



## Is your Division involved in a Medicare Local application?

Following the recent release of the Australian Government's '*Guidelines for the establishment and initial operation of Medicare Locals*', many Divisions are planning to respond to the Invitation to Apply. For those targeting a commencement date of 1 July, the deadline is unforgiving, with applications due on 5 April. Medicare Locals aiming for a January or July 2012 launch have more time, but will still need to work quickly to develop robust, compelling bids.

High performing Divisions already know their local communities well and are therefore in a strong position to identify and work with key partners in shaping plans for Medicare Locals. However, with no existing models of successful Medicare Locals to use as a guide, the development of these plans is entering into uncharted waters. This creates the risk that applications may centre on 'what is' rather than 'what can be'. Fresh thinking and clear vision will be essential in building a compelling case to become a Medicare Local.

## How can we help

Health Partners Consulting Group is uniquely positioned to provide new and innovative insights to support your Medicare Local application. We can assist you in assessing key aspects of your Medicare Local application, drawing on our team's experience in the New Zealand health sector reforms over the past two decades and, in particular, in the leadership, development and subsequent operation of Primary Health Organisations (PHOs) and their predecessor Independent Practitioner Associations (IPAs).

Many Divisions have spent time visiting, observing and talking to counterpart organisations in New Zealand's primary health care sector. The inaugural World Health Care Networks Conference, which took place in Auckland last year, is just one example of trans-Tasman learning and collaboration in this field.

Whilst New Zealand's PHOs and IPAs are not the same as Medicare Locals, their evolution has highlighted issues, opportunities and potential pitfalls that are of direct relevance to prospective Medicare Locals. This experience has also identified clear areas of focus where there is potential for greatest early gains for local populations and providers.

Health Partners Consulting Group is not seeking to do the work for you. That would be neither appropriate nor effective. Rather we are offering to provide an independent 'second opinion' on your application before it is finalised, offering insights and recommendations on the basis of our collective experience in this area.

The following documentation provides a summary of who we are and the details of an **Application Review and Assessment** service we are offering, to assist you with your Medicare Local application.

**Stephen McKernan**  
Managing Partner  
Health Partners Consulting Group (Pty) Limited

## Who is Health Partners Consulting Group?

Health Partners Consulting Group provides health care consulting and advisory services in New Zealand and Australia.

We differentiate ourselves by offering access to some of the best and most experienced experts in the field without the excessive corporate overheads of many major players. We seek to recognise the unique nature of every client and every challenge rather than offering 'boilerplate' solutions. We focus on fitting our solution to your problem rather than imposing pre-determined models built around other clients' needs.

Our credibility stems from the skills, knowledge and experience of our team of professional advisors. We combine the hands-on experience in New Zealand's primary care reforms, with knowledge of Australia's unique circumstances and the wider international arena. A selection of biographies of the Health Partners team that is available to support Medicare Local applications is attached.

## Our offering to you

At this stage in the development of Medicare Locals, our key offering is an ***Application Review and Assessment***. This is a rapid appraisal service that is aimed specifically at those Divisions who are working towards the 5 April deadline for submitting a Medicare Local application.

For a fixed fee, Health Partners Consulting Group will:

- Undertake a review of your draft Medicare Local application and provide you with an objective assessment of how it rates against the six selection criteria defined in the Australian Government's *'Guidelines for the establishment and initial operation of Medicare Locals'*.

In doing so we will draw not only on our extensive experience in working with and for PHOs and IPAs in New Zealand from policy, planning, funding and provider perspectives, but also our broader knowledge of effective health care organisations, policy and systems in an international context.

- Provide a concise report setting out details of your application's strengths and weaknesses and suggesting specific areas for improvement. It will tell you what, in our opinion, you should do in the limited time available to improve your chances of success.

The Health Partners Consulting Group *Application Review and Assessment* is not, and cannot be, a comprehensive 'audit' of your application. Nor can it guarantee that you will be successful. But it may identify crucial areas to strengthen and improve your application.

There are two ways in which the *Application Review and Assessment* can be carried out:

- **Face-to-face** – We will travel to your Division and spend a day with your staff, Directors and other stakeholders; reviewing key documents (including your draft application); and collecting data. This may involve a series of one-to-one meetings or a workshop led by a Health Partners Clinical Consultant depending on your requirements. The full *Application Review and Assessment* report will then be prepared and submitted for your consideration by e-mail within 5 working days. Our fee for this service is \$7,500 plus travel and accommodation costs.
- **Remote** – You will send a copy of your draft application, together with any relevant supporting material by e-mail to Health Partners Consulting Group. Health Partners will review those documents with any required follow-up discussions by telephone. The *Application Review and Assessment* report will be returned to you by e-mail within 5 working days of initial receipt of your materials. Our fee for this service is \$5,000.

All fees are quoted in Australian dollars exclusive of GST.

### **Getting in touch with Health Partners**

Health Partners Consulting Group is committed to serving Australia's Medicare Locals with a permanent presence in Australia and to become trusted and respected as a source of expert advice and support.

Our strengths in the areas of strategic planning, health needs analysis, governance, finance and business process improvement, coupled with our expertise in facilitation, modelling, project management and stakeholder relations mean that we are able to respond to a variety of needs in a highly efficient and cost-effective manner.

Whether you are seeking to join either the first or subsequent tranche of Medicare Locals or you are in the process of considering how your Division best fits within the national framework, we are keen to join you on the journeys that lie ahead.

We note that the Department of Health and Ageing has indicated that 'needs assessment' capability will be essential for Medicare Locals. Health Partners Consulting Group has particular strengths in this area, having personnel with proven experience and international credibility in the development and delivery of effective and relevant needs assessment tools and analysis. We would be happy to discuss your needs and services in this area on an individual basis.

If you wish to discuss your needs further, or you wish to commission Health Partners Consulting Group to undertake an *Application Review and Assessment* of your Medicare local application, please contact:

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## The Health Partners Consulting Team for Medicare Locals

<p><b>Stephen McKernan</b> <i>Managing Partner</i></p>	<p>As Director-General of Health for New Zealand 2005-2010, Stephen was the government's principal advisor on health and disability matters.</p> <p>Prior to this, Stephen was a successful Chief Executive at Hutt Valley and then Counties Manukau District Health Boards - the latter, an organisation that has earned a reputation and won national and international awards for innovative programmes in integrated and chronic care, prevention and lifestyle change, information technology, and multi-agency work within the health and social sectors.</p> <p>At the recent Commonwealth Fund Symposium (Washington, November 2010), Stephen presented "NZ's primary care journey – supporting care integration".</p> <p>Stephen is as an Honorary Fellow of the Australian College of Health Service Executives and an Honorary Fellow of the New Zealand Institute of Health Management.</p>
<p><b>Dr Jim Primrose</b> <i>Clinical Consultant</i></p>	<p>Jim has been at the forefront of New Zealand primary health care developments for more than 15 years and is the current Chief Advisor Primary Health Care within the New Zealand Ministry of Health. Jim works with Health Partners Consulting Group in a part time capacity.</p> <p>Since moving from general practice, Jim has worked in a variety of settings in the public and private health sectors. He has broad experience and knowledge of working to a wider agenda including the development of national primary health care policy and the establishment of primary care organisations. He has also operated with an international perspective including recently advising on primary health care developments in British Columbia (Canada), and in Dubai.</p>
<p><b>Dr Allan Moffitt</b> <i>Clinical Consultant</i></p>	<p>Allan has been a frontline clinician as a general practitioner for over 24 years. Most recently he has been Director Primary Care Development at Counties Manukau DHB. His role encompassed planning &amp; funding functions and responsibility for the integrated care initiatives including chronic care management, acute demand management, workforce development in primary care, and Primary Health Organisation performance including clinical governance. Allan is a highly regarded at both local and national levels for his leadership in primary care development.</p> <p>Currently Allan is the Chair of the Greater Auckland Integrated Health Network's clinical network and applies his skills to achieve transformational change across the health system. Allan works with Health Partners Consulting Group in a part time capacity.</p>
<p><b>Chris Mules</b> <i>Partner</i></p>	<p>Chris has an international reputation for excellence in health system design and service strategy, successful innovation in planning and funding, and leadership of large scale change.</p> <p>Most recently, as Director Health Service Planning he led the Ministry of Health work on long term planning and system design which included responsibility for development and application of long term service and capacity planning; regional service planning; clinical networks; and new service configurations and models of care.</p> <p>Prior to this, he spent 9 years as Chief Planning &amp; Funding Officer at Counties Manukau DHB. Chris achieved national recognition for leadership in primary care development; primary/secondary service integration to manage acute demand; and population health and intersectoral programmes.</p>
<p><b>Rana Wong</b> <i>Partner</i></p>	<p>Rana has a wide experience across the public and private health sector, within New Zealand and internationally, particularly in the translation of policy to implementation, complex programme planning and design, change management, and the development and implementation of systems and performance improvement initiatives.</p> <p>She has a proven reputation for successful project management and delivery of multi – organisation and multi-stakeholder programs from inception through to effective implementation. She has project managed a number of significant reform programs including the establishment of the first two Primary Health Organisations in New Zealand, and the development and successful implementation of a number of greenfields primary care and service integration initiatives.</p>