

Seminar sponsorships opportunities

We would like to offer you the opportunity to partner with IHRM through sponsorship of either a single seminar or multiple seminars.

Our seminars are held every six weeks and attract delegates from all echelons of the healthcare industry. Seminars are held on a Friday mornings between 9am and 11am and cover a broad range of subject matters, offering delegates an insight into current and topical factors affecting the industry. Our presenters are all experts in their fields.

Many consider our seminars to be essential for those employed in the industry to remain up to date with current events and legislative changes affecting the sector.

Sponsorship of R5 000 would provide your organisation with exclusive sponsorship of a seminar. In return, you receive one free delegate registration; banners inside and outside of the seminar venue; a link on the IHRM website; a company message on IHRM's facebook page; a slide loop to be shown before and after the presentation, thanking your organisation for its support of the event; and, the opportunity to place flyers, gifts or promotional material.

A R3 000 sponsorship for a single event would afford you a joint sponsorship with another, non-competitive organisation and would offer similar marketing opportunities.

A multi-seminar sponsorship of R25 000 would cover exclusive sponsorship of six consecutive seminars.

Your sponsorship will enable IHRM to keep seminar fees as low as possible in the interest of building knowledge and skills at all levels within the industry.

Recent seminars include:

- DSP contracting through a care coordination model – presented by Dr Brian Ruff and Dr Tebogo Phaleng
- PMB coding and costs, with Christoff Raath from Insight Actuaries
- Low Cost Schemes (before they were discontinued), with presenters Dr Elsabe Conradie of the CMS and Barry Childs of Insight Actuaries.

Our upcoming seminars are as follows:

8 July 2016: Feedback from the Competition Commission Inquiry oral submissions.

This seminar will be presented by Esmé Prins van den Berg and Heidi Kruger and will address several important themes emerging from the hearings and which may significantly alter the private healthcare sector.

Included in these main themes are:

- Fairness of DSP arrangements
- Publishing of quality and outcomes data within the public domain
- Licensing of facilities and the role that the main hospital groups play in this process
- The funder/administrator relationship
- The lack of agency perceived by consumers and members
- Lack of accountability by schemes towards their members
- Quality of nursing care; lack of leadership
- Utilisation and supply induced demand
- Lack of standardisation of coding
- Dilution of the role of the case manager
- ARWOPS and the part this plays in increasing the divide between public sector and private sector experiences
- EMS shortcomings
- Tariff negotiations – the power struggle
- The extent to which new technology increases prices and the need for industry wide health technology assessment

On 25 August 2016 our seminar will focus on Case Management, especially as it relates to issues of quality and outcomes. The seminar will explore: The value that case managers bring

- Whether case management results in improved outcomes
- The role of the case manager
- Who the case managers report to (both hospital and scheme case managers)
- Who advocates for the patient

This seminar will take the form of a panel discussion.

We would love to welcome you as partners in this exciting new chapter of IHRM's life and look forward to hearing from you soon.

Yours in health

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