



Group Private Medical Insurance

General Information



www.thmarch.co.uk



T.H. MARCH

INSURANCE BROKERS SINCE 1887

Even though times are tough more people are taking out Private Medical Insurance (PMI) than ever before. Most of those individuals are covered because their employer has set up a Group Scheme.



There are a number of different products in the market from well known household names such as Bupa, WPA, Aviva and AXA PPP, to name but a few. All of them provide different levels of cover and a huge range of options, some of which can increase the cost because more cover is provided, some of which can reduce the costs.

What is right for you and your employees!

Just researching the options from one of the product providers could almost take you an eternity. What we will do is find out what you need for both the business and your staff and then research the market looking at both the product providers and all of the options available.

Depending upon the size of your workforce and the level of cover you require we can arrange and take the work out of the whole process, enabling you to provide a valuable benefit, perhaps at different levels, to all of your employees.

Employee Benefits

Private Medical Insurance is one of a number of different employee benefits you could be offering. Employee benefits are normally offered to aid in the recruitment, reward and the retention of staff. From a more selfish point of view providing your staff with Private Medical Insurance may also mean they can return to work much more quickly than if they had waited for treatment under the NHS.

So what does it do?

It is important to remember that Private Healthcare is designed to cover treatment for curable conditions so it doesn't normally cover long term treatment or chronic conditions where the purpose of that treatment is just to keep the symptoms under control. If the product providers were to cover the cost of covering such treatments then it would make Private Healthcare unaffordable.

If your member of staff needs an operation the provider of your healthcare will normally pay for their specialists i.e. their surgeon's and anaesthetist's fees in full or in part. Often the provider will make sure they benefit fully from advances in medical technology and they will often pay for new approved drugs or treatment.

Your staff should get prompt treatment when they need it. Your staff can benefit from prompt access to high quality treatment and consultations that allow them the freedom to ask all the questions they need. They can expect speedy diagnosis so they are not waiting weeks for the results, giving them treatment as soon as they need it.

Modular Approach

A number of providers now have a modular approach to healthcare offering core benefits to which you can then add such things as dental cover, travel cover and preventative benefits. At an extra cost you may also be able choose which hospital list your employees will have access to.

With good Private Medical Insurance cover your employees will receive good medical cover and a clear message from you that you care about their health. The healthcare steps in with prompt treatment giving your employees a choice of private hospitals (from your chosen list). Hospital costs such as anaesthetist's fees, intensive care, nursing treatment and theatre costs are normally covered. Cancer can be traumatic for the sufferer and their family, so providers will normally provide for the costs of radiotherapy, chemotherapy and oncologist's fees.

All the additional choices are too complex to be covered here so you'll need to refer to the product provider's literature.

We already have Private Healthcare but want to consider moving it to another provider.

There can be a number of reasons for doing this, you may not be happy with the service level provided, or you may want to reduce the costs to the business. We can look at the cover you already have in place and then go to the market to either find out what other providers will cost for similar levels of cover, or look at a different solution to your company's needs. If you have no choice but to reduce costs we can work to your budget.

Summary

If like many employers you want to consider providing Private Medical Insurance or you need to review your existing arrangements please give **Steven Clemence** a call on **01822 855 555**.

Steven Clemence FPFS

Chartered Financial Planner

steven.clemence@thmarch.co.uk



T.H. MARCH

INSURANCE BROKERS SINCE 1887