

The reality of private hospitals in Portugal and the activity of the Portuguese Association (APHP)

- *Few notes* -

- ✓ 2017 was a very important year for **strengthening the cohesion and positioning of private hospitals** in Portugal, with the consolidation of the Portuguese association.
- ✓ **Private hospitals were systematically present in the discussions on health and health policy** with an active participation in events, frequent presence in the media, integration in the main employers' confederation (CIP) and participation in studies on the private health sector. .
- ✓ In terms of knowledge production, we must highlight the study carried out by a bank (MillenniumBCP) **on private activity in Health in Portugal**, with the collaboration of APHP. In 2018 we are pursuing this line of action, in collaboration with the Bank of Portugal and also with the Portuguese Association of Insurers.
- ✓ For the APHP **the establishment of partnerships with other entities is crucial** to reinforce our agenda and for this reason we are in a constructive dialogue, for example, with the Portuguese Medical Order, with the Health Regulatory Entity and with Universities.
- ✓ We have also strengthened the information and communication component, internally, for our members, but also for the general public. **We launched, in 2017, a monthly newsletter (Feedback)** and **by 2018** we should have a magazine with a broader distribution network.
- ✓ In terms of services to our members, in 2017, we negotiated with the bank **a factoring line** for private hospitals. In 2018 we are looking into the possibility of creating other shared services such as billing.
- ✓ In 2018, we must focus more on **direct communication with citizens** and also with patient associations.
- ✓ On the international front, we continue to believe that UEHP is essential to defend the position of private hospitals, to share experience and to institutionally participate to health policy debates in Europe. We are organizing with our Spanish counterpart and friends the

first Iberian Summit of private hospitals. We will be more actively involved in BIAC initiatives in the healthcare sector.

Two current topics:

- ✓ We are in a very tough negotiation with the health subsystem of civil servants. They represent 1 million and 200 thousand people and constitute about 20% of the activity of private hospitals. They want to impose a 10% price cut. We totally rejected the proposal. On the one hand, the economic rationale of relations must be upheld and it is unacceptable to accept an administrative price cut. On the other hand, we assert that we are not willing to exchange quality for price because the clients of the private hospitals seek quality and we are able to satisfy. Finally, we demand to be treated as genuine partners and not as short-term providers: the network of private hospitals is essential to the system. During these months of discussion APHP already has had a very significant gain: the increase of its notoriety among the general public and all health stakeholders. Private hospitals affirm themselves as an unavoidable interlocutor in the discussions on health policy in Portugal.

- ✓ This month of February 2018 will be launched the first private hospital in the islands of the Azores. **We will thus have the private hospital at the westernmost of Europe.**