“This is a time of immense change and opportunity in healthcare, driven by substantial market, economic and policy challenges”

Stephen Dorrell
Chairman, LaingBuisson
LaingBuisson has been serving clients for over 30 years with insights, data and analysis of market structures, policy and strategy across healthcare and social care. We are the chosen provider of independent sector healthcare market data to the UK Government’s Office for National Statistics and work globally with providers, commissioners, payors, manufacturers, investors, regulators and advisors. We help our clients to understand their markets, make informed decisions and deliver better outcomes by providing market intelligence, consulting and data solutions.

**Stephan Dorrell, Chairman**
Stephan was a Member of Parliament for 36 years serving as Secretary of State for Health from 1995 to 1997 and the first elected chair of the House of Commons Health Committee between 2010 and 2014. He is Chair of the NHS Confederation, Executive Chair of LaingBuisson's policy consultancy Public Policy Projects and a trustee of Place2Be, a national charity focused on children's mental health and well-being.

**William Laing, Data Director**
William founded LaingBuisson in 1976 having worked for the Association of the British Pharmaceutical Industry and the Office of Health Economics, where he was Deputy Director. He is a well-known healthcare economist and a leading commentator on healthcare and social care who frequently speaks at conferences and is quoted in the media.

**Henry Elphick, CEO**
Henry was an investment banker for 20 years advising healthcare companies across Europe with Rothschild, UBS Investment Bank and Jefferies, where he was Joint Head of European Healthcare Investment Banking. He is Non-Executive Chairman of Elizabeth Finn Homes, an advisor to the International Longevity Centre and a trustee of Turn2Us, a national charity fighting poverty in the UK.
Market Intelligence

Market Reports
Our consultants publish more than 20 regularly updated market reports on all aspects of the healthcare and social care markets. The reports cover market size, segmentation and trends as well as analysis of the political, economic, competitive and investment environment. Selected markets include:

Healthcare
- Cosmetic Surgery
- Dentistry
- Health Cover
- In Vitro Fertilisation
- Mental Health Hospitals
- Out of Hospital Healthcare
- Private Acute Healthcare
- Private Healthcare Self-Pay

Social Care
- Adult Specialist Care
- Care Homes for Older People
- Care Home Pay Survey
- Childcare
- Children’s Services
- Dementia Care
- Homecare and Supported Living
- Housing with Care

International
- Medical Travel and Tourism
- International and Expatriate Health Cover

Journals
Healthcare Markets, Care Markets and the International Medical Travel Journal are market-leading journals covering the healthcare, social care and medical travel and tourism markets respectively. They draw on our unique data and combine high-quality journalism with in-depth analysis and contributions from the key industry associations and sector experts.

HealthcareMarkets  CareMarkets

Policy
Our independent, cross-party policy consultancy Public Policy Projects, provides policy analysis and consulting and hosts thought leadership breakfasts with speakers including government ministers, senior civil servants and CEOs of leading providers.

Conferences and Networking
We host regional, national and international events ranging from full-day conferences to half-day seminars and roundtables. Attracting high-quality, expert speakers, our attendees are sector leaders and CEOs and subjects include Social Care, Housing with Care, Private Acute Healthcare, International Medical Travel, Healthcare Real Estate, Investing in Healthcare and Childcare.

Awards
Our annual LaingBuisson Awards and IMTJ Medical Travel Awards are well established in the industry for recognising excellence. Judged independently and objectively, they focus on the people providing care as well as their advisors, bringing together senior executives and their teams to celebrate outstanding achievements.
Consulting

We consult across healthcare, social care, medical devices and life sciences, providing knowledgeable fact-based insights to make the right choices and implement strategies successfully. Project specialisms include:

- Strategy - strategic and management consulting and commercial due diligence
- Policy - consultancy and due diligence
- Data - market mapping and data gathering
- Quality - accreditation and inspections
- Human capital - market talent mapping, pay benchmarking, management referencing, board compensation

We also work in partnership with other leading strategy and management consulting firms, and have a network of best friend firms across Europe and the US.

Selected clients

**Independent Healthcare**
- Bourn Hall
- Care Fertility
- Cygnet Health Care
- Circle
- Harley Medical
- HCA
- Healthcare at Home
- Mater Private
- Nuffield Hospitals
- Oasis
- Priory Healthcare
- SpaMedica
- Spire Healthcare
- Ultralase

**NHS**
- Aneurin Bevin Health Board
- Christie NHS Trust
- Great Ormond Street Hospital
- Guy’s and St Thomas’ NHS FT
- Liverpool Community Health Services Trust
- Manchester Health Authority
- NHS Professionals
- Royal Brompton Hospital
- Royal Free Hospital NHS FT

**Government**
- Department of Health
- Department for Education
- Isle of Man Government
- Office for National Statistics

**Real Estate**
- AXA Real Estate
- Marcol
- Octopus Investments
- Quintain

**Social Care**
- Allied Healthcare
- Barchester Healthcare
- Clinovia
- Forest Healthcare
- HC-One

**Life Sciences**
- Amedes
- AstraZeneca
- Boots
- Consort Medical
- Diamed
- Marken
- Martindale Pharma
- Meditech
- Megapharm
- Quest Diagnostics
- Roche

**Private Equity**
- Advent International
- Apax Partners
- August Equity
- Blackstone
- Bowmark Capital
- Cinvén
- Graphite Capital
- KKR
- Montagu
- Palamon Capital Partners
- Permira
- Silverfleet Capital
- Sovereign Capital
- Terra Firma

**International**

We have consulted in more than 25 countries with over 700 organisations, many of whom are repeat clients. They include public authorities, private sector providers and life sciences companies, health insures, investors, professional advisors, trade associations and the third sector.

- Agfa Medical
- Alqurum
- Baxter
- Becton Dickinson
- Dentsply
- DHA - Doha Health Authority
- ESADE
- Fresenius
- GE Healthcare
- GSK
- Grifols
- Grupo Capio Sanidad
- Groupe Unicancer
- Healthcare REIT
- International Finance Corporation
- IPSEN Pharma
- Korean Health
- King Faisal Hospital
- Labco Diagnostics
- Malaysian Healthcare Travel Council
- Ministerio de Sanidad, Politica Social e Igualdad
- Novartis
- Pfizer
- Philips
- Quirónsalud
- Roche Diagnostics
- Sanitas
- Sanofi Aventis
- SARquavitae
- Smith & Nephew
- Suez Environnement
- Telefónica
LaingBuisson’s data solutions are based on our proprietary provider, pay and other data. The iLaingBuisson portal hosts cloud-based software solutions that enable clients to interrogate, analyse and export data and deliver sophisticated insights, while our consumer portals gather and verify additional data. Examples include:

- Care provider market database, CareSearch
- Care quality database, CareMonitor
- Care home cost model, CareCostBenchmarks
- Provider contact database, CareDirectory
- Marketing contact database for each market
- Market supply and demand model, CareSustain

### Membership Packages

Many of our products and services are available as part of membership packages for a 12-month subscription. For more details, please contact an Account Manager at sales@laingbuisson.com or on +44 (0)20 7841 0045.

### Consumer portals

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<th>Search</th>
<th>Monitor</th>
<th>Cost Benchmarks</th>
<th>Directory</th>
<th>Sustain</th>
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Selected conference speakers, clockwise, from top left: Hedley Goldberg, Managing Director, Rothschild; Andrea Sutcliffe, Chief Inspector, CQC; Jane Ashcroft, CEO, Anchor; Andrew Cannon, CEO, Voyage; Keith Hague, COO, Cleveland Clinic; Tom Riall, CEO, mydentist; Nicky Morgan, former Secretary of State for Education; Dr Chai Patel, Chairman, HC-One.
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