

Strategic priorities



Best place to practice

Image:
Monika Kaushik
Consultant Breast
Surgeon; Spire
Leicester Hospital



Spire Healthcare aims to be the ‘best place to practice’

We work closely with consultants at every stage of their career – from their earliest years to retirement – helping them build and maintain their private practices with tailored clinical, operational, business and marketing support.

Monika Kaushik is a Consultant Breast Surgeon at Spire Leicester Hospital. Her experience of working with one of our hospitals is typical of the support we give to consultants as they grow their private practices.

“In 2014, after my appointment as a Consultant at University Hospitals of Leicester NHS Trust, I wanted to develop a private practice. One call to Spire Healthcare resulted in a meeting the next day with the Hospital Director, the hospital team, a full hospital tour and a really useful conversation.

They already had a successful Tuesday one-stop breast clinic, but my idea was to open a Saturday morning clinic which would be easier for busy working women to attend. Spire Healthcare was immediately supportive and, after a few teething issues around business administration and bookings, the clinic has gone from strength to strength.

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Together, we have used advertising, GP evening talks and word of mouth to promote our services. And looking ahead, after this year’s work review, we’re planning to introduce 10-minute free consultations for women with any cosmetic breast concerns, together with more editorial in Spire Leicester Hospital’s newsletter and a series of GP talks on aftercare for breast patients.”

David Macdonald’s (based at Spire Leeds Hospital) career started in 1992 – making him one of our longest established Orthopaedic Consultants. In David’s view, maintaining a successful private practice is based on two factors – your chosen hospital partner having an excellent local reputation and word of mouth reflecting the quality of your work.

“I always tell younger consultants, don’t spread yourself too thinly. Choose a hospital partner that can provide all the capacity and back-up you need and work with them. Spire Leeds Hospital has everything – imaging, high dependency unit, cardiologists – to reassure patients and consultants that they will receive a comprehensive, quality service.

“At a local level, Spire Healthcare invests constantly to keep equipment up-to-date – and at a national level, if the need is there, they will invest in cutting-edge technology to improve patient services – like the computer assisted surgery I provide for the most complex joint reconstructions.”

Looking after you

Investing in the future

Mark Rochester, a Consultant Urological Surgeon at Spire Norwich Hospital, has seen his relatively new private practice transformed over the last year by our investment in a Holmium laser, enabling HoLEP laser prostatectomy for benign prostate enlargement.

Mark commented: “I was having to fit some of my private patients in around the edges of my work at our NHS hospital, but now that Spire Norwich Hospital has the equipment, we can offer patients all the clinical benefits of a shorter hospital stay and post-operative catheterisation time, with excellent outcomes – at a time and place that’s best for them.

“We had to make the investment case, but since then there’s been a significant increase in the number of patients I’ve been able to treat. It’s the gold standard, and still relatively rare in the private sector.”

£36.9m

Purchase of medical equipment in 2017