



Your Very Good Health



Putting Corporate Healthcare At The Top Of Your Agenda

Whether you're a decision maker within a private business or you're helping to shape strategy in the public sector, you'll appreciate the vital importance of having a healthy team around you and working for you.

Organisations thrive when their staff members are at their best. Healthy people perform more efficiently, more effectively and more productively, enabling you to achieve your corporate goals more easily.

So making the health of your people one of your core operational priorities makes an awful lot of sense.

By establishing a corporate healthcare programme that proactively manages the well-being of your team, you can have a positive impact on staff recruitment and retention. Possessing a healthcare plan isn't just an ethical consideration; it's also sound business practice.

But the question is: does a group private medical insurance scheme represent the best way of providing corporate healthcare for your organisation?

In the next few pages, we'd like to show you how another way might well be a better way.



Corporate Healthcare Shouldn't Come At A Premium

Ask many decisionmakers about their organisation's corporate healthcare strategy, and they're likely to point to their group private medical insurance scheme as evidence that they're covered in that direction.

The trouble is, there are a number of significant drawbacks to traditional medical insurance.

The majority of standard insured schemes offer little in the way of flexibility; you're buying **their** plan, not creating your own healthcare programme.

What's more, all group insurance is taxed – which automatically increases the price of your health cover by 5% at current rates. You're exposed to accelerating medical inflation costs, and you're also likely to face higher and higher administration expenses levied as part of your insurance premiums.

*And, of course, any surplus that's left if the value of your claims falls short of the premiums you've paid is absorbed by your insurance company – adding to **their** profits at **your** expense.*

Fortunately, there's an alternative approach to providing corporate healthcare without any of these drawbacks – with additional benefits that'll make you feel better straight away.



Take Control Of Your Own Corporate Healthcare

Over 1 million people across the UK are now covered by healthcare benefits schemes that are funded and managed by their own employers.

An increasing number of businesses and public sector organisations have switched on to the advantages of operating their own corporate healthcare trust.

Here's how a corporate healthcare trust works – and here's how you could join them.

A corporate healthcare trust is similar to group insurance, but instead of meeting premiums, the company or public sector body forms a trust, and then pays money into the trust's bank account to meet any private medical fees incurred by its scheme members.

Healthcare trusts offer many advantages for your organisation when compared to a group insurance scheme.

There's no tax to pay, and administration costs are much lower too. You can take direct control of shaping your scheme – perhaps tailoring benefits according to employee value – to ensure that it reflects the unique needs of your organisation. You can also maximise the trust's security by taking what's known as stop-loss insurance to protect against volatility in benefits payments.

To get things going, you'll need to appoint a specialist administrator, who can set up the trust and work with your trustees to pay medical expenses and meet trust administration costs.

Your administrator should be able to give you detailed advice on the way in which the trust will work best for you; they should then move quickly to establish your scheme, secure HM Revenues & Customs (HMRC) clearance, and then plan how to communicate the features, benefits and operating rules of the trust scheme to your employees.

If this sounds like the direction in which you'd like to move your corporate healthcare, you should be talking to Multiplex.



Trust Multiplex To Put You In Control Of Your Corporate Healthcare

Multiplex Healthtrust is a health management business with over 20 years' experience in creating and administrating corporate healthcare trusts for organisations across the public and private sectors.

We've got an excellent reputation amongst our clients for creating then running trusts that really perform.

Here's how we could work with you.

We'll first talk to you about your organisation, your employees, and your overall strategic goals, so that we can give you some advice about how best to shape the trust and create the rules under which it should operate. Every organisation is different – it's your chance to make your corporate healthcare trust a cornerstone of the way in which you develop in the years ahead.

We will then confirm your trust's deeds and rules, appoint trustees, set up bank accounts for the trust, ensure HMRC clearance, and then work with you to

create a communications programme that engages effectively with your staff.

Once the trust is operational, you can rely on our expertise and experience to buy private healthcare and treatment at rates that are frequently much cheaper than those routinely quoted by the big insurance providers – maximising value for the trust.

We'll also be proactive to ensure that your healthcare programme continues to play a vibrant part of your organisation's development. This could mean that **your** strategy encompasses health education, an increasing focus on prevention, and a growing emphasis on other approaches to health management that include healthscreens, physiotherapy and chiropractics.



In Good Company...

Don't just take our word for it; here's what some of our clients have to say about working with Multiplex Healthcare.



Multiplex presented us with a rescue package with vastly reduced subscription costs compared to our previous healthcare provider. Their careful stewardship of our funds has presented us with a healthy, thriving scheme. As a staff association for an emergency service, we value these features greatly”

Bob Pitt, Chairman, South Yorkshire Police Federation



Controlling costs is crucially important to us, while continuing to offer the best possible level of cover for our staff. The trust based concept has certainly worked for us.”

Peter Casey, Managing Director, Casey Group, Rochdale

**Call us on 0800 731 9407 or email us at healthtrust@multiplex.org.uk
- we're looking forward to hearing from you.**

Ask Multiplex Healthtrust to set up and administer your corporate scheme, and you'll be assured of exemplary service levels, excellent response times and proactive support for your scheme members and their dependents.

And it's worth knowing that we can go beyond corporate health trust administration to support your organisation. Our broader services can also include:

- Call A Doctor – call from anywhere in the world for a telephone consultation with an English speaking GP, 24 hours a day, 7 days a week
- On Site Health Screening – comprehensive health screen services conducted on your premises at a fraction of the cost of the mainstream private providers

So, if what we've said in this brochure has prompted you to consider a corporate healthtrust as a possible solution to your organisation's future healthcare strategy, why not contact us for a preliminary review of your needs?



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