

A Review of Private Practice FIPO Economic Survey

To All Consultants

28 June 2016

Dear Colleagues,

We are writing to all consultants regarding a survey that we are now launching with regard to certain aspects of consultant and medical insurer practices. We would greatly appreciate your assistance in completing this survey.

You can access the survey at: <https://www.surveymonkey.co.uk/r/FIPO2016>

Background

In 2012 we conducted a survey for consultants, with and without a private practice that sought to obtain data and information in relation to:¹

- The economics and sustainability of private practice (i.e. incomes earned and costs incurred in private practice) and how this may have varied over time, specialty and geography for various groups;
- What factors have caused some consultants to decide not to enter or to leave private practice; and
- Whether consultants had experienced changes in their dealings with insurers, and if so, to what degree and whether those had affected patient welfare and choice.

Since that survey was conducted, there have been a number of ongoing developments in private healthcare in the UK. Therefore, we believe that further analysis and more recent data are required to update our analysis of the economics of private practice and any changes to patient welfare and choice. We would like the views of all consultants, whether or not you are currently practising privately.

The survey should be completed in a single sitting, as you will be unable to return to it if you log out before it is completed. It should take you about 10 - 20 minutes to complete the survey depending on which group of consultants you belong to.

Information you should have at hand

This survey is aimed at all consultants, whether or not you practice privately. If you don't practice privately, then you will not require any financial information in advance of completing the survey. If you have been in private practice at any point after 2013, the survey will ask a number of questions about the economic performance of your practice over the last three years (2013, 2014 and 2015 – that is, the April to April financial years

¹ The 2012 survey was conducted as part of FIPO's response to the Original Private Healthcare market investigation, conducted by the Competition and Markets Authority ("CMA"). As a result of that investigation, the CMA implemented, among other remedies, a number of remedies aimed at ensuring greater transparency in information available on consultant fees and performance. FIPO has appealed certain aspects of the CMA's decision in the original private healthcare inquiry and the matter is currently going through the courts. The results of the current survey may serve as evidence in future submissions to relevant bodies.

ending in April 2016) and therefore it would be helpful to have this information at hand prior to beginning the survey.

Specifically, the survey will be asking you for:

- Gross annual earnings before tax from private practice, broken down (as applicable to each consultant) into private clinical work, NHS referred work to the private sector, medico-legal work and private managerial healthcare work
- Annual professional malpractice indemnity costs
- The overall annual gross cost of running a private practice before tax (e.g. including administrative, secretarial, rental, accountancy). We do NOT need any NHS or other personal income information.

If you have only recently started your private practice, please have at hand any financial information you do have, so long as you can provide it for at least one complete financial year.

Confidentiality

In order to maintain confidentiality of all participants, we are not collecting information that would be attributable to you as an individual. We will not share, use or publish any of the information provided other than in an aggregate format and no individual can, or will, be identified.

In order to maintain anonymity, we will not ask for your contact details in this survey. However, if after completing the survey you feel that you have other information you wish to share with FIPO with regard to any of the topics covered in the survey, please feel free to write us at our office or email to office@fipo.org.

Involve your Colleagues

We should be grateful if you would pass this letter onto your colleagues who may not have received it. We would like respondents from all specialties with large or small practices including anaesthetists, radiologists and pathologists who are not in normally in direct outpatient consulting practice.

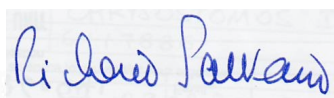
We hope that this survey will allow us to gain an exhaustive view of consultants' practice, so we would encourage you all to participate in this survey and ensure that your information and opinions are fully reflected in your responses, which will be invaluable in taking forward to the appropriate authorities.

We thank you very much for help in this matter

Yours sincerely,



Geoffrey Glazer
FIPO Chairman



Richard Packard
FIPO Deputy Chairman



Chris Khoo
FIPO Deputy Chairman