458</td>
<td>188</td>
<td>133</td>
<td>380</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base

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**E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially?**

*Base: All respondents*

<table>
<thead>
<tr>
<th>Private Medical Insurers</th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>(B)</td>
<td>(C)</td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(C)</td>
<td>(D)</td>
</tr>
<tr>
<td>Aviva</td>
<td>100</td>
<td>100</td>
<td>368</td>
</tr>
<tr>
<td></td>
<td>77%</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>100</td>
<td>100</td>
<td>368</td>
</tr>
<tr>
<td></td>
<td>87%</td>
<td>87%</td>
<td>87%</td>
</tr>
<tr>
<td>BUPA</td>
<td>200</td>
<td>117</td>
<td>314</td>
</tr>
<tr>
<td></td>
<td>82%</td>
<td>83%</td>
<td>82%</td>
</tr>
<tr>
<td>BUPA Health</td>
<td>184</td>
<td>156</td>
<td>265</td>
</tr>
<tr>
<td></td>
<td>68%</td>
<td>76%</td>
<td>68%</td>
</tr>
<tr>
<td>Simply Health</td>
<td>178</td>
<td>154</td>
<td>296</td>
</tr>
<tr>
<td></td>
<td>67%</td>
<td>72%</td>
<td>67%</td>
</tr>
<tr>
<td>WPA</td>
<td>169</td>
<td>157</td>
<td>278</td>
</tr>
<tr>
<td></td>
<td>71%</td>
<td>72%</td>
<td>71%</td>
</tr>
<tr>
<td>Benenden Healthcare</td>
<td>4</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Cigna</td>
<td>6</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>3</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Groupama</td>
<td>3</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

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### An Assessment of the Private Healthcare Market - Consultants survey

**E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Large/mostly private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Standard Life</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>5</td>
<td>1</td>
</tr>
<tr>
<td>None - I would not be reimbursed by any private medical insurer</td>
<td>9</td>
<td>1</td>
</tr>
<tr>
<td>Don't know</td>
<td>38</td>
<td>7</td>
</tr>
<tr>
<td>NET - Any</td>
<td>520</td>
<td>227</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital PPU</td>
<td>BUPA - yes</td>
<td>BUPA - no</td>
</tr>
<tr>
<td></td>
<td></td>
<td>AXA - yes</td>
<td>AXA - no</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>460</td>
<td>470</td>
</tr>
<tr>
<td>Aviva</td>
<td>460</td>
<td>371</td>
<td>411</td>
</tr>
<tr>
<td>BUPA</td>
<td>460</td>
<td>382</td>
<td>433</td>
</tr>
<tr>
<td>AXA</td>
<td>460</td>
<td>383</td>
<td>470</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>460</td>
<td>382</td>
<td>470</td>
</tr>
<tr>
<td>Aviva</td>
<td>570</td>
<td>460</td>
<td>470</td>
</tr>
<tr>
<td>BUPA</td>
<td>460</td>
<td>382</td>
<td>433</td>
</tr>
<tr>
<td>AXA</td>
<td>460</td>
<td>383</td>
<td>470</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>460</td>
<td>382</td>
<td>470</td>
</tr>
<tr>
<td>Simply Health</td>
<td>381</td>
<td>327</td>
<td>360</td>
</tr>
<tr>
<td>WPA</td>
<td>408</td>
<td>344</td>
<td>362</td>
</tr>
<tr>
<td>Benenden Healthcare</td>
<td>4</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>Cigna</td>
<td>12</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>8</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>Groupama</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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**E1** Which, if any, of the following private medical insurers would cover your fees either fully or partially?

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<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>482</td>
<td>98*</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>4</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Total</td>
<td>2</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Standard Life</td>
<td>6</td>
<td>4</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>6</td>
<td>4</td>
<td>7%</td>
</tr>
<tr>
<td>None - I would not be reimbursed by any private medical insurer</td>
<td>29</td>
<td>20</td>
<td>3%</td>
</tr>
<tr>
<td>Don't Know</td>
<td>38</td>
<td>30</td>
<td>4%</td>
</tr>
<tr>
<td>NET - Any</td>
<td>520</td>
<td>426</td>
<td>84%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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**E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Insurer</th>
<th>Total</th>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Always (a)</td>
<td>Usually (b)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>518</td>
<td>34</td>
</tr>
<tr>
<td>Aviva</td>
<td>440</td>
<td>406</td>
<td>34</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>464</td>
<td>424</td>
<td>40</td>
</tr>
<tr>
<td>BUPA</td>
<td>479</td>
<td>403</td>
<td>37</td>
</tr>
<tr>
<td>RSA Health</td>
<td>399</td>
<td>359</td>
<td>30</td>
</tr>
<tr>
<td>Simply Health</td>
<td>381</td>
<td>351</td>
<td>30</td>
</tr>
<tr>
<td>WPA</td>
<td>406</td>
<td>372</td>
<td>34</td>
</tr>
<tr>
<td>Benenden Healthcare</td>
<td>4</td>
<td>6</td>
<td>2</td>
</tr>
<tr>
<td>Cigna</td>
<td>13</td>
<td>11</td>
<td>2</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>6</td>
<td>6</td>
<td>-</td>
</tr>
<tr>
<td>Groupama</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Police Healthcare Scheme</td>
<td>4</td>
<td>4</td>
<td>-</td>
</tr>
<tr>
<td>Standard Life</td>
<td>2</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>5</td>
<td>5</td>
<td>-</td>
</tr>
</tbody>
</table>

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---

**Proportions/Means: Columns Tested (5% risk level)**

- a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small base

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### E1 Which, if any, of the following private medical insurers would cover your fees either fully or partially?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Total</th>
<th>Always (a)</th>
<th>Usually (b)</th>
<th>Sometimes (c)</th>
<th>Always/usually (d)</th>
<th>Sometimes/ Never/ DK (f)</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Yes (g) No (h)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>570</td>
<td>309</td>
<td>209</td>
<td>40</td>
<td>518</td>
<td>52</td>
<td>388 134</td>
</tr>
<tr>
<td>None - I would not be reimbursed by any private medical insurer</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1 6</td>
</tr>
<tr>
<td>9</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>9%</td>
<td>2%</td>
<td>1 6</td>
</tr>
<tr>
<td>Don’t know</td>
<td>20</td>
<td>11</td>
<td>-</td>
<td>31</td>
<td>7</td>
<td>10 6</td>
</tr>
<tr>
<td>38</td>
<td>7%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>13%</td>
<td>bce 4% 4%</td>
</tr>
<tr>
<td>NET - Any</td>
<td>520</td>
<td>280</td>
<td>192</td>
<td>40</td>
<td>47</td>
<td>45</td>
</tr>
<tr>
<td>91%</td>
<td>90%</td>
<td>90%</td>
<td>100%</td>
<td>90%</td>
<td>87%</td>
<td>370 121</td>
</tr>
</tbody>
</table>

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* Small base

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<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>England</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Sometimes main</td>
</tr>
<tr>
<td>England</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Sometimes main</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>Yes</td>
<td>135</td>
<td>122</td>
<td>26*</td>
<td>26*</td>
<td>109</td>
</tr>
<tr>
<td>No</td>
<td>435</td>
<td>373</td>
<td>40*</td>
<td>36*</td>
<td>370</td>
</tr>
<tr>
<td>Don't know</td>
<td>6</td>
<td>6</td>
<td>-</td>
<td>-</td>
<td>6</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Small base

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# An Assessment of the Private Healthcare Market - Consultants survey

**E2 Do you belong to a consultant group?**

**Base:** All respondents

---

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/mostly private</td>
<td>Private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
<td>Hospital + PPU</td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td>Small/mostly private</td>
<td>Any PPU</td>
</tr>
<tr>
<td></td>
<td>(z)</td>
<td>(A)</td>
<td>Sols PPU</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(B)</td>
<td>Rooms</td>
</tr>
<tr>
<td>Total</td>
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<td>570</td>
<td>368</td>
</tr>
<tr>
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<td>135 (24%)</td>
<td>126</td>
<td>124</td>
</tr>
<tr>
<td></td>
<td>A 27%</td>
<td>B 50%</td>
<td>C 33%</td>
</tr>
<tr>
<td></td>
<td>A 29%</td>
<td>B 36%</td>
<td>C 14%</td>
</tr>
<tr>
<td></td>
<td>A 28%</td>
<td>B 31%</td>
<td>C 29%</td>
</tr>
<tr>
<td>No</td>
<td>534 (76%)</td>
<td>412</td>
<td>244</td>
</tr>
<tr>
<td></td>
<td>A 72%</td>
<td>B 66%</td>
<td>C 67%</td>
</tr>
<tr>
<td></td>
<td>A 74%</td>
<td>B 64%</td>
<td>C 68%</td>
</tr>
<tr>
<td></td>
<td>A 74%</td>
<td>B 60%</td>
<td>C 66%</td>
</tr>
<tr>
<td>Don't know</td>
<td>6 (1%)</td>
<td>4 (1%)</td>
<td>2 (1%)</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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E2 Do you belong to a consultant group?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
<td>BUPA</td>
<td>AXA</td>
</tr>
<tr>
<td></td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td>- yes</td>
<td>- yes</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
<td>470</td>
<td>100</td>
</tr>
<tr>
<td></td>
<td>135</td>
<td>106</td>
<td>27</td>
<td>113</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td>24%</td>
<td>23%</td>
<td>28%</td>
<td>24%</td>
<td>28%</td>
</tr>
<tr>
<td>Yes</td>
<td>51% or more</td>
<td>50% or less</td>
<td>- yes</td>
<td>- no</td>
<td>- no</td>
</tr>
<tr>
<td></td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
</tr>
<tr>
<td></td>
<td>452</td>
<td>342</td>
<td>48%</td>
<td>352</td>
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<td>72%</td>
<td>141</td>
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<td>27%</td>
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<td>66%</td>
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<td></td>
<td>23%</td>
<td>31%</td>
<td>35%</td>
<td>78%</td>
<td></td>
</tr>
<tr>
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<td>28%</td>
<td>25%</td>
<td>20%</td>
<td>75%</td>
<td></td>
</tr>
<tr>
<td>No</td>
<td>98*</td>
<td>100%</td>
<td>100%</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>98*</td>
<td>100%</td>
<td>100%</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td></td>
</tr>
<tr>
<td>Don’t know</td>
<td>6</td>
<td>4</td>
<td>-</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td>(%)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>2%</td>
<td></td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/l - J/K - L/M/N/O/P - S/T/U

* Small base

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E2 Do you belong to a consultant group?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Always (a)</th>
<th>Usually (b)</th>
<th>Sometimes (c)</th>
<th>Always/ Usually (d)</th>
<th>Sometimes/ Never/DK (e)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<tr>
<td>Total</td>
<td>570</td>
<td>309</td>
<td>209</td>
<td>40</td>
<td>518</td>
<td>388</td>
</tr>
<tr>
<td>Yes</td>
<td>135</td>
<td>76</td>
<td>42</td>
<td>16</td>
<td>117</td>
<td>134</td>
</tr>
<tr>
<td></td>
<td>24%</td>
<td>24%</td>
<td>20%</td>
<td>40%</td>
<td>29%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No</td>
<td>429</td>
<td>230</td>
<td>166</td>
<td>24</td>
<td>306</td>
<td>297</td>
</tr>
<tr>
<td></td>
<td>75%</td>
<td>74%</td>
<td>77%</td>
<td>60%</td>
<td>76%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Don't know</td>
<td>6</td>
<td>4</td>
<td>1</td>
<td>-</td>
<td>5</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>2%</td>
<td></td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

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### An Assessment of the Private Healthcare Market - Consultants survey

**E3 How do you typically set your fees?**

**Base: All who belong to a consultant group**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetists</td>
<td>Mostly main</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td>Total</td>
<td>135</td>
<td>122</td>
<td>45*</td>
<td>96*</td>
<td>100</td>
</tr>
<tr>
<td>Independently of the group</td>
<td>44</td>
<td>44</td>
<td>40</td>
<td>36*</td>
<td>37*</td>
</tr>
<tr>
<td>With reference to guidelines set by the group</td>
<td>37</td>
<td>32</td>
<td>31</td>
<td>26</td>
<td>31</td>
</tr>
<tr>
<td>At the level specified by the group</td>
<td>35</td>
<td>32</td>
<td>29</td>
<td>26</td>
<td>24</td>
</tr>
<tr>
<td>With reference to insurer's guidelines</td>
<td>8</td>
<td>7</td>
<td>5</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Don't know</td>
<td>5</td>
<td>5</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### E3 How do you typically set your fees?

**Base:** All who belong to a consultant group

<table>
<thead>
<tr>
<th>Size/ proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (A)</td>
<td>Privately owned hospital - solo (E)</td>
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<td></td>
<td>Total 1 (B)</td>
<td>2 (C)</td>
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<td>63*</td>
</tr>
<tr>
<td></td>
<td>48</td>
<td>23</td>
</tr>
<tr>
<td></td>
<td>36%</td>
<td>37%</td>
</tr>
<tr>
<td></td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>27%</td>
<td>24%</td>
</tr>
<tr>
<td>At the level specified by the group</td>
<td>35</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>28%</td>
<td>32%</td>
</tr>
<tr>
<td>With reference to guidelines set by the group</td>
<td>8</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>6%</td>
<td>2%</td>
</tr>
<tr>
<td></td>
<td>8%</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
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<td>1</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Don't know</td>
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<td>3</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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E3 How do you typically set your fees?

Base: All who belong to a consultant group

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital (H)</td>
<td>50% or less (K)</td>
<td>BUPA - yes (L)</td>
</tr>
<tr>
<td></td>
<td>135</td>
<td>106</td>
<td>46*</td>
<td>113</td>
</tr>
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<td></td>
<td>114</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>135</td>
</tr>
<tr>
<td></td>
<td>Independence of the group</td>
<td>48</td>
<td>38</td>
<td>40</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>31%</td>
<td>28%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>27%</td>
</tr>
<tr>
<td></td>
<td>With reference to guidelines set by the group</td>
<td>37</td>
<td>25</td>
<td>13</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>28%</td>
<td>28%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>27%</td>
</tr>
<tr>
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<td>At the level specified by the group</td>
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<td>31</td>
<td>17</td>
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</tr>
<tr>
<td></td>
<td>With reference to insurer's guidelines</td>
<td>8</td>
<td>5</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
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<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>2%</td>
</tr>
<tr>
<td></td>
<td>Don't know</td>
<td>5</td>
<td>5</td>
<td>-</td>
</tr>
<tr>
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<td></td>
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<td></td>
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<td></td>
<td></td>
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<td>5</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### E3 How do you typically set your fees?
**Base: All who belong to a consultant group**

<table>
<thead>
<tr>
<th></th>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Always/usually</td>
<td>Yes/No</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(g)</td>
</tr>
<tr>
<td></td>
<td>(b)</td>
<td>(h)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>135</td>
<td></td>
</tr>
<tr>
<td>Independently of the group</td>
<td>48</td>
<td></td>
</tr>
<tr>
<td></td>
<td>34%</td>
<td></td>
</tr>
<tr>
<td>With reference to guidelines</td>
<td>37</td>
<td></td>
</tr>
<tr>
<td>set by the group</td>
<td>27%</td>
<td></td>
</tr>
<tr>
<td>All the level specified by</td>
<td>35</td>
<td></td>
</tr>
<tr>
<td>the group</td>
<td>26%</td>
<td></td>
</tr>
<tr>
<td>With reference to insurer's</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>guidelines</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Don’t know</td>
<td>5</td>
<td></td>
</tr>
</tbody>
</table>

|                             | 70*              | 42*                    | 117 | 88* | 38* |
| Independent of the group    | 23               | 19                     | 42  | 36  | 10  |
| With reference to guidelines| 20               | 11                     | 33  | 23  | 10  |
| set by the group            | 29%              | 26%                    | 28% | 26% | 26% |
| All the level specified by  | 23               | 8                      | 31  | 17  | 15  |
| the group                   | 27%              | 10%                    | 26% | 10% | 26% |
| With reference to insurer’s  | 3                | 2                      | 5   | 6   | 2   |
| guidelines                  | 6%               | 5%                     | 4%  | 7%  | 5%  |
| Other                       | 2                | 1                      | 1   | 1   | 1   |
|                             | 1%               | 2%                     | 1%  | 3%  | 1%  |
| Don’t know                  | 5                | 1                      | 5   | 5   | -   |

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### An Assessment of the Private Healthcare Market - Consultants survey

**E3 How do you typically set your fees?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(c)</td>
<td>(m)</td>
<td>(g)</td>
<td>(t)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>64*</td>
<td>66*</td>
<td>168*</td>
<td>468</td>
</tr>
<tr>
<td>Independently of the group</td>
<td>48%</td>
<td>6%</td>
<td>8%</td>
<td>10%</td>
<td>8%</td>
</tr>
<tr>
<td>With reference to guidelines set by the group</td>
<td>37%</td>
<td>3%</td>
<td>1%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>At the level specified by the group</td>
<td>35%</td>
<td>3%</td>
<td>1%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>With reference to insurer's guidelines</td>
<td>5%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>4%</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Don't know</td>
<td>5%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Do not belong to consultant group/don't know</td>
<td>435</td>
<td>76%</td>
<td>81%</td>
<td>69%</td>
<td>78%</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

- **Small base**
- Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**E3 How do you typically set your fees?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/mostly private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td></td>
<td>No of hospitals/PPUs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>235</td>
<td>31*</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Small/ mostly private</td>
<td>18</td>
<td>21</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>7%</td>
<td>11%</td>
</tr>
<tr>
<td>Private</td>
<td>26</td>
<td>17</td>
</tr>
<tr>
<td>Solus Consulting</td>
<td>255</td>
<td>192</td>
</tr>
<tr>
<td>Total</td>
<td>368</td>
<td>124</td>
</tr>
</tbody>
</table>

* Independent of the group: 48%*  
* With reference to guidelines set by the group: 6%  
* All the level specified by the group: 8%  
* With reference to insurer's guidelines: 2%  
* Other: 2%  
* Don't know: 5%  
* Do not belong to consultant group/Don't know: 76%  

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**E3 How do you typically set your fees?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Fee Setting Method</th>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>In consultant group</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98</td>
<td>71</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>136</td>
<td>119</td>
</tr>
<tr>
<td>Independently of the group</td>
<td>48</td>
<td>38</td>
<td>10</td>
<td>7</td>
<td>15</td>
<td>46</td>
<td>8</td>
<td>41</td>
<td>7</td>
<td>48</td>
<td></td>
</tr>
<tr>
<td>With reference to guidelines set by the group</td>
<td>37</td>
<td>26</td>
<td>11</td>
<td>7</td>
<td>13</td>
<td>29</td>
<td>8</td>
<td>29</td>
<td>6</td>
<td>37</td>
<td></td>
</tr>
<tr>
<td>At the level specified by the group</td>
<td>35</td>
<td>31</td>
<td>4</td>
<td>6</td>
<td>17</td>
<td>29</td>
<td>6</td>
<td>29</td>
<td>6</td>
<td>35</td>
<td></td>
</tr>
<tr>
<td>With reference to insurer's guidelines</td>
<td>8</td>
<td>5</td>
<td>2</td>
<td>1</td>
<td>9</td>
<td>8</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
<td>2</td>
<td>-</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Don't know</td>
<td>5</td>
<td>5</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>5</td>
<td>-</td>
<td>5</td>
<td>-</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Do not belong to consultant group/don't know</td>
<td>435</td>
<td>346</td>
<td>71</td>
<td>49</td>
<td>141</td>
<td>357</td>
<td>78</td>
<td>350</td>
<td>86</td>
<td>-</td>
<td>119</td>
</tr>
</tbody>
</table>

* Small base

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/h/i - j/m/n/z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
**E3 How do you typically set your fees?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Set fees at same level</th>
<th>Charge same fees</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Always (a)</td>
<td>Usually (b)</td>
</tr>
<tr>
<td></td>
<td>(g)</td>
<td>(h)</td>
</tr>
<tr>
<td></td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td></td>
<td>(l)</td>
<td>(m)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>309</td>
</tr>
<tr>
<td>Independently of the</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>With reference to</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>guidelines set by the</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>At the level specified</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>by the group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>With reference to</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>insurer’s guidelines</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>Don’t know</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Do not belong to</td>
<td></td>
<td></td>
</tr>
<tr>
<td>consultant group/don’t</td>
<td></td>
<td></td>
</tr>
<tr>
<td>know</td>
<td>76%</td>
<td>76%</td>
</tr>
</tbody>
</table>

**Proportions/Medians: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s**

* Small sample

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### Question E4

**Are there any other consultant groups of the same specialty as you, active in your local area?**

Please only consider groups that are in addition to the consultant group that you already said you belong to.

**Base:** All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Yes</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Don't know</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*Small base*

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E4 Are there any (other) consultant groups of the same specialty as you, active in your local area?
Please only consider groups that are in addition to the consultant group that you already said you belong to.

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1 (B)</td>
<td>2 (C)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>670</td>
<td></td>
</tr>
<tr>
<td>Yes 32%</td>
<td>180</td>
<td></td>
</tr>
<tr>
<td>176 76%</td>
<td>76</td>
<td>11</td>
</tr>
<tr>
<td>No 49%</td>
<td>280</td>
<td></td>
</tr>
<tr>
<td>117 40%</td>
<td>30</td>
<td>15</td>
</tr>
<tr>
<td>Don't know 19%</td>
<td>110</td>
<td></td>
</tr>
<tr>
<td>42 36%</td>
<td>25</td>
<td>7</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - t/s - t/u - v/w - x/y/1/a - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
* small base
Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
**An Assessment of the Private Healthcare Market - Consultants survey**

E4 Are there any (other) consultant groups of the same specialty as you, active in your local area?
Please only consider groups that are in addition to the consultant group that you already said you belong to.

**Base: All respondents**

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>51% or more</td>
<td>50% or less</td>
<td>BUPA - yes</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>Yes</td>
<td>180</td>
<td>150</td>
<td>26</td>
</tr>
<tr>
<td>32%</td>
<td>33%</td>
<td>27%</td>
<td>44%</td>
</tr>
<tr>
<td>No</td>
<td>290</td>
<td>220</td>
<td>49</td>
</tr>
<tr>
<td>49%</td>
<td>26%</td>
<td>50%</td>
<td>40%</td>
</tr>
<tr>
<td>Don't know</td>
<td>110</td>
<td>90</td>
<td>23</td>
</tr>
<tr>
<td>19%</td>
<td>18%</td>
<td>23%</td>
<td>11%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E4 Are there any (other) consultant groups of the same specialty as you, active in your local area?
Please only consider groups that are in addition to the consultant group that you already said you belong to.

Base: All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Always</th>
<th>Usually</th>
<th>Sometimes</th>
<th>Always</th>
<th>Usually</th>
<th>Sometimes</th>
<th>Never/Don't know</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>309</td>
<td>209</td>
<td>40</td>
<td>518</td>
<td>52</td>
<td>388</td>
<td>134</td>
</tr>
<tr>
<td>Yes</td>
<td>180</td>
<td>103</td>
<td>61</td>
<td>15</td>
<td>164</td>
<td>16</td>
<td>127</td>
<td>41</td>
</tr>
<tr>
<td>32%</td>
<td>49%</td>
<td>35%</td>
<td>29%</td>
<td>38%</td>
<td>32%</td>
<td>37%</td>
<td>33%</td>
<td>31%</td>
</tr>
<tr>
<td>No</td>
<td>280</td>
<td>151</td>
<td>103</td>
<td>17</td>
<td>254</td>
<td>26</td>
<td>190</td>
<td>73</td>
</tr>
<tr>
<td>49%</td>
<td>49%</td>
<td>49%</td>
<td>43%</td>
<td>49%</td>
<td>50%</td>
<td>50%</td>
<td>49%</td>
<td>59%</td>
</tr>
<tr>
<td>Don't know</td>
<td>110</td>
<td>65</td>
<td>45</td>
<td>8</td>
<td>100</td>
<td>10</td>
<td>71</td>
<td>20</td>
</tr>
<tr>
<td>79%</td>
<td>58%</td>
<td>39%</td>
<td>7%</td>
<td>9%</td>
<td>90%</td>
<td>9%</td>
<td>71%</td>
<td>16%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small base

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E5 Are there any (other) individual consultants of the same specialty as you, who do not belong to any group of this type in your local area?

Base: All who either belong to a consultant group or know of a consultant group of the same specialty as themselves in their local area

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Country Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetists</td>
</tr>
<tr>
<td>England</td>
<td>Greater London</td>
<td>UK minus Greater London</td>
<td>UK minus Greater London - urban</td>
</tr>
<tr>
<td>Total</td>
<td>254</td>
<td>230</td>
<td>43*</td>
</tr>
<tr>
<td>Yes</td>
<td>201</td>
<td>182</td>
<td>36</td>
</tr>
<tr>
<td>No</td>
<td>28</td>
<td>26</td>
<td>3</td>
</tr>
<tr>
<td>Don't know</td>
<td>25</td>
<td>22</td>
<td>5</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**E5 Are there any (other) individual consultants of the same specialty as you, who do not belong to any group of this type in your local area?**

**Base:** All who either belong to a consultant group or know of a consultant group of the same specialty as themselves in their local area

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Private hospital</td>
</tr>
<tr>
<td></td>
<td>Total (a)</td>
<td></td>
<td>- solus (b)</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td></td>
<td>- hospital + PPU (c)</td>
</tr>
<tr>
<td></td>
<td>(z)</td>
<td></td>
<td>- Any PPU (d)</td>
</tr>
<tr>
<td></td>
<td>(A)</td>
<td></td>
<td>Consulting rooms (e)</td>
</tr>
<tr>
<td></td>
<td>(B)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(C)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(D)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(E)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(F)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(G)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(R)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>254</td>
<td></td>
<td>167</td>
</tr>
<tr>
<td>Yes</td>
<td>201</td>
<td></td>
<td>64*</td>
</tr>
<tr>
<td></td>
<td>79%</td>
<td></td>
<td>82*</td>
</tr>
<tr>
<td></td>
<td>79%</td>
<td></td>
<td>84%</td>
</tr>
<tr>
<td>No</td>
<td>54</td>
<td></td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>11%</td>
<td></td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>11%</td>
<td></td>
<td>14%</td>
</tr>
<tr>
<td>Don't know</td>
<td>25</td>
<td></td>
<td>10*</td>
</tr>
<tr>
<td></td>
<td>10%</td>
<td></td>
<td>9*</td>
</tr>
<tr>
<td></td>
<td>10%</td>
<td></td>
<td>13*</td>
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<tr>
<td></td>
<td>10%</td>
<td></td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td>10%</td>
<td></td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>10%</td>
<td></td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

*E5 Are there any (other) individual consultants of the same specialty as you, who do not belong to any group of this type in your local area?*

**Base:** All who either belong to a consultant group or know of a consultant group of the same specialty as themselves in their local area

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Hospital (%) PPi (%)</td>
<td>51% or more (%)</td>
<td>50% or less (%)</td>
</tr>
<tr>
<td>Total</td>
<td>Hospital (%) PPi (%)</td>
<td>51% or more (%)</td>
<td>50% or less (%)</td>
</tr>
<tr>
<td>Total</td>
<td>254</td>
<td>209</td>
<td>40*</td>
</tr>
<tr>
<td>Yes</td>
<td>201</td>
<td>135</td>
<td>40*</td>
</tr>
<tr>
<td>No</td>
<td>53*</td>
<td>74*</td>
<td>63*</td>
</tr>
<tr>
<td>Don’t know</td>
<td>24*</td>
<td>5%</td>
<td>20%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E5 Are there any (other) individual consultants of the same specialty as you, who do not belong to any group of this type in your local area?

Base: All who either belong to a consultant group or know of a consultant group of the same specialty as themselves in their local area

<table>
<thead>
<tr>
<th>Total</th>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Always (a)</td>
<td>Usually (b)</td>
</tr>
<tr>
<td></td>
<td>Yes (g)</td>
<td>No (f)</td>
</tr>
<tr>
<td>Total</td>
<td>254</td>
<td>142</td>
</tr>
<tr>
<td>Yes</td>
<td>201</td>
<td>106</td>
</tr>
<tr>
<td>No</td>
<td>28</td>
<td>12%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>25</td>
<td>10%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - i/m/n - o/p/q - r/s

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E6 In your local area, (does your / do) consultant (group / groups) typically set higher fees than individual consultants who do not belong to a consultant group of this type?

Base: All those who have individual consultants of the same speciality as themselves in their local area, who do not belong to a consultant group.

<table>
<thead>
<tr>
<th>Proportion of private patients</th>
<th>Total</th>
<th>Yes</th>
<th>No</th>
<th>Don't know</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>154</td>
<td>31</td>
<td>56</td>
</tr>
<tr>
<td></td>
<td>Yes</td>
<td>140</td>
<td>17</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>No</td>
<td>131</td>
<td>9</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td>Don't know</td>
<td>57</td>
<td>26</td>
<td>21</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Country</th>
<th>Surgeon</th>
<th>Non-surgeon</th>
<th>Anaesthetist</th>
<th>Non-anaesthetists</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>High (a)</td>
<td>Low (b)</td>
<td></td>
<td>Surgeon (c)</td>
<td>Non-surgeon (d)</td>
<td>Anaesthetist (e)</td>
<td>Non-anaesthetists (f)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (g)</td>
<td>Low (h)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (i)</td>
<td>Low (j)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (k)</td>
<td>Low (l)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (m)</td>
<td>Low (n)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (o)</td>
<td>Low (p)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (q)</td>
<td>Low (r)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (s)</td>
<td>Low (t)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (u)</td>
<td>Low (v)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (w)</td>
<td>Low (x)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>High (y)</td>
<td>Low (z)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

E6 In your local area, do consultant groups typically set higher fees than individual consultants who do not belong to a consultant group of this type?

Base: All those who have individual consultants of the same speciality as themselves in their local area, who do not belong to a consultant group

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Smaller/ minority private</td>
</tr>
<tr>
<td></td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td>Total</td>
<td>154</td>
<td>66*</td>
</tr>
<tr>
<td>Yes</td>
<td>31</td>
<td>8</td>
</tr>
<tr>
<td>14%</td>
<td></td>
<td>12%</td>
</tr>
<tr>
<td>No</td>
<td>56</td>
<td>29</td>
</tr>
<tr>
<td>34%</td>
<td></td>
<td>44%</td>
</tr>
<tr>
<td>Don't know</td>
<td>78</td>
<td>29</td>
</tr>
<tr>
<td>51%</td>
<td></td>
<td>44%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E6 In your local area, does your consultant typically set higher fees than individual consultants who do not belong to a consultant group of this type?

Base: All those who have individual consultants of the same speciality as themselves in their local area, who do not belong to a consultant group

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>No consultants in group</th>
<th>Consultant group</th>
<th>Not in consultant group but aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital (n)</td>
<td>50% or less (k)</td>
<td>BUPA (l)</td>
<td>AXA (m)</td>
</tr>
<tr>
<td>Total</td>
<td>154</td>
<td>134</td>
<td>66*</td>
<td>131</td>
<td>131</td>
</tr>
<tr>
<td>Yes</td>
<td>91</td>
<td>75</td>
<td>75%</td>
<td>18</td>
<td>18</td>
</tr>
<tr>
<td></td>
<td>14%</td>
<td>13%</td>
<td>13%</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>No</td>
<td>63</td>
<td>59</td>
<td>37%</td>
<td>47</td>
<td>49</td>
</tr>
<tr>
<td></td>
<td>36%</td>
<td>37%</td>
<td>37%</td>
<td>36%</td>
<td>37%</td>
</tr>
<tr>
<td>Don't know</td>
<td>78</td>
<td>64</td>
<td>46%</td>
<td>66</td>
<td>64</td>
</tr>
<tr>
<td></td>
<td>51%</td>
<td>46%</td>
<td>46%</td>
<td>50%</td>
<td>46%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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12 Feb 2013

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Base: All those who have individual consultants of the same speciality as themselves in their local area, who do not belong to a consultant group

<table>
<thead>
<tr>
<th></th>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Always (a)</td>
<td>Usually (b)</td>
</tr>
<tr>
<td>Total</td>
<td>154</td>
<td>140</td>
</tr>
<tr>
<td>Yes</td>
<td>21</td>
<td>18</td>
</tr>
<tr>
<td>14%</td>
<td>8%</td>
<td>13%</td>
</tr>
<tr>
<td>No</td>
<td>55</td>
<td>62</td>
</tr>
<tr>
<td>36%</td>
<td>41%</td>
<td>37%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>78</td>
<td>70</td>
</tr>
<tr>
<td>51%</td>
<td>49%</td>
<td>50%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - i/m/n - o/p/q - r/s

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**An Assessment of the Private Healthcare Market - Consultants survey**

**12 Feb 2013**

**E7 For the same consultation, treatment or tests, how often do you charge the same fees to all patients?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main (c)</td>
<td>Sometimes main (d)</td>
<td>Net main (e)</td>
<td>High (f)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>n</td>
<td>n</td>
<td>n</td>
<td>n</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>570</td>
<td>454</td>
<td>382</td>
<td>256</td>
</tr>
<tr>
<td>Always (+3)</td>
<td></td>
<td>501</td>
<td>485</td>
<td>197</td>
<td>142</td>
</tr>
<tr>
<td>Usually (+2)</td>
<td></td>
<td>180</td>
<td>177</td>
<td>138</td>
<td>177</td>
</tr>
<tr>
<td>Sometimes (+1)</td>
<td></td>
<td>36</td>
<td>34</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>Never (0)</td>
<td></td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>

**Proportions/Means:**

- **Columns Tested (5% risk level)**: a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

- **Small base**

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### E7 For the same consultation, treatment or tests, how often do you charge the same fees to all patients?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>Total</th>
<th>Always (+3)</th>
<th>Usually (+2)</th>
<th>Sometimes (+1)</th>
<th>Never (0)</th>
<th>Don’t know</th>
<th>NET: Always/usually</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>570</td>
<td>309</td>
<td>209</td>
<td>40</td>
<td>4</td>
<td>518</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td></td>
<td>236</td>
<td>116</td>
<td>97</td>
<td>20</td>
<td>4</td>
<td>309</td>
</tr>
<tr>
<td>Small/private</td>
<td></td>
<td>31</td>
<td>19</td>
<td>21</td>
<td>1</td>
<td>-</td>
<td>31</td>
</tr>
<tr>
<td>PPU</td>
<td></td>
<td>100</td>
<td>49</td>
<td>38</td>
<td>39</td>
<td>2</td>
<td>100</td>
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<tr>
<td>Total</td>
<td></td>
<td>151</td>
<td>92</td>
<td>62</td>
<td>4</td>
<td>4</td>
<td>151</td>
</tr>
<tr>
<td><strong>No of hospitals/PPUs</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td></td>
<td>265</td>
<td>153</td>
<td>81</td>
<td>17</td>
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<td>265</td>
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<td>2</td>
<td></td>
<td>192</td>
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<td></td>
<td>96</td>
<td>44</td>
<td>63</td>
<td>9</td>
<td>-</td>
<td>96</td>
</tr>
<tr>
<td><strong>Where work</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Private hospital + PPU</td>
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<td>368</td>
<td>107</td>
<td>81</td>
<td>29</td>
<td>1</td>
<td>368</td>
</tr>
<tr>
<td>Private hospital - solus</td>
<td></td>
<td>124</td>
<td>67</td>
<td>67</td>
<td>3</td>
<td>-</td>
<td>124</td>
</tr>
<tr>
<td>Private rooms</td>
<td></td>
<td>182</td>
<td>101</td>
<td>67</td>
<td>2</td>
<td>-</td>
<td>182</td>
</tr>
<tr>
<td>Any PPU</td>
<td></td>
<td>58</td>
<td>33</td>
<td>36</td>
<td>1</td>
<td>-</td>
<td>58</td>
</tr>
<tr>
<td>Solus Consulting</td>
<td></td>
<td>71</td>
<td>35</td>
<td>22</td>
<td>1</td>
<td>-</td>
<td>71</td>
</tr>
</tbody>
</table>

**Net:** 91% Always/usually

| Mean                       | 2.46  |
| Standard Deviation         | 0.66  |
| Standard Error             | 0.028 |
E7 For the same consultation, treatment or tests, how often do you charge the same fees to all patients?

**Base:** All respondents

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hospital</td>
<td>Hospital</td>
<td>Proportion</td>
<td>BUPA</td>
<td>In consultant</td>
</tr>
<tr>
<td></td>
<td>(H)</td>
<td>of self-pay</td>
<td>- yes</td>
<td>group</td>
</tr>
<tr>
<td></td>
<td>(J)</td>
<td></td>
<td>- no</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- yes</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- no</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Always (+3)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>570</td>
<td>462</td>
<td>31</td>
<td>401</td>
</tr>
<tr>
<td></td>
<td>309*</td>
<td>263</td>
<td>55</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>54%</td>
<td>54%</td>
<td>56%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Usually (+2)</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>209*</td>
<td>169</td>
<td>35</td>
<td>63</td>
</tr>
<tr>
<td></td>
<td>37%</td>
<td>37%</td>
<td>38%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sometimes (+1)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>40</td>
<td>34</td>
<td>6</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>8%</td>
<td>6%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Never (0)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>2</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>1%</td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Don’t know</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>8%</td>
<td>4</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>3%</td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NET: Always/usually</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>518</td>
<td>412</td>
<td>90</td>
<td>171</td>
</tr>
<tr>
<td></td>
<td>81%</td>
<td>91%</td>
<td>86%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2.46</td>
<td>2.46</td>
<td>2.48</td>
<td>2.42</td>
</tr>
<tr>
<td></td>
<td>2.31</td>
<td>2.48</td>
<td>2.47</td>
<td>2.45</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>0.66</td>
<td>0.65</td>
<td>0.66</td>
<td>0.66</td>
</tr>
<tr>
<td></td>
<td>0.71</td>
<td>0.67</td>
<td>0.66</td>
<td>0.66</td>
</tr>
<tr>
<td>Standard Error</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>0.028</td>
<td>0.031</td>
<td>0.067</td>
<td>0.068</td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E7 For the same consultation, treatment or tests, how often do you charge the same fees to all patients?

Base: All respondents

<table>
<thead>
<tr>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Always</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
</tr>
<tr>
<td>Always (+3)</td>
<td>309</td>
</tr>
<tr>
<td>56%</td>
<td>309</td>
</tr>
<tr>
<td>Usually (+2)</td>
<td>209</td>
</tr>
<tr>
<td>37%</td>
<td>209</td>
</tr>
<tr>
<td>Sometimes (+1)</td>
<td>42%</td>
</tr>
<tr>
<td>7%</td>
<td>42%</td>
</tr>
<tr>
<td>Never (0)</td>
<td>4</td>
</tr>
<tr>
<td>1%</td>
<td>-</td>
</tr>
<tr>
<td>Don't know</td>
<td>8</td>
</tr>
<tr>
<td>1%</td>
<td>-</td>
</tr>
</tbody>
</table>

NET: Always/usually

|                  | 518    | 309     | 209       | 42*          | 518      | -   | 518 |
|                  | 100%   | 100%    | 100%      | 100%         | 100%     | -   | 100%|
| Mean             | 2.46   | 3.00    | 2.00      | 1.00         | 2.46     | 0.91| 2.46|
| Standard Deviation | 0.66 | 0.00    | 0.00      | 0.00         | 0.49     | 0.29| 0.66|
| Standard Error   | 0.028  | 0.00    | 0.00      | 0.00         | 0.022    | 0.040| 0.054|

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### E8 Which of the following applies to you?

**Base:** All who do not at least usually set the same fees to all patients

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>UK minus Greater London Surgeon Non-anaesthetists Mostly main High</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>Total</td>
<td>44</td>
<td>40* 32* 32* 30* 30* 32* 32* 63% 63%</td>
</tr>
<tr>
<td></td>
<td>I usually set different fees for self-pay and insured patients</td>
<td>25 67%</td>
<td>24 60% 19 59% 18 59% 20 67% 19 63% 20 63%</td>
</tr>
<tr>
<td></td>
<td>I usually set different fees for insured patients depending on the insurer</td>
<td>24 55%</td>
<td>20 50% 17 50% 20 59% 11 37% 11 37% 18 56%</td>
</tr>
<tr>
<td></td>
<td>Don’t know</td>
<td>7 16%</td>
<td>7 18% 4 13% 5 20% 6 20% 3 9%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base: ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E8 Which of the following applies to you?

Base: All who do not at least usually set the same fees to all patients

<table>
<thead>
<tr>
<th>Where work</th>
<th>Total</th>
<th>Private hospital</th>
<th>solo(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>44</td>
<td>31*</td>
<td>13</td>
</tr>
<tr>
<td>I usually set different fees for self-pay and insured</td>
<td>25</td>
<td>17</td>
<td>8%</td>
</tr>
<tr>
<td>I usually set different fees for insured patients depending on the insurer</td>
<td>24</td>
<td>18</td>
<td>58%</td>
</tr>
<tr>
<td>Don't know</td>
<td>7</td>
<td>3</td>
<td>16%</td>
</tr>
</tbody>
</table>

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

E8 Which of the following applies to you?

Base: All who do not at least usually set the same fees to all patients

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Insurance coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>BUPA - yes</td>
</tr>
<tr>
<td>Total</td>
<td>44</td>
<td>37*</td>
</tr>
<tr>
<td>I usually set different fees for self-pay and insured patients</td>
<td>25</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>57%</td>
<td>56%</td>
</tr>
<tr>
<td>I usually set different fees for insured patients depending on the insurer</td>
<td>24</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td>55%</td>
<td>57%</td>
</tr>
<tr>
<td>Don't Know</td>
<td>7</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>16%</td>
<td>11%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/l - i/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*very small base (under 30) ineligible for sig testing.
Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### E8 Which of the following applies to you?

**Base:** All who do not at least usually set the same fees to all patients

<table>
<thead>
<tr>
<th>Set fees at same level</th>
<th>Charge same fees</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Sometimes</td>
<td>Sometimes/ Never/DK</td>
</tr>
<tr>
<td>Total</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td>44</td>
<td>40*</td>
<td>44*</td>
</tr>
<tr>
<td>25</td>
<td>24</td>
<td>26</td>
</tr>
<tr>
<td>57%</td>
<td>60%</td>
<td>57%</td>
</tr>
<tr>
<td>44</td>
<td>40*</td>
<td>44*</td>
</tr>
<tr>
<td>25</td>
<td>24</td>
<td>26</td>
</tr>
<tr>
<td>57%</td>
<td>60%</td>
<td>57%</td>
</tr>
<tr>
<td>24</td>
<td>23</td>
<td>24</td>
</tr>
<tr>
<td>56%</td>
<td>58%</td>
<td>59%</td>
</tr>
<tr>
<td>7</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>16%</td>
<td>10%</td>
<td>16%</td>
</tr>
</tbody>
</table>

| Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s  
* Small base; ** Very small base (under 30) ineligible for sig testing
Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified |
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E8 Which of the following applies to you?
Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Net main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
<td>(g)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>485</td>
<td>102</td>
<td>468</td>
</tr>
<tr>
<td>I usually set different fees for self-pay and insured patients</td>
<td>25</td>
<td>24</td>
<td>19</td>
<td>11</td>
<td>20</td>
</tr>
<tr>
<td>I usually set different fees for insured patients depending on the insurer</td>
<td>34</td>
<td>30</td>
<td>12</td>
<td>13</td>
<td>11</td>
</tr>
<tr>
<td>Don't know</td>
<td>7</td>
<td>7</td>
<td>3</td>
<td>4</td>
<td>6</td>
</tr>
</tbody>
</table>

Always/Usually charge the same fees

| Always/Usually charge the same fees | 518 | 464 | 177 | 343 | 431 | 268 | 269 | 248 | 239 | 308 |
| Don't know how often charge the same fees | 8 | 7 | 1 | 1 | 1 | 1 | 2 | 3 | 3 | 3 |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
### E8 Which of the following applies to you?

**Base:** All respondents

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/mostly private</td>
<td>Small/mostly minority private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
<td>100</td>
</tr>
<tr>
<td>I usually set different fees</td>
<td>for self-pay and insured</td>
<td>14</td>
<td>1</td>
</tr>
<tr>
<td>for fully-insured patients</td>
<td>4%</td>
<td>A</td>
<td>A</td>
</tr>
<tr>
<td>I usually set different fees</td>
<td>for insured patients</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>depending on the insurer</td>
<td>4%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>7%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Always/usually charge the</td>
<td>518</td>
<td>215</td>
<td>29</td>
</tr>
<tr>
<td>same fees</td>
<td>91%</td>
<td>91%</td>
<td>90%</td>
</tr>
<tr>
<td>Don’t know how often charge</td>
<td>8%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>the same fees</td>
<td>1%</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E8 Which of the following applies to you?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>BUPA - yes (L)</td>
</tr>
<tr>
<td></td>
<td>(J)</td>
<td>(K)</td>
<td>(Q)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98</td>
</tr>
<tr>
<td>Usually set different fees for self-pay and insured patients</td>
<td>25</td>
<td>20</td>
<td>5</td>
</tr>
<tr>
<td>Usually set different fees for insured patients depending on the insurer</td>
<td>24</td>
<td>22</td>
<td>2</td>
</tr>
<tr>
<td>Don't know</td>
<td>7</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Always/usually charge the same fees</td>
<td>518</td>
<td>412</td>
<td>90</td>
</tr>
<tr>
<td>Don't know how often charge the same fees</td>
<td>8</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Unrelated to type of insurance</td>
<td>7</td>
<td>7</td>
<td>1</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E8 Which of the following applies to you?
Base: All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Always</th>
<th>Usually</th>
<th>Sometimes</th>
<th>Always/usually</th>
<th>Sometimes/never/dk</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Yes</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>309</td>
<td>209</td>
<td>42*</td>
<td>518</td>
<td>52*</td>
</tr>
<tr>
<td>I usually set different fees for self-pay and insured patients</td>
<td>25</td>
<td>-</td>
<td>-</td>
<td>24</td>
<td>-</td>
<td>25</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>-</td>
<td>-</td>
<td>60%</td>
<td>-</td>
<td>48%</td>
</tr>
<tr>
<td>I usually set different fees for insured patients depending on the insurer</td>
<td>24</td>
<td>-</td>
<td>-</td>
<td>23</td>
<td>-</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>-</td>
<td>-</td>
<td>58%</td>
<td>-</td>
<td>42%</td>
</tr>
<tr>
<td>Don't know</td>
<td>7</td>
<td>-</td>
<td>-</td>
<td>4</td>
<td>-</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>13%</td>
<td>-</td>
<td>8%</td>
</tr>
<tr>
<td>Always/usually charge the same fees</td>
<td>518</td>
<td>309</td>
<td>209</td>
<td>-</td>
<td>518</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>91%</td>
<td>100%</td>
<td>100%</td>
<td>-</td>
<td>100%</td>
<td>-</td>
</tr>
<tr>
<td>Don't know how often charge the same fees</td>
<td>8</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>8%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s
* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E9 Which of the following best describes how you usually set fees for self-pay patients?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>England (a)</td>
<td>Non-England (b)</td>
<td>Greater London (c)</td>
<td>Greater London minus Greater London urban (d)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>570</td>
<td>501</td>
<td>85*</td>
<td>485</td>
</tr>
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<td></td>
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<td>1</td>
<td>1%</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>16*</td>
<td>16%</td>
<td>12%</td>
<td>4%</td>
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<td></td>
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<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>38</td>
<td>6%</td>
<td>13%</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>10</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>8</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2*</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6*</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1*</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1*</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Those who only set different fees for patient’s depending upon insurer/don’t know</td>
<td>19%</td>
<td>19%</td>
<td>19%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base
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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
An Assessment of the Private Healthcare Market - Consultants survey

E9 Which of the following best describes how you usually set fees for self-pay patients?

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Largest/mostly private</td>
</tr>
<tr>
<td>----------------------------</td>
<td>------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>I usually set HIGHER fees for self-pay patients than for insured patients</td>
<td>6%</td>
<td>5</td>
</tr>
<tr>
<td>I usually set LOWER fees for self-pay patients than for insured patients</td>
<td>16%</td>
<td>9</td>
</tr>
<tr>
<td>Don't know</td>
<td>1%</td>
<td>1</td>
</tr>
<tr>
<td>I don't know how often charge the same fees</td>
<td>8%</td>
<td>8</td>
</tr>
<tr>
<td>Always/usually charge the same fees</td>
<td>57%</td>
<td>215</td>
</tr>
<tr>
<td>Those who only set different fees for patient's depending upon insurer (don't know)</td>
<td>1%</td>
<td>1</td>
</tr>
<tr>
<td>Proportions/Means: Columns Tested (5% risk level) a/b/c/d/e/f/g/h/i - l/m/n/O/P - S/T/U</td>
<td>* small base</td>
<td>Significance testing has been carried out within each break</td>
</tr>
</tbody>
</table>
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E9 Which of the following best describes how you usually set fees for self-pay patients?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (1)</td>
<td>PPU (2)</td>
<td>(3)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
</tr>
<tr>
<td>I usually set HIGHER fees for self-pay patients than for insured patients</td>
<td>8%</td>
<td>2%</td>
<td>7%</td>
</tr>
<tr>
<td>I usually set LOWER fees for self-pay patients than for insured patients</td>
<td>3%</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>Don't know</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Don't know how often charge the same fees</td>
<td>1%</td>
<td>7%</td>
<td>1%</td>
</tr>
<tr>
<td>Always/usually charge the same fees</td>
<td>538</td>
<td>412</td>
<td>90</td>
</tr>
<tr>
<td>Those who only set different fees for patient's depending upon insurer/don't know</td>
<td>10</td>
<td>16</td>
<td>2</td>
</tr>
<tr>
<td>3%</td>
<td>4%</td>
<td>2%</td>
<td>6%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E9 Which of the following best describes how you usually set fees for self-pay patients?

Base: All respondents

<table>
<thead>
<tr>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
</tr>
<tr>
<td>I usually set HIGHER fees for self-pay patients than for insured patients</td>
<td>8</td>
</tr>
<tr>
<td>I usually set LOWER fees for self-pay patients than for insured patients</td>
<td>16</td>
</tr>
<tr>
<td>Don’t know</td>
<td>1</td>
</tr>
<tr>
<td>Those who only set different fees for patient’s depending upon insurer/don’t know</td>
<td>19</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Proportions/Means: Columns Tested (5% risk level)</th>
<th>(a/b/c/d/e/f) - (g/h) - (l/m/n) - (o/p/q) - (r/s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proportion (5% risk level)</td>
<td>(a/b/c/d/e/f) - (g/h) - (l/m/n) - (o/p/q) - (r/s)</td>
</tr>
<tr>
<td>* Small base</td>
<td>Significance testing has been carried out within each break</td>
</tr>
<tr>
<td>Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified</td>
<td></td>
</tr>
</tbody>
</table>
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E10 When setting (these/the) fees (for insured patients), do you usually set them at the same level as the reimbursement levels set by certain private insurers?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK minus Greater London</td>
<td>Surgeon (c)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (n)</td>
<td>Non-anaesthetists (z)</td>
<td>Mostly main (p)</td>
</tr>
<tr>
<td>England</td>
<td>England (a)</td>
<td>London (e)</td>
<td>London - urban (g)</td>
<td>London - rural (h)</td>
<td>(b)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69</td>
<td>85</td>
<td>485</td>
</tr>
<tr>
<td>Yes</td>
<td>385</td>
<td>340</td>
<td>46</td>
<td>76</td>
<td>332</td>
</tr>
<tr>
<td>No</td>
<td>185</td>
<td>121</td>
<td>65</td>
<td>77</td>
<td>163</td>
</tr>
<tr>
<td>Don’t know</td>
<td>40</td>
<td>40</td>
<td>8</td>
<td>8</td>
<td>42</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Proportions/Means: Columns Tested (5% risk level)</th>
<th>a/b/c/d/e/f/g/h/i - l/m/n/z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U</th>
</tr>
</thead>
<tbody>
<tr>
<td>Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.</td>
<td></td>
</tr>
</tbody>
</table>

Footnote: Small base
An Assessment of the Private Healthcare Market - Consultants survey

E10 When setting these fees (for insured patients), do you usually set them at the same level as the reimbursement levels set by certain private insurers?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large/mostly private</td>
<td>1</td>
<td>Private hospital</td>
</tr>
<tr>
<td>(x)</td>
<td>(b)</td>
<td>- solus</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>2</td>
<td>- PPU</td>
</tr>
<tr>
<td>(y)</td>
<td>(c)</td>
<td>Any PPU</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>3+</td>
<td>Solus PPU</td>
</tr>
<tr>
<td>(z)</td>
<td>(d)</td>
<td>Consulting</td>
</tr>
<tr>
<td>Total</td>
<td>(A)</td>
<td>rooms</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Yes</th>
<th>No</th>
<th>Don't know</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>388</td>
<td>134</td>
<td>48</td>
</tr>
<tr>
<td>Size/proportion integrated</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>236</td>
<td>140</td>
<td>10</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>31*</td>
<td>21</td>
<td>3</td>
</tr>
<tr>
<td>Smaller minority</td>
<td>100</td>
<td>69</td>
<td>7</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>100</td>
<td>69</td>
<td>7</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>68%</td>
<td>68%</td>
<td>6%</td>
</tr>
<tr>
<td>Smaller minority</td>
<td>69%</td>
<td>69%</td>
<td>7%</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>60%</td>
<td>60%</td>
<td>7%</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>68%</td>
<td>68%</td>
<td>7%</td>
</tr>
<tr>
<td>Smaller minority</td>
<td>69%</td>
<td>69%</td>
<td>7%</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>60%</td>
<td>60%</td>
<td>7%</td>
</tr>
<tr>
<td>Mostly minority</td>
<td>68%</td>
<td>68%</td>
<td>7%</td>
</tr>
<tr>
<td>Smaller minority</td>
<td>69%</td>
<td>69%</td>
<td>7%</td>
</tr>
<tr>
<td>Smaller minority</td>
<td>60%</td>
<td>60%</td>
<td>7%</td>
</tr>
</tbody>
</table>

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* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E10 When setting (these/the) fees (for insured patients), do you usually set them at the same level as the reimbursement levels set by certain private insurers?

Base: All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>51% or more</td>
<td>50% or less</td>
<td>BUPA - yes</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>(J)</td>
<td>(K)</td>
<td>(L)</td>
</tr>
<tr>
<td>570</td>
<td>482</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
</tr>
<tr>
<td>Yes</td>
<td>388</td>
<td>77%</td>
<td>52%</td>
<td>138</td>
</tr>
<tr>
<td>68%</td>
<td>26%</td>
<td>56%</td>
<td>48%</td>
<td>142</td>
</tr>
<tr>
<td>No</td>
<td>134</td>
<td>96%</td>
<td>55%</td>
<td>121</td>
</tr>
<tr>
<td>24%</td>
<td>76%</td>
<td>59%</td>
<td>46%</td>
<td>124</td>
</tr>
<tr>
<td>Don't know</td>
<td>48</td>
<td>9%</td>
<td>4%</td>
<td>9</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
E10 When setting (these/the) fees (for insured patients), do you usually set them at the same level as the reimbursement levels set by certain private insurers?

Base: All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Charge same fees</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Always (a)</td>
<td>Usually (b)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>309</td>
</tr>
<tr>
<td></td>
<td>Yes</td>
<td>388</td>
</tr>
<tr>
<td></td>
<td>67%</td>
<td>52%</td>
</tr>
<tr>
<td></td>
<td>No</td>
<td>134</td>
</tr>
<tr>
<td></td>
<td>27%</td>
<td>25%</td>
</tr>
<tr>
<td>Don't know</td>
<td>48</td>
<td>28</td>
</tr>
<tr>
<td>8%</td>
<td>9%</td>
<td>6%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?

**Base: All who usually set their fees at the same level as the reimbursement levels set by certain private insurers**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td>Total</td>
<td>388</td>
<td>340</td>
<td>48%</td>
<td>56%</td>
<td>332</td>
</tr>
<tr>
<td>Aviva</td>
<td>155</td>
<td>135</td>
<td>83%</td>
<td>38%</td>
<td>173</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>143</td>
<td>142</td>
<td>47%</td>
<td>46%</td>
<td>166</td>
</tr>
<tr>
<td>BUPA</td>
<td>293</td>
<td>292</td>
<td>78%</td>
<td>78%</td>
<td>110</td>
</tr>
<tr>
<td>BUPA</td>
<td>293</td>
<td>292</td>
<td>78%</td>
<td>78%</td>
<td>110</td>
</tr>
<tr>
<td>Simply Health</td>
<td>113</td>
<td>112</td>
<td>35%</td>
<td>32%</td>
<td>109</td>
</tr>
<tr>
<td>WPA</td>
<td>156</td>
<td>155</td>
<td>40%</td>
<td>26%</td>
<td>127</td>
</tr>
<tr>
<td>Cigna</td>
<td>3</td>
<td>3</td>
<td>1%</td>
<td>1%</td>
<td>3</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>4</td>
<td>4</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>6</td>
<td>5</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>None</td>
<td>2</td>
<td>1</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

*Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U*

*small base; ** very small base (under 30) ineligible for sig testing*

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?**

*Base: All who usually set their fees at the same level as the reimbursement levels set by certain private insurers*

<table>
<thead>
<tr>
<th>Country</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Not main</td>
</tr>
<tr>
<td>Total</td>
<td>388</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Don’t Know</td>
<td></td>
<td>4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Any</td>
<td>366*</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Total England | Non-England (a) | Greater London (b) | UK minus Greater London (c) | UK minus Greater London - urban (d) | UK minus Greater London - rural (e) | England minus Greater London (f) | Surgeon (g) | Non-surgeon (h) | Anaesthetist (i) | Non-anaesthetists (j) | Mostly main (k) | Not main (l) | High (m) | Low (n) | High (o) | Low (p) | High (q) | Low (r) | High (s) | Low (t) |
|---------------|-----------------|---------------------|-----------------------------|-----------------------------------|-----------------------------------|---------------------------------|-------------|-----------------|-----------------|---------------------|-----------------|--------------|---------|--------|---------|--------|---------|--------|---------|--------|--------|
| 388           | 340             | 48*                 | 56*                         | 332                               | 137                               | 100                             | 284         | 289             | 92*             | 71*                 | 317             | 335         | 42*     | 160    | 257     | 103    | 175     | 243    | 128     |
| Don’t Know     | 15              | 4%                  | -                           | 2                                 | 13                                | 4                               | 2           | 13              | 5                | 3%                  | 3%             | 15          | -       | 5      | 7       | 6      | 5      |
| Any            | 366*            | 48*                 | 53                           | 312                               | 131                               | 9%                              | 264         | 274             | 91               | 62                  | 29%             | 305         | 41      | 172    | 193     | 186    | 164     | 234    | 118     |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
## An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

**E11 Which of the following private insurers' reimbursement levels do you set your fees at the same level as?**

**Base:** All who usually set their fees at the same level as the reimbursement levels set by certain private insurers

<table>
<thead>
<tr>
<th>Private Insurer</th>
<th>Total No of Hospitals/PPUs</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Mostly private</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>388</td>
<td>169</td>
<td>69*</td>
</tr>
<tr>
<td>Aviva</td>
<td>150</td>
<td>73</td>
<td>53*</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>182</td>
<td>60</td>
<td>34*</td>
</tr>
<tr>
<td>BUPA</td>
<td>294</td>
<td>150</td>
<td>73*</td>
</tr>
<tr>
<td>PPO Health</td>
<td>126</td>
<td>66</td>
<td>39*</td>
</tr>
<tr>
<td>Simply Health</td>
<td>115</td>
<td>61</td>
<td>36*</td>
</tr>
<tr>
<td>WPA</td>
<td>156</td>
<td>61</td>
<td>36*</td>
</tr>
<tr>
<td>Cigna</td>
<td></td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td></td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>None</td>
<td></td>
<td>1</td>
<td>1%</td>
</tr>
</tbody>
</table>

- **Total** refers to the total number of hospitals or PPOs worked in.
- **Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

**Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.**

*small base; very small base (under 30) ineligible for sig testing*
### An Assessment of the Private Healthcare Market - Consultants survey

**E11** Which of the following private insurers' reimbursement levels do you set your fees at the same level as?

*Base: All who usually set their fees at the same level as the reimbursement levels set by certain private insurers*

<table>
<thead>
<tr>
<th>No. of hospitals/PPUs worked in</th>
<th>Size/proportion integrated</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Private hospital - solus</td>
<td>Private hospital + PPU</td>
</tr>
<tr>
<td>Total</td>
<td>(a)</td>
<td>(b)</td>
</tr>
<tr>
<td>Total</td>
<td><strong>368</strong></td>
<td><strong>169</strong></td>
</tr>
<tr>
<td>Don't know</td>
<td>15</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td><strong>4%</strong></td>
<td><strong>3%</strong></td>
</tr>
<tr>
<td>Any</td>
<td><strong>366</strong></td>
<td><strong>163</strong></td>
</tr>
<tr>
<td></td>
<td><strong>94%</strong></td>
<td><strong>94%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Proportions/Means: Columns Tested (5% risk level)</th>
<th>- a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>small base:</em></td>
<td><em>very small base (under 30) ineligible for sig testing</em></td>
</tr>
<tr>
<td>Significance testing has been carried out within each break.</td>
<td></td>
</tr>
<tr>
<td>Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.</td>
<td></td>
</tr>
</tbody>
</table>
### An Assessment of the Private Healthcare Market - Consultants survey

**E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?**

*Base: All who usually set their fees at the same level as the reimbursement levels set by certain private insurers*

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
<td>50% or less (K)</td>
<td>BUPA - yes (L)</td>
</tr>
<tr>
<td>Total</td>
<td>388</td>
<td>323</td>
<td>57*</td>
<td>37*</td>
<td>128</td>
</tr>
<tr>
<td>Aviva</td>
<td>150</td>
<td>130</td>
<td>40%</td>
<td>35%</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>AXA PPP Healthcare</td>
<td>182</td>
<td>47%</td>
<td>40%</td>
<td>22</td>
</tr>
<tr>
<td>BUPA</td>
<td>294</td>
<td>245</td>
<td>76%</td>
<td>59%</td>
<td>22</td>
</tr>
<tr>
<td>PPU Health</td>
<td>126</td>
<td>113</td>
<td>32%</td>
<td>22%</td>
<td>22</td>
</tr>
<tr>
<td>Simply Health</td>
<td>115</td>
<td>102</td>
<td>30%</td>
<td>24%</td>
<td>22</td>
</tr>
<tr>
<td>WPA</td>
<td>156</td>
<td>137</td>
<td>40%</td>
<td>43%</td>
<td>16</td>
</tr>
<tr>
<td>Cigna</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
<td>6</td>
<td>3%</td>
<td>2%</td>
<td>3</td>
</tr>
<tr>
<td>None</td>
<td>2</td>
<td>1</td>
<td>1%</td>
<td>1%</td>
<td>1</td>
</tr>
</tbody>
</table>
## An Assessment of the Private Healthcare Market - Consultants survey

E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?

**Base:** All who usually set their fees at the same level as the reimbursement levels set by certain private insurers

### Main workplace

<table>
<thead>
<tr>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>51% or more (H)</td>
<td>BUPA - yes (L)</td>
<td>88* (S)</td>
</tr>
<tr>
<td>50% or less (I)</td>
<td>BUPA - no (M)</td>
<td>86* (T)</td>
</tr>
<tr>
<td></td>
<td>AXA - yes (N)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>AXA - no (O)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Hospital PPU</th>
</tr>
</thead>
<tbody>
<tr>
<td>388</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Don't know</th>
</tr>
</thead>
<tbody>
<tr>
<td>15%</td>
</tr>
<tr>
<td>4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Any</th>
</tr>
</thead>
<tbody>
<tr>
<td>365</td>
</tr>
<tr>
<td>94%</td>
</tr>
</tbody>
</table>

### Significance testing

- Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/l/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
- * small base; ** very small base (under 30) ineligible for sig testing
- Significance testing has been carried out within each break
- Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?

Base: All who usually set their fees at the same level as the reimbursement levels set by certain private insurers

<table>
<thead>
<tr>
<th></th>
<th>Set fees at same level</th>
<th>Always</th>
<th>Usually</th>
<th>Sometimes</th>
<th>Always/usually</th>
<th>Sometimes/never/DK</th>
<th>Yes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>388</td>
<td>202</td>
<td>186*</td>
<td>304</td>
<td>237</td>
<td>34*</td>
</tr>
<tr>
<td>Aviva</td>
<td></td>
<td>150</td>
<td>65</td>
<td>66</td>
<td>19</td>
<td>131</td>
<td>19</td>
</tr>
<tr>
<td></td>
<td>39%</td>
<td>43%</td>
<td>43%</td>
<td>63%</td>
<td>37%</td>
<td>56%</td>
<td>39%</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td></td>
<td>182</td>
<td>87</td>
<td>74</td>
<td>21</td>
<td>161</td>
<td>21</td>
</tr>
<tr>
<td></td>
<td>47%</td>
<td>43%</td>
<td>49%</td>
<td>73%</td>
<td>45%</td>
<td>56%</td>
<td>47%</td>
</tr>
<tr>
<td>BUPA</td>
<td></td>
<td>294</td>
<td>156</td>
<td>110*</td>
<td>26</td>
<td>264</td>
<td>30</td>
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<td>76%</td>
<td>72%</td>
<td>87%</td>
<td>75%</td>
<td>88%</td>
<td>76%</td>
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<td>BUPA Health</td>
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<td>126</td>
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<td>67</td>
<td>17</td>
<td>108</td>
<td>18</td>
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<tr>
<td></td>
<td>32%</td>
<td>29%</td>
<td>32%</td>
<td>53%</td>
<td>31%</td>
<td>53%</td>
<td>32%</td>
</tr>
<tr>
<td>Simply Health</td>
<td></td>
<td>115</td>
<td>50</td>
<td>49*</td>
<td>16</td>
<td>99</td>
<td>16</td>
</tr>
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<td></td>
<td>30%</td>
<td>29%</td>
<td>32%</td>
<td>52%</td>
<td>29%</td>
<td>47%</td>
<td>32%</td>
</tr>
<tr>
<td>WPA</td>
<td></td>
<td>115</td>
<td>50</td>
<td>49*</td>
<td>16</td>
<td>99</td>
<td>16</td>
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<tr>
<td></td>
<td>30%</td>
<td>29%</td>
<td>32%</td>
<td>52%</td>
<td>29%</td>
<td>47%</td>
<td>32%</td>
</tr>
<tr>
<td>Cigna</td>
<td></td>
<td>4</td>
<td>1</td>
<td>2</td>
<td>-</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td></td>
<td>4</td>
<td>2</td>
<td>-</td>
<td>3</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>6</td>
<td>3</td>
<td>3</td>
<td>-</td>
<td>6</td>
<td>-</td>
</tr>
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<td></td>
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<td>3%</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>None</td>
<td></td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>-</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Don’t Know</td>
<td></td>
<td>15</td>
<td>10</td>
<td>5</td>
<td>-</td>
<td>15</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>5%</td>
<td>3%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Any</td>
<td></td>
<td>365</td>
<td>181</td>
<td>143</td>
<td>30</td>
<td>331</td>
<td>34</td>
</tr>
<tr>
<td></td>
<td>94%</td>
<td>94%</td>
<td>94%</td>
<td>100%</td>
<td>94%</td>
<td>100%</td>
<td>94%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### E11 Which of the following private insurers' reimbursement levels do you set your fees at the same level as?

**Base: All**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>High</td>
<td>Low</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(c)</td>
<td>(g)</td>
<td>(h)</td>
<td>(i)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>694</td>
<td>142</td>
<td>416</td>
<td>391</td>
</tr>
<tr>
<td>Aviva</td>
<td>135</td>
<td>54</td>
<td>29</td>
<td>123</td>
<td>36</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>182</td>
<td>38</td>
<td>39</td>
<td>123</td>
<td>25</td>
</tr>
<tr>
<td>BUPA</td>
<td>264</td>
<td>57</td>
<td>92</td>
<td>242</td>
<td>73</td>
</tr>
<tr>
<td>Pru Health</td>
<td>126</td>
<td>23</td>
<td>24</td>
<td>102</td>
<td>75</td>
</tr>
<tr>
<td>Simply Health</td>
<td>115</td>
<td>27</td>
<td>22</td>
<td>93</td>
<td>52</td>
</tr>
<tr>
<td>WPA</td>
<td>156</td>
<td>27</td>
<td>27</td>
<td>113</td>
<td>40</td>
</tr>
<tr>
<td>Cigna</td>
<td>3</td>
<td>-</td>
<td>3</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
<td>4</td>
<td>1</td>
<td>1</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>-</td>
<td>1</td>
<td>1</td>
<td>5</td>
</tr>
<tr>
<td>None</td>
<td>2</td>
<td>-</td>
<td>2</td>
<td>1</td>
<td>2</td>
</tr>
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</table>

*Significance testing has been carried out within each break*

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.

**Proportions/Means: Columns Tested (5% risk level):**
- a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base*
An Assessment of the Private Healthcare Market - Consultants survey

**E11** Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?

**Base:** All

<table>
<thead>
<tr>
<th>Country</th>
<th>Total</th>
<th>England (a)</th>
<th>Non-England (b)</th>
<th>Greater London (c)</th>
<th>Uk minus Greater London (d)</th>
<th>Uk minus Greater London - urban (e)</th>
<th>Uk minus Greater London - rural (f)</th>
<th>England minus Greater London (g)</th>
<th>Surgeon (h)</th>
<th>Non-surgeon (i)</th>
<th>Anaesthetist (j)</th>
<th>Non-anaesthetists (k)</th>
<th>Mostly main (l)</th>
<th>Sometimes main (m)</th>
<th>Not main (n)</th>
<th>High (o)</th>
<th>Low (p)</th>
<th>High (q)</th>
<th>Low (r)</th>
<th>High (s)</th>
<th>Low (t)</th>
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<tbody>
<tr>
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<td>485</td>
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<td>102</td>
<td>468</td>
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<td>32*</td>
<td>64*</td>
<td>284</td>
<td>283</td>
<td>270</td>
<td>263</td>
<td>342</td>
<td>197</td>
</tr>
<tr>
<td>Don't know</td>
<td>15%</td>
<td>15</td>
<td>-</td>
<td>2</td>
<td>13</td>
<td>4</td>
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<td>6</td>
<td>5</td>
</tr>
<tr>
<td>Do not usually set fees at the same level as certain private insurers/don’t know</td>
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<td>29</td>
<td>153</td>
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<td>5</td>
</tr>
<tr>
<td>Any</td>
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<td>317</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**E11 Which of the following private insurers' reimbursement levels do you set your fees at the same level as?**

**Base: All**

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<tbody>
<tr>
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<td>Large/mostly private</td>
<td>Small/mostly private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aviva</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BUPA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PPU Health</td>
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</tr>
<tr>
<td>Cigna</td>
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<td></td>
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</tr>
<tr>
<td>Exeter Friendly Society</td>
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</tr>
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<th>PPU Health</th>
<th>Simply Health</th>
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<th>Cigna</th>
<th>Exeter Friendly Society</th>
<th>Other</th>
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</table>

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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base*
An Assessment of the Private Healthcare Market - Consultants survey

E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?

Base: All

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
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<tr>
<td></td>
<td>mostly private</td>
<td></td>
</tr>
<tr>
<td></td>
<td>small/mostly minority</td>
<td></td>
</tr>
<tr>
<td></td>
<td>mostly minority</td>
<td></td>
</tr>
<tr>
<td></td>
<td>small/ minority</td>
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<tr>
<td>Total</td>
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<td>(y)</td>
</tr>
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<tr>
<td>3%</td>
<td>2%</td>
<td>-</td>
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<tr>
<td>Do not usually set fees at</td>
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<tr>
<td>The same level as certain</td>
<td></td>
<td>66%</td>
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<td>private insurers/don’t know</td>
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<td>64%</td>
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<tr>
<td>Any</td>
<td>365</td>
<td>163</td>
</tr>
<tr>
<td>64%</td>
<td>69%</td>
<td>61%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base
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An Assessment of the Private Healthcare Market - Consultants survey

E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?

Base: All

<table>
<thead>
<tr>
<th></th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
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<tbody>
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<td>50% or less</td>
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<td>570</td>
<td>462</td>
<td>98*</td>
<td>187</td>
<td>470</td>
</tr>
<tr>
<td>Aviva</td>
<td>150</td>
<td>130</td>
<td>19%</td>
<td>56%</td>
<td>185</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>182</td>
<td>160</td>
<td>22%</td>
<td>67</td>
<td>166</td>
</tr>
<tr>
<td>AXA</td>
<td>292</td>
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<td>22%</td>
<td>98</td>
<td>272</td>
</tr>
<tr>
<td>AXA</td>
<td>126</td>
<td>176</td>
<td>22%</td>
<td>46</td>
<td>113</td>
</tr>
<tr>
<td>Simply Health</td>
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<td>114</td>
<td>23%</td>
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<tr>
<td>WPA</td>
<td>156</td>
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<td>18%</td>
<td>55</td>
<td>134</td>
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<td>Cigna</td>
<td>6</td>
<td>2</td>
<td>1</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>Exeter Friendly Society</td>
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<td>1</td>
<td>2</td>
<td>3</td>
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<td>Other</td>
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<td>-</td>
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<td>1</td>
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<td>1</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/i - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E11 Which of the following private insurers' reimbursement levels do you set your fees at the same level as?

**Base: All**

<table>
<thead>
<tr>
<th></th>
<th>Hospital PPU 51% or more</th>
<th>Hospital PPU 50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>In consultant group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>71</td>
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<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
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<tr>
<td>Don't know</td>
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<td>5</td>
<td>6</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>Do not usually set fees at the same level as certain private insurers/don't know</td>
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<td>29%</td>
<td>41</td>
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</table>

Proportions/Modes: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### E11 Which of the following private insurers’ reimbursement levels do you set your fees at the same level as?

**Base:** All

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<th>Always (a)</th>
<th>Usually (b)</th>
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<th>Always/Usually (d)</th>
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<td>200</td>
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<td>161</td>
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<td>40%</td>
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<td>BUPA</td>
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<td>53%</td>
<td>46%</td>
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</tr>
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</tr>
<tr>
<td>Total</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>-</td>
<td>1%</td>
<td>-</td>
</tr>
<tr>
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<td>1</td>
<td>-</td>
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<tr>
<td>Total</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>-</td>
<td>1%</td>
<td>-</td>
</tr>
<tr>
<td>Don't know</td>
<td>15</td>
<td>10</td>
<td>5</td>
<td>-</td>
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<td>2%</td>
<td>-</td>
<td>3%</td>
<td>-</td>
</tr>
<tr>
<td>Do not usually set fees at the same level as certain private insurers/don't know</td>
<td>182</td>
<td>107</td>
<td>57</td>
<td>10</td>
<td>164</td>
<td>18</td>
</tr>
<tr>
<td>Total</td>
<td>32%</td>
<td>26%</td>
<td>27%</td>
<td>29%</td>
<td>52%</td>
<td>55%</td>
</tr>
<tr>
<td>Any</td>
<td>365</td>
<td>188</td>
<td>143</td>
<td>30</td>
<td>331</td>
<td>34</td>
</tr>
<tr>
<td>Total</td>
<td>64%</td>
<td>67%</td>
<td>69%</td>
<td>72%</td>
<td>64%</td>
<td>65%</td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees?

Base: All who set their fees at the same level as private insurers

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Not main</td>
</tr>
<tr>
<td></td>
<td>(t)</td>
<td>(m)</td>
<td>(n)</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td>Total</td>
<td>371</td>
<td>548</td>
<td>163</td>
<td>277</td>
<td>300</td>
</tr>
<tr>
<td>Aviva</td>
<td>105</td>
<td>165</td>
<td>63</td>
<td>127</td>
<td>165</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>75</td>
<td>128</td>
<td>30</td>
<td>104</td>
<td>140</td>
</tr>
<tr>
<td>BUPA</td>
<td>208</td>
<td>300</td>
<td>153</td>
<td>212</td>
<td>276</td>
</tr>
<tr>
<td>Pru Health</td>
<td>28</td>
<td>55</td>
<td>44</td>
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<td>63</td>
</tr>
<tr>
<td>Simply Health</td>
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<td>86</td>
<td>24</td>
<td>30</td>
<td>59</td>
</tr>
<tr>
<td>WPA</td>
<td>40</td>
<td>104</td>
<td>50</td>
<td>36</td>
<td>80</td>
</tr>
<tr>
<td>Other (specify)</td>
<td>9</td>
<td>21</td>
<td>2</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>None</td>
<td>108</td>
<td>298</td>
<td>40</td>
<td>71</td>
<td>128</td>
</tr>
<tr>
<td>Don’t Know</td>
<td>29</td>
<td>73</td>
<td>23</td>
<td>23</td>
<td>7</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
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E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees?

Base: All who set their fees at the same level as private insurers

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
<th>Consulting rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td>Total</td>
<td>371</td>
<td>163</td>
<td>68*</td>
</tr>
<tr>
<td>Aviva</td>
<td>51</td>
<td>36</td>
<td>13</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>76</td>
<td>34</td>
<td>14</td>
</tr>
<tr>
<td>BiPA</td>
<td>281</td>
<td>68</td>
<td>38</td>
</tr>
<tr>
<td>PPU Health</td>
<td>19</td>
<td>16</td>
<td>4</td>
</tr>
<tr>
<td>Simply Health</td>
<td>32</td>
<td>17</td>
<td>3</td>
</tr>
<tr>
<td>WPA</td>
<td>40</td>
<td>20</td>
<td>4</td>
</tr>
<tr>
<td>Other (specify)</td>
<td>2</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td>None</td>
<td>108</td>
<td>46</td>
<td>23</td>
</tr>
<tr>
<td>Don’t know</td>
<td>29</td>
<td>10</td>
<td>7</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Private hospital - solus</th>
<th>Private hospital + PPU</th>
<th>Any PPU</th>
<th>PPU rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
<td>(g)</td>
</tr>
<tr>
<td>Total</td>
<td>251</td>
<td>83*</td>
<td>113</td>
<td>30*</td>
</tr>
<tr>
<td>Aviva</td>
<td>56</td>
<td>13</td>
<td>17</td>
<td>4</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>56</td>
<td>14</td>
<td>18</td>
<td>4</td>
</tr>
<tr>
<td>BiPA</td>
<td>141</td>
<td>50</td>
<td>63</td>
<td>13</td>
</tr>
<tr>
<td>PPU Health</td>
<td>23</td>
<td>7</td>
<td>9</td>
<td>2</td>
</tr>
<tr>
<td>Simply Health</td>
<td>10</td>
<td>5</td>
<td>7</td>
<td>3</td>
</tr>
<tr>
<td>WPA</td>
<td>28</td>
<td>9</td>
<td>11</td>
<td>2</td>
</tr>
<tr>
<td>Other (specify)</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>None</td>
<td>72</td>
<td>21</td>
<td>36</td>
<td>14</td>
</tr>
<tr>
<td>Don’t know</td>
<td>19</td>
<td>6</td>
<td>8</td>
<td>2</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees?

**Base:** All who set their fees at the same level as private insurers

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>371</td>
<td>311</td>
<td>63%*</td>
</tr>
<tr>
<td>Aviva</td>
<td>54</td>
<td>48</td>
<td>78%</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>20%</td>
<td>66</td>
<td>8%</td>
</tr>
<tr>
<td>BUPA</td>
<td>94%</td>
<td>20%</td>
<td>4%</td>
</tr>
<tr>
<td>PPU Health</td>
<td>33%</td>
<td>40%</td>
<td>1%</td>
</tr>
<tr>
<td>Simply Health</td>
<td>33%</td>
<td>40%</td>
<td>1%</td>
</tr>
<tr>
<td>WPA</td>
<td>50%</td>
<td>40%</td>
<td>11%</td>
</tr>
<tr>
<td>Other (specify)</td>
<td>2</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>None</td>
<td>104</td>
<td>32%</td>
<td>37%</td>
</tr>
<tr>
<td>Don't Know</td>
<td>29</td>
<td>9%</td>
<td>10%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer's schedule of reimbursement levels when setting your fees?

Base: All who set their fees at the same level as private insurers

<table>
<thead>
<tr>
<th></th>
<th>Always</th>
<th>Usually</th>
<th>Sometimes</th>
<th>Always/</th>
<th>Sometimes/</th>
<th>Never/OK</th>
<th>Yes</th>
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<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
<td>(g)</td>
</tr>
<tr>
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<td>191</td>
<td>146</td>
<td>30*</td>
<td>337</td>
<td>34*</td>
<td>371</td>
</tr>
<tr>
<td>Aviva</td>
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<td></td>
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<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>54%</td>
<td>28</td>
<td>20</td>
<td>6</td>
<td>48</td>
<td>6</td>
<td>64</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>75%</td>
<td>35</td>
<td>27</td>
<td>13</td>
<td>62</td>
<td>13</td>
<td>75</td>
<td></td>
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<tr>
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<td></td>
<td></td>
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<tr>
<td>30%</td>
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<td>18</td>
<td>23</td>
<td>308</td>
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<td>33%</td>
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<td>16</td>
<td>4</td>
<td>29</td>
<td>4</td>
<td>33</td>
<td></td>
</tr>
<tr>
<td>Simply Health</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>32%</td>
<td>12</td>
<td>14</td>
<td>6</td>
<td>26</td>
<td>6</td>
<td>32</td>
<td></td>
</tr>
<tr>
<td>WPA</td>
<td></td>
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<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>40%</td>
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<td>18</td>
<td>4</td>
<td>36</td>
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<td></td>
</tr>
<tr>
<td>Other (specify)</td>
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<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>1%</td>
<td>1</td>
<td>1</td>
<td>-</td>
<td>2</td>
<td>-</td>
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<td></td>
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<td>6</td>
<td>102</td>
<td>6</td>
<td>102</td>
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<tr>
<td>Don't know</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8%</td>
<td>14</td>
<td>14</td>
<td>1</td>
<td>28</td>
<td>1</td>
<td>29</td>
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**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England</td>
<td>Non-England</td>
<td>Greater London</td>
<td>Greater London</td>
<td>Urban</td>
<td>Rural</td>
</tr>
<tr>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
<td>197</td>
</tr>
<tr>
<td>54%</td>
<td>9%</td>
<td>2%</td>
<td>1%</td>
<td>13%</td>
<td>9%</td>
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<td>AVIVA</td>
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<td>1%</td>
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<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>36%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>BUPA</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>PMI</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Simply Health</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>WPA</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Other (specify)</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
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<tr>
<td>None</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Don't know</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Do not usually set fees of the same level as certain private insurers/don't know</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
</tbody>
</table>

| 2013 | 12 Feb |
**E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Total</th>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69</td>
<td>85</td>
<td>485</td>
<td>197</td>
</tr>
<tr>
<td>NET - Any</td>
<td>233</td>
<td>204</td>
<td>41%</td>
<td>29</td>
<td>42%</td>
<td>39</td>
</tr>
</tbody>
</table>

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*Small base*

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**E12** Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Insurer</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (x)</td>
<td>1 (d)</td>
</tr>
<tr>
<td></td>
<td>Large/ mostly private (y)</td>
<td>2 (c)</td>
</tr>
<tr>
<td></td>
<td>Small/ mostly private (z)</td>
<td>3+ (b)</td>
</tr>
<tr>
<td></td>
<td>Private hospital - solo (o)</td>
<td>Private hospital + PPU (p)</td>
</tr>
<tr>
<td></td>
<td>Any PPU (g)</td>
<td>Solus rooms (q)</td>
</tr>
<tr>
<td>Aviva</td>
<td>236</td>
<td>368</td>
</tr>
<tr>
<td>AXA PPP Healthcare</td>
<td>34</td>
<td>31</td>
</tr>
<tr>
<td>Bupa</td>
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<td>95</td>
</tr>
<tr>
<td>PPU Health</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>Simply Health</td>
<td>17</td>
<td>10</td>
</tr>
<tr>
<td>WPA</td>
<td>20</td>
<td>13</td>
</tr>
<tr>
<td>Other (specify)</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>None</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Don’t know</td>
<td>10</td>
<td>10</td>
</tr>
</tbody>
</table>

- Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>(D)</td>
<td>(C)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>NET - Any</td>
<td>233</td>
<td>107</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**E12** Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer's schedule of reimbursement levels when setting your fees?  
Base: All respondents

<table>
<thead>
<tr>
<th>insurer</th>
<th>Total</th>
<th>Hospital (H)</th>
<th>PPU (I)</th>
<th>51% or more (J)</th>
<th>50% or less (K)</th>
<th>BUPA - yes (L)</th>
<th>BUPA - no (M)</th>
<th>AXA - yes (N)</th>
<th>AXA - no (O)</th>
<th>In consultant group (P)</th>
<th>Not in consultant group but aware of one locally (Q)</th>
<th>Not in consultant group or aware of one locally (R)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aviva</td>
<td>58</td>
<td>46</td>
<td>9</td>
<td>71*</td>
<td>167</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>135</td>
<td>119</td>
<td>316</td>
</tr>
<tr>
<td>AXA</td>
<td>75</td>
<td>66</td>
<td>9</td>
<td>11</td>
<td>22</td>
<td>114</td>
<td>8</td>
<td>14</td>
<td>103</td>
<td>19</td>
<td>16</td>
<td>41</td>
</tr>
<tr>
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<td>23</td>
<td>17</td>
<td>63</td>
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<td>14</td>
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<td>3</td>
<td>8</td>
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<td>2</td>
<td>32</td>
<td>1</td>
<td>7</td>
<td>5</td>
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<td>4</td>
<td>7</td>
<td>30</td>
<td>2</td>
<td>31</td>
<td>1</td>
<td>8</td>
<td>4</td>
<td>20</td>
</tr>
<tr>
<td>WPA</td>
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<td>5</td>
<td>3</td>
<td>7</td>
<td>35</td>
<td>5</td>
<td>37</td>
<td>3</td>
<td>9</td>
<td>5</td>
<td>26</td>
</tr>
<tr>
<td>Simply</td>
<td>4%</td>
<td>4%</td>
<td>3%</td>
<td>3</td>
<td>8</td>
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<td>32</td>
<td>1</td>
<td>7</td>
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<td>2</td>
<td>32</td>
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<td>7</td>
<td>5</td>
<td>21</td>
</tr>
<tr>
<td>None</td>
<td>108</td>
<td>87</td>
<td>20</td>
<td>11</td>
<td>48</td>
<td>91</td>
<td>17</td>
<td>90</td>
<td>18</td>
<td>27</td>
<td>21</td>
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<td>3</td>
<td>10</td>
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<td>23</td>
<td>4</td>
<td>9</td>
<td>7</td>
<td>13</td>
</tr>
<tr>
<td>Do not usually set fees at the same level as certain private insurers/don’t know</td>
<td>199</td>
<td>141</td>
<td>46</td>
<td>36</td>
<td>60</td>
<td>139</td>
<td>40</td>
<td>144</td>
<td>55</td>
<td>50</td>
<td>36</td>
<td>114</td>
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</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer’s schedule of reimbursement levels when setting your fees?
Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>BUPA - yes (L)</td>
</tr>
<tr>
<td></td>
<td>870</td>
<td>462</td>
<td>71*</td>
</tr>
<tr>
<td></td>
<td>51% or more (J)</td>
<td></td>
<td>187</td>
</tr>
<tr>
<td></td>
<td>50% or less (K)</td>
<td></td>
<td>464</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td>in consultant</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>group (S)</td>
</tr>
<tr>
<td></td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td></td>
<td></td>
<td>98*</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>41%</td>
</tr>
<tr>
<td>NET - Any</td>
<td></td>
<td>202</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td>45%</td>
<td>27%</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td>233</td>
<td>41%</td>
<td>30%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>30%</td>
<td>30%</td>
</tr>
</tbody>
</table>

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E12 Which, if any, of the following private insurers do you have an agreement with that requires you to abide by the insurer's schedule of reimbursement levels when setting your fees?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Always Set fees at the same level (a)</th>
<th>Usually (b)</th>
<th>Sometimes (c)</th>
<th>Always/Usually (d)</th>
<th>Sometimes/Never/DK (e)</th>
<th>Yes (f)</th>
<th>No (g)</th>
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<tbody>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>670</td>
<td>302</td>
<td>209</td>
<td>40*</td>
<td>518</td>
<td>52*</td>
<td>388</td>
<td>134</td>
</tr>
<tr>
<td><strong>Aviva</strong></td>
<td>54</td>
<td>28</td>
<td>20</td>
<td>6</td>
<td>48</td>
<td>6</td>
<td>54</td>
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<tr>
<td>9%</td>
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<td>10%</td>
<td>13%</td>
<td>9%</td>
<td>12%</td>
<td>54%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>AXA PPP Healthcare</strong></td>
<td>75</td>
<td>35</td>
<td>27</td>
<td>13</td>
<td>62</td>
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<td>13%</td>
<td>17%</td>
<td>13%</td>
<td>33%</td>
<td>12%</td>
<td>25%</td>
<td>70%</td>
<td>6%</td>
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<tr>
<td><strong>BUPA</strong></td>
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<td>114</td>
<td>72</td>
<td>18</td>
<td>186</td>
<td>22</td>
<td>258</td>
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<tr>
<td>36%</td>
<td>37%</td>
<td>24%</td>
<td>48%</td>
<td>36%</td>
<td>40%</td>
<td>34%</td>
<td>6%</td>
</tr>
<tr>
<td><strong>RSU Health</strong></td>
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<td>14</td>
<td>15</td>
<td>4</td>
<td>29</td>
<td>4</td>
<td>33</td>
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<td>5%</td>
<td>7%</td>
<td>13%</td>
<td>6%</td>
<td>8%</td>
<td>9%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Simply Health</strong></td>
<td>32</td>
<td>12</td>
<td>14</td>
<td>6</td>
<td>26</td>
<td>6</td>
<td>32</td>
</tr>
<tr>
<td>8%</td>
<td>4%</td>
<td>7%</td>
<td>13%</td>
<td>5%</td>
<td>12%</td>
<td>8%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>WPA</strong></td>
<td>40</td>
<td>18</td>
<td>18</td>
<td>4</td>
<td>36</td>
<td>4</td>
<td>40</td>
</tr>
<tr>
<td>7%</td>
<td>6%</td>
<td>9%</td>
<td>10%</td>
<td>7%</td>
<td>8%</td>
<td>10%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Other (specify)</strong></td>
<td>2</td>
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<td>1</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
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<tr>
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<td>53</td>
<td>49</td>
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<td>102</td>
<td>6</td>
<td>106</td>
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<td>17%</td>
<td>23%</td>
<td>15%</td>
<td>20%</td>
<td>12%</td>
<td>28%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Don't know</strong></td>
<td>29</td>
<td>14</td>
<td>14</td>
<td>1</td>
<td>28</td>
<td>1</td>
<td>29</td>
</tr>
<tr>
<td>5%</td>
<td>3%</td>
<td>7%</td>
<td>3%</td>
<td>5%</td>
<td>2%</td>
<td>7%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Do not usually set fees at the same level as certain private insurers/don't know</strong></td>
<td>199</td>
<td>118</td>
<td>63</td>
<td>30</td>
<td>28</td>
<td>18</td>
<td>17</td>
</tr>
<tr>
<td>35%</td>
<td>38%</td>
<td>30%</td>
<td>28%</td>
<td>35%</td>
<td>35%</td>
<td>4%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>NET - Any</strong></td>
<td>333</td>
<td>123</td>
<td>83</td>
<td>23</td>
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<td>27</td>
<td>233</td>
</tr>
<tr>
<td>41%</td>
<td>40%</td>
<td>40%</td>
<td>56%</td>
<td>40%</td>
<td>50%</td>
<td>40%</td>
<td>50%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small base

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### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E13 Thinking just about insured patients, in what percentage of cases are your fees above the levels of reimbursement set by the patient’s insurer? Please enter an estimate if you are not sure.

**Base:** All respondents

<table>
<thead>
<tr>
<th>Proportion of</th>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>95</td>
<td>485</td>
<td>197</td>
</tr>
<tr>
<td>More than 75% (63)</td>
<td>33</td>
<td>30</td>
<td>8%</td>
<td>3</td>
<td>4</td>
<td>29</td>
</tr>
<tr>
<td>.81% to 75% (63)</td>
<td>35</td>
<td>32</td>
<td>8%</td>
<td>3</td>
<td>4</td>
<td>31</td>
</tr>
<tr>
<td>26% to 50% (38)</td>
<td>54</td>
<td>51</td>
<td>10%</td>
<td>3</td>
<td>10</td>
<td>44</td>
</tr>
<tr>
<td>16% to 25% (20.5)</td>
<td>98</td>
<td>87</td>
<td>17%</td>
<td>11</td>
<td>16</td>
<td>85</td>
</tr>
<tr>
<td>Up to 15% (7.5)</td>
<td>223</td>
<td>191</td>
<td>38%</td>
<td>32</td>
<td>33</td>
<td>190</td>
</tr>
<tr>
<td>None (0)</td>
<td>58</td>
<td>49</td>
<td>34%</td>
<td>30</td>
<td>33</td>
<td>190</td>
</tr>
<tr>
<td>Don't know</td>
<td>99</td>
<td>77</td>
<td>18%</td>
<td>12</td>
<td>13</td>
<td>76</td>
</tr>
<tr>
<td>Mean</td>
<td>17.87</td>
<td>18.18</td>
<td>15.66</td>
<td>16.24</td>
<td>18.16</td>
<td>19.00</td>
</tr>
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<td>26.94</td>
<td>27.72</td>
<td>26.59</td>
<td>27.28</td>
<td>28.31</td>
</tr>
</tbody>
</table>

*Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U*

*small base*

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

E13 Thinking just about insured patients, in what percentage of cases are your fees above the levels of reimbursement set by the patient’s insurer? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/ minority private</td>
</tr>
<tr>
<td>----------------------------</td>
<td>-------------------------</td>
<td>-------------------------</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>More than 75% (68)</td>
<td>38</td>
<td>16</td>
</tr>
<tr>
<td>81% to 75% (63)</td>
<td>33</td>
<td>18</td>
</tr>
<tr>
<td>75% to 50% (56)</td>
<td>35</td>
<td>12</td>
</tr>
<tr>
<td>50% to 25% (20.5)</td>
<td>54</td>
<td>32</td>
</tr>
<tr>
<td>Up to 25% (7.5)</td>
<td>98</td>
<td>46</td>
</tr>
<tr>
<td>None (0)</td>
<td>223</td>
<td>82</td>
</tr>
<tr>
<td>Don't know</td>
<td>89</td>
<td>29</td>
</tr>
<tr>
<td>Mean</td>
<td>17.87</td>
<td>19.41</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>27.02</td>
<td>27.15</td>
</tr>
</tbody>
</table>

* small base

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**An Assessment of the Private Healthcare Market - Consultants survey**

E13 Thinking just about insured patients, in what percentage of cases are your fees above the levels of reimbursement set by the patient’s insurer? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>BUPA</td>
<td>AXA</td>
</tr>
<tr>
<td></td>
<td>- yes</td>
<td>- yes</td>
</tr>
<tr>
<td></td>
<td>(L)</td>
<td>(N)</td>
</tr>
<tr>
<td></td>
<td>- no</td>
<td>- no</td>
</tr>
<tr>
<td></td>
<td>(M)</td>
<td>(O)</td>
</tr>
<tr>
<td>In consultant group</td>
<td>of one locally</td>
<td>of one locally</td>
</tr>
<tr>
<td></td>
<td>(S)</td>
<td>(T)</td>
</tr>
<tr>
<td>Not in consultant</td>
<td>(U)</td>
<td>(V)</td>
</tr>
<tr>
<td>group but aware group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(K)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(J)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>135</td>
</tr>
<tr>
<td>More than 75% (68)</td>
<td>38</td>
<td>12</td>
</tr>
<tr>
<td>7%</td>
<td>6%</td>
<td>9%</td>
</tr>
<tr>
<td>Not in consultant</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not in consultant</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>or aware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean</td>
<td>17.87</td>
<td>2.54</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>27.02</td>
<td>2.65</td>
</tr>
<tr>
<td>Standard Error</td>
<td>1.132</td>
<td>1.402</td>
</tr>
</tbody>
</table>

**Note:** Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
E13 Thinking just about insured patients, in what percentage of cases are your fees above the levels of reimbursement set by the patient's insurer? Please enter an estimate if you are not sure.

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Always/usually charged at same level</th>
<th>Set fees at same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Always</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(a)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>309</td>
</tr>
<tr>
<td>More than 75%</td>
<td>58</td>
<td>21</td>
</tr>
<tr>
<td></td>
<td></td>
<td>7%</td>
</tr>
<tr>
<td>61% to 75%</td>
<td>33</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td></td>
<td>8%</td>
</tr>
<tr>
<td>26% to 60%</td>
<td>35</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td></td>
<td>6%</td>
</tr>
<tr>
<td>16% to 25%</td>
<td>54</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td></td>
<td>9%</td>
</tr>
<tr>
<td>Up to 15%</td>
<td>98</td>
<td>51</td>
</tr>
<tr>
<td></td>
<td></td>
<td>17%</td>
</tr>
<tr>
<td>None (0)</td>
<td>232</td>
<td>126</td>
</tr>
<tr>
<td></td>
<td></td>
<td>48%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>89</td>
<td>57</td>
</tr>
<tr>
<td></td>
<td></td>
<td>16%</td>
</tr>
<tr>
<td>Mean</td>
<td>17.67</td>
<td>15.97</td>
</tr>
<tr>
<td>Standard Error</td>
<td>1.132</td>
<td>1.501</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small Base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?**

**Base: All whose fees are above reimbursement levels set by their patient’s insurer**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK minus Greater London</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London - urban</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London - rural</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England</td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

- small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

**E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?**

**Base:** All whose fees are above reimbursement levels set by their patient’s insurer

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Small/usually private (a)</td>
<td>Small/usually private (c)</td>
</tr>
<tr>
<td>Total</td>
<td>258</td>
<td>101</td>
</tr>
<tr>
<td>The patient pays a top-up fee to cover the shortfall</td>
<td>222</td>
<td>113</td>
</tr>
<tr>
<td></td>
<td>99%</td>
<td>95%</td>
</tr>
<tr>
<td>The patient pays the full amount so do not to claim on the insurance</td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>8%</td>
<td>6%</td>
</tr>
<tr>
<td>The patient opts for another consultant whose fees are fully covered</td>
<td>11</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>The patient is referred to the NHS</td>
<td>22</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>9%</td>
<td>5%</td>
</tr>
<tr>
<td>Negotiate with insurance company to pay in full</td>
<td>7</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>I don’t charge them for the shortfall</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>10</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?

**Base:** All whose fees are above reimbursement levels set by their patient’s insurer

<table>
<thead>
<tr>
<th></th>
<th>Main Workplace</th>
<th>Proportion of Self-Pay</th>
<th>Insurance Coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>BUPA - yes</td>
<td>In consultant group</td>
</tr>
<tr>
<td></td>
<td>(H)</td>
<td>(I)</td>
<td>(L)</td>
<td>(S)</td>
</tr>
<tr>
<td>Total</td>
<td>258</td>
<td>213</td>
<td>42*</td>
<td>68*</td>
</tr>
<tr>
<td>The patient pays a top-up</td>
<td>222</td>
<td>33*</td>
<td>71*</td>
<td>71*</td>
</tr>
<tr>
<td>fee to cover the shortfall</td>
<td>66%</td>
<td>71%</td>
<td>63*</td>
<td>63*</td>
</tr>
<tr>
<td>The patient pays the full amount so as not to claim on the insurance</td>
<td>18%</td>
<td>6%</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>The patient opts for another consultant whose fees are fully covered</td>
<td>11%</td>
<td>1%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>The patient is referred to the NHS</td>
<td>22%</td>
<td>8%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Negotiate with insurance company to pay in full</td>
<td>7%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>I don’t charge them for the shortfall</td>
<td>3%</td>
<td>3%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Don’t know</td>
<td>10%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(T)</td>
<td>(U)</td>
</tr>
<tr>
<td>Total</td>
<td>129</td>
<td>110</td>
</tr>
</tbody>
</table>

- **Total:** 258
- **Hospital:** 213
- **PPU:** 42*
- **Hospital:** 33*
- **PPU:** 71*
- **Hospital:** 63*
- **PPU:** 63*
- **Hospital:** 18%
- **PPU:** 6%
- **Hospital:** 11%
- **PPU:** 3%
- **Hospital:** 22%
- **PPU:** 8%
- **Hospital:** 7%
- **PPU:** 4%
- **Hospital:** 3%
- **PPU:** 3%
- **Hospital:** 2%
- **PPU:** 4%
- **Hospital:** 14%
- **PPU:** 7%
- **Hospital:** 7%
- **PPU:** 4%
- **Hospital:** 6%
- **PPU:** 6%
- **Hospital:** 7%
- **PPU:** 8%
- **Hospital:** 7%
- **PPU:** 4%
- **Hospital:** 3%
- **PPU:** 3%
- **Hospital:** 3%
- **PPU:** 4%
- **Hospital:** 3%
- **PPU:** 4%
- **Hospital:** 3%
- **PPU:** 4%
- **Hospital:** 3%
- **PPU:** 4%
- **Hospital:** 3%
- **PPU:** 4%
- **Hospital:** 3%
- **PPU:** 4%

*small base; **very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?

<table>
<thead>
<tr>
<th>Charge same fees</th>
<th>Set fees of same level</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Always (a)</td>
</tr>
<tr>
<td>Total</td>
<td>258</td>
</tr>
<tr>
<td>The patient pays a top-up fee to cover the shortfall</td>
<td>222 (86%)</td>
</tr>
<tr>
<td>The patient pays the full amount so as not to claim on the insurance</td>
<td>14 (5%)</td>
</tr>
<tr>
<td>The patient opts for another consultant whose fees are fully covered</td>
<td>11 (4%)</td>
</tr>
<tr>
<td>The patient is referred to the NHS</td>
<td>22 (9%)</td>
</tr>
<tr>
<td>Negotiate with insurance company to pay in full</td>
<td>7 (3%)</td>
</tr>
<tr>
<td>I don’t charge them for the shortfall</td>
<td>8 (3%)</td>
</tr>
<tr>
<td>Don’t know</td>
<td>10 (4%)</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/t - g/h - l/m/n - o/p/q - r/s

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
<td>Sometimes main</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(p)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>102</td>
<td>468</td>
</tr>
<tr>
<td>The patient pays a top-up fee to cover the shortfall</td>
<td>222</td>
<td>206</td>
<td>22</td>
<td>101</td>
<td>149</td>
</tr>
<tr>
<td>The patient pays the full amount so as not to claim on the insurance</td>
<td>14</td>
<td>13</td>
<td>1</td>
<td>10</td>
<td>4</td>
</tr>
<tr>
<td>The patient opts for another consultant whose fees are fully covered</td>
<td>11</td>
<td>10</td>
<td>1</td>
<td>10</td>
<td>3</td>
</tr>
<tr>
<td>The patient is referred to the NHS</td>
<td>22</td>
<td>21</td>
<td>1</td>
<td>21</td>
<td>9</td>
</tr>
<tr>
<td>Negotiate with insurance company to pay in full</td>
<td>7</td>
<td>7</td>
<td>5</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>I don’t charge them for the shortfall</td>
<td>8</td>
<td>8</td>
<td>-</td>
<td>1</td>
<td>7</td>
</tr>
<tr>
<td>Don’t know</td>
<td>99</td>
<td>86</td>
<td>13</td>
<td>15</td>
<td>84</td>
</tr>
<tr>
<td>Do not set fees above the level of reimbursements set by patients insurer’s</td>
<td>312</td>
<td>268</td>
<td>44</td>
<td>46</td>
<td>266</td>
</tr>
</tbody>
</table>

**Notes:**
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- Small base

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - L/m/n/Z - o/p/q - t/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

**Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013
E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>The patient pays a top-up fee to cover the shortfall</td>
<td>39%</td>
<td>111</td>
</tr>
<tr>
<td>The patient pays the full amount so do not claim on the insurance</td>
<td>2%</td>
<td>7</td>
</tr>
<tr>
<td>The patient opts for another consultant whose fees are fully covered</td>
<td>2%</td>
<td>8</td>
</tr>
<tr>
<td>The patient is referred to the NHS</td>
<td>4%</td>
<td>6</td>
</tr>
<tr>
<td>Negotiate with insurance company to pay in full</td>
<td>7%</td>
<td>4</td>
</tr>
<tr>
<td>I don’t charge them for the shortfall</td>
<td>1%</td>
<td>2</td>
</tr>
<tr>
<td>Don’t know</td>
<td>1%</td>
<td>2</td>
</tr>
<tr>
<td>Do not set fees above the level of reimbursements set by patients insurer’s</td>
<td>31%</td>
<td>111</td>
</tr>
</tbody>
</table>

| Total | 570 | 235 | 100 | 151 | 255 | 192 | 98* | 368 |
| Large/mostly private | 48% | 40% | 10% | 20% | 45% | 40% | 40% | 31% |
| Small/mostly private | 42% | 40% | 10% | 20% | 45% | 40% | 40% | 31% |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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## E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?

**Base: All respondents**

### Main Proportion of workplace self-pay Insurance coverage Consultant Group

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Not in consultant group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(i)</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(s)</td>
<td>(t)</td>
<td>(u)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>482</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>135</td>
<td>119</td>
</tr>
<tr>
<td>The patient pays a top-up fee to cover the shortfall</td>
<td>222</td>
<td>186</td>
<td>33</td>
<td>50</td>
<td>161</td>
<td>188</td>
<td>34</td>
<td>192</td>
<td>23</td>
<td>63</td>
<td>40</td>
</tr>
<tr>
<td>The patient pays the full amount so do not to claim on the insurance</td>
<td>14</td>
<td>9</td>
<td>6</td>
<td>6</td>
<td>8</td>
<td>11</td>
<td>3</td>
<td>10</td>
<td>4</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>The patient opts for another consultant whose fees are fully covered</td>
<td>11</td>
<td>10</td>
<td>1</td>
<td>6</td>
<td>6</td>
<td>6</td>
<td>5</td>
<td>8</td>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>The patient is referred to the NHS</td>
<td>22</td>
<td>14</td>
<td>8</td>
<td>6</td>
<td>16</td>
<td>16</td>
<td>6</td>
<td>17</td>
<td>6</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>Negotiate with insurance company to pay in full</td>
<td>7</td>
<td>7</td>
<td>-</td>
<td>-</td>
<td>7</td>
<td>7</td>
<td>-</td>
<td>-</td>
<td>2</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>I don’t charge them for the shortfall</td>
<td>8</td>
<td>5</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>6</td>
<td>2</td>
<td>8</td>
<td>-</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Don’t know</td>
<td>99</td>
<td>17</td>
<td>88</td>
<td>22</td>
<td>3</td>
<td>7</td>
<td>64</td>
<td>36</td>
<td>59</td>
<td>40</td>
<td>22</td>
</tr>
<tr>
<td>Do not set fees above the level of reimbursements set by patients insurer’s</td>
<td>312</td>
<td>53</td>
<td>229</td>
<td>56</td>
<td>-</td>
<td>-</td>
<td>265</td>
<td>67</td>
<td>243</td>
<td>69</td>
<td>67</td>
</tr>
</tbody>
</table>

### Not in consultant group or aware of one locally

<table>
<thead>
<tr>
<th>Total</th>
<th>(i)</th>
<th>(m)</th>
<th>(n)</th>
<th>(o)</th>
<th>(s)</th>
<th>(t)</th>
<th>(u)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

**E14 When your fees are set above the insurer’s reimbursement levels for a given patient, what usually happens?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Set fees at same level</th>
<th>Always</th>
<th>Usually</th>
<th>Sometimes</th>
<th>Always/ Usually</th>
<th>Sometimes/ Never/DK</th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>309</td>
<td>209</td>
<td>40*</td>
<td>518</td>
<td>62*</td>
<td>134</td>
</tr>
<tr>
<td>The patient pays a top-up fee to cover the shortfall</td>
<td>222</td>
<td>111</td>
<td>95</td>
<td>15</td>
<td>16</td>
<td>16</td>
<td>77</td>
</tr>
<tr>
<td>38%</td>
<td>36%</td>
<td>45%</td>
<td>38%</td>
<td>46%</td>
<td>51%</td>
<td>38%</td>
<td>57%</td>
</tr>
<tr>
<td>The patient pays the full amount so as not to claim on the insurance</td>
<td>14</td>
<td>6</td>
<td>5</td>
<td>3</td>
<td>11</td>
<td>3</td>
<td>8</td>
</tr>
<tr>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>4%</td>
<td>2%</td>
<td>6%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>The patient opts for another consultant whose fees are fully covered</td>
<td>11</td>
<td>6</td>
<td>5</td>
<td>3</td>
<td>8</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>4%</td>
<td>2%</td>
<td>6%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>The patient is referred to the NHS</td>
<td>22</td>
<td>8</td>
<td>13</td>
<td>-</td>
<td>3</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>4%</td>
<td>3%</td>
<td>13%</td>
<td>4%</td>
<td>2%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Negotiate with insurance company to pay in full</td>
<td>7</td>
<td>2</td>
<td>3</td>
<td>2</td>
<td>5</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>3%</td>
<td>1%</td>
<td>4%</td>
<td>2%</td>
<td>1%</td>
</tr>
<tr>
<td>I don't charge them for the shortfall</td>
<td>8</td>
<td>2</td>
<td>5</td>
<td>1</td>
<td>7</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>2%</td>
<td>3%</td>
<td>1%</td>
<td>2%</td>
<td>2%</td>
<td>1%</td>
</tr>
<tr>
<td>Don't know</td>
<td>99</td>
<td>63</td>
<td>24</td>
<td>5</td>
<td>87</td>
<td>12</td>
<td>43</td>
</tr>
<tr>
<td>17%</td>
<td>20%</td>
<td>11%</td>
<td>13%</td>
<td>17%</td>
<td>33%</td>
<td>11%</td>
<td>20%</td>
</tr>
<tr>
<td>Do not set fees above the level of reimbursements set by patients insurer's</td>
<td>312</td>
<td>189</td>
<td>101</td>
<td>18</td>
<td>289</td>
<td>28</td>
<td>49</td>
</tr>
<tr>
<td>55%</td>
<td>59%</td>
<td>48%</td>
<td>45%</td>
<td>55%</td>
<td>44%</td>
<td>57%</td>
<td>37%</td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small base

Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
F1 In which, if any, of the following ways do you inform GPs about the private work that you do?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England</td>
<td>501</td>
<td>197</td>
<td>142</td>
<td>416</td>
<td></td>
</tr>
<tr>
<td>Non-England</td>
<td>95</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London</td>
<td>66*</td>
<td>39*</td>
<td>42</td>
<td>101</td>
<td></td>
</tr>
<tr>
<td>Non-Greater London</td>
<td>46*</td>
<td>50*</td>
<td>58</td>
<td>107</td>
<td></td>
</tr>
<tr>
<td>Greater London - urban</td>
<td>35*</td>
<td>48*</td>
<td>57</td>
<td>101</td>
<td></td>
</tr>
<tr>
<td>Greater London - rural</td>
<td>35*</td>
<td>48*</td>
<td>57</td>
<td>101</td>
<td></td>
</tr>
<tr>
<td>Surgeon</td>
<td>391</td>
<td>179</td>
<td>102</td>
<td>468</td>
<td></td>
</tr>
<tr>
<td>Non-surgeon</td>
<td>24*</td>
<td>10*</td>
<td>2</td>
<td>102</td>
<td></td>
</tr>
<tr>
<td>Anaesthetist</td>
<td>97</td>
<td>44</td>
<td>5</td>
<td>102</td>
<td></td>
</tr>
<tr>
<td>Non-anaesthetist</td>
<td>97</td>
<td>44</td>
<td>5</td>
<td>102</td>
<td></td>
</tr>
<tr>
<td>Mostly main</td>
<td>474</td>
<td>32*</td>
<td>64*</td>
<td>284</td>
<td>283</td>
</tr>
<tr>
<td>Sometimes main</td>
<td>102</td>
<td>2</td>
<td>-</td>
<td>102</td>
<td>246</td>
</tr>
<tr>
<td>Not main</td>
<td>102</td>
<td>2</td>
<td>-</td>
<td>102</td>
<td>246</td>
</tr>
<tr>
<td>High</td>
<td>20%</td>
<td>6%</td>
<td>0%</td>
<td>19%</td>
<td>20%</td>
</tr>
<tr>
<td>Low</td>
<td>80%</td>
<td>94%</td>
<td>100%</td>
<td>81%</td>
<td>80%</td>
</tr>
<tr>
<td>Size of business</td>
<td>19%</td>
<td>36%</td>
<td>64%</td>
<td>36%</td>
<td>36%</td>
</tr>
<tr>
<td>otal</td>
<td>1.5%</td>
<td>0.8%</td>
<td>0.7%</td>
<td>1.3%</td>
<td>1.3%</td>
</tr>
<tr>
<td>Overall</td>
<td>72%</td>
<td>85%</td>
<td>17%</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>Face to face - in individual</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>meetings with some GPs</td>
<td>20%</td>
<td>6%</td>
<td>6%</td>
<td>19%</td>
<td>20%</td>
</tr>
<tr>
<td>Face to face - during visits</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>to GP practices</td>
<td>34%</td>
<td>10%</td>
<td>10%</td>
<td>22%</td>
<td>22%</td>
</tr>
<tr>
<td>Face to face - at professional</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>development meetings/educational</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>meetings</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Face to face - at informal</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>social gatherings</td>
<td>21%</td>
<td>23%</td>
<td>21%</td>
<td>23%</td>
<td>23%</td>
</tr>
<tr>
<td>Written communication -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>through personal emails and post</td>
<td>26%</td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
<td>25%</td>
</tr>
<tr>
<td>Written communication -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>through mailing of</td>
<td>24%</td>
<td>24%</td>
<td>24%</td>
<td>24%</td>
<td>24%</td>
</tr>
<tr>
<td>information materials</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telephone - through phone</td>
<td>9%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>calls with some GPs</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Through social media and</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>internet communities</td>
<td>6%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>I don't have contact with GPs</td>
<td>21%</td>
<td>21%</td>
<td>21%</td>
<td>21%</td>
<td>21%</td>
</tr>
<tr>
<td>I don't inform GPs about my</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>private work</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

*small base*

Significance testing has been carried out within each break

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

In which, if any, of the following ways do you inform GPs about the private work that you do?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Method</th>
<th>Total</th>
<th>England (a)</th>
<th>London (b)</th>
<th>UK minus London (c)</th>
<th>Non-surgeon (d)</th>
<th>Surgeon (e)</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospital referral guide</td>
<td>570</td>
<td>501</td>
<td>247</td>
<td>247</td>
<td>324</td>
<td>476</td>
<td>35</td>
<td>42</td>
<td>39</td>
</tr>
<tr>
<td>Local newspaper educational column</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Hospital marketing</td>
<td>4</td>
<td>2</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Private hospital (e.g., published directory)</td>
<td>2</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Reputations</td>
<td>5</td>
<td>1</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Word of mouth</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level)** - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

- **small base**

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**An Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013

**F1 In which, if any, of the following ways do you inform GPs about the private work that you do?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Method of Communication</th>
<th>Size/proportion Integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Private hospital - solic (E)</td>
<td>Solus rooms (D)</td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Private hospital + PPU (F)</td>
<td>Consulting rooms (Q)</td>
</tr>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Any PPU (G)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Small/mostly private</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Face to face - in individual meetings with some GPs</td>
<td>19%</td>
<td>255</td>
<td>192</td>
</tr>
<tr>
<td>Face to face - during visits to GP practices</td>
<td>16%</td>
<td>15%</td>
<td>20%</td>
</tr>
<tr>
<td>Face to face - at professional development meetings/educational meetings</td>
<td>34%</td>
<td>19%</td>
<td>27%</td>
</tr>
<tr>
<td>Face to face - at informal social gatherings</td>
<td>21%</td>
<td>19%</td>
<td>29%</td>
</tr>
<tr>
<td>Written communication - through personal emails and post</td>
<td>28%</td>
<td>72%</td>
<td>20%</td>
</tr>
<tr>
<td>Written communication - through mailing of information materials</td>
<td>26%</td>
<td>46%</td>
<td>30%</td>
</tr>
<tr>
<td>Telephone - through phone calls with some GPs</td>
<td>18%</td>
<td>19%</td>
<td>20%</td>
</tr>
<tr>
<td>Through social media and internet communities</td>
<td>31%</td>
<td>19%</td>
<td>12%</td>
</tr>
<tr>
<td>I don't have contact with GPs</td>
<td>32%</td>
<td>32%</td>
<td>25%</td>
</tr>
<tr>
<td>I don't inform GPs about my private work</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

F1 In which, if any, of the following ways do you inform GPs about the private work that you do?
Base: All respondents

<table>
<thead>
<tr>
<th>Method</th>
<th>Total</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Total</td>
<td>Private</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(x) (y) (z) (A) (B) (C) (D) (E) (F) (G) (Q) (R)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hospital referral guide</td>
<td>570</td>
<td>236 31* 100 151</td>
<td>255 192 96*</td>
</tr>
<tr>
<td>Local newspaper educational column</td>
<td>2%</td>
<td>1 1 1</td>
<td>1 1 1</td>
</tr>
<tr>
<td>Hospital marketing</td>
<td>4%</td>
<td>2 1 1 1</td>
<td>1 1 1</td>
</tr>
<tr>
<td>Private hospital (e.g. published directory)</td>
<td>2%</td>
<td>1 1 1 1</td>
<td>1 1 1</td>
</tr>
<tr>
<td>Reputation</td>
<td>5%</td>
<td>1 1 1 1</td>
<td>1 1 1</td>
</tr>
<tr>
<td>Word of mouth</td>
<td>2%</td>
<td>1 1 1 1</td>
<td>1 1 1</td>
</tr>
<tr>
<td>NET: Face to face</td>
<td>272</td>
<td>131 17 41 56</td>
<td>107 69 56</td>
</tr>
<tr>
<td>NET Written communication</td>
<td>202</td>
<td>90 11 36 50</td>
<td>100 62 35</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

F1 In which, if any, of the following ways do you inform GPs about the private work that you do?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Method of Communication</th>
<th>Total</th>
<th>Hospital (n)</th>
<th>PPU (n)</th>
<th>51% or more (J)</th>
<th>50% or less (K)</th>
<th>BUPA - yes (L)</th>
<th>BUPA - no (M)</th>
<th>AXA - yes (N)</th>
<th>AXA - no (O)</th>
<th>Consultant Group in consultant group (S)</th>
<th>Consultant Group out of one locally (T)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Face to face - in individual meetings with some GPs</td>
<td>119 (11%)</td>
<td>87 (77%)</td>
<td>15 (10%)</td>
<td>94 (81%)</td>
<td>17 (12%)</td>
<td>97 (84%)</td>
<td>90 (68%)</td>
<td>84 (71%)</td>
<td>20 (17%)</td>
<td>92 (78%)</td>
<td>7 (6%)</td>
</tr>
<tr>
<td>Face to face - during visits to GP practices</td>
<td>Total 570</td>
<td>462 (81%)</td>
<td>98 (17%)</td>
<td>71 (12%)</td>
<td>187 (33%)</td>
<td>470 (82%)</td>
<td>100 (17%)</td>
<td>464 (81%)</td>
<td>106 (19%)</td>
<td>136 (24%)</td>
<td>119 (21%)</td>
</tr>
<tr>
<td>Face to face - at professional development meetings/educational meetings</td>
<td>Total 194 (34%)</td>
<td>171 (88%)</td>
<td>19 (12%)</td>
<td>20 (11%)</td>
<td>68 (37%)</td>
<td>173 (90%)</td>
<td>23 (13%)</td>
<td>169 (91%)</td>
<td>27 (14%)</td>
<td>52 (27%)</td>
<td>49 (25%)</td>
</tr>
<tr>
<td>Face to face - at informal social gatherings</td>
<td>Total 120 (21%)</td>
<td>101 (84%)</td>
<td>18 (16%)</td>
<td>11 (9%)</td>
<td>42 (35%)</td>
<td>107 (89%)</td>
<td>13 (11%)</td>
<td>101 (84%)</td>
<td>19 (16%)</td>
<td>33 (28%)</td>
<td>30 (25%)</td>
</tr>
<tr>
<td>Written communication - through personal emails and post</td>
<td>Total 149 (26%)</td>
<td>126 (85%)</td>
<td>20 (15%)</td>
<td>24 (16%)</td>
<td>52 (35%)</td>
<td>105 (71%)</td>
<td>24 (16%)</td>
<td>123 (83%)</td>
<td>26 (17%)</td>
<td>32 (22%)</td>
<td>37 (25%)</td>
</tr>
<tr>
<td>Written communication - through mailing of information materials</td>
<td>Total 102 (18%)</td>
<td>83 (81%)</td>
<td>16 (16%)</td>
<td>16 (16%)</td>
<td>43 (42%)</td>
<td>84 (82%)</td>
<td>18 (18%)</td>
<td>78 (76%)</td>
<td>24 (24%)</td>
<td>24 (23%)</td>
<td>25 (24%)</td>
</tr>
<tr>
<td>Telephone - through phone calls with some GPs</td>
<td>Total 54 (9%)</td>
<td>46 (85%)</td>
<td>9 (15%)</td>
<td>4 (7%)</td>
<td>20 (37%)</td>
<td>46 (85%)</td>
<td>8 (15%)</td>
<td>44 (81%)</td>
<td>10 (19%)</td>
<td>9 (17%)</td>
<td>17 (31%)</td>
</tr>
<tr>
<td>Through social media and internet communities</td>
<td>Total 31 (5%)</td>
<td>27 (87%)</td>
<td>3 (9%)</td>
<td>7 (22%)</td>
<td>13 (42%)</td>
<td>28 (90%)</td>
<td>3 (10%)</td>
<td>25 (81%)</td>
<td>6 (19%)</td>
<td>11 (35%)</td>
<td>4 (13%)</td>
</tr>
<tr>
<td>I don't have contact with GPs</td>
<td>Total 180 (32%)</td>
<td>138 (77%)</td>
<td>35 (19%)</td>
<td>23 (13%)</td>
<td>57 (32%)</td>
<td>140 (78%)</td>
<td>40 (22%)</td>
<td>145 (80%)</td>
<td>35 (20%)</td>
<td>47 (26%)</td>
<td>29 (16%)</td>
</tr>
<tr>
<td>I don't inform GPs about my private work</td>
<td>Total 3 (1%)</td>
<td>2 (67%)</td>
<td>1 (33%)</td>
<td>2 (66%)</td>
<td>3 (34%)</td>
<td>3 (100%)</td>
<td>2 (100%)</td>
<td>3 (100%)</td>
<td>2 (100%)</td>
<td>2 (67%)</td>
<td>1 (33%)</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*Small base*  
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### F1 In which, if any, of the following ways do you inform GPs about the private work that you do?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Method</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>In consultant group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>482</td>
<td>98*</td>
<td>71*</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>135</td>
<td>119</td>
<td>316</td>
</tr>
<tr>
<td>Hospital referral guide</td>
<td>3%</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>1</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>Local newspaper educational column</td>
<td>2%</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2</td>
</tr>
<tr>
<td>Hospital marketing</td>
<td>2%</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2</td>
</tr>
<tr>
<td>Private hospital (e.g. published directory)</td>
<td>2%</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>Reputation</td>
<td>2%</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>Word of mouth</td>
<td>2%</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td><strong>NET: Face to face</strong></td>
<td>272</td>
<td>223</td>
<td>41</td>
<td>26</td>
<td>56</td>
<td>25</td>
<td>37</td>
<td>228</td>
<td>48</td>
<td>68</td>
<td>63</td>
</tr>
<tr>
<td><strong>NET: Written communication</strong></td>
<td>202</td>
<td>166</td>
<td>32</td>
<td>30</td>
<td>69</td>
<td>166</td>
<td>33</td>
<td>162</td>
<td>40</td>
<td>45</td>
<td>49</td>
</tr>
</tbody>
</table>

* small base

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## An Assessment of the Private Healthcare Market - Consultants survey

**F2 What do you usually tell GPs about yourself and your private work?**

**Base:** All who have contact with GPs

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>387</td>
<td>291</td>
<td>369</td>
<td>182</td>
<td>268</td>
</tr>
<tr>
<td>My clinical expertise</td>
<td>314</td>
<td>264</td>
<td>304</td>
<td>133</td>
<td>150</td>
</tr>
<tr>
<td>My sub-specialty</td>
<td>307</td>
<td>260</td>
<td>295</td>
<td>178</td>
<td>194</td>
</tr>
<tr>
<td>My recent professional achievements</td>
<td>194</td>
<td>161</td>
<td>215</td>
<td>127</td>
<td>251</td>
</tr>
<tr>
<td>The facilities where I work</td>
<td>171</td>
<td>138</td>
<td>130</td>
<td>86</td>
<td>94</td>
</tr>
<tr>
<td>My fees</td>
<td>16</td>
<td>12</td>
<td>9</td>
<td>6</td>
<td>11</td>
</tr>
<tr>
<td>The private insurers which fully or partially cover my fees</td>
<td>18</td>
<td>14</td>
<td>10</td>
<td>7</td>
<td>9</td>
</tr>
<tr>
<td>My waiting times to see new patients</td>
<td>60</td>
<td>45</td>
<td>33</td>
<td>22</td>
<td>25</td>
</tr>
<tr>
<td>My appointment times</td>
<td>60</td>
<td>45</td>
<td>33</td>
<td>22</td>
<td>25</td>
</tr>
<tr>
<td>My private work</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>None</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U - small base; ** very small base (under 30) ineligible for sig testing

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## An Assessment of the Private Healthcare Market - Consultants survey

### F2 What do you usually tell GPs about yourself and your private work?

Base: All who have contact with GPs

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
<td></td>
<td>344</td>
<td>63*</td>
<td>106</td>
<td>281</td>
<td>94*</td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Don't know</td>
<td>15</td>
<td>3</td>
<td>10</td>
<td>15</td>
<td>6</td>
</tr>
</tbody>
</table>

**NET: Expertise**

|         | 318     | 60% | 49% | 92% | 67% | 106 | 92% | 106 | 92% | 106 | 92% | 106 | 92% |

**NET: Financial**

|         | 318     | 60% | 49% | 92% | 67% | 106 | 92% | 106 | 92% | 106 | 92% | 106 | 92% |

**NET: Waiting times/appointments**

|         | 318     | 60% | 49% | 92% | 67% | 106 | 92% | 106 | 92% | 106 | 92% | 106 | 92% |

---

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.*
### F2 What do you usually tell GPs about yourself and your private work?

**Base:** All who have contact with GPs

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Private hospital - solus</td>
<td>Private</td>
</tr>
<tr>
<td></td>
<td>+ PPU</td>
<td>+ PPU</td>
</tr>
<tr>
<td></td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td></td>
<td>(D)</td>
<td>(E)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>255</td>
</tr>
<tr>
<td></td>
<td>387</td>
<td>116</td>
</tr>
<tr>
<td>My clinical expertise</td>
<td>145</td>
<td>68%</td>
</tr>
<tr>
<td></td>
<td>175</td>
<td>77%</td>
</tr>
<tr>
<td></td>
<td>66*</td>
<td>71%</td>
</tr>
<tr>
<td></td>
<td>88*</td>
<td>69%</td>
</tr>
<tr>
<td></td>
<td>167</td>
<td>81%</td>
</tr>
<tr>
<td></td>
<td>138</td>
<td>83%</td>
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<td></td>
<td>60*</td>
<td>81%</td>
</tr>
<tr>
<td></td>
<td>255</td>
<td>81%</td>
</tr>
<tr>
<td></td>
<td>84*</td>
<td>83%</td>
</tr>
<tr>
<td></td>
<td>119</td>
<td>81%</td>
</tr>
<tr>
<td></td>
<td>35*</td>
<td>81%</td>
</tr>
<tr>
<td></td>
<td>59*</td>
<td>81%</td>
</tr>
<tr>
<td>My sub-specialty</td>
<td>135</td>
<td>77%</td>
</tr>
<tr>
<td></td>
<td>55</td>
<td>83%</td>
</tr>
<tr>
<td></td>
<td>73</td>
<td>83%</td>
</tr>
<tr>
<td></td>
<td>130</td>
<td>79%</td>
</tr>
<tr>
<td></td>
<td>111</td>
<td>80%</td>
</tr>
<tr>
<td></td>
<td>54</td>
<td>80%</td>
</tr>
<tr>
<td></td>
<td>264</td>
<td>80%</td>
</tr>
<tr>
<td></td>
<td>71</td>
<td>80%</td>
</tr>
<tr>
<td></td>
<td>94</td>
<td>80%</td>
</tr>
<tr>
<td></td>
<td>23</td>
<td>80%</td>
</tr>
<tr>
<td>My recent professional achievements</td>
<td>57</td>
<td>23%</td>
</tr>
<tr>
<td></td>
<td>19</td>
<td>30%</td>
</tr>
<tr>
<td></td>
<td>14</td>
<td>30%</td>
</tr>
<tr>
<td></td>
<td>39</td>
<td>23%</td>
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<td></td>
<td>42</td>
<td>32%</td>
</tr>
<tr>
<td></td>
<td>21</td>
<td>32%</td>
</tr>
<tr>
<td></td>
<td>71</td>
<td>29%</td>
</tr>
<tr>
<td></td>
<td>27</td>
<td>29%</td>
</tr>
<tr>
<td></td>
<td>31</td>
<td>29%</td>
</tr>
<tr>
<td></td>
<td>4</td>
<td>29%</td>
</tr>
<tr>
<td>The facilities where I work</td>
<td>84</td>
<td>46%</td>
</tr>
<tr>
<td></td>
<td>31</td>
<td>47%</td>
</tr>
<tr>
<td></td>
<td>29</td>
<td>33%</td>
</tr>
<tr>
<td></td>
<td>68</td>
<td>47%</td>
</tr>
<tr>
<td></td>
<td>63</td>
<td>46%</td>
</tr>
<tr>
<td></td>
<td>34</td>
<td>52%</td>
</tr>
<tr>
<td></td>
<td>114</td>
<td>45%</td>
</tr>
<tr>
<td></td>
<td>40</td>
<td>48%</td>
</tr>
<tr>
<td></td>
<td>59</td>
<td>44%</td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>34%</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>35%</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>35%</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>30%</td>
</tr>
<tr>
<td>My fees</td>
<td>16</td>
<td>8%</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>5%</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>3</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>5</td>
<td>5%</td>
</tr>
<tr>
<td></td>
<td>5</td>
<td>4%</td>
</tr>
<tr>
<td></td>
<td>6</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>5%</td>
</tr>
<tr>
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<td>2</td>
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</tr>
<tr>
<td></td>
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<tr>
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<td>-</td>
</tr>
<tr>
<td>None</td>
<td>5</td>
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<tr>
<td></td>
<td>-</td>
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<td>2</td>
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<td></td>
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<td></td>
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</table>

**Proportions/Mean:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

#### F2 What do you usually tell GPs about yourself and your private work?

**Base: All who have contact with GPs**

<table>
<thead>
<tr>
<th>No of hospitals/PPUs</th>
<th>Size/proportion integrated</th>
<th>Private hospital - solus</th>
<th>Private hospital + PPU</th>
<th>Any PPU</th>
<th>Solus PPU</th>
<th>Consulting rooms</th>
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<tbody>
<tr>
<td></td>
<td>Total</td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
<td>(A)</td>
<td>(B)</td>
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<tr>
<td>Total</td>
<td>387</td>
<td>175</td>
<td>66*</td>
<td>88*</td>
<td>167</td>
<td>138</td>
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<td>1</td>
<td>2%</td>
<td>1%</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Don’t know</td>
<td>17</td>
<td>6</td>
<td>4%</td>
<td>4%</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>NET: Expertise</td>
<td>365</td>
<td>160</td>
<td>99%</td>
<td>95%</td>
<td>154</td>
<td>127</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>29</td>
<td>16</td>
<td>99%</td>
<td>97%</td>
<td>82</td>
<td>92%</td>
</tr>
<tr>
<td>NET: Waiting times/</td>
<td>95</td>
<td>49</td>
<td>21%</td>
<td>12%</td>
<td>28</td>
<td>13</td>
</tr>
<tr>
<td>appointments</td>
<td>25%</td>
<td>28%</td>
<td>20%</td>
<td>20%</td>
<td>27%</td>
<td>20%</td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

**F2 What do you usually tell GPs about yourself and your private work?**

**Base: All who have contact with GPs**

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital (H)</th>
<th>PPU (I)</th>
<th>51% or more (J)</th>
<th>50% or less (K)</th>
<th>BUPA - yes (L)</th>
<th>BUPA - no (M)</th>
<th>AXA - yes (N)</th>
<th>AXA - no (O)</th>
<th>Consultant Group (P)</th>
<th>Not in consultant group or aware of one locally (Q)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>387</td>
<td>313</td>
<td>61*</td>
<td>130</td>
<td>327</td>
<td>60*</td>
<td>316</td>
<td>71*</td>
<td>86*</td>
<td>90*</td>
</tr>
<tr>
<td>My clinical expertise</td>
<td>318</td>
<td>202</td>
<td>78%</td>
<td>113</td>
<td>223</td>
<td>93%</td>
<td>240</td>
<td>58</td>
<td>73</td>
<td>73</td>
</tr>
<tr>
<td>My sub-speciality</td>
<td>307</td>
<td>266</td>
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<td>112</td>
<td>267</td>
<td>85%</td>
<td>262</td>
<td>46</td>
<td>69</td>
<td>76</td>
</tr>
<tr>
<td>My recent professional achievements</td>
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<td>91</td>
<td>91%</td>
<td>20</td>
<td>94</td>
<td>9%</td>
<td>87</td>
<td>12</td>
<td>21</td>
<td>27</td>
</tr>
<tr>
<td>The facilities where I work</td>
<td>171</td>
<td>144</td>
<td>84%</td>
<td>22</td>
<td>149</td>
<td>19%</td>
<td>140</td>
<td>31</td>
<td>33</td>
<td>46</td>
</tr>
<tr>
<td>My fees</td>
<td>18</td>
<td>14</td>
<td>44%</td>
<td>3</td>
<td>15</td>
<td>3%</td>
<td>13</td>
<td>3</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>The private insurers which fully or partially cover my fees</td>
<td>18</td>
<td>16</td>
<td>5%</td>
<td>3</td>
<td>18</td>
<td>3%</td>
<td>17</td>
<td>3</td>
<td>4</td>
<td>10</td>
</tr>
<tr>
<td>My waiting times to see new patients</td>
<td>62</td>
<td>49</td>
<td>10%</td>
<td>10</td>
<td>60</td>
<td>3%</td>
<td>48</td>
<td>10</td>
<td>11</td>
<td>23</td>
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<tr>
<td>My appointment times</td>
<td>60</td>
<td>50</td>
<td>13%</td>
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<td>64</td>
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<td>60</td>
<td>10</td>
<td>10</td>
<td>18</td>
</tr>
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<td>My private work</td>
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<td>7</td>
<td>3%</td>
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<td>7</td>
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<td>8</td>
<td>7</td>
<td>5%</td>
<td>1</td>
<td>4</td>
<td>1%</td>
<td>5</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

Proportions/Mean: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**F2 What do you usually tell GPs about yourself and your private work?**

**Base:** All who have contact with GPs

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
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<tr>
<td></td>
<td>Hospital (l)</td>
<td>PPU (t)</td>
<td>51% or more (j)</td>
<td>50% or less (k)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>387</td>
<td>313 61*</td>
<td>46*</td>
<td>130</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>3</td>
<td>2 7%</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td><strong>Don't know</strong></td>
<td>17</td>
<td>12 6%</td>
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<td>3</td>
</tr>
<tr>
<td><strong>NET: Expertise</strong></td>
<td>355</td>
<td>289 65%</td>
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<td>12%</td>
</tr>
<tr>
<td><strong>NET: Financial</strong></td>
<td>29</td>
<td>24 8%</td>
<td>8%</td>
<td>12%</td>
</tr>
<tr>
<td><strong>NET: Waiting times/appointments</strong></td>
<td>95</td>
<td>78 13%</td>
<td>11%</td>
<td>24%</td>
</tr>
</tbody>
</table>

*NET: Expertise, Financial, Waiting times/appointments* 

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

F2 What do you usually tell GPs about yourself and your private work?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td>Total</td>
<td></td>
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<td></td>
<td></td>
<td>570</td>
</tr>
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<td>England (a)</td>
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<td>501</td>
</tr>
<tr>
<td>Non-England (b)</td>
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<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Greater London (c)</td>
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<td>85*</td>
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<tr>
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<tr>
<td>UK minus Greater London - urban (e)</td>
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<td></td>
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</tr>
<tr>
<td>UK minus Greater London - rural (f)</td>
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<td>England (g)</td>
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<tr>
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<tr>
<td>Non-anaesthetist (k)</td>
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<tr>
<td>Mostly main (l)</td>
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<td>474</td>
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<td>Sometimes main (m)</td>
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<td>Not main (n)</td>
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<td>64*</td>
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<td>284</td>
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<tr>
<td>Low (p)</td>
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<td>Low (r)</td>
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<td>High (s)</td>
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<td>Low (t)</td>
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<td>My clinical expertise</td>
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</tr>
<tr>
<td>Total</td>
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<td>My sub-specialty</td>
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<td>66%</td>
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<td>My recent professional</td>
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<td></td>
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<td></td>
<td>achievements</td>
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<tr>
<td>The facilities where I work</td>
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<td>My fees</td>
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<td>104</td>
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<td>The private insurers which</td>
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<td></td>
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<td></td>
<td>fully or partially cover my</td>
</tr>
<tr>
<td>feebasis</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>fees</td>
</tr>
<tr>
<td>My waiting times to see new</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>patients</td>
</tr>
<tr>
<td>My appointment times</td>
<td></td>
<td></td>
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<tr>
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</tbody>
</table>

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*small base

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**F2 What do you usually tell GPs about yourself and your private work?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Non-England (a)</th>
<th>England minus Greater London (b)</th>
<th>Greater London (c)</th>
<th>Greater London - urban (d)</th>
<th>Greater London - rural (e)</th>
<th>Surgeon (f)</th>
<th>Non-surgeon (g)</th>
<th>Anaesthetists (h)</th>
<th>Non-anaesthetists (i)</th>
<th>Mostly main (j)</th>
<th>Sometimes main (k)</th>
<th>Not main (l)</th>
<th>High (m)</th>
<th>Low (n)</th>
<th>High (o)</th>
<th>Low (p)</th>
<th>High (q)</th>
<th>Low (r)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
<td>197</td>
<td>142</td>
<td>416</td>
<td>391</td>
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<td>102</td>
<td>468</td>
<td>284</td>
<td>283</td>
<td>270</td>
<td>263</td>
<td>342</td>
<td>197</td>
</tr>
<tr>
<td>Other</td>
<td>-</td>
<td>1</td>
<td>7</td>
<td>7*</td>
<td>1</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
<td>0.3</td>
</tr>
<tr>
<td>Don’t know</td>
<td>17</td>
<td>18</td>
<td>3%</td>
<td>3%</td>
<td>1%</td>
<td>12</td>
<td>6</td>
<td>1</td>
<td>1</td>
<td>16</td>
<td>2</td>
<td>4</td>
<td>6</td>
<td>8</td>
<td>10</td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>I do not have contact with GPs</td>
<td>180</td>
<td>154</td>
<td>26</td>
<td>29</td>
<td>33</td>
<td>29</td>
<td>26</td>
<td>4</td>
<td>2</td>
<td>8</td>
<td>11</td>
<td>67</td>
<td>11</td>
<td>11</td>
<td>101</td>
<td>78</td>
<td>68</td>
<td>100</td>
</tr>
<tr>
<td>NET: Expertise</td>
<td>357</td>
<td>320</td>
<td>37</td>
<td>56</td>
<td>301</td>
<td>119</td>
<td>100</td>
<td>264</td>
<td>267</td>
<td>90</td>
<td>15</td>
<td>342</td>
<td>333</td>
<td>20</td>
<td>4</td>
<td>158</td>
<td>197</td>
<td>186</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>29</td>
<td>26</td>
<td>3%</td>
<td>4%</td>
<td>3%</td>
<td>13</td>
<td>7</td>
<td>1</td>
<td>2</td>
<td>7</td>
<td>1</td>
<td>1</td>
<td>24</td>
<td>4</td>
<td>1</td>
<td>13</td>
<td>16</td>
<td>17</td>
</tr>
<tr>
<td>NET: Waiting times/appointments</td>
<td>96</td>
<td>88</td>
<td>17%</td>
<td>17%</td>
<td>17%</td>
<td>29</td>
<td>26</td>
<td>7%</td>
<td>19%</td>
<td>21</td>
<td>4</td>
<td>2%</td>
<td>92</td>
<td>2</td>
<td>1</td>
<td>43</td>
<td>53</td>
<td>58</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U**

*small base*

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### Table: Size/proportion integrated, No of hospitals/PPUs worked in, Where work

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Private hospital - solus</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(E)</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>235</td>
<td>255</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>100</td>
<td>192</td>
</tr>
<tr>
<td>Small/ minority private</td>
<td>65</td>
<td>137</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>545</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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## An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**F2 What do you usually tell GPs about yourself and your private work?**

**Base: All respondents**

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/mostly private</td>
<td>Small/</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
<td>mostly</td>
</tr>
<tr>
<td></td>
<td>Large minority</td>
<td>Small/</td>
<td>minority</td>
</tr>
<tr>
<td></td>
<td>mostly</td>
<td>private</td>
<td>private</td>
</tr>
<tr>
<td></td>
<td>1</td>
<td>2</td>
<td>3+</td>
</tr>
<tr>
<td></td>
<td>(B)</td>
<td>(C)</td>
<td>(D)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
<td>100</td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Don’t know</td>
<td>6</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>I do not have contact with</td>
<td>180</td>
<td>25%</td>
<td>28%</td>
</tr>
<tr>
<td>NET: Expertise</td>
<td>357</td>
<td>63%</td>
<td>63%</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>29</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>NET: Waiting times/ appointments</td>
<td>96</td>
<td>21%</td>
<td>19%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

F2 What do you usually tell GPs about yourself and your private work?
Base: All respondents

<table>
<thead>
<tr>
<th>Main Workplace</th>
<th>Proportion of Self-pay</th>
<th>Insurance Coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
</tr>
<tr>
<td>My clinical expertise</td>
<td>320</td>
<td>258</td>
<td>25%</td>
</tr>
<tr>
<td>My sub-specialty</td>
<td>309</td>
<td>256</td>
<td>37%</td>
</tr>
<tr>
<td>My recent professional achievements</td>
<td>104</td>
<td>91</td>
<td>20%</td>
</tr>
<tr>
<td>My facilities where I work</td>
<td>172</td>
<td>144</td>
<td>32%</td>
</tr>
<tr>
<td>My fees</td>
<td>16</td>
<td>14</td>
<td>3%</td>
</tr>
<tr>
<td>The private insurers which fully or partially cover my fees</td>
<td>18</td>
<td>15</td>
<td>3%</td>
</tr>
<tr>
<td>My waiting times to see new patients</td>
<td>43</td>
<td>48</td>
<td>11%</td>
</tr>
<tr>
<td>My appointment times</td>
<td>40</td>
<td>62</td>
<td>7%</td>
</tr>
<tr>
<td>My private work</td>
<td>2</td>
<td>1</td>
<td>1%</td>
</tr>
<tr>
<td>None</td>
<td>6</td>
<td>3</td>
<td>2%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/l/g/h/i - L/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
## An Assessment of the Private Healthcare Market - Consultants survey

**F2 What do you usually tell GPs about yourself and your private work?**

**Base: All respondents**

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
<td>50% or less</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td>472</td>
<td>187</td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Don't know</td>
<td>17</td>
<td>3%</td>
<td>-</td>
<td>3%</td>
</tr>
<tr>
<td>I do not have contact with GPs</td>
<td>180</td>
<td>32%</td>
<td>138</td>
<td>36%</td>
</tr>
<tr>
<td>NET: Expertise</td>
<td>357</td>
<td>63%</td>
<td>290</td>
<td>56%</td>
</tr>
<tr>
<td>NET: Financial</td>
<td>29</td>
<td>5%</td>
<td>24</td>
<td>5%</td>
</tr>
<tr>
<td>NET: Waiting times/appointments</td>
<td>96</td>
<td>17%</td>
<td>78</td>
<td>14%</td>
</tr>
</tbody>
</table>

* Small base

**Significance testing has been carried out within each break.**

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
G1 To your knowledge do any of the private hospitals or PPUs at NHS hospitals in your area offer any type of incentives or benefit to consultants to encourage them to use their facilities or equipment?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon</td>
<td>No-surgeon</td>
<td>Anaesthetist</td>
<td>Non-anaesthetists</td>
<td>Mostly main</td>
</tr>
<tr>
<td></td>
<td>(s)</td>
<td>(m)</td>
<td>(n)</td>
<td>(z)</td>
<td>(a)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>179</td>
<td>102</td>
<td>468</td>
</tr>
<tr>
<td>Yes</td>
<td>61%</td>
<td>56</td>
<td>15</td>
<td>46</td>
<td>47</td>
</tr>
<tr>
<td>No</td>
<td>56%</td>
<td>257</td>
<td>117</td>
<td>219</td>
<td>218</td>
</tr>
<tr>
<td>I would prefer not to say</td>
<td>29%</td>
<td>24</td>
<td>5</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>Don’t know</td>
<td>15%</td>
<td>164</td>
<td>30</td>
<td>56</td>
<td>35</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

*small base
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An Assessment of the Private Healthcare Market - Consultants survey

G1 To your knowledge do any of the private hospitals or PPU’s at NHS hospitals in your area offer any type of incentives or benefit to consultants to encourage them to use their facilities or equipment?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
<th>Consulting rooms (R)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/private</td>
<td>Large/minority private</td>
<td>Small/private</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
<td>(z)</td>
</tr>
<tr>
<td>Total</td>
<td>670</td>
<td>335</td>
<td>31*</td>
</tr>
<tr>
<td>Yes</td>
<td>61</td>
<td>32</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>11%</td>
<td>14%</td>
<td>13%</td>
</tr>
<tr>
<td>No</td>
<td>295</td>
<td>121</td>
<td>23</td>
</tr>
<tr>
<td></td>
<td>52%</td>
<td>57%</td>
<td>74%</td>
</tr>
<tr>
<td>I would prefer not to say</td>
<td>29</td>
<td>14</td>
<td></td>
</tr>
<tr>
<td></td>
<td>5%</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Don’t know</td>
<td>185</td>
<td>68</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>32%</td>
<td>39%</td>
<td>13%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### G1 To your knowledge do any of the private hospitals or PPU's at NHS hospitals in your area offer any type of incentives or benefit to consultants to encourage them to use their facilities or equipment?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital (51% or more)</th>
<th>PPU (50% or less)</th>
<th>Proportion of self-pay</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Consultant Group</th>
<th>In consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td>570</td>
<td>462</td>
<td>98</td>
<td>71</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>135</td>
<td>119</td>
</tr>
<tr>
<td>Yes</td>
<td>61</td>
<td>49</td>
<td>11</td>
<td>21</td>
<td>54</td>
<td>7</td>
<td>17</td>
<td>13</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>No</td>
<td>294</td>
<td>19</td>
<td>34</td>
<td>105</td>
<td>249</td>
<td>53</td>
<td>241</td>
<td>54</td>
<td>60</td>
<td>50</td>
</tr>
<tr>
<td>I would prefer not to say</td>
<td>29</td>
<td>18</td>
<td>7</td>
<td>11</td>
<td>20</td>
<td>9</td>
<td>16</td>
<td>13</td>
<td>12</td>
<td>8</td>
</tr>
<tr>
<td>Don’t know</td>
<td>185</td>
<td>137</td>
<td>56</td>
<td>72</td>
<td>184</td>
<td>31</td>
<td>153</td>
<td>32</td>
<td>46</td>
<td>36</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area? Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities

<table>
<thead>
<tr>
<th>Role in patient Interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK minus Greater London (f)</td>
<td>High (t)</td>
<td>High (t)</td>
<td>High (t)</td>
</tr>
<tr>
<td>England minus Greater London (l)</td>
<td>Mostly main (c)</td>
<td>High (t)</td>
<td>High (t)</td>
</tr>
<tr>
<td>England (a)</td>
<td>46%</td>
<td>33%</td>
<td>36%</td>
</tr>
<tr>
<td>Greater (g)</td>
<td>47%</td>
<td>32%</td>
<td>44%</td>
</tr>
<tr>
<td>Non-anaesthetists (r)</td>
<td>48%</td>
<td>33%</td>
<td>44%</td>
</tr>
<tr>
<td>Surgeon (o)</td>
<td>48%</td>
<td>33%</td>
<td>44%</td>
</tr>
<tr>
<td>Total (v)</td>
<td>61</td>
<td>56*</td>
<td>54*</td>
</tr>
</tbody>
</table>

- Contract with patients/increased patients referral
- Educational meetings
- Social meetings
- Meetings with GPs/patients
- Entertainment (unsp.)
- Free film/sports tickets
- Meals
- Sports
- Vouchers
- Payment/bonus reward
- Reduced administrative fees
- Free or reduced room fees

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/l - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

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An Assessment of the Private Healthcare Market - Consultants survey

G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area?

Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities

<table>
<thead>
<tr>
<th>Country Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total (i)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>61</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>UK minus Greater London (f)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>56*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>England minus Greater London (l)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>46*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Surgeon (i)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>46*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Non-anesthetists (j)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>47*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w/x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

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Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities.

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td>NET: Entertainment (e.g. meals, film/sport tickets)</td>
<td>9</td>
<td>18%</td>
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<td>16%</td>
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<td>NET: Marketing benefits (e.g. increased referral, meetings)</td>
<td>6</td>
<td>10%</td>
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Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities

<table>
<thead>
<tr>
<th>Size/ proportion integrated</th>
<th>Total</th>
<th>Large/mostly private</th>
<th>Where work Private hospital - solus</th>
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</thead>
<tbody>
<tr>
<td>Total</td>
<td>61</td>
<td>32</td>
<td>41</td>
</tr>
<tr>
<td>Contract with patients/ increased patients referral</td>
<td>3</td>
<td>8%</td>
<td>2</td>
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<tr>
<td>Educational meetings</td>
<td>1</td>
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<td>1</td>
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<tr>
<td>Social meetings</td>
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</tr>
<tr>
<td>Meetings with GPs/patients</td>
<td>1</td>
<td>2%</td>
<td>-</td>
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<tr>
<td>Entertainment (unsp.)</td>
<td>4</td>
<td>7%</td>
<td>4</td>
</tr>
<tr>
<td>Free film/sports tickets</td>
<td>2</td>
<td>3%</td>
<td>1</td>
</tr>
<tr>
<td>Meals</td>
<td>4</td>
<td>2%</td>
<td>1</td>
</tr>
<tr>
<td>Sports</td>
<td>1</td>
<td>2%</td>
<td>-</td>
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<tr>
<td>Vouchers</td>
<td>1</td>
<td>2%</td>
<td>-</td>
</tr>
<tr>
<td>Payment/bonus reward</td>
<td>9</td>
<td>18%</td>
<td>5</td>
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<tr>
<td>Reduced administrative fees</td>
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<td>7%</td>
<td>1</td>
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<tr>
<td>Free or reduced room fees</td>
<td>10</td>
<td>31%</td>
<td>13</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/o/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>Total</th>
<th>Large/mostly private</th>
<th>Where work</th>
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<td></td>
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<td>Private hospital - solus</td>
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<tr>
<td></td>
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<td>(X) (E)</td>
<td>(E)</td>
</tr>
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<td>41*</td>
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<tr>
<td>Shareholdings</td>
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<td>3%</td>
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<td>Marketing benefits</td>
<td>1</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Given preferred operation</td>
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<td>6%</td>
<td>7%</td>
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<tr>
<td>No waiting list</td>
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<td>1%</td>
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<tr>
<td>Permit use of portable equipments</td>
<td>2</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>Provide good quality facilities</td>
<td>1</td>
<td>2%</td>
<td>1%</td>
</tr>
<tr>
<td>Provide help in practice setting</td>
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<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Administrative support</td>
<td>6</td>
<td>13%</td>
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<tr>
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<td>2</td>
<td>3%</td>
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<tr>
<td>Partnership</td>
<td>2</td>
<td>-</td>
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<tr>
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<td>7</td>
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<td>10%</td>
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<tr>
<td>Don’t know/Not applicable</td>
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<td>3%</td>
<td>2%</td>
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<table>
<thead>
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<th>Size/proportion integrated</th>
<th>Private</th>
<th>Total</th>
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<td>Large/mostly private solo</td>
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<td>41*</td>
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Where work

<table>
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<th></th>
<th>Financial benefits</th>
<th>Administrative benefits</th>
<th>Entertainment (e.g. meals, film/sport ticket)</th>
<th>Marketing benefits (e.g. increased referral, meetings)</th>
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<tbody>
<tr>
<td>NET: Financial benefits</td>
<td>15 (21%)</td>
<td>6 (9%)</td>
<td>5 (11%)</td>
<td>2 (11%)</td>
</tr>
<tr>
<td>NET: Administrative benefits</td>
<td>13 (21%)</td>
<td>6 (9%)</td>
<td>5 (11%)</td>
<td>2 (11%)</td>
</tr>
<tr>
<td>NET: Entertainment (e.g. meals, film/sport ticket)</td>
<td>9 (14%)</td>
<td>4 (8%)</td>
<td>5 (11%)</td>
<td></td>
</tr>
<tr>
<td>NET: Marketing benefits (e.g. increased referral, meetings)</td>
<td>6 (10%)</td>
<td>2 (4%)</td>
<td>4 (8%)</td>
<td></td>
</tr>
</tbody>
</table>

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**G2** And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area?

**Base:** All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities

<table>
<thead>
<tr>
<th>Incentive/Benefit</th>
<th>Total</th>
<th>Main workplace</th>
<th>Insurance coverage</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>61</td>
<td>49*</td>
<td>BUPA - yes (6)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>AXA - yes (6)</td>
</tr>
<tr>
<td>Contract with patients/</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>increased patients referral</td>
<td>3</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>Educational meetings</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Social meetings</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Meetings with GPs/patients</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
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<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Entertainment (unsp.)</td>
<td>4</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>8%</td>
<td>6%</td>
</tr>
<tr>
<td>Free film/sports tickets</td>
<td>2</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>Meals</td>
<td>4</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>8%</td>
<td>6%</td>
</tr>
<tr>
<td>Sports</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Vouchers</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Payment/bonus reward</td>
<td>9</td>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>18%</td>
<td>16%</td>
<td>17%</td>
</tr>
<tr>
<td>Reduced administrative fees</td>
<td>4</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>Free or reduced room fees</td>
<td>19</td>
<td>16</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>31%</td>
<td>30%</td>
<td>31%</td>
</tr>
</tbody>
</table>

*small base; **very small base (under 30) ineligible for sig testing

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G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area?

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<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Insurance coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (N)</td>
<td>BUPA yes (L)</td>
</tr>
<tr>
<td>Total</td>
<td>61</td>
<td>54*</td>
</tr>
<tr>
<td>Shareholdings</td>
<td>5%</td>
<td>3%</td>
</tr>
<tr>
<td>Marketing benefits</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Given preferred operation</td>
<td>8%</td>
<td>8%</td>
</tr>
<tr>
<td>No waiting list</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Permit use of portable equipments</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>Provide good quality</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>facilities</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Provide free practice setting</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Administrative support</td>
<td>13%</td>
<td>14%</td>
</tr>
<tr>
<td>Clinical support</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Partnerships</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>None</td>
<td>7%</td>
<td>6%</td>
</tr>
<tr>
<td>Don’t know/Not applicable</td>
<td>3%</td>
<td>2%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w/x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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</thead>
<tbody>
<tr>
<td></td>
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</tr>
<tr>
<td></td>
<td>AXA - yes (6)</td>
</tr>
<tr>
<td>Total</td>
<td>61</td>
</tr>
<tr>
<td></td>
<td>49*</td>
</tr>
<tr>
<td></td>
<td>54*</td>
</tr>
</tbody>
</table>

- Financial benefits: (e.g. payment/bonus reward, shareholdings, partnership)
  - Total 13
  - BUPA 10
  - AXA 13
  - 21%

- Administrative benefits: (e.g. admin support, reduced admin fees)
  - Total 13
  - BUPA 11
  - AXA 11
  - 21%

- Entertainment benefits: (e.g. meals, transport tickets)
  - Total 9
  - BUPA 7
  - AXA 8
  - 18%

- Marketing benefits: (e.g. increased referral, meetings)
  - Total 6
  - BUPA 4
  - AXA 6
  - 16%

Proportions/Means: Columns Tested (5% risk level): a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - y/w/x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

**G2** And what incentives or benefits do private hospitals or PPU's at NHS hospitals offer to consultants in your area?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>England (a)</td>
<td>501</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-England (b)</td>
<td>85*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London (c)</td>
<td>485</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London - urban (d)</td>
<td>197</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater London - rural (e)</td>
<td>142</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>England (f)</td>
<td>416</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Surgeon (g)</td>
<td>361</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-surgeon (h)</td>
<td>179</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anaesthetist (i)</td>
<td>102</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-anaesthetists (j)</td>
<td>468</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mostly main (k)</td>
<td>474</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sometimes main (l)</td>
<td>32*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not main (m)</td>
<td>64*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High (n)</td>
<td>284</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low (o)</td>
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<td></td>
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<tr>
<td>High (p)</td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>Low (q)</td>
<td>263</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>High (r)</td>
<td>342</td>
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<tr>
<td>Low (s)</td>
<td>197</td>
<td></td>
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<td><strong>Total</strong></td>
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<td></td>
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<tr>
<td><strong>Proportion</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>*<em>Contract with patients/*</em></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Increasing patients referral &amp;</td>
<td><strong>1</strong>%</td>
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<td></td>
<td></td>
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<tr>
<td><strong>Educational meetings</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Social meetings</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Meetings with GPs/patients</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Entertainment (unsp.)</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Free film/sports tickets</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Meals</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sports</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Vouchers</strong></td>
<td><strong>1</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Payment/bonus reward</strong></td>
<td><strong>2</strong>%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Reduced administrative fees</strong></td>
<td><strong>2</strong>%</td>
<td></td>
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</tr>
</tbody>
</table>

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*small base*

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12 Feb 2013

**G2** And what incentives or benefits do private hospitals or PPU at NHS hospitals offer to consultants in your area?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Total 570</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>England (a) 501</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Non-England (b) 69*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Greater London (c) 85*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Uk minus Greater London (d) 485</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Uk minus Greater London - urban (e) 197</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Uk minus Greater London - rural (f) 142</td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>England minus Greater London (g) 416</td>
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<td></td>
<td></td>
<td>Surgeon (h) 391</td>
<td></td>
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</tr>
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<td></td>
<td>Non-surgeon (i) 179</td>
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<tr>
<td></td>
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<td>Anaesthetist (j) 102</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Non-anaesthetists (k) 468</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mostly main (l) 474</td>
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<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sometimes main (m) 32*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Not main (n) 64*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>High (o) 284</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Low (p) 283</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>High (q) 270</td>
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</tr>
<tr>
<td></td>
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<td>Low (r) 263</td>
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<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td>High (s) 342</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Low (t) 197</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Proportion of Country Surgeon Role in patient interface

- **UK minus England**: 501
- **England**: 69*
- **Greater London**: 85*
- **Uk minus Greater London**: 485
- **Uk minus Greater London - urban**: 197
- **Uk minus Greater London - rural**: 142
- **England minus Greater London**: 416
- **Surgeon**: 391
- **Non-surgeon**: 179
- **Anaesthetist**: 102
- **Non-anaesthetists**: 468
- **Mostly main**: 474
- **Sometimes main**: 32*
- **Not main**: 64*
- **High**: 284
- **Low**: 283
- **High**: 270
- **Low**: 263
- **High**: 342
- **Low**: 197

**Notes**

- **Free or reduced room fees**: 19
- **Marketing benefits**: 1
- **Shareholdings**: 3
- **Given preferred operation time**: 3
- **No waiting list**: 1
- **Permit use of portable equipments**: 2
- **Provide good quality facilities**: 2
- **Provide help in practice setting**: 1
- **Administrative support**: 6
- **Clinical support**: 2
- **Partnership**: 2

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<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>England</td>
<td>Non-surgeon</td>
<td>Non-surgeon</td>
<td>Anaesthetist</td>
<td>Mostly main</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(m)</td>
<td>(n)</td>
<td>(s)</td>
<td>(o)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>None</td>
<td>7</td>
<td>7</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Don't know/Not applicable</td>
<td>2</td>
<td>1</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

No knowledge of incentives or benefits (please not to say/don't know)

| NET: Financial benefits       | 13%     | 13%                        | 2%         | 3%              | 2%           | 3%            | 3%       | 1%   |     |      |     |      |     |      |     |
| NET: Administrative benefits  | 13%     | 13%                        | 2%         | 3%              | 2%           | 3%            | 3%       | 1%   |     |      |     |      |     |      |     |
| NET: Entertainment            | 13%     | 13%                        | 2%         | 3%              | 2%           | 3%            | 3%       | 1%   |     |      |     |      |     |      |     |
| NET: Marketing benefits       | 13%     | 13%                        | 2%         | 3%              | 2%           | 3%            | 3%       | 1%   |     |      |     |      |     |      |     |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - a/p/q - t/s - l/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
### An Assessment of the Private Healthcare Market - Consultants survey

**G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area?**

**Base:** All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total (x)</td>
<td>Solus (A)</td>
</tr>
<tr>
<td></td>
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<td>Hospital - solus (E)</td>
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<td></td>
<td>Small/mostly private (v)</td>
<td>Any PPU (G)</td>
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<td></td>
<td>Small/private (w)</td>
<td>Solus PPU (Q)</td>
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<tr>
<td></td>
<td>Large/mostly minority</td>
<td>Consulting rooms (D)</td>
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<tr>
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</tr>
<tr>
<td></td>
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</tr>
<tr>
<td></td>
<td>private (z)</td>
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<tr>
<td></td>
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<table>
<thead>
<tr>
<th>Total</th>
<th>570</th>
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</thead>
<tbody>
<tr>
<td>Large/private</td>
<td>235</td>
</tr>
<tr>
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<td>151</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>255</td>
</tr>
<tr>
<td>Small/mostly minority</td>
<td>192</td>
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<tr>
<td>Small/private</td>
<td>96</td>
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<td>Private</td>
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<td>PPUs at NHS hospitals</td>
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<td>Any PPU</td>
<td>58</td>
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<td>Total</td>
<td>71</td>
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* Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/R/H/I - J/K - L/M/N/O/P - S/T/U

* Small base

Significance testing has been carried out within each break.
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G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area?

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td></td>
</tr>
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<td>Large/mostly private</td>
<td>Large/mostly private</td>
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<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
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<tr>
<td>Free or reduced room fees</td>
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<td>Shareholdings</td>
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<td>-</td>
</tr>
<tr>
<td>Given preferred operation</td>
<td>3%</td>
<td>-</td>
</tr>
<tr>
<td>No waiting list</td>
<td>1%</td>
<td>-</td>
</tr>
<tr>
<td>Permit use of portable equipments</td>
<td>2%</td>
<td>-</td>
</tr>
<tr>
<td>Provide good quality facilities</td>
<td>2%</td>
<td>-</td>
</tr>
<tr>
<td>Provide help in practice setting</td>
<td>1%</td>
<td>-</td>
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<tr>
<td>Administrative support</td>
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<td>Clinical support</td>
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<td>Partnerships</td>
<td>2%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area?**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(y)</td>
</tr>
<tr>
<td></td>
<td>(v)</td>
<td>(w)</td>
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<td></td>
<td>(t)</td>
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<td>(r)</td>
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<td>(n)</td>
<td>(o)</td>
</tr>
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<td>(m)</td>
<td>(n)</td>
</tr>
<tr>
<td></td>
<td>(l)</td>
<td>(m)</td>
</tr>
<tr>
<td></td>
<td>(k)</td>
<td>(l)</td>
</tr>
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<td>(j)</td>
<td>(k)</td>
</tr>
<tr>
<td></td>
<td>(i)</td>
<td>(j)</td>
</tr>
<tr>
<td></td>
<td>(h)</td>
<td>(i)</td>
</tr>
<tr>
<td></td>
<td>(g)</td>
<td>(h)</td>
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<td></td>
<td>(f)</td>
<td>(g)</td>
</tr>
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<td></td>
<td>(e)</td>
<td>(f)</td>
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<td>(d)</td>
<td>(e)</td>
</tr>
<tr>
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<td>(c)</td>
<td>(d)</td>
</tr>
<tr>
<td></td>
<td>(b)</td>
<td>(c)</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
</tr>
</tbody>
</table>

| Total                      | 570                           | 255        |
|                            | 235                           | 192        |
|                            | 31*                           | 96*        |
| None                      | 7                             | 2          |
|                           | 1%                            | 2%         |
| Don't know/Not applicable | 2                             | 2          |
|                           | 1%                            | 1%         |
| No knowledge of incentives or benefits/pref not to say/don't know | 509 | 253 |
|                           | 86%                           | 86%        |
| NET: Financial benefits   | 13                            | 4          |
| (e.g. payment/rewards, shareholdings, partnership) |                           | 4          |
|                           | 2%                            | 2%         |
| NET: Administrative benefits | 13         | 6          |
| (e.g. admin support, reduced admin fees) |                           | 6          |
|                           | 2%                            | 2%         |
| NET: Entertainment (e.g. meals, film/sport tickets) | 9                           | 4          |
|                           | 2%                            | 2%         |
| NET: Marketing benefits   | 6                             | 4          |
| (e.g. increased referral, meetings) |                           | 4          |
|                           | 1%                            | 1%         |

* *small base*

**Proportions/Means: Columns Tested (5% risk level)**

- a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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**An Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013

G2 And what incentives or benefits do private hospitals or PPU at NHS hospitals offer to consultants in your area?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (h)</td>
<td>PPU (i)</td>
<td>51% or more (j)</td>
<td>50% or less (k)</td>
<td>BUPA -  yes (l)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
<td>71*</td>
<td>187</td>
</tr>
<tr>
<td>Contract with patients/ increased patients referral</td>
<td>3%</td>
<td>1%</td>
<td>1%</td>
<td>3%</td>
<td>3%</td>
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<tr>
<td>Educational meetings</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
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<tr>
<td>Social meetings</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Meetings with GPs/patients</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Entertainment (unsp.)</td>
<td>4%</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Free film/sports tickets</td>
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<td>1%</td>
<td>1%</td>
<td>1%</td>
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<td>3%</td>
<td>3%</td>
<td>3%</td>
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<tr>
<td>Sports</td>
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<td>1%</td>
<td>1%</td>
<td>1%</td>
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<tr>
<td>Vouchers</td>
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<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Payment/bonus reward</td>
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<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>Reduced administrative fees</td>
<td>4%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* Small base

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## An Assessment of the Private Healthcare Market - Consultants survey

**G2** And what incentives or benefits do private hospitals or PPU's at NHS hospitals offer to consultants in your area?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>Hospital (H)</td>
<td>PPU (L)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>Free or reduced room fees</td>
<td>19%</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>Shareholdings</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Marketing benefits</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Given preferred operation time</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>No waiting list</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Permit use of portable equipment</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Provide good quality facilities</td>
<td>2%</td>
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<td>2%</td>
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<tr>
<td>Provide help in practice setting</td>
<td>1%</td>
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<td>1%</td>
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<tr>
<td>Administrative support</td>
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<td>6%</td>
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<td>Clinical support</td>
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<tr>
<td>Partnerships</td>
<td>2%</td>
<td>2%</td>
<td>1%</td>
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</tbody>
</table>

* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

G2 And what incentives or benefits do private hospitals or PPUs at NHS hospitals offer to consultants in your area?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>51% or more</td>
<td>50% or less</td>
<td>BUPA</td>
</tr>
<tr>
<td>Total</td>
<td>(H)</td>
<td>(I)</td>
<td>(J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>98*</td>
</tr>
<tr>
<td>None</td>
<td>7</td>
<td>6</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>7%</td>
<td>1%</td>
</tr>
<tr>
<td>Don’t know/Not applicable</td>
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<td>1</td>
<td>1</td>
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<td>No knowledge of incentives or benefits (please not to say/don’t know)</td>
<td>509</td>
<td>403</td>
<td>86</td>
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<tr>
<td>NET: Financial benefits</td>
<td>13</td>
<td>10</td>
<td>3</td>
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<tr>
<td>(e.g. payment/bonus reward, shareholdings, partnership)</td>
<td>2%</td>
<td>2%</td>
<td>3%</td>
</tr>
<tr>
<td>NET: Administrative benefits</td>
<td>13</td>
<td>11</td>
<td>2</td>
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<tr>
<td>(e.g. admin support, reduced admin fees)</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>NET: Entertainment (e.g. meals, film/sport tickets)</td>
<td>9</td>
<td>7</td>
<td>2</td>
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<tr>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>NET: Marketing benefits (e.g. increased referral, meetings)</td>
<td>8</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>1%</td>
<td>1%</td>
<td>2%</td>
<td>1%</td>
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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

G3 In the past 5 years have you been offered any type of incentive or benefit by a private hospital or a PPU at an NHS hospital to encourage you to use their facilities or equipment?  
Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities

<table>
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<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
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<td>44</td>
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<tr>
<td></td>
<td>26%</td>
<td></td>
<td></td>
<td></td>
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<tr>
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<td>I would prefer not to say</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>5</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>8%</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
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<td></td>
<td>3</td>
<td></td>
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<td>5%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing
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Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities

<table>
<thead>
<tr>
<th>Size/ proportion integrated</th>
<th>Total</th>
<th>Yes</th>
<th>No</th>
<th>I would prefer not to say</th>
<th>Don’t know</th>
</tr>
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<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
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<td>17</td>
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</tr>
<tr>
<td>Where work</td>
<td></td>
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<td></td>
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<tr>
<td>Private hospital - solus</td>
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</tr>
</tbody>
</table>

Significance testing has been carried out at the 5% risk level.

* small base; ** very small base (under 30) ineligible for sig testing

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

G3 In the past 5 years have you been offered any type of incentive or benefit by a private hospital or a PPU at an NHS hospital to encourage you to use their facilities or equipment?

Base: All who have knowledge of private hospitals or PPUs offering incentives or benefits to Consultants to encourage the use of their facilities

<table>
<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th></th>
<th></th>
<th></th>
<th></th>
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<tbody>
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<td>AXA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
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<td>yes</td>
<td>yes</td>
<td>yes</td>
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<td>yes</td>
<td>yes</td>
<td>yes</td>
<td>yes</td>
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<td>(L)</td>
<td>(N)</td>
<td>(H)</td>
<td>(L)</td>
<td>(N)</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>I would prefer not to say</td>
<td>5</td>
<td>4</td>
<td>6</td>
<td>5</td>
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<td></td>
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<td>9%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Don’t know</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>-</td>
<td></td>
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<td>5%</td>
<td>4%</td>
<td>2%</td>
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<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base; ** very small base (under 30) ineligible for sig testing

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

G3 In the past 5 years have you been offered any type of incentive or benefit by a private hospital or a PPU at an NHS hospital to encourage you to use their facilities or equipment?

**Base:** All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Surgeon (c)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (n)</td>
<td>Non-anaesthetists (z)</td>
</tr>
<tr>
<td>------------------------------</td>
<td>---------</td>
<td>---------------</td>
<td>-----------------</td>
<td>-----------------</td>
<td>---------------------</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>391</td>
<td>474</td>
<td>416</td>
<td></td>
</tr>
<tr>
<td>Yes</td>
<td>33</td>
<td>17</td>
<td>15</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>No</td>
<td>54</td>
<td>34</td>
<td>32</td>
<td>32</td>
<td></td>
</tr>
<tr>
<td>I would prefer not to say</td>
<td>1%</td>
<td>5</td>
<td>2</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Don’t know</td>
<td>0%</td>
<td>3</td>
<td>6</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>No knowledge of incentives or benefits /prefer not to say/don’t know</td>
<td>509</td>
<td>345</td>
<td>421</td>
<td>367</td>
<td></td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
G3 In the past 5 years have you been offered any type of incentive or benefit by a private hospital or a PPU at an NHS hospital to encourage you to use their facilities or equipment?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private</td>
<td>Large/ mostly private</td>
</tr>
<tr>
<td>----------------------------</td>
<td>-------------------------</td>
<td>-----------------------</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
</tr>
<tr>
<td>Yes</td>
<td>13</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>6%</td>
</tr>
<tr>
<td>No</td>
<td>36</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>4%</td>
<td>8%</td>
</tr>
<tr>
<td>I would prefer not to say</td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
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<tr>
<td>Don’t know</td>
<td>3</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>-</td>
</tr>
<tr>
<td>No knowledge of incentives</td>
<td>509</td>
<td>203</td>
</tr>
<tr>
<td>or benefits /prefer not to</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
G3 In the past 5 years have you been offered any type of incentive or benefit by a private hospital or a PPU at an NHS hospital to encourage you to use their facilities or equipment?

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Hospital PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>In consultant group</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>570</td>
<td>462</td>
<td>98</td>
<td>71</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
</tr>
<tr>
<td><strong>Yes</strong></td>
<td>13</td>
<td>13</td>
<td>4</td>
<td>6</td>
<td>6</td>
<td>15</td>
<td>2</td>
<td>16</td>
<td>1</td>
</tr>
<tr>
<td><strong>No</strong></td>
<td>36</td>
<td>30</td>
<td>6</td>
<td>5</td>
<td>13</td>
<td>32</td>
<td>3</td>
<td>33</td>
<td>3</td>
</tr>
<tr>
<td>I would prefer not to say</td>
<td>5</td>
<td>4</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>6</td>
<td>-</td>
<td>6</td>
<td>-</td>
</tr>
<tr>
<td>Don’t know</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>-</td>
</tr>
<tr>
<td>No knowledge of incentives or benefits / prefer not to say / don’t know</td>
<td>509</td>
<td>453</td>
<td>86</td>
<td>60</td>
<td>166</td>
<td>416</td>
<td>93</td>
<td>410</td>
<td>99</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

* small base

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
**An Assessment of the Private Healthcare Market - Consultants survey**

12 Feb 2013

**H1** For how many years have you been working as a consultant? Please enter an estimate if you are not sure. If you have been working as a Consultant for less than a year please enter zero.

**Base:** All respondents

<table>
<thead>
<tr>
<th>Total</th>
<th>Non-England</th>
<th>Greater London</th>
<th>England minus Greater London</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>(c)</td>
<td>(d)</td>
<td>(e)</td>
<td>(f)</td>
<td>(g)</td>
</tr>
<tr>
<td>5 years or less</td>
<td>570</td>
<td>501</td>
<td>69</td>
<td>85</td>
<td>485</td>
<td>197</td>
<td>142</td>
</tr>
<tr>
<td>6-10yrs</td>
<td>167</td>
<td>142</td>
<td>25</td>
<td>26</td>
<td>26</td>
<td>141</td>
<td>62</td>
</tr>
<tr>
<td>11-15yrs</td>
<td>121</td>
<td>104</td>
<td>17</td>
<td>16</td>
<td>106</td>
<td>53</td>
<td>27</td>
</tr>
<tr>
<td>16-20yrs</td>
<td>67</td>
<td>58</td>
<td>9</td>
<td>12</td>
<td>55</td>
<td>3</td>
<td>17</td>
</tr>
<tr>
<td>21-25yrs</td>
<td>29</td>
<td>28</td>
<td>1</td>
<td>6</td>
<td>23</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>26-30yrs</td>
<td>19</td>
<td>18</td>
<td>1</td>
<td>2</td>
<td>17</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>more than 30yrs</td>
<td>4</td>
<td>4</td>
<td>-</td>
<td>-</td>
<td>4</td>
<td>1</td>
<td>-</td>
</tr>
<tr>
<td>Don’t know</td>
<td>3</td>
<td>3</td>
<td>-</td>
<td>-</td>
<td>3</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/O/P - S/T/U

- small base

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.

**Mean**


**Standard Deviation**

|               | 7.04 | 7.21 | 5.74 | 6.99 | 7.06 | 6.64 | 7.01 | 7.26 | 7.02 | 7.02 | 6.31 | 7.20 | 7.08 | 6.15 | 7.03 | 5.61 | 2.43 | 6.91 | 7.03 | 6.54 |

**Standard Error**

|               | 0.295 | 0.322 | 0.691 | 0.758 | 0.321 | 0.469 | 0.588 | 0.356 | 0.355 | 0.525 | 0.625 | 0.333 | 0.325 | 1.088 | 0.879 | 0.333 | 0.145 | 0.421 | 0.433 | 0.395 | 0.466 |
An Assessment of the Private Healthcare Market - Consultants survey

H1 For how many years have you been working as a consultant? Please enter an estimate if you are not sure. If you have been working as a Consultant for less than a year please enter zero.

Base: All respondents

<table>
<thead>
<tr>
<th></th>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Large/mostly private (x)</td>
<td>Large/ mostly private (y)</td>
<td>Large/</td>
</tr>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
<td>Mostly</td>
</tr>
<tr>
<td></td>
<td>Small/mostly private (c)</td>
<td>Small/ mostly private (d)</td>
<td>Private</td>
</tr>
<tr>
<td></td>
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<td>(C)</td>
<td>Hospital</td>
</tr>
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<td></td>
<td></td>
<td>or PPU</td>
</tr>
<tr>
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<td>Any PPU</td>
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<tr>
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<td></td>
<td></td>
<td>Solus PPU</td>
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<td>235</td>
<td>100</td>
</tr>
<tr>
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<td>160</td>
<td>64</td>
<td>30</td>
</tr>
<tr>
<td></td>
<td>28%</td>
<td>27%</td>
<td>32%</td>
</tr>
<tr>
<td>6-10yrs</td>
<td>167</td>
<td>64</td>
<td>30</td>
</tr>
<tr>
<td></td>
<td>29%</td>
<td>27%</td>
<td>32%</td>
</tr>
<tr>
<td>11-15yrs</td>
<td>131</td>
<td>58</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>27%</td>
<td>27%</td>
<td>16%</td>
</tr>
<tr>
<td>16-20yrs</td>
<td>67</td>
<td>29</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>12%</td>
<td>12%</td>
<td>10%</td>
</tr>
<tr>
<td>21-25yrs</td>
<td>29</td>
<td>18</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>6%</td>
<td>2%</td>
</tr>
<tr>
<td>26-30yrs</td>
<td>19</td>
<td>10</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>4%</td>
<td>1%</td>
</tr>
<tr>
<td>more than 30yrs</td>
<td>4</td>
<td>1</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>3%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>3</td>
<td>1</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>1%</td>
<td>1%</td>
<td>3%</td>
</tr>
</tbody>
</table>

Mean: 10.39
Standard Deviation: 7.04
Standard Error: 0.295

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.

* small base
### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

**H1** For how many years have you been working as a consultant? Please enter an estimate if you are not sure. If you have been working as a Consultant for less than a year please enter zero.

**Base:** All respondents

---

<table>
<thead>
<tr>
<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>In consultant group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(n)</td>
<td>(l)</td>
<td>(j)</td>
<td>(k)</td>
<td>(c)</td>
<td>(m)</td>
<td>(n)</td>
<td>(o)</td>
<td>(s)</td>
<td>(u)</td>
<td>(t)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>71</td>
<td>187</td>
<td>470</td>
<td>100</td>
<td>464</td>
<td>106</td>
<td>135</td>
<td>119</td>
<td>316</td>
</tr>
<tr>
<td>5 years or less</td>
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<td>118</td>
<td>33</td>
<td>50</td>
<td>122</td>
<td>36</td>
<td>118</td>
<td>42</td>
<td>26</td>
<td>25</td>
<td>37</td>
</tr>
<tr>
<td>6-10yrs</td>
<td>167</td>
<td>136</td>
<td>29</td>
<td>62</td>
<td>151</td>
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<td>161</td>
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<td>27</td>
</tr>
<tr>
<td>11-15yrs</td>
<td>131</td>
<td>106</td>
<td>120</td>
<td>54</td>
<td>101</td>
<td>20</td>
<td>100</td>
<td>21</td>
<td>33</td>
<td>23</td>
<td>65</td>
</tr>
<tr>
<td>16-20yrs</td>
<td>67</td>
<td>62</td>
<td>12</td>
<td>7</td>
<td>54</td>
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<td>62</td>
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<td>14</td>
<td>14</td>
<td>30</td>
</tr>
<tr>
<td>21-25yrs</td>
<td>29</td>
<td>19</td>
<td>8</td>
<td>10</td>
<td>21</td>
<td>8</td>
<td>22</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>20</td>
</tr>
<tr>
<td>26-30yrs</td>
<td>19</td>
<td>17</td>
<td>1</td>
<td>6</td>
<td>17</td>
<td>2</td>
<td>17</td>
<td>2</td>
<td>2</td>
<td>4</td>
<td>12</td>
</tr>
<tr>
<td>more than 30yrs</td>
<td>4</td>
<td>3</td>
<td>-</td>
<td>-</td>
<td>3</td>
<td>1</td>
<td>3</td>
<td>1</td>
<td>1</td>
<td>-</td>
<td>3</td>
</tr>
<tr>
<td>Don’t know</td>
<td>3</td>
<td>1</td>
<td>-</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td>Standard Deviation</td>
<td>7.04</td>
<td>6.88</td>
<td>7.14</td>
<td>5.54</td>
<td>6.50</td>
<td>6.86</td>
<td>7.94</td>
<td>6.86</td>
<td>7.83</td>
<td>6.92</td>
<td>6.57</td>
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<tr>
<td>Standard Error</td>
<td>0.295</td>
<td>0.324</td>
<td>0.722</td>
<td>0.608</td>
<td>0.475</td>
<td>0.316</td>
<td>0.794</td>
<td>0.318</td>
<td>0.761</td>
<td>0.596</td>
<td>0.605</td>
</tr>
</tbody>
</table>

* small base

**Significance testing has been carried out within each break**

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
H6 And finally, would you be willing to be re-contacted through Medefield to answer some more questions on this subject?

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon (i)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (n)</td>
<td>Mostly main (o)</td>
<td>Sometimes main (p)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>Yes</td>
<td>487</td>
<td>407</td>
<td>67%</td>
<td>85%</td>
<td>487</td>
</tr>
<tr>
<td>No</td>
<td>103</td>
<td>94</td>
<td>13%</td>
<td>13%</td>
<td>81</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - t/s - u/t - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

H6 And finally, would you be willing to be re-contacted through Medefield to answer some more questions on this subject?

Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
<th>Consulting rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Private hospital - solus</td>
<td>Private hospital + PPU</td>
</tr>
<tr>
<td></td>
<td>(x)</td>
<td>(E)</td>
<td>(F)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>255</td>
<td>192</td>
</tr>
<tr>
<td>Yes</td>
<td>467</td>
<td>211</td>
<td>156</td>
</tr>
<tr>
<td>82%</td>
<td>86%</td>
<td>83%</td>
<td>79%</td>
</tr>
<tr>
<td>No</td>
<td>103</td>
<td>44</td>
<td>36</td>
</tr>
<tr>
<td>18%</td>
<td>14%</td>
<td>17%</td>
<td>19%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

H6 And finally, would you be willing to be re-contacted through Medefield to answer some more questions on this subject?

Base: All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Hospital (H)</td>
<td>PPU (I)</td>
<td>51% or more (J)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452</td>
<td>96*</td>
</tr>
<tr>
<td>Yes</td>
<td>467</td>
<td>373</td>
<td>83%</td>
</tr>
<tr>
<td>No</td>
<td>103</td>
<td>79</td>
<td>79%</td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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## An Assessment of the Private Healthcare Market - Consultants survey

### Break by break

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon Role</th>
<th>Experience</th>
<th>Size of business</th>
<th>Private patients</th>
</tr>
</thead>
</table>

#### Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
An Assessment of the Private Healthcare Market - Consultants survey

Break by break
Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Surgeon</td>
<td>391</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-surgeon</td>
<td>179</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Anaesthetist</td>
<td>102</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-anaesthetists</td>
<td>468</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mostly main</td>
<td>High</td>
<td>Low</td>
<td></td>
</tr>
<tr>
<td>Sometimes main</td>
<td>High</td>
<td>Low</td>
<td></td>
</tr>
<tr>
<td>Not main</td>
<td>High</td>
<td>Low</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>High</td>
<td>Low</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U</th>
</tr>
</thead>
<tbody>
<tr>
<td>* small base</td>
</tr>
</tbody>
</table>

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A Break by Break Analysis of the Private Healthcare Market - Consultants Survey

Break by Break

Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in Patient Interface</th>
<th>Experience</th>
<th>Size of Business</th>
<th>Proportion of Private Patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Size of Business</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High</td>
<td>270</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low</td>
<td>263</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Proportion of Private Patients</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>High</td>
<td>342</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low</td>
<td>197</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

significant base

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### An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base:** All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>England (a) Non-England (b) Greater London (c) Greater London - urban (d) Greater London - rural (e) England minus Greater London (f)</td>
<td>Surgeon (g) Non-surgeon (h) Anaesthetist (i) Non-anaesthetists (j) Mostly main (k) Sometimes main (l) Not main (m)</td>
<td>High (n) Low (o)</td>
<td>High (p) Low (q)</td>
<td>High (r) Low (s)</td>
</tr>
<tr>
<td></td>
<td>(t)</td>
<td>(u)</td>
<td>(v)</td>
<td>(w)</td>
<td>(x)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
</tr>
<tr>
<td>Size/prop: integrated service /private</td>
<td>235</td>
<td>41%</td>
<td>208</td>
<td>27</td>
<td>35</td>
</tr>
<tr>
<td>Large/minority private</td>
<td>31</td>
<td>5%</td>
<td>29</td>
<td>2</td>
<td>6</td>
</tr>
<tr>
<td>Small/minority private</td>
<td>100</td>
<td>18%</td>
<td>91</td>
<td>9</td>
<td>20</td>
</tr>
<tr>
<td>No of hospitals/PPUs worked in</td>
<td>265</td>
<td>45%</td>
<td>216</td>
<td>30</td>
<td>26</td>
</tr>
<tr>
<td>Where work</td>
<td>Privatehospital-sola</td>
<td>368</td>
<td>66%</td>
<td>330</td>
<td>48</td>
</tr>
<tr>
<td>Privatehospital+ PPU</td>
<td>124</td>
<td>22%</td>
<td>117</td>
<td>7</td>
<td>28</td>
</tr>
</tbody>
</table>

**Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U - small base**

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**12 Feb 2013**
## An Assessment of the Private Healthcare Market - Consultants survey

### Break by break

**Base: All respondents**

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mostly main</td>
<td>Sometimes main</td>
<td>Not main</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(c)</td>
<td>(m)</td>
<td>(g)</td>
<td>(t)</td>
</tr>
</tbody>
</table>

#### Proportion of self-pay

- **51% or more**: Total = 570
  - England = 501
  - Non-England = 69
- **49% or less**: Total = 182
  - England = 141
  - Non-England = 41

#### Main workplace

- **Hospital**: Total = 452
  - England = 398
  - Non-England = 54
- **Consulting**: Total = 87
  - England = 61
  - Non-England = 26

#### Proportion of self-pay

- **51% or more**: Total = 570
  - England = 452
  - Non-England = 118
- **49% or less**: Total = 182
  - England = 128
  - Non-England = 54

#### Insurance coverage

- **BUPA-yes**: Total = 470
  - England = 411
  - Non-England = 59
- **BUPA-no**: Total = 100
  - England = 90
  - Non-England = 10

---

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

Break by break
Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
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<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>570</td>
<td>501</td>
<td>69*</td>
<td>85*</td>
<td>485</td>
<td>197</td>
</tr>
<tr>
<td>AXA-yes</td>
<td>464</td>
<td>81%</td>
<td>83%</td>
<td>78%</td>
<td>82%</td>
</tr>
<tr>
<td>AXA-no</td>
<td>106</td>
<td>19%</td>
<td>19%</td>
<td>69%</td>
<td>28%</td>
</tr>
<tr>
<td>BUPA andAXA only</td>
<td>27</td>
<td>5%</td>
<td>25%</td>
<td>4%</td>
<td>5%</td>
</tr>
<tr>
<td>Charge same fees</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Always</td>
<td>394</td>
<td>54%</td>
<td>57%</td>
<td>48%</td>
<td>53%</td>
</tr>
<tr>
<td>Usually</td>
<td>112</td>
<td>37%</td>
<td>51%</td>
<td>29%</td>
<td>29%</td>
</tr>
<tr>
<td>Sometimes</td>
<td>45</td>
<td>25%</td>
<td>56%</td>
<td>11%</td>
<td>29%</td>
</tr>
<tr>
<td>Never</td>
<td>4</td>
<td>1%</td>
<td>2%</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Always/usually</td>
<td>518</td>
<td>97%</td>
<td>64%</td>
<td>52%</td>
<td>48%</td>
</tr>
<tr>
<td>Sometimes/Never/OK</td>
<td>52</td>
<td>9%</td>
<td>23%</td>
<td>39%</td>
<td>28%</td>
</tr>
</tbody>
</table>

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12 Feb 2013

Break by break
Base: All respondents

<table>
<thead>
<tr>
<th>Country</th>
<th>Surgeon</th>
<th>Role in patient interface</th>
<th>Experience</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Surgeon (a)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (n)</td>
<td>Non-anaesthetists (l)</td>
<td>Mostly main (o)</td>
</tr>
<tr>
<td></td>
<td>Surgeon (i)</td>
<td>Non-surgeon (m)</td>
<td>Anaesthetist (n)</td>
<td>Non-anaesthetists (l)</td>
<td>Mostly main (o)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>501</td>
<td>69</td>
<td>85</td>
<td>485</td>
</tr>
</tbody>
</table>
| Set fees at same level  
Yes       | 38%       | 340          | 68%        | 48          | 70%          | 56          | 332          | 70%          | 284      | 317        | 286          | 325      | 46          | 21          | 42          | 180          | 207          |
| No       | 64%       | 121          | 24%        | 13          | 27%          | 23          | 111          | 23%          | 98       | 77         | 20%          | 37        | 23          | 111          | 23%          | 20%          | 8            | 13          | 81          | 62          |
| Consultant Group  
In consultant group       | 24%       | 122          | 24%        | 13          | 26          | 109          | 46          | 30          | 96        | 88         | 23%          | 31        | 18          | 101          | 23%          | 22%          | 11           | 99          | 71          | 317          |
| Not in consultant group but aware of one locally       | 119       | 22%          | 21%        | 17          | 20%          | 12          | 47          | 24%          | 57       | 92         | 33%          | 30        | 16%          | 101          | 22%          | 17%          | 111          | 17          | 48          | 71          |
| Not in consultant group or aware of one locally       | 316       | 55%          | 54%        | 46          | 49%          | 42          | 274          | 53%          | 229      | 213        | 33%          | 103        | 44          | 373          | 56%          | 25%          | 17%          | 154          | 153          | 146          | 152          | 183          | 116          |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
| Country          | Total | 1  | 2  | 3+ | No of hospitals/PPUs worked in | Where work | Private | Private | Private | Solus | Consulting | Rooms |
|------------------|-------|----|----|----|-------------------------------|-----------|--------|--------|--------|--------|-------|------------|-------|
|                  |       | 570| 235| 31*| 100                           | 151       | 255    | 192    | 96*    |       | 368 | 124 | 182 | 58* | 71* |
| Country          | England | 501| 208| 29  | 91                           | 120       | 216    | 124    | 90    |       | 320 | 117 | 164 | 47  | 61 |
|                  |        | 48%| 49%| 91% | 85%                          |           | 85%    | 91%    | 90%   |       | 87% | 94% | 90% | 81% 86% |
| Scotland         | 32    | 6% | 6% | 3%  | 3%                           | 7%        | 17     | 9      | 3     |       | 26  | 1   | 5   | 4    |
|                  |        | 89%| 94%| 91% | 85%                          |           | 45%    | 55%    | 60%   |       | 80% | 90% | 90% | 81% 86% |
| Wales            | 28    | 8% | 4% | 3%  | 3%                           | 7%        | 18     | 6      | 3     |       | 18  | 5   | 9   | 4    |
|                  |        | 48%| 49%| 91% | 85%                          |           | 85%    | 91%    | 90%   |       | 87% | 94% | 90% | 81% 86% |
| Ireland          | 9     | 2% | 7% | -   | 3%                           | 1%        | 4      | 3      | -     |       | 4   | 1   | 4   | 3    |
|                  |        | 48%| 49%| 91% | 85%                          |           | 85%    | 91%    | 90%   |       | 87% | 94% | 90% | 81% 86% |
| Greater London   | 85    | 15%| 15%| 19% | 20%                          | 16%       | 26     | 20     | 29    |       | 46  | 28  | 38  | 10   |
|                  |        | 48%| 49%| 91% | 85%                          |           | 85%    | 91%    | 90%   |       | 87% | 94% | 90% | 81% 86% |
| UK minus Greater London | 465 | 85%| 85%| 81% | 85%                          | 10%       | 26     | 20     | 29    |       | 46  | 28  | 38  | 10   |
|                  |        | 48%| 49%| 91% | 85%                          |           | 85%    | 91%    | 90%   |       | 87% | 94% | 90% | 81% 86% |
| Greater London - urban | 387 | 35%| 32%| 32% | 37%                          | 40%       | 91     | 70     | 29    |       | 141 | 34  | 51  | 17   |
|                  |        | 75%| 78%| 81% | 85%                          |           | 85%    | 70%    | 70%   |       | 88% | 79% | 79% | 67% 83% |
| Greater London - rural | 143 | 25%| 20%| 20% | 14%                          | 31%       | 71     | 46     | 22    |       | 87  | 35  | 52  | 17   |
|                  |        | 46%| 49%| 91% | 85%                          |           | 85%    | 70%    | 70%   |       | 88% | 79% | 79% | 67% 83% |
| England minus Greater London | 416 | 73%| 70%| 70% | 71%                          | 73%       | 190    | 146    | 61    |       | 274 | 80  | 126 | 37   |
|                  |        | 75%| 78%| 81% | 85%                          |           | 85%    | 70%    | 70%   |       | 88% | 79% | 79% | 67% 83% |

Proportions/Mean: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i/l/m/n/o/p/q/r/s - t/u - v/w/x/y/z/A - B/C/D/E/G/Q/R/H/I - J/K - L/M/N/O/P - S/T/U

* small base

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**An Assessment of the Private Healthcare Market - Consultants survey**

**Break by break**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(a)</td>
<td>(b)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>235</td>
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<tr>
<td>Surgeon</td>
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<tr>
<td>Non-surgeon</td>
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<tr>
<td>Anaesthetist</td>
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<td>38</td>
</tr>
<tr>
<td>Non-anaesthetists</td>
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<td>197</td>
</tr>
<tr>
<td>Role in patient interface</td>
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<td>203</td>
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<tr>
<td>Experience</td>
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<tr>
<td>Low</td>
<td>283</td>
<td>96</td>
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| Proportions/Means: Columns Tested (5% risk level) | a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U |

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An Assessment of the Private Healthcare Market - Consultants survey

Break by break
Base: All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
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<tr>
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<td>235</td>
</tr>
<tr>
<td>Large/mostly minority</td>
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<td>100%</td>
</tr>
<tr>
<td>Small/private</td>
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<td>2A</td>
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<td>Low</td>
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<tr>
<td>Proportion of private patients</td>
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<tr>
<td>High</td>
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<tr>
<td>Low</td>
<td></td>
<td>-</td>
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<tr>
<td>Proportion of private patients</td>
<td>197</td>
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<td>Low</td>
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* small base

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### An Assessment of the Private Healthcare Market - Consultants survey

#### Break by break

**Base:** All respondents

<table>
<thead>
<tr>
<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<tbody>
<tr>
<td></td>
<td>Total (x) (y) (z) (A) (B) (C) (D) (E) (F) (G) (H) (I) (J)</td>
<td>Private hospital - solus (E) (F)</td>
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<td>100%</td>
</tr>
<tr>
<td>Mostly minority private</td>
<td>-</td>
<td>100%</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Mostly minority private</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Small/minority private</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Mostly minority private</td>
<td>-</td>
<td>-</td>
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<td>Where work</td>
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</tr>
<tr>
<td></td>
<td>Private hospital + PPU</td>
<td>124</td>
</tr>
</tbody>
</table>

*small base

#### Significance testing has been carried out within each break.
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

Break by break

Base: All respondents

<table>
<thead>
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<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>(A)</td>
<td>(B)</td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(y)</td>
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<td>Any PPU</td>
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<td>18</td>
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<td>19%</td>
<td>19%</td>
</tr>
<tr>
<td>Private</td>
<td>19%</td>
<td>19%</td>
</tr>
<tr>
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<td>22%</td>
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<tr>
<td>Private</td>
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<td>22%</td>
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<td>Most/only minority</td>
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<td>3%</td>
</tr>
<tr>
<td>Hospital</td>
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<td>3%</td>
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<tr>
<td>PPU</td>
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<tr>
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<td>12%</td>
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<td>98%</td>
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<tr>
<td>Proportion of self-pay</td>
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<td>82%</td>
</tr>
<tr>
<td>BUPA-no</td>
<td>18%</td>
<td>18%</td>
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</tbody>
</table>

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**12 Feb 2013**

**Break by break**

**Base:** All respondents

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<th>Size/proportion integrated</th>
<th>No of hospitals/PPUs worked in</th>
<th>Where work</th>
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<td></td>
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</tr>
<tr>
<td></td>
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<td></td>
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<td>(9)</td>
</tr>
<tr>
<td>Total</td>
<td>(x)</td>
<td>(y)</td>
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<td>AXA-no</td>
<td>BUPA and AXA only</td>
<td>27</td>
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<td>* small base</td>
<td>Significance testing has been carried out within each break</td>
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Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
An Assessment of the Private Healthcare Market - Consultants survey

Break by break
Base: All respondents

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<th>Breaks</th>
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<th>Where work</th>
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<td>(y)</td>
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<tr>
<td></td>
<td>(z)</td>
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<td>(B)</td>
<td>(C)</td>
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<tr>
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<tr>
<td></td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

- small base

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### An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base:** All respondents

<table>
<thead>
<tr>
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<th>Total</th>
<th>Hospital</th>
<th>PPU</th>
<th>51% or more</th>
<th>50% or less</th>
<th>BUPA - yes</th>
<th>BUPA - no</th>
<th>AXA - yes</th>
<th>AXA - no</th>
<th>Consultant Group in</th>
<th>Consultant Group not in</th>
<th>Net in consultant group but aware of one locally</th>
<th>Net in consultant group or aware of one locally</th>
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</thead>
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<td>135</td>
<td>119</td>
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<tr>
<td><strong>UK minus Greater London - Urban</strong></td>
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* Small base

Significance testing has been carried out within each break.

Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
## An Assessment of the Private Healthcare Market - Consultants survey

### Break by break

**Base: All respondents**

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<thead>
<tr>
<th></th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
<th>Not in consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
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<tbody>
<tr>
<td></td>
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<td>PPU (i)</td>
<td>51% or more (j)</td>
<td>50% or less (k)</td>
<td>BUPA - yes (l)</td>
<td>BUPA - no (m)</td>
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<tr>
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<td>462</td>
<td>98*</td>
<td>187</td>
<td>470</td>
<td>100</td>
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<td>Surgeon</td>
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<td>320</td>
<td>60*</td>
<td>135</td>
<td>322</td>
<td>69</td>
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<td>Non-surgeon</td>
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<td>19</td>
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<td>Role in patient interface</td>
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<td>374</td>
<td>81*</td>
<td>56</td>
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<td>79</td>
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<td>High experience</td>
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<td>230</td>
<td>44*</td>
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<td>Low experience</td>
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<td>221</td>
<td>53*</td>
<td>42</td>
<td>233</td>
<td>50</td>
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* small base

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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### An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base: All respondents**

<table>
<thead>
<tr>
<th>Break</th>
<th>Size of business</th>
<th>Proportion of private patients</th>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
<th>Consultant Group</th>
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</thead>
<tbody>
<tr>
<td></td>
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<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
<td>BUPA - yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(K)</td>
<td>(L)</td>
<td>(M)</td>
<td>(N)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td></td>
<td>462</td>
<td>98*</td>
<td>71*</td>
<td>470</td>
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<td>Size of business</td>
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<td>35%</td>
<td>15%</td>
<td>55%</td>
<td>50%</td>
</tr>
<tr>
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<td>263</td>
<td></td>
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<td>77</td>
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<td>83</td>
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<td></td>
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<td>79%</td>
<td>41%</td>
<td>44%</td>
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<td></td>
<td>67%</td>
<td>30%</td>
<td>66%</td>
<td>59%</td>
</tr>
<tr>
<td>Low</td>
<td>197</td>
<td></td>
<td>129</td>
<td>61</td>
<td>23</td>
<td>54</td>
</tr>
<tr>
<td></td>
<td>35%</td>
<td></td>
<td>29%</td>
<td>4%</td>
<td>32%</td>
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</table>

* Proportions/Mean: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

Break by break
Base: All respondents

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<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
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<th>Consultant Group</th>
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<td></td>
<td>Hospital</td>
<td>PPU</td>
<td>51% or more</td>
</tr>
<tr>
<td>Total</td>
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<tr>
<td></td>
<td></td>
<td>(h)</td>
<td>(l)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
<td>98*</td>
</tr>
<tr>
<td>Size/proportion integrated</td>
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<tr>
<td>Large/mostly private</td>
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<td>219</td>
<td>10%</td>
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<tr>
<td>Small/mostly private</td>
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<td>70</td>
<td>10%</td>
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<tr>
<td>Small/minority private</td>
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<td>93</td>
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<td>No of hospitals/PPUs worked in</td>
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<td>1</td>
<td>255</td>
<td>201</td>
<td>54%</td>
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<tr>
<td>2</td>
<td>192</td>
<td>163</td>
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<tr>
<td>3+</td>
<td>96</td>
<td>84</td>
<td>12%</td>
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<td>Where work</td>
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<tr>
<td>Private hospital+ solus</td>
<td>368</td>
<td>368</td>
<td>-</td>
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<tr>
<td>Private hospital+ PPU</td>
<td>126</td>
<td>84</td>
<td>40%</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U

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An Assessment of the Private Healthcare Market - Consultants survey

12 Feb 2013

Break by break
Base: All respondents

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<th></th>
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<th>Insurance coverage</th>
<th>Consultant Group</th>
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<tbody>
<tr>
<td></td>
<td>Hospital</td>
<td>PPU</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>452 98*</td>
<td>71* 187</td>
<td>135 119 316</td>
</tr>
<tr>
<td>Any PPU 32%</td>
<td>182</td>
<td>84 96</td>
<td>34 37*</td>
<td>51 31 100</td>
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<tr>
<td>SalusPPU 10%</td>
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<td>58 64</td>
<td>10 41</td>
<td>12 4 0</td>
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<tr>
<td>Consultingrooms</td>
<td>71</td>
<td>11 18 14</td>
<td>12 41</td>
<td>0 0 0</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>570</strong></td>
<td><strong>452</strong></td>
<td><strong>135 119 316</strong></td>
</tr>
</tbody>
</table>

|                          | Proportion of self-pay |                     |                     |                  |
|                          | 51% or more | 50% or less            |                     |                  |
| Total                    | 71          | 127                    | 182                 | 187            |
| Any PPU 32%              | 182         | 34 10 37*              | 84 96 34 37*       | 51 31 100       |
| SalusPPU 10%             | 58          | 10 41 12               | 8 10 12            | 12 4 0         |
| Consultingrooms          | 71          | 12 17 16               | 23 12              | 0 0 0         |
|                          | **Total**    | **71**                 | **182**            | **187**        |

|                          | Insurance coverage |                     |                     |                  |
|                          | BUPA yes        | BUPA no                | AXA yes           | AXA no           |
| Total                    | 470           | 100 160                | 37 113            | 0               |
| Any PPU 32%              | 182           | 160 100                | 37 113            | 0               |
| SalusPPU 10%             | 58            | 160 100                | 37 113            | 0               |
| Consultingrooms          | 71            | 160 100                | 37 113            | 0               |
|                          | **Total**      | **470**                | **100 160**       | **37 113**      |

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f/l/g/h/i - l/m/n/Z - o/p/q - r/s - t/u - v/w - x/y/z/A - B/C/D - E/F/G/Q/R - H/I - J/K - L/M/N/O/P - S/T/U
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## An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base:** All respondents

<table>
<thead>
<tr>
<th>Main workplace</th>
<th>Proportion of self-pay</th>
<th>Insurance coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Hospital</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>(H)</td>
</tr>
<tr>
<td>Total</td>
<td>570</td>
<td>462</td>
</tr>
<tr>
<td>AXA: yes</td>
<td>464</td>
<td>382</td>
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<tr>
<td>AXA: no</td>
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<td>70</td>
</tr>
<tr>
<td>BUPA and AXA</td>
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<td>18</td>
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<td>Charge same fees</td>
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<tr>
<td>Always</td>
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<td>243</td>
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<tr>
<td>Usually</td>
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<td>169</td>
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<td>Sometimes</td>
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<tr>
<td>Never</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Always/Usually</td>
<td>518</td>
<td>412</td>
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<tr>
<td>Sometimes/Never/OK</td>
<td>50</td>
<td>40</td>
</tr>
</tbody>
</table>

**Not in consultant group**

|                |                    |                     |           |             |           |           |               |                     |           |                     |               |                     |
|                |                    |                     |           |             |           |           |               |                     |           |                     |               |                     |
|                |                    |                     |           |             |           |           |               |                     |           |                     |               |                     |
|                |                    |                     |           |             |           |           |               |                     |           |                     |               |                     |

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### An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base:** All respondents

<table>
<thead>
<tr>
<th>Break</th>
<th>Not in consultant group</th>
<th>Consultant Group</th>
<th>In consultant group but aware of one locally</th>
<th>Not in consultant group or aware of one locally</th>
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<tr>
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<tr>
<td></td>
<td>51% or more: 71*</td>
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<tr>
<td></td>
<td>50% or less: 187</td>
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<td></td>
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<td>AXA - yes: 57</td>
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<td>AXA - no: 88</td>
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<td>51% or more: 50%</td>
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<td>50% or less: 50%</td>
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<td></td>
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<td>in consultant group: 86</td>
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*Small base*

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.
### An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base**: All respondents

<table>
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<th>Set fees of same level</th>
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<td>Usually (b)</td>
</tr>
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*Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.*

Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small base
### An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base: All respondents**

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<td></td>
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<tr>
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<tr>
<td>Low</td>
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<tr>
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<td>49%</td>
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<tr>
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<tr>
<td></td>
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<td></td>
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<tr>
<td>Low</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

*small base*

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### An Assessment of the Private Healthcare Market - Consultants survey

**Break by break**

**Base:** All respondents

#### Charge same fees

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<th>Never/DK/</th>
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<td>20</td>
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</tr>
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<td><strong>Size/proportion integrated</strong></td>
<td>235</td>
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<td>62</td>
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<td>134</td>
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<tr>
<td>Large/mostly private</td>
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<td>66</td>
<td>158</td>
<td>62</td>
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<tr>
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<td>31</td>
<td>66</td>
<td>158</td>
<td>62</td>
<td>388</td>
<td>134</td>
</tr>
<tr>
<td>Medium/private</td>
<td>151</td>
<td>66</td>
<td>158</td>
<td>62</td>
<td>388</td>
<td>134</td>
</tr>
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<td>No of hospitals/PPUs worked in</td>
<td>255</td>
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<td>134</td>
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<td>Sol/sol</td>
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<td>66</td>
<td>158</td>
<td>62</td>
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<tr>
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<td>388</td>
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#### Set fees at same level

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<th>Never/DK/</th>
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<td><strong>Total</strong></td>
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<td>109</td>
<td>20</td>
<td>215</td>
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</tr>
<tr>
<td><strong>Size/proportion integrated</strong></td>
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<td>80</td>
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<td>62</td>
<td>388</td>
<td>134</td>
</tr>
<tr>
<td>Large/mostly private</td>
<td>235</td>
<td>66</td>
<td>158</td>
<td>62</td>
<td>388</td>
<td>134</td>
</tr>
<tr>
<td>Small/mostly private</td>
<td>31</td>
<td>66</td>
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<td>62</td>
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<tr>
<td>Where work</td>
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<td>66</td>
<td>158</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

* Small base

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An Assessment of the Private Healthcare Market - Consultants survey

Break by break
Base: All respondents

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<th>Set fees at same level</th>
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<td>Usually (b)</td>
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Proportions/Means: Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - i/m/n - o/p/q - r/s
* Small base
Significance testing has been carried out within each break
Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified
### An Assessment of the Private Healthcare Market - Consultants survey

#### Break by break

**Base:** All respondents

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<th>Sometimes (c)</th>
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<td>518</td>
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<td>125</td>
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<td>7</td>
<td>111</td>
<td>8</td>
</tr>
<tr>
<td>Not in consultant group or</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>aware of one locally</td>
<td>316</td>
<td>167</td>
<td>123</td>
<td>17</td>
<td>209</td>
<td>26</td>
</tr>
</tbody>
</table>

**Proportions/Means:** Columns Tested (5% risk level) - a/b/c/d/e/f - g/h - l/m/n - o/p/q - r/s

*small base*

Significance testing has been carried out within each break. Each cell on the crossbreaks is labelled with a letter so that significant differences between cells can be identified.