



DOING BUSINESS IN GERMANY



Christian Fadi El-Khoury

Head of Consulting

MESC International Patient Service

What makes us special.

40+

years of experience.

This tenure has made us an expert in the world of medical tourism and international healthcare.



Transparency. Trust. Integrity.
These values guide our patient service
and consulting practice.

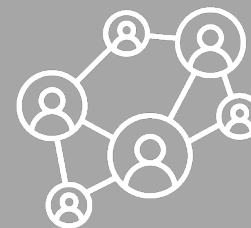


First we will observe thoroughly, then we
analyze. This approach has secured our
clients' competitiveness.

52.000

patients treated.

Since our founding we have facilitated
medical treatment for 52.000
individuals.



We put our knowhow at your disposal
and use our extensive network as a driver
for your success.

Facilitating excellence in healthcare.

Experience in healthcare

Since our founding in 1978 we have been providing people from all over the world with medical services of the highest standard.

Building on this, we use our experience and expertise to improve hospitals, medical insurances, startups and a variety of healthcare projects.



Medical facilitator

Project advisor

Healthcare connector

Providing better service to your patients.

Consulting services

We accompany the conception of a comprehensive healthcare strategy step by step to ensure highest patient satisfaction.

By creating a new or evaluating your current strategy, we ensure that you set sail on your course towards success. From there we delve into the relevant details that determine smooth operations.



Strategy / Operations

Marketing / Press

Legal / Ethical

We advise, negotiate and implement.

Project development

Planning an ambitious healthcare project requires reliable partners. We help you find the right fit.

Approaching new business if you are placed abroad can still be challenging. We meet and sit down with your potential partners, negotiate for you and structure projects to your benefit.

A close-up photograph of a person's hands in a business setting. The hands are holding a silver pen over an open document. In the background, a laptop and a calculator are visible on a wooden desk. The image is partially covered by a green overlay on the right side.

Market research

Negotiation

Auditing

Don't be a place. Be a destination.

Destination development

Quality medical services alone are not sufficient to draw international patients towards your hospital and ensure their satisfaction.

Bundling stakeholder interest from various sectors (health-care, hospitality, leisure providers, retailers) jointly operating towards a mutually agreed on goal, provides your city or municipality with a competitive edge.



Stakeholder analysis

Network building

Internationalization

Medical Tourism business in Germany

Leading destination.

Germany is regularly ranked amongst the leading medical tourism destinations. Patients from all over the world trust the expertise and work ethic of Germany's specialists and healthcare workers.

Still, the destination is not immune to economical impact, political influences and legal obstacles.



Medical Tourism business in Germany

Regional Court of Kiel (8 O 28/11)

The court held that an agreement to pay commissions for the referral of patients is contrary to public policy and thus void.

Over the following months the uncertainty shook the market. National providers and international operators have pulled out of the German market and not returned.



Medical Tourism business in Germany

Bribery in healthcare.

Addition to the German Criminal Code (§§ 299a and 299b), that under certain circumstances applies to the practice of Medical Tourism.

Amplified the already uncertain legal framework and in some instances rendered the German Medical Tourism market completely unattractive for institutional stakeholders.



Medical Tourism business in Germany

Changing business for the better.

Operations based on patient referral are still feasible and maybe even better than before.

It needs thorough analysis, negotiation and well drafted processes to ensure that contracts and practice are not in conflict with the legal framework.





Christian Fadi El-Khoury
Head of Consulting

Middle East Service Center
International Patient Service GmbH
www.mesc.com

info@mesc.com
c.el-khoury@ips-germany.com

Danziger Straße 49a / 65191 Wiesbaden / Germany