

A Multi Disciplinary GP Team

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Background

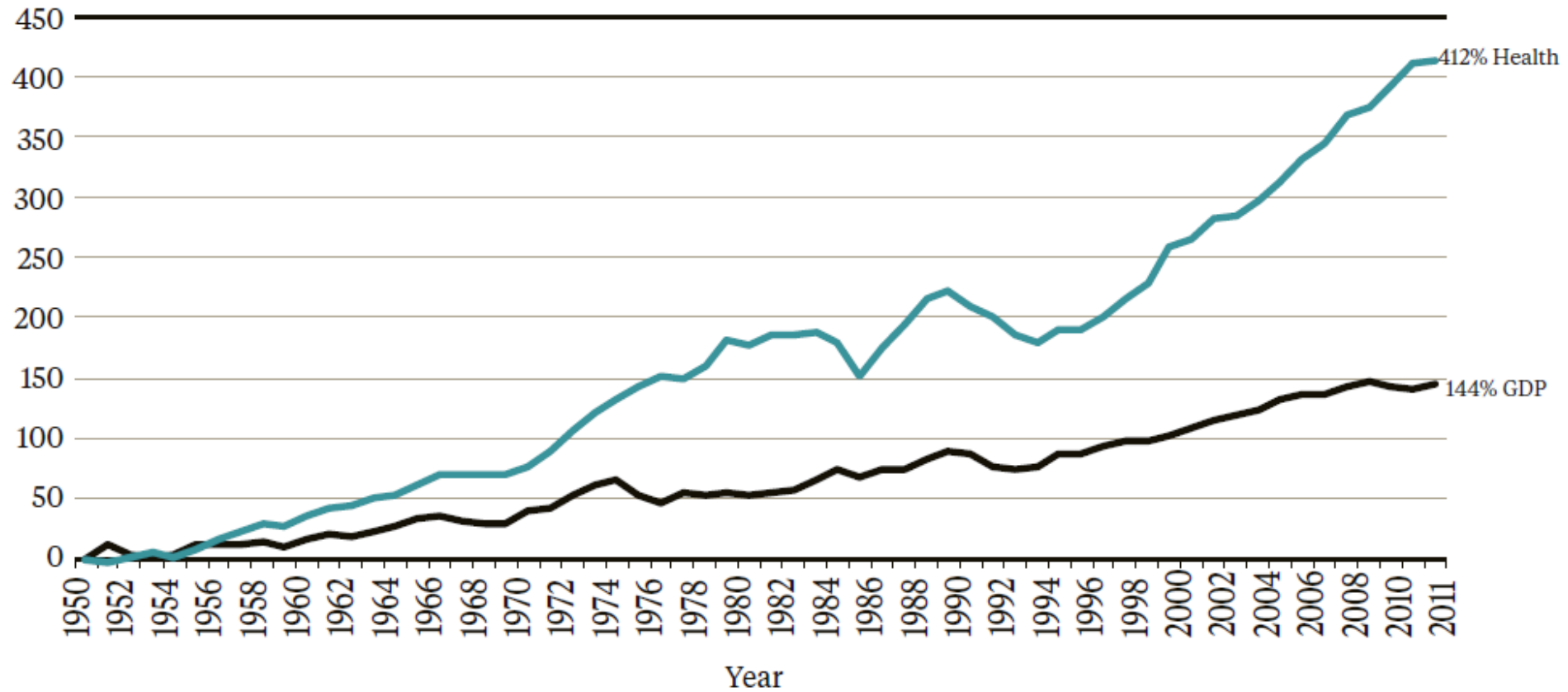
- ▶ 2 Hybrid GP + Accident and Medical Clinics
- ▶ 2 Very Low Cost GP Practices
- ▶ 1 Free GP Clinic Hamilton
- ▶ 1 Free GP Clinic Huntly
- ▶ Approx. 35000 Enrolled patients
- ▶ Approx. 10'000 GP contacts per month

Worrying Trends

- Rising Health Costs per patient
- People Living Longer
- More patients with more complex needs
- Aging workforce
- Fluctuating Clinical Workforce Availability



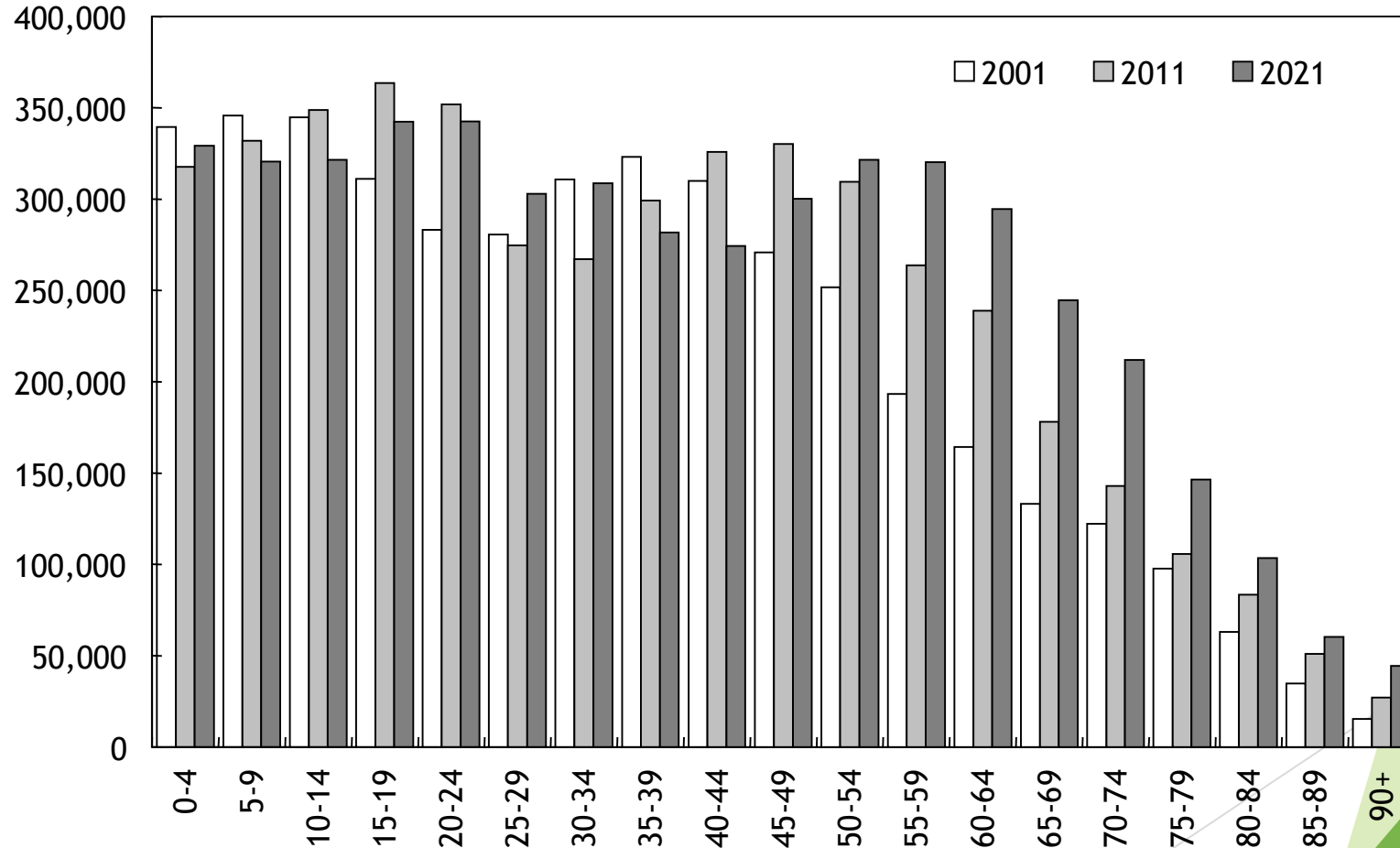
Figure 2: Health spending and GDP per person, inflation-adjusted

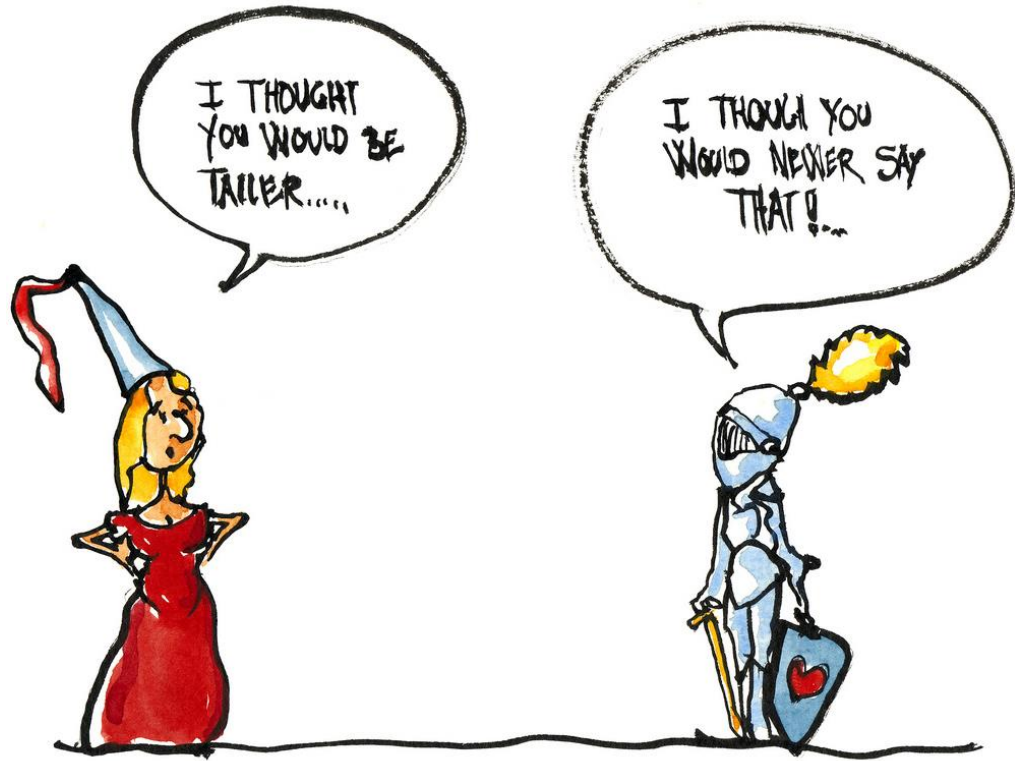


Source: The Treasury

NZIER (2005)

NZ Population Projections by Age Cohort
(Assuming medium population growth)





More Worrying Trends

- Increasing Patient expectations
- Increasing Clinician Remuneration Expectations

Most Worrying Trend

- Revenue increasing 1% per year
- Costs increasing 8% per year



THERE AIN'T
NO RULES
AROUND HERE.
**WE'RE TRYING
TO ACCOMPLISH
SOMETHING.**

Thomas Edison

STARTUP/STAND

**SCREW IT,
LET'S DO IT!**



STARTUP/STAND

We have
a strategic plan.
It's called
doing things.

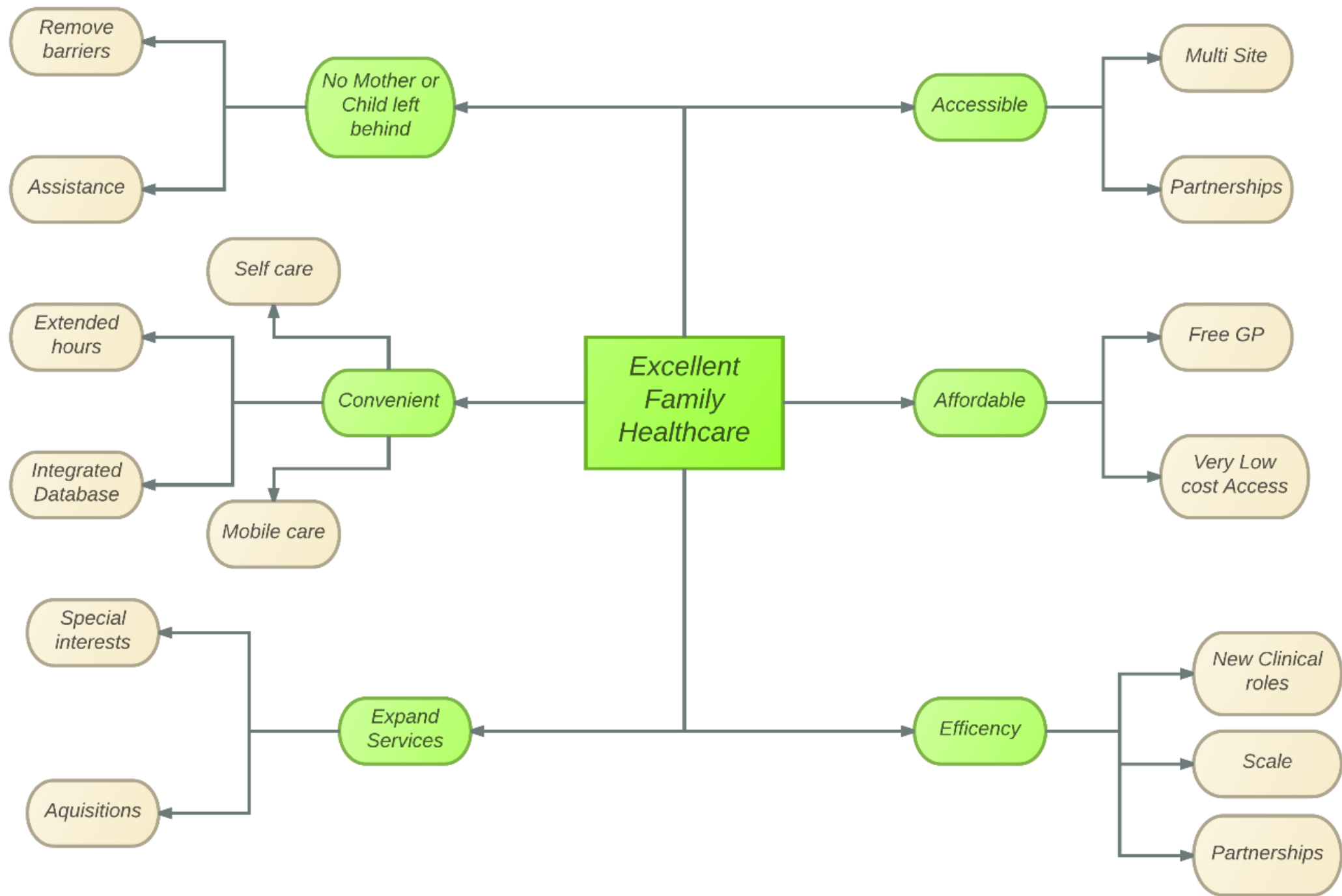
Herb Kelleher, Co-founder of Southwest Airlines

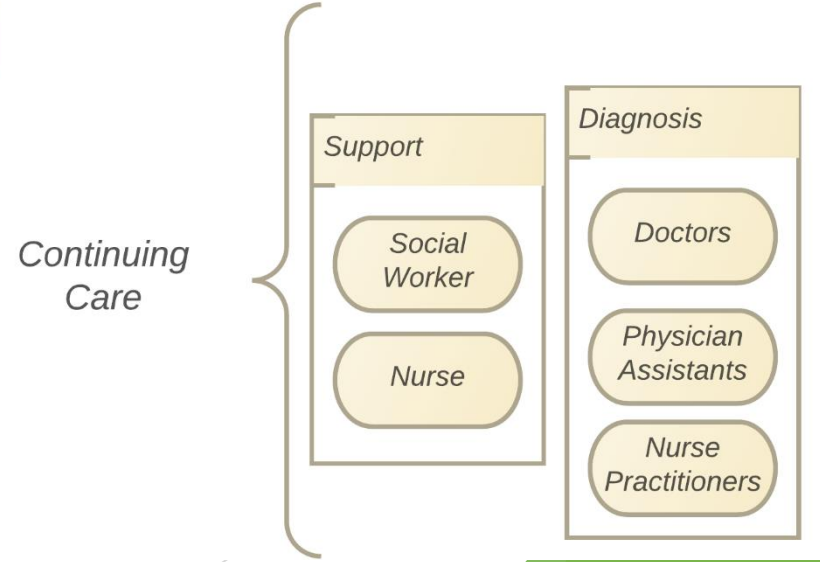
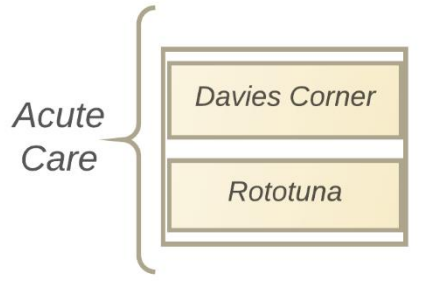
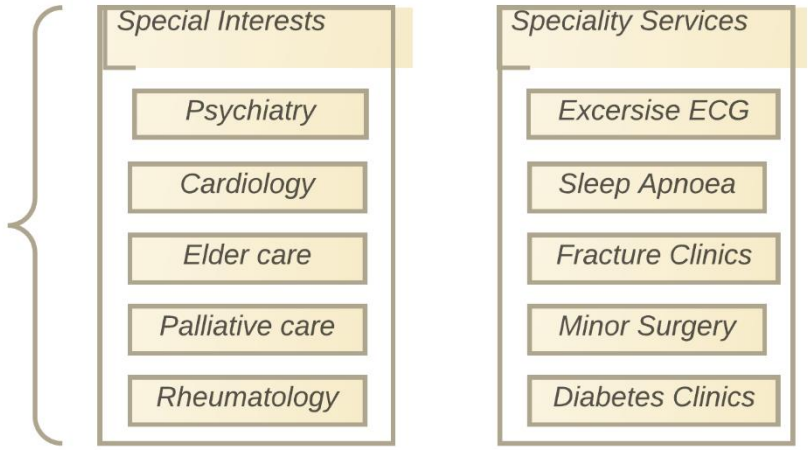
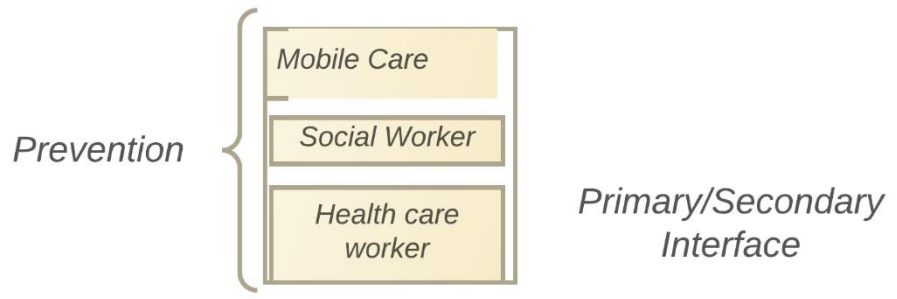
STARTUP/STAND

**LAST
MAN
STANDING.**

Some solutions we have tried

- ▶ Stabilise workforce availability= New Providers (PA, NP, MA)
- ▶ Increase consultation numbers = Expand GP Team (OT, SW, Counselling)
- ▶ Work Force Multiplication = Students
- ▶ Reduce cost per consult = Skill Level Mix
- ▶ Increase satisfaction = New Services
- ▶ Decrease fixed expenses = Sharing staff, Premises





New Directions

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