

# UK International Healthcare Management Association

*Prospectus and call for  
founder members*



*Do you want to win new international business? Would your organisation benefit from market intelligence, strategic partnerships and practical support to target new opportunities overseas?*

If the answer is 'yes' on both counts, your organisation's next step should be to join the new UK International Healthcare Management Association<sup>1</sup> (UKIHMA). UKIHMA's mission is to share, promote and grow the capability of UK providers to win contracts to manage healthcare services overseas. It has been set up by a group of pioneering public and private sector organisations which are committed to innovative and collaborative approaches to international business expansion.

We are now seeking interested NHS and commercial organisations to become members of UKIHMA for the foundation year from 1st November 2015 to 31st October 2016. This is your opportunity to become a founder member of a network that will act as the catalyst for the UK healthcare management sector to win a much larger share of the growing global opportunities.

50 founder memberships are available and the deadline for applications is 9th October.

**UKIHMA objectives**

- To support the profitable development of business opportunities for its members by collating key data on international projects which include a healthcare management component.
- To enable the UK healthcare management sector to respond effectively to international business opportunities.

**Benefits to members**

*Access to partners*

UKIHMA will facilitate connections between member organisations, encouraging collaboration between commercial and NHS organisations and enabling you to build new partnerships that strengthen proposition value and global reach.

*Business opportunity validation and assessment*

UKIHMA will investigate, validate and analyse any initial intelligence received on global healthcare management opportunities. These rigorous checks and additional insights mean you will receive information on genuine opportunities in enough detail to make a thorough assessment of the potential value.

*Access to opportunities*

UKIHMA will connect members with the decision makers on major international projects, opening doors that may not be available to organisations working in isolation. UKIHMA will also host a series of networking discussions between member organisations to facilitate partnerships between members and to share knowledge and exchange ideas.

*Solution formation*

UKIHMA will support and facilitate the formation of groups or consortia to provide end-to-end solutions sought by buyers. Where necessary, UKIHMA will visit project decision makers overseas to support members' business cases, and host visits from overseas healthcare organisations to further develop project understanding. UKIHMA will also act on behalf of members as the interface with UK in cases where investment is considered a key requirement, UKIHMA will act as the interface with UK Export Finance and other financial institutions.

**Who should join?**

Membership is open to commercial and NHS organisations and actively engaged in:

1. the design, delivery and planning of care and clinical services, research, training and staffing
2. the provision of 'hard' and 'soft' facilities management and niche healthcare services (cleaning, sterilisation, clinical waste management etc.)
3. the procurement, installation, maintenance and operation of medical technologies and equipment, electronic patient systems and the analysis of data
4. the design, construction, project management and operation of healthcare facilities
5. the design, packaging and implementation of financial management and support

**Membership categories and fees**

			Voting rights	Fee for Year 1
Full founder member	Large company	Commercial organisations with an annual turnover for the most recent reporting period of more than £5m. Organisations representing multiple NHS organisations.	Full	£7,500
	Small company	Commercial organisations with an annual turnover for the most recent reporting period of £5m or less.	Full	£2,500
	NHS organisation	Any individual NHS organisation	Full	£2,500
Associate member		Commercial organisations, regardless of annual turnover, who are able to support the ambitions and objectives of the association, but who are not able to evidence an "export ready" capability.	None	£2,500

<sup>1</sup>Provisional name as at end August 2015

### Approach to project evaluation

Projects will be identified and passed to UKIMHA through Healthcare UK, UKTI, other trade bodies and independent routes.

UKIHMA will investigate all relevant opportunities to provide members with a concise commentary on each, following a feasibility assessment based on five key criteria.

#### 1. Finance

- Evaluate the financial capability and strength of the project owner
- Determine the finances available to the project owner
- Identify challenges to project finance
- Investigate investment potential

#### 2. Policy framework alignment

- Is the project part of a larger national, regional or municipal master plan?
- Is the project aligned to ministry / local health authority priorities?

#### 3. Operational excellence

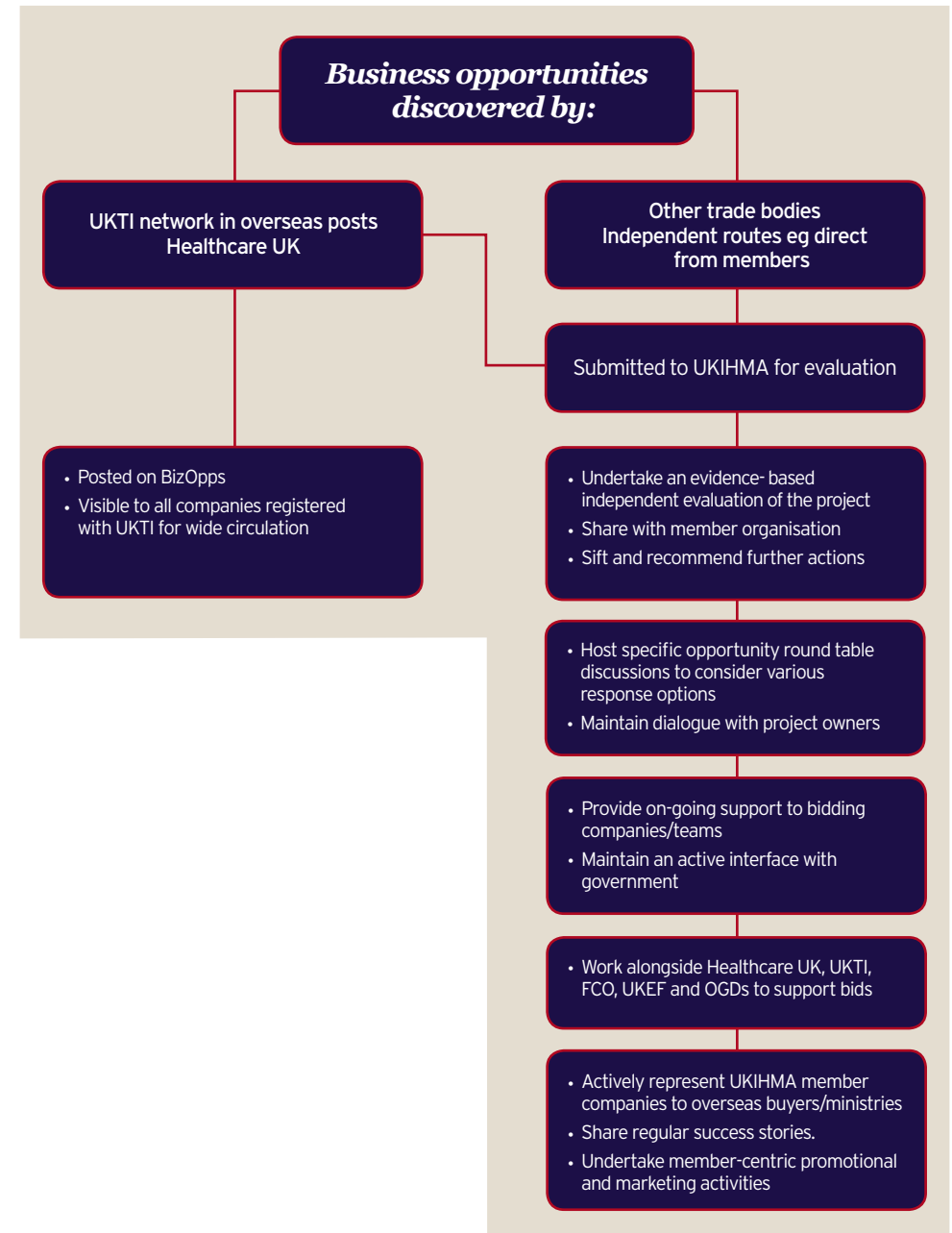
- Clear and defined vision for the project
- Defined timescales
- Corporate/government support
- Strong project governance
- Structure of governance
- Land or operating licence owners' track record in similar projects

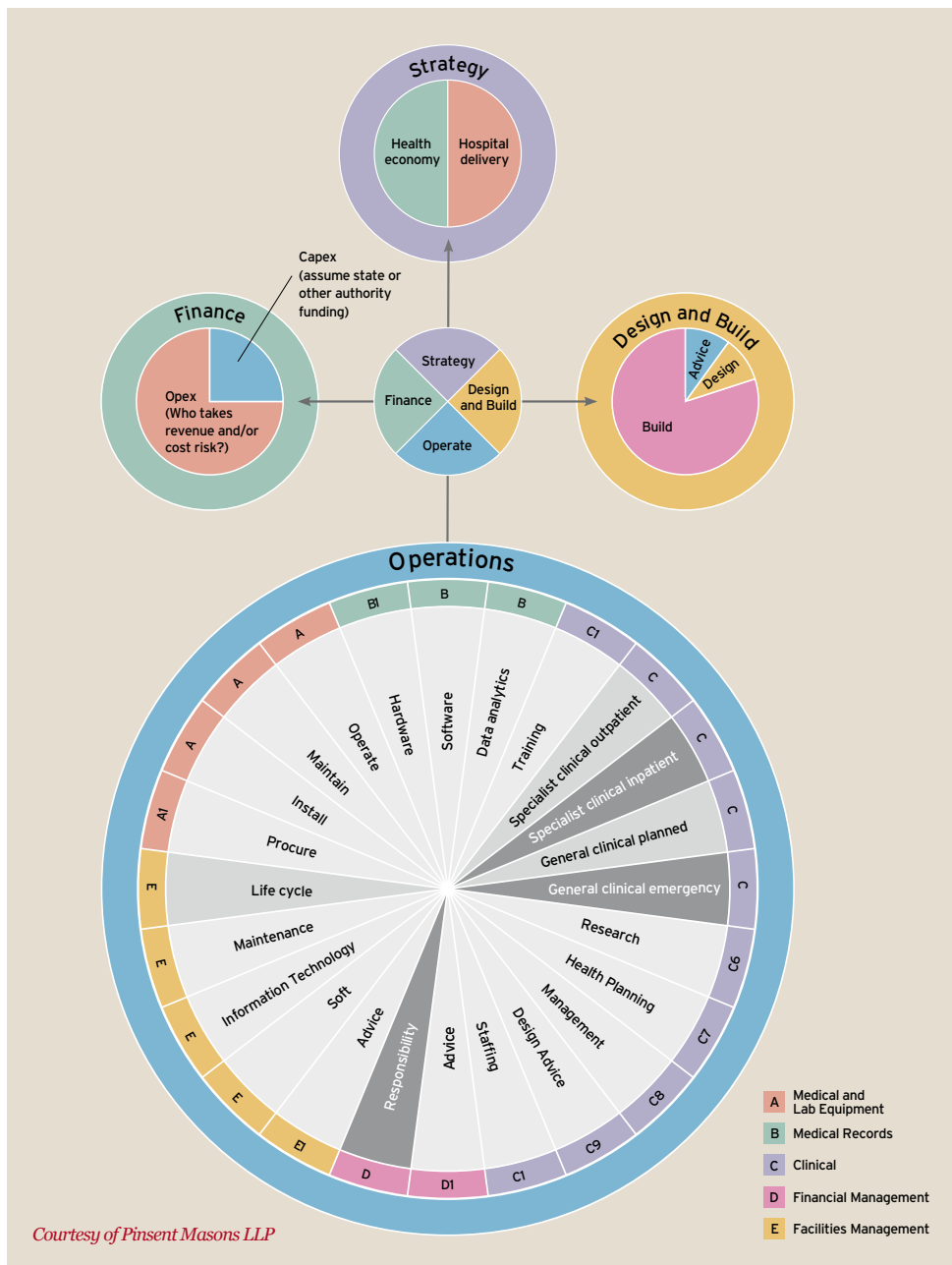
#### 4. Clinical demand

- Seek a clearly articulated clinical services study and a demand analysis
- Establish whether workforce development needs have been addressed

#### 5. Key contacts

- Availability and access to key decision makers





## Q&A

**Q:** *How will UKIHMA differ from Healthcare UK?*

**A:** Healthcare UK works with the UKTI network overseas to identify opportunities available to UK organisations. UKIHMA will have the expertise to undertake rigorous financial and technical reviews of these opportunities for members.

Most opportunities need a range of capabilities to deliver the project requirements. UKIHMA will facilitate the development of consortia to bid for major projects, supported by members from legal and other professional advisors firms taking the lead to form legal entities which spread risk and costs.

**Q:** *How will UKIHMA operate during the foundation year?*

**A:** Organisations with relevant sector/trade association expertise have been asked to propose how they would run UKIHMA for the foundation year. All costs will be less than that proposed in the draft budget previously agreed by potential members. Healthcare UK will consider all offers and will select one company who is able to act immediately and visibly, to host and manage the UKIHMA operation for the foundation year.

**Q:** *How will the president and executive committee of UKIHMA be chosen for the foundation year?*

**A:** All elected positions will be discussed, voted and agreed during an Extraordinary General Meeting held before the end of 2015. Only full members can stand for election. Nominations for a president will be sought in advance for discussion at the same EGM.

**Q:** *Why is there a cap on the number of memberships available?*

**A:** During the foundation year it is vital that UKIHMA members become familiar with the expertise of all other members. It is also important that UKIHMA is able to suitably

represent all member interests when communicating the capability message to overseas buyers. It has been agreed that this is best achieved if there are no more than 50 full members during the foundation year.

**Q:** *What are the plans after 30th October 2016?*

**A:** The foundation year is designed to test the concept of the organisation and the commitment from founder members is for one year only. The members will decide if the organisation should continue, based on the experience of the first year.

**Q:** *I have not worked overseas before. Is UKIHMA right for me?*

**A:** UKIHMA members will benefit most if they are able to demonstrate an existing export capability. For that reason an Associate Member category is offered to enable organisations with export ambition to join, share in the journey and create alliances with other members as a first step. Associate members will not be able to vote on UKIHMA matters. NHS organisations are invited to join UKIHMA, regardless of previous international experience.

**Q:** *Is there a joining fee for new members?*

**A:** It is envisaged that a joining fee will apply in time and provision has been made for that within the draft constitution. However there will be a zero joining fee for the foundation year.

**Q:** *Where can I see the draft constitution before I commit to membership?*

**A:** Please email [healthcare.uk@ukti.gsi.gov.uk](mailto:healthcare.uk@ukti.gsi.gov.uk) to request a copy of the draft constitution.

**Q:** *What is the legal status of UKIHMA?*

**A:** UKIHMA will be an unincorporated not-for-profit association of member companies with member's liability limited to their annual subscription fee.

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UK International Healthcare Management Association is being established to support the profitable development of business opportunities for its members by collating key data on international projects which include a healthcare management component and to enable the UK healthcare management sector to respond effectively to international business opportunities.

*For further information please contact Healthcare UK*

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