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1 May 2016

Dear Doctor

SASOG / GMG MEMBERSHIP

1. Background

Gynaecology Management Group (GMG) is a public company 100% owned and managed by Gynaecologists & Obstetricians for the benefit of Gynaecology and Obstetrics. Each shareholder holds an equal shareholding. The website address is the same as for SASOG, i.e. www.sasog.co.za

GMG works with SASOG on matters related to gynaecology and obstetrics in private practice. Most of the other professional societies including surgeons, ophthalmologists, paediatricians, psychiatrists and others have similar arrangements. The GMG was established in 1996 and has been functional to the benefit of Gynaecologists & Obstetricians for the past two decades. Its focus remains on private sector matters.

The GMG needs to be strengthened to deal with the ever increasing demand placed on SASOG and GMG by government regarding the role of private practice in South Africa, the role of private practice in the proposed National Health Insurance System (NHI), the shortage of doctors, the salaries of specialists in the private sector, the role of medical schemes, and other important matters such as regulatory reforms by the National Department of Health (NDoH).

The Administrative structure of SASOG as the professional organisation does not lend itself for these ever increasing demands; specifically regarding private practice. Similar demands are made on the public sector regarding occupational specific dispensation, career pathing, service delivery, training, education etc.. The cost of addressing these issues has also escalated, and it cannot be solely demanded from SASOG to bear. The cost to the individual Gynaecologists & Obstetricians in private practice who manage GMG and have to represent Gynaecologists & Obstetricians in private practice on all these issues is also too high to absorb within their own practice costs. Other organisations such as HealthMan are contracted by GMG to do a large portion of the work as professionals are needed to represent our interests at a high level.

There have been huge successes in the joint effort between SASOG and GMG including several increases in the fees of Gynaecologists & Obstetricians in private practice as well as the establishment of new codes that have enhanced private practice revenue.

2. The immediate projects of GMG will focus on:

1. Strengthening the organisation, representative of Gynaecology & Obstetrics in private practice and also representing Gynaecologists & Obstetricians in the Public Sector with limited private practice.
2. GMG together with SAPPF and other specialist management companies will continue to strive to improve remuneration and establishment of a cost based tariff.



3. GMG together with SAPPF and other management companies will oppose the Board of Healthcare Funders (BHF) and other entities attempts to reduce the value of PMB's to a scheme rate and not the doctor's invoice value.
 4. GMG will continue to work closely with medical schemes on all matters pertaining to Gynaecologists & Obstetricians and will represent our discipline at the ongoing Health Market Inquiry into private sector costs.
 5. GMG and SAPPF will engage with the Competition Commission in its Private Healthcare Inquiry through the SAPPF structures.
 6. Improving communications and website offerings dealing with private practice issues through the SASOG website.
 7. Establishing a range of practice advisory services through the offices of HealthMan.
 8. Commercial offerings such as credit card terminals, asset finance, PPS reviews and CPD points logging through the assistance of HealthMan and the SASOG website.
 9. The consolidation of gynaecology & obstetric claims data to negotiate gynaecology & obstetric coding and tariffs with Medical Schemes and Department of Health.
 10. Discussing and negotiating Gynaecology & Obstetric Benefit Design with the various medical schemes and managed care organisations, this function is co-ordinated by the GMG CEO.
 11. Review and update of gynaecology & obstetric coding system for incorporation into a new coding system for South Africa. This project will be done in conjunction with SACHI (South African Classification of Healthcare Interventions), the South African Private Practitioners Forum (SAPPF) and the South African Medical Association (SAMA).
 12. Finding solutions to the increasing challenges posed by the escalation in recent years in both the number and value of medico-legal claims against obstetricians and gynaecologists.
 13. Working closely with SASOG to find affordable and sustainable solutions to the escalating malpractice indemnity insurance crisis.
- 3. In addition to the projects listed above, the following value add services are available at no additional costs, except if stated so and are part of the monthly membership fee:**
- Free online SMS service for patient communications – SASOG website.
 - HealthMan has an agreement with ABSA bank entitling you to a better rate on credit card transactions. The Merchant rate is 2.1% on credit cards and 0.86% on debit cards. Monthly rental is R250 per month (VAT Excl).
 - PSG Northcliff, a preferred provider of the HealthMan Group, will review and advise on employee benefits, personal investments, life- and key man policies and wealth preservation.
 - PPS reviews and analysis by a PSG consultant. Note that changes to PPS structures, requires that your portfolios be reviewed on a regular basis.
 - Online access to obtain CPD points, as well as online access to view your CPD points
 - Practice advisory services to assist with medical schemes problems, i.e., non-payments, reversals, PMB's etc., through the HealthMan office.
 - Helpdesk to assist with general medical schemes queries.
 - Assistance with medical scheme forensic reviews.
 - Helpdesk assist with Consumer Protection Act complaints and queries – cpa@healthman.co.za
 - Various consulting services through HealthMan.
 - Receipt of regular communications relevant to the healthcare industry.
 - Annual Salary Review for Specialist practices.
 - Annual Comparative Tariff Schedules for major medical schemes.



4. The GMG business model:

- **GMG** employs the services of two existing organisations **HealthMan (Pty) Ltd** and **E2 Solutions (Pty) Ltd** on a contractual basis to advise on and manage all routine operational tasks, as well as providing GMG with additional services where required.
- Gynaecologists & Obstetricians are automatically members of GMG and SASOG through their SASOG membership.
- The Board of Directors comprise of practising Gynaecologists & Obstetricians that have been nominated and duly elected at an Annual General Meeting.
- The Board out-sources all operational issues at a predetermined cost; these costs are fixed for twelve months, and are renegotiated on an annual basis. This cost is at a substantial discount to a competitor in the market with a much advanced service offering to that of the competitor.
- The advantage of this business model is that GMG does not have to invest money or resources in staff, premises and equipment, and therefore operates as a 'virtual' organisation.
- An Annual General Meeting is held during one of the Society conferences.

5. Internal Communication:

- Communication will be via email, fax, sms messages and the SASOG website.
- Members will receive HealthView newsletters updating them on industry news on a monthly basis. The Private Practice Review newsletters will regularly update them on news pertaining to their practice i.e. codes, legislation, tariffs, etc.
- Member meetings will happen on request from the various regions at which matters of importance to private practice will be discussed. There are usually journal club meetings sponsored by the Trade Industry.

6. HealthMan Client Base:

HealthMan has been consulting to Private Practice for the past 20 years and their clients include:

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| • Clinical Psychology Forum (CPF) | • Psychiatry Management Group Ltd (PsychMG) |
| • ENT Society and Management Group (ENTMG & Society) | • Society of Neurosurgeons of South Africa (SNSA) |
| • Faculty of Consulting Physicians of SA (FCPSA) | • Society for Endocrinology, Metabolism & Diabetes of SA (SEMDSA) |
| • General Practitioner Management Group Ltd (GPMG) | • Society of Radiographers of South Africa (SORSA) |
| • Gynaecology Management Group Ltd (GMG) & (SASOG) | • South African Audiology Association (SAAA) |
| • Iso Leso Optics Ltd (Network of optometrists) | • South African Private Practitioners Forum (SAPPF) |
| • Namibian Private Practice Forum (NPPF) | • South African Society of Physiotherapy (SASP) |
| • Neurology Association of South Africa (NASA) | • South African Society of Psychiatrists (SASOP) |
| • Ophthalmology Management Group Ltd (OMG) & (OSSA) | • South African Rheumatism & Arthritis Association (SARAA) |
| • Paediatrician Management Group Ltd (PMG) | • Surgicom Ltd |

HealthMan was also responsible for **NHRPL 2009 submissions** for virtually **all SAMA disciplines** and has done most of the research work and support for the various legal challenges that have happened or are in progress.



7. Membership fee and joining GMG:

The monthly fee for SASOG/GMG membership will be as follows:

	Annual fee (VAT Incl)	Monthly fee (VAT Incl)
Private Practice (Incl. SAPPF membership)	R 6 290.00	R 525.00
Private Practice (Excl. SAPPF membership)	R 4 880.00	R 407.00
RWOPS (Incl. SAPPF membership)	R 6 290.00	R 525.00
Public Service	R 1 100 .00	R 92.00
Overseas Members	Free	
Registrars	Free	

- Funds not utilised in a given year will be carried forward to dedicated projects in the following year

Please note: Members who are working in the public sector or who are in limited private practice as well as members who have recently started private practice, may apply for a reduced monthly fee.

The involvement of everybody with an interest in private practice is asked and an appeal to join the SASOG/GMG is urgent. We thank the 519 Gynaecologists & Obstetricians who have already joined SASOG/GMG. We realize that the membership fee is high, but it seems as if there is no other way forward. The directors of GMG with the exception of the Chair and CEO who are paid a small monthly stipend to enable them to attend meetings during office hours, are not remunerated for the work done. They attend regular GMG Board meetings in Johannesburg which takes them away from their practices and their families. They are to be thanked for their continued sacrifice in the service of their colleagues.

8. GMG Board of Directors:

Dr Ron White (CEO)	ronaldgwhite007@gmail.co.za
Dr Chris Archer (Chairperson)	ceo@sappf.co.za
Dr David Bowen	docbow@mweb.co.za
Dr Jean-Pierre du Buisson	docjp@telkomsa.net
Dr Kwame Koranteng	korkw@telkomsa.net
Dr Jack Margolis	margolis@iafrica.com
Dr Danie Schneider	daniemarne@absamail.co.za
Dr Malikah van der Schyff	malikah@global.co.za
Dr Bianca Zondagh	drbzondagh@gmail.com

9. South African Private Practitioners Forum (SAPPF)

The SAPPF has been established following a general disillusionment of support for Specialist Private Practice in South Africa. This process followed consultation with all specialist stakeholders, a strategic workshop in November 2007 and numerous meetings with the Specialist Private Practice Committee (SPPC) within the SAMA structures. Specialists need a properly constituted organisation that supports the interests of all specialist societies and its members. We urge all Gynaecologists & Obstetricians to support SAPPF in its various endeavours to promote private practice in South Africa.

SAPPF Projects for 2016 – 2018 will include the following:

- Further submissions to and interactions with the Competition Commission: Health Market Inquiry



- Responding to various challenges to Regulation 8 dealing with PMBs
- Responding to NHI White Paper
- Interaction with Medical schemes on Coding Changes

10. South African Coding System

SAPPF and SAMA are in the process of drafting a new National Procedural Coding Structure of international standards. It is important that the Medical Profession determines its scope of practice and therefore needs to remain in control of any changes to the current coding system or any proposed new system. The ICD10PCS proposed by DoH is not appropriate for South Africa and is not in use anywhere else in the world.

It was also proposed by DoH that the ICD10PCS coding system must be researched and developed by the private sector at its own costs. Thereafter ownership must be handed over to DoH. This position is not acceptable to SAPPF and SAPPF will continue its efforts on introducing a new South African system. The coding committee is chaired by Dr Eugene Allers a Psychiatrist in private practice.

The coding initiative will be co-ordinated by an independent entity established for this purpose. South African Classification of Healthcare Interventions (SACHI) will become the custodian of coding and will be inclusive of all medical disciplines in South Africa.

11. South African Classification of Health Care Interventions (SACHI)

The proposed entity to develop and maintain this new updated coding system has been registered by SAPPF as the South African Classification of Health Care Interventions (SACHI). Wide ranging discussions have been held with all industry roll players including the DOH and support for the concept obtained from the majority of provider and funder organisations.

A steering committee ably chaired by Dr Eugene Allers (Psychiatrist) is driving the process.

If you have not yet joined SASOG/GMG kindly complete the membership application and ACB (debit order) authorisation forms and fax back to 011 782 0270 or contact 011 340 9000.

Should you have any further queries, please do not hesitate to contact us.

Yours faithfully



DR RON WHITE
GMG: CEO



DR CHRIS ARCHER
GMG: CHAIRPERSON