



Healthshare
Health Solutions

COMPANY PROFILE and TRACK RECORD

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Summary of Experience

We have **more than 22 years' experience**, having **managed 17 hospitals**, with a cumulative **2 750 hospital beds**.



Years of cumulative healthcare services management experience: 171



Number of hospitals managed: 16



Number of hospital implementation processes conducted: 16



Success rate of hospital license applications: 90%+



Number of hospital turnkey developments: 2



Current hospital consulting / pre-financial close projects / pipelines: 9



Ministries of Health served through managed care: 4



Large employer groups served Through managed care: 5



Information Communication Technology Strategising, Planning and Tendering: 33



International Accreditation (JCI and COHSASA): 9



Number of hospital beds managed to date: 2



Number of countries operated in: 20



Market feasibility studies conducted and financial models built: 92



Number of hospital turn-arounds: 10



Lender technical advisory and due diligence processes: 6



Projects in various stages of development: 10



Medical Insurers served through managed care: 6



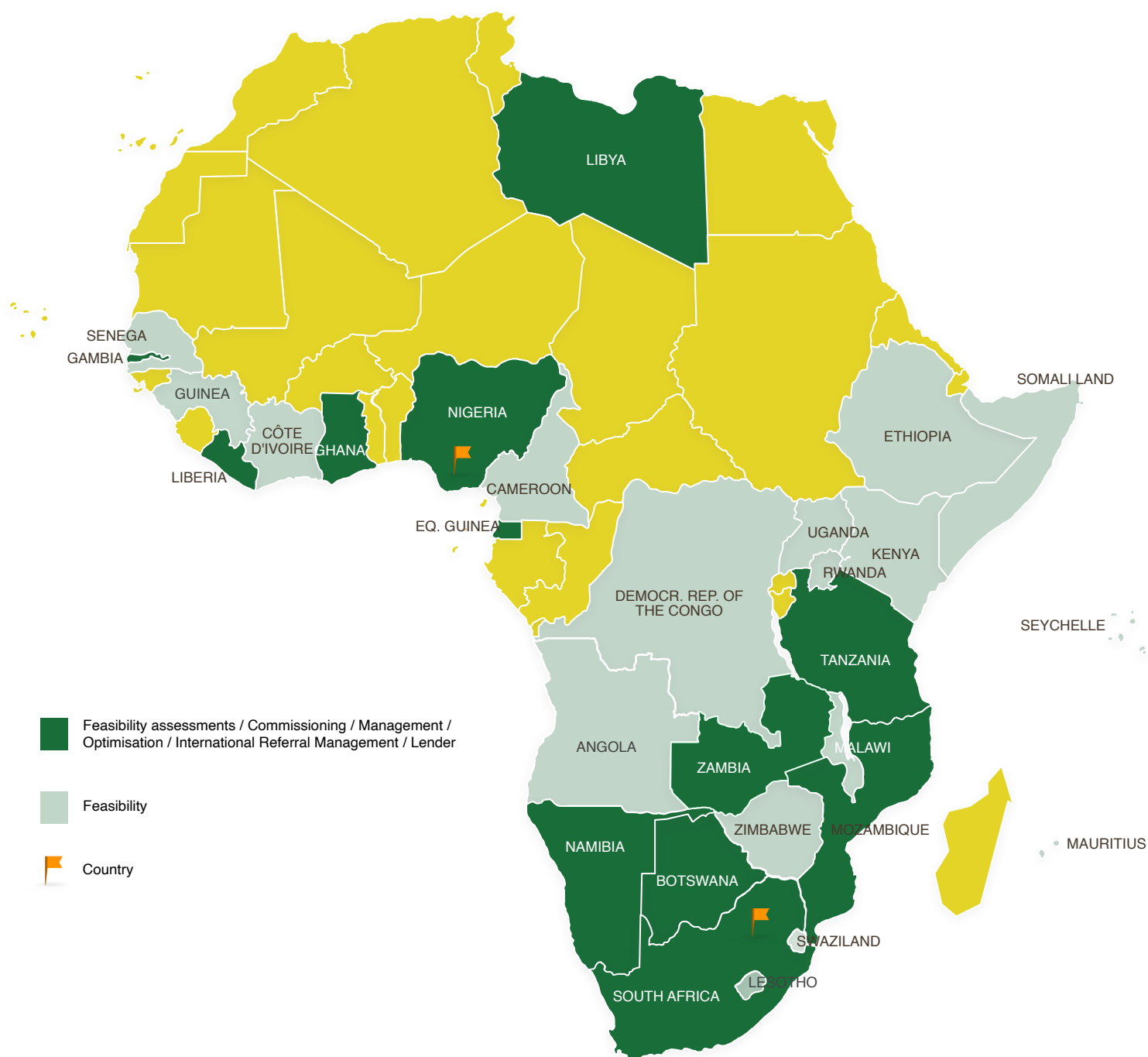
Number of pharmacies turned around and optimised: 5



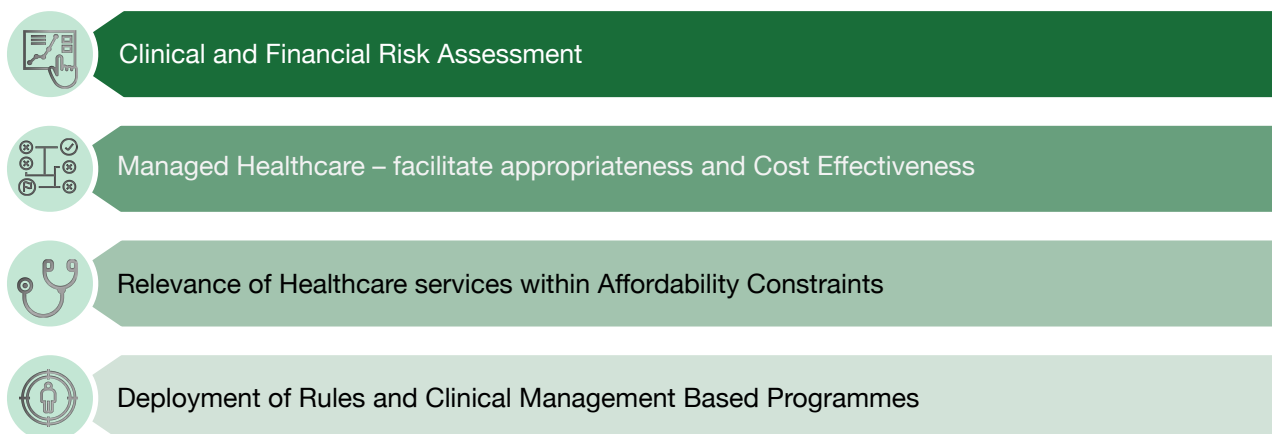
Number of Full Health Technology Planning (BEL, BoQ) and Tender Management: 11



Pan-African Footprint



Managed Care Approach



Referral Process



Referral Process

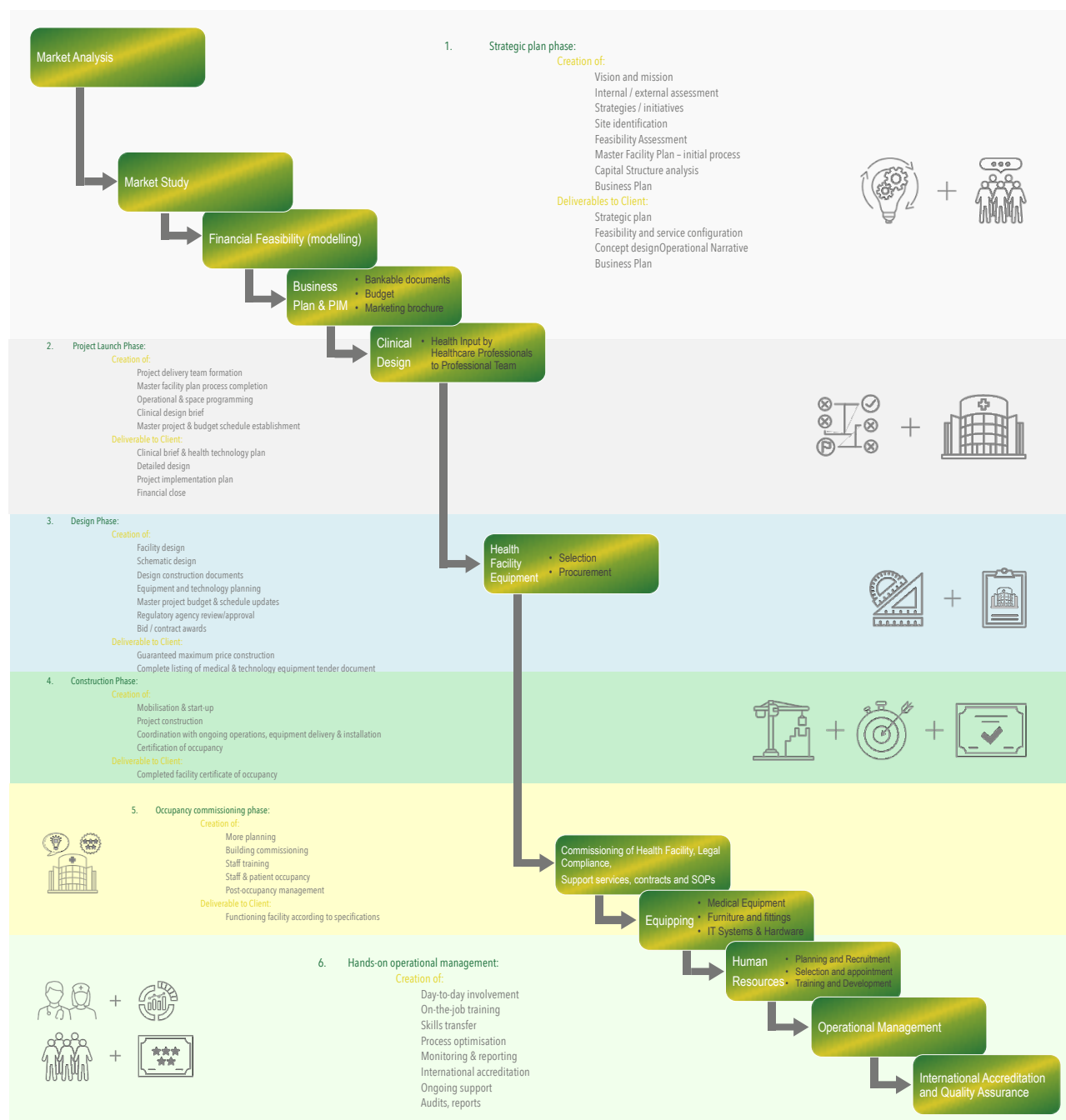
- Booking Patient Appointments
- Authorisations
- Auditing of Accounts
- Account Queries
- Logistics and Accommodation Management
- Provision of Chronic Medication
- Statistics and Patient Summaries for the Client
- Submission of Audited Accounts for Payment with the Client
- Tariff Negotiations with vetted Service Providers in SA
- Design and Management of Referral Processes



Hospital Operations Management

End-to-end solutions for managing the administrative, clinical, and operational management of public and private hospitals, and other healthcare facilities

Turn-key Development of a New Healthcare Facility



We enable our customers to deliver quality healthcare that represents global best practice

Planning and Development of New Healthcare Facilities and Upgrading Existing Facilities

Healthshare offers a complete and integrated approach to clinical design, building, equipping, and management of healthcare facilities and services

- Planning Based on Cultural needs, Services requirements, Legal and statutory framework
- Clinical Input into Design and Layout, allowing for future expansion and technological advancements
- Design to optimise Patient, Staff, Public and Goods flow throughout the facility
- Staff Planning to meet Service Level Requirements
- Health Technology Planning; optimisation of advanced technology within budgetary framework
- Complete integrated ICT planning to link clinical and business needs
- Budget, Financial Feasibility and Information Memorandum
- Integrated Commissioning – HTP and Business commissioning

Management of Healthcare Facilities

Healthshare manages all aspects and systems optimally as an efficient integrated unit, whether

- Private MultiSpecialty / Speciality / General / Acute / Day Hospitals (management)
- Oncology Treatment Centres
- Diagnostic Centres (radiology and laboratory)
- Public Hospitals (skills transference)
- Not-for-profit Healthcare Facilities
- Specialist healthcare facilities
- Mine Hospitals, Public Private Partnership, or Government supported facilities
- Primary Healthcare, or Occupational Health Clinics of mines, private companies, e.g., motor industry, or casinos
- Private Hospital Pharmacies, or Retail Pharmacies
- Step-Down / SubAcute Facilities / Frail Care Facilities



Track Record

Legend:

ZA	South Africa	GM	Gambia
BW	Botswana	LR	Liberia
LY	Libya	EG	Equatorial Guinea
NG	Nigeria	ZW	Zimbabwe
SL	Somaliland	LE	Lesotho
MW	Malawi	GH	Ghana
MZ	Mozambique	ZM	Zambia
CM	Cameroon	CI	Cote d'Ivoire
SW	eSwatini	RW	Rwanda

Ernest Oppenheimer Hospital | ZA | 700 | Management
 Sir Albert Medical Centre | ZA | 176 | Management
 Evander Hospital | ZA | 96 | Management
 EOH Hospital and Retail Pharmacies | ZA | 2 | Turnaround & Optimised
 Hospital and Retail Pharmacies | ZA | 2 | Turnaround & Optimised

2004
to
2007

2006

Orapa Hospital | BW | 90 | Efficiency Improvement
 Jwaneng Hospital | BW | 90 | Efficiency Improvement

2007
to
2013

Blyvooruitzicht Occupational Health Centre | ZA | Management
 Blyvooruitzicht Primary Health Centre | ZA | Management

2008
to
2010

2 X MoH Referral Hospitals | BW | Efficiency Improvement
 4 X MoH District Hospitals | BW | Efficiency Improvement
 Pres. Steyn Mine Primary Health Centres | ZA | Commissioning
 Pres. Steyn Mine Primary Health Centres | ZA | Management

2008
to
2011

El Khadra Hospital | 450 | LY | Public to Private Conversion
 El Khadra Hospital | 450 | LY | Management
 Ethekeweni Hospital Pharmacy | ZA | Turnaround

2010
to
2013

Hillcrest Private Hospital | ZA | 200 | Commissioning
 Hillcrest Private Hospital | ZA | 200 | Management
 Mthatha Private Hospital | ZA | 52 | Turnkey Development

2011
to
2014

2 X Debswana Hospitals (Orapa & Jwaneng) | 90 | BW | Optimisation
 eMbalenhle Private Hospital | ZA | 85 | Market Study / Business Plan
 Mamelodi Private Hospital | ZA | 100 | Market Study / Business Plan
 Century City Private Hospital | ZA | 152 | Market Study / Business Plan

2011
to
2017

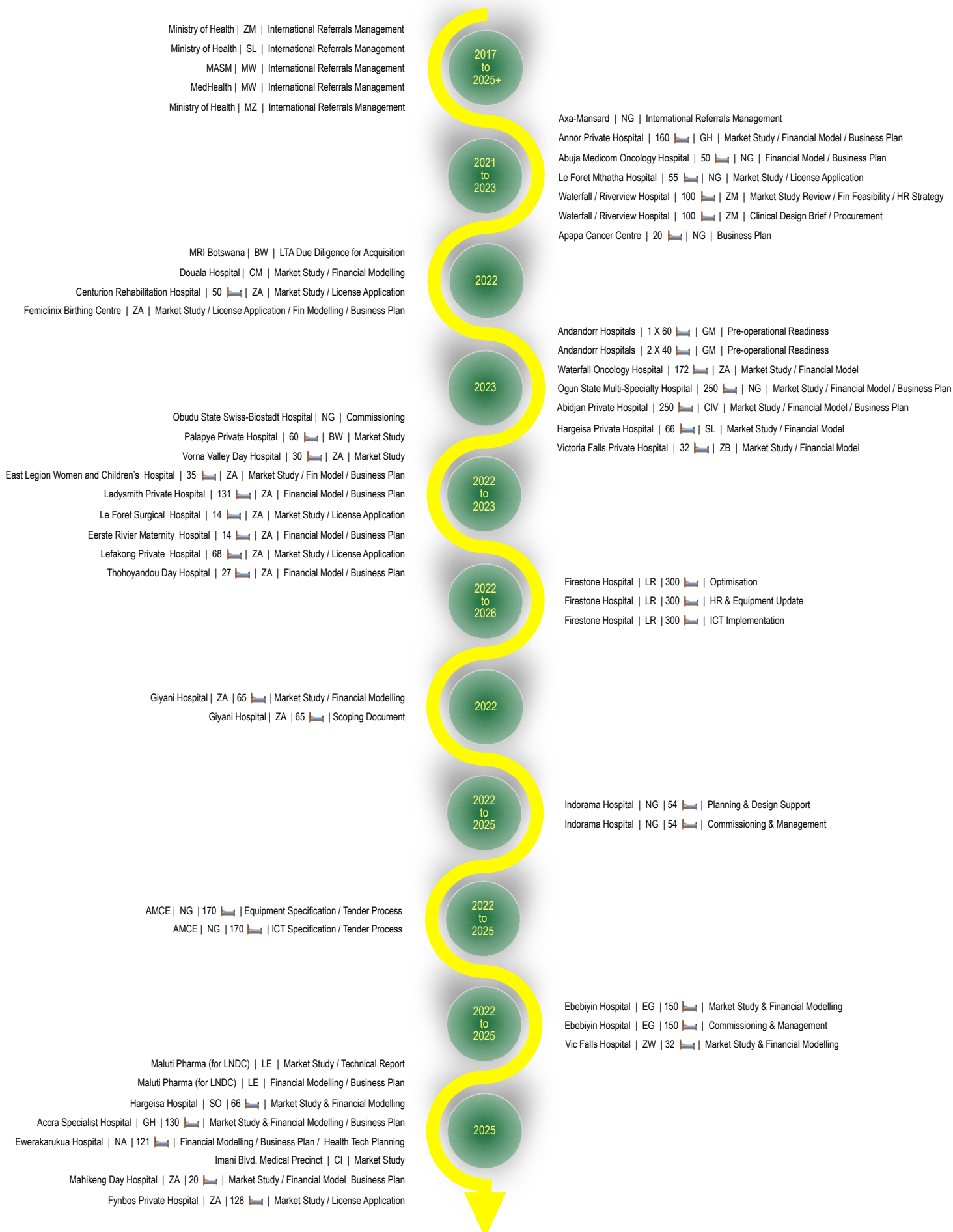
Leslie Williams Hospital | ZA | 210 | Management
 St Helena Hospital | ZA | 176 | Management
 Sibanye Gold | ZA | Referrals Management
 Kwa Mashu Private Hospital | ZA | 176 | Market Study
 Corpmed Trauma and Maternity Teaching Hospital | ZM | 140 | Market Study
 St. Mary's Hospital | ZA | 200 | Turnaround & Optimisation
 Kruin Park Frail Care | ZA | 61 | Commissioning and Management

2012
to
2018

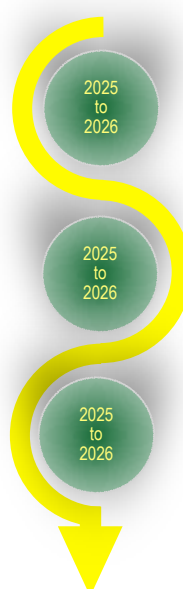
Ministry of Health | BW | International Referrals Management
 AXA-Mansard | 150 | NG | Feasibility Assessment
 Accra Centre of Excellence VIP Private Hospital | GH | 116 | Market Study / Business Plan
 Highveld Eye Hospital | ZA | Market Study / Business Plan
 Khayelitsha Day Hospital | ZA | 30 | Market Study
 Ondangwa Private Hospital | ZA | 30 | Optimisation & Management

2017
to
2022

Zoutpansberg Private Hospital | ZA | 32-100 | Expansion Pre-Op Consulting
 NSIA LUTH Cancer Centre | NG | Commissioning & Management
 Jwaneng Mine Hospital | BW | 100 | Expansion Management
 Nhlngano Private Hospital | SW | 30 | Market Study
 Ghana Integrated International Specialist Hospital | GH | 200 | Market Study
 New Era Day Hospital | ZA | 30 | Commissioning and Management
 LADOL Island Medical Facility | NG | 52-86 | Market Study
 JCG Private Hospital-Delmas | ZA | 80 | Market Study



Gateway Medical Centre of Excellence | 210 | NG | HTP / Commissioning / Management
 Gateway Medical Centre of Excellence | 210 | NG | Market Study / Financial Model / Business Plan
 Eye and Vision institute | 30 | ZA | Market Study / Financial Model / Business Plan
 Modimolle Private Hospital | 80 | ZA | Market Study
 Mookgopong Private Hospital | 100 | ZA | Market Study
 Polokwane Private Cardiac Hospital | 100 | ZA | Market Study / Financial Model / Business Plan
 Polokwane Private Cardiac Hospital | 60 | ZA | Health Technology Assessment & Planning



Qonce Private Sub Acute | 45 | ZA | Market Study
 Riversands Private Hospital | 50 | ZA | Market Study
 Seaton Private Hospital | 130 | ZA | Market Study
 Seaton Day Hospital | 30 | ZA | Market Study
 Shelly Beach Facilities | multiple | ZA | Market Study
 Beacon of Hope Trauma Hospital | 150 | ZA | Market Study
 Chris Hani Baragwanath Academic Hospital | 1 800 | ZA | Health Tech. Assessment & Planning

Green Horizon Trauma and Rehab Facility | 150 + 50 | ZA | Market Study / Financial Model
 Roha Medical Campus | 350 | ET | Lender Technical Advisory
 Clairwood Hospital | 190 | ZA | Health Technology Assessment

Signatory of



Selection of Clients



What value can Healthshare add to your project?

We never rest until we've determined a strategy that gets our clients the results they want

