

The future of the traditional GP practice:



***Get big;
Get niche; or
Go home***

Prof. Robert Harris
CEO & Managing Partner, Lakeside Healthcare Group

Dr Nigel Watson Interim Review (Oct 2018) into GP Partnerships on behalf of the Government

The current **clinical workforce is insufficient** to deliver the case and caseload required.

The **risks of being a partner outweigh the benefits**, especially the unlimited liability held by partners and the costs of maintaining premises.

The overall atmosphere of uncertainty regarding GMS contracts, more burdensome regulations and less resource (money) going into primary care **exacerbates the recruitment and retention challenge**.

General **under provision of community nursing** and mental health services.

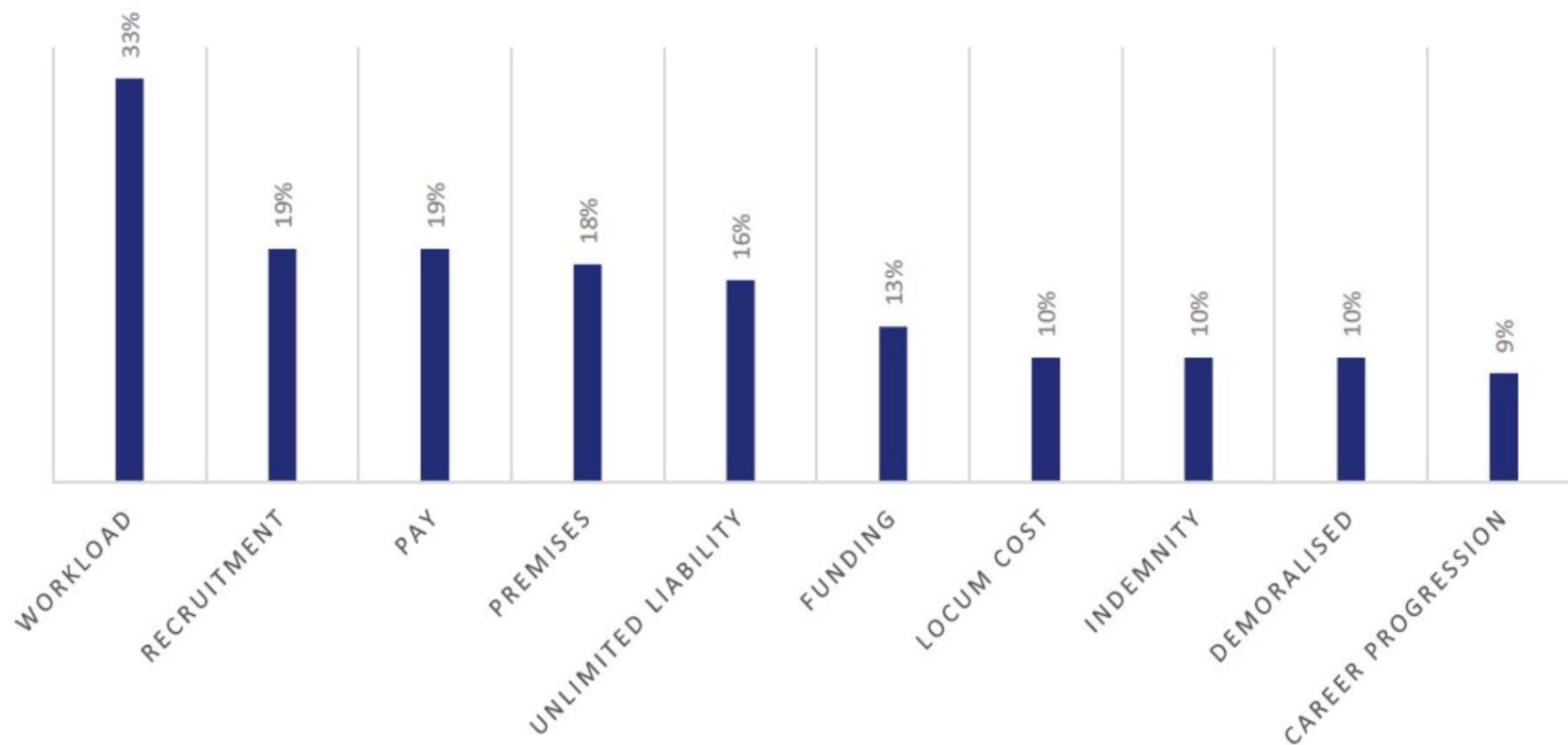
Increasingly cash-strapped local authorities do not have sufficient financial resources to meet their obligations, especially as they relate to **social care**.

CCGs are being directed to **invest money towards hospital providers**, rather than into community and general practice.

GPs are falling ill and retiring early because of **stress-related factors**.

The Top Ten Concerns:

TEN MOST COMMON CONCERNS



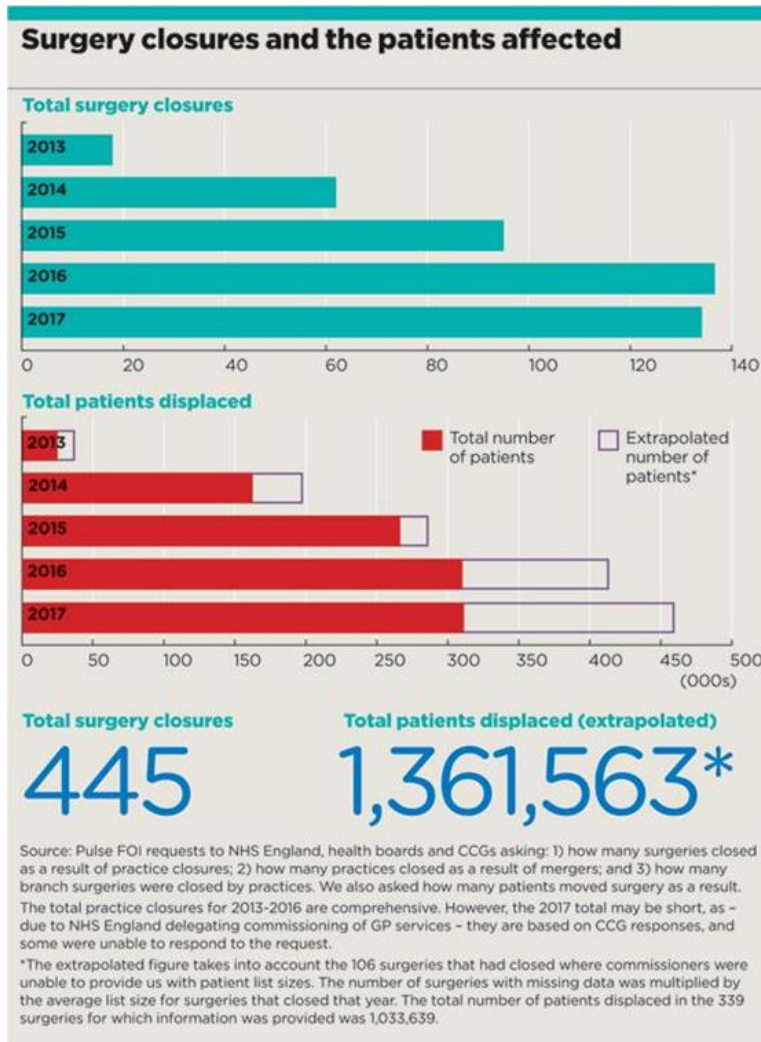
Context:

Put simply:

1. Demand Up
2. Capacity Down
3. Funding Down
4. Risk Up



Self-Employed GP Partner no longer attractive?



Surgeries are closing at an unprecedented rate

No new partners

Most GP partners earn less than locums at their practice

1 : 7 Partners earn less than salaried drs at their practice

Lists are closed



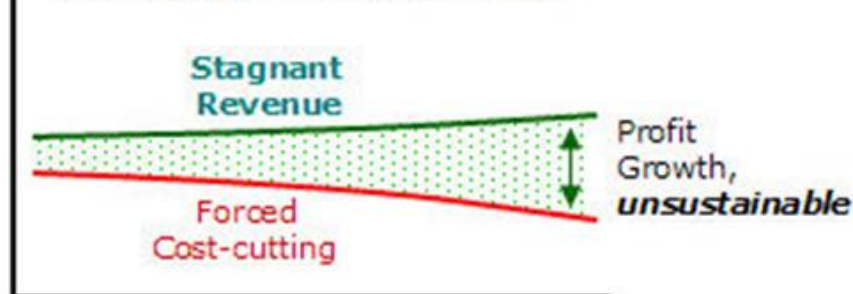
Need to thrive, not barely survive

A Growing Business



Growth is the only sustainable long-run strategy.

A Stagnant Business



Sooner or later, cost-cutting is no longer an option. Without growth, the business will die.

Real need for positive
'good news'
stories in primary care

Need income growth
outside GMS

Need CCG switch in
contracting patterns

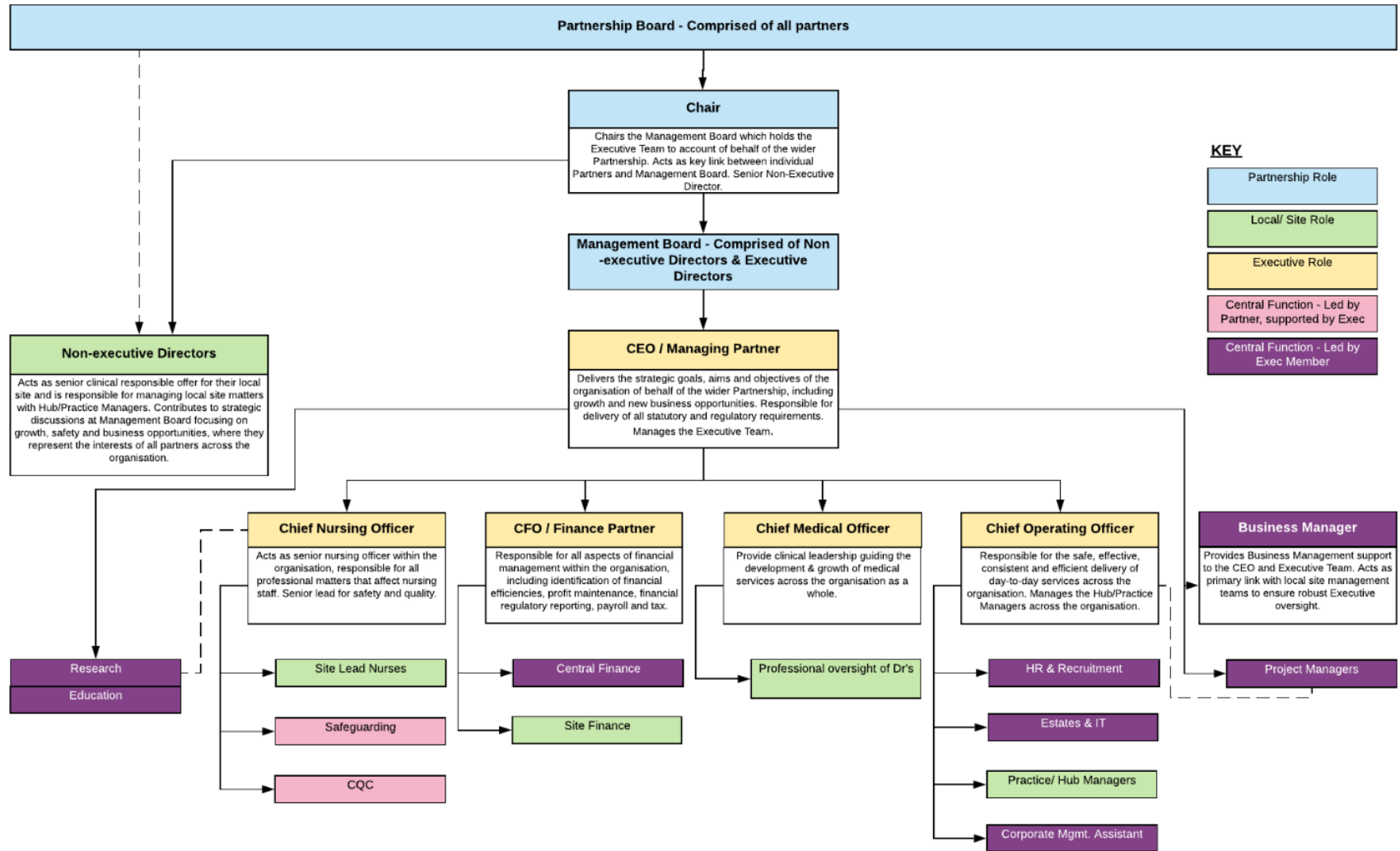
Need external equity
investment

So how do you fix it and reverse the trend?

1. Have a plan
2. Grow in size
3. Invest own money
4. Create interesting career packages
5. Think expansively
6. Take (managed) risks
7. Use data as your friend



LHG 'operating model':



'Get Bigger; Get Niche; Go Home'



**Thankyou
&
Questions**

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