

LAING & BUISSON



*Awards
Data Sets
Consultancy
Conferences
Market Reports
Business Newsletters*

healthcare market intelligence

LAING & BUISSON

“the UK’s leading healthcare thought leader”

Founded by economist and healthcare industry guru William Laing in 1986, Laing & Buisson is the UK’s foremost and most highly regarded provider of information and market intelligence on the independent health, community care and childcare sectors.

When reaching for statistics on the state of the UK’s health, you will more often than not find Laing & Buisson’s research quoted in the Houses of Parliament, while much the same can be said of any serious debate on acute care, elderly care or the care of people with learning disabilities be that debate within the UK broadsheets, reports from thinktanks or at board level among many of the country’s largest care providers.

And it is from that basis that the company is able to produce an impressive portfolio of ‘must read’ market reports and ‘must attend’ conferences covering a wide range of healthcare topics.

The company offers a uniquely focused range of expert services and products to providers, purchasers and investors in the health and community care markets.

Whether it be a place at one of its roster of well-respected annual conferences, a subscription to one of its business newsletters or the latest edition of one of its market leading reports, Laing & Buisson’s name is synonymous with the best in healthcare intelligence and analysis.

Conferences

Laing & Buisson offers a range of highly focused conferences which attract delegates from every area of health and social care. Our events bring together the public, private and voluntary sectors providing informed debate taking in the perspectives of all interested parties.

As the leading market intelligence agency in the fields of healthcare, social care and child care, Laing & Buisson enjoys access to an exceptional depth of knowledge and range of contacts which the company is able to use in structuring the most relevant conference programmes and engaging the best qualified and most informative speakers.

In addition to one-off conferences on subjects selected for their special interest or topicality, Laing & Buisson's programme features a series of 'annual' conferences - considered unmissable, definitive events, covering key developments and leading edge practice in highly specialised areas of the UK and European healthcare markets.

Running alongside each event is a small exhibition area where the major players in the appropriate field will display their wares and make themselves available for consultation.

Recent Laing & Buisson conferences have included:

Cosmetic Surgery and Treatments

Delivering the National Dementia Strategy

Extra Care Housing

Homecare Conference

Investing in Healthcare

Private Healthcare Insurance

Long Term Care for the Older People, Learning Disabilities and Mental Health Sectors

New NHS Commissioning Landscape: opportunities for the independent sector

Re-Registration of Care Homes and Homecare Agencies: what are the issues?

Supported Living

UK Pathology Services



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Market Reports

As the country's leading provider of healthcare intelligence, the Laing & Buisson library of market reports feature prominently on the shelves of healthcare experts working in a range of roles - from the chief executives, financial directors and business development managers of independent care providers to key decision makers in private equity, the advisory community and the heads of both regional and national government making choices over care services and provision.

The annual publication agenda includes over ten of the most widely read market reports in the UK health sector, covering areas as diverse as elderly care, acute hospital services, childcare, and dentistry. Meanwhile, the flagship *Laing's Healthcare Market Review* has carved itself a niche as the definitive annual commentary on independent healthcare in the UK.

Much of the material is derived from Laing & Buisson's bespoke surveys and proprietary databases, and is therefore unavailable anywhere else. As a result it is widely quoted in official reports, company prospectuses and parliamentary questions and answers, as well as regularly being cited by the national media when commenting on UK healthcare services.

In addition to purchasing reports, Laing & Buisson also offers a library service where researchers can gain access to a vast wealth of historic reports and statistics in order to build a fuller picture of trends.

If it's happening in healthcare, Laing & Buisson will be there.

Annual Market Reports

Dental Care UK Market Report

Domiciliary Care UK Market Report

Extra Care Housing UK Market Report

Children's Nurseries UK Market Report

Health & Care Cover UK Market Report

Care of Elderly People UK Market Report

Out of School Childcare UK Market Report

Flexible Staffing Services in UK Health & Care Markets

NHS Trusts and Primary Care Trusts Financial Information

Mental Health & Specialist Care Services UK Market Report

Primary Medical Care, Out of Hospital Services Commissioning

Market Briefings

Dementia Care Services UK Market Briefing

Independent Mental Health Hospitals UK Market Briefing

Social Care Services for Learning Disability & Mental Illness UK Market Briefing



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LAING'S HEALTHCARE MARKET

Newsletters

Laing & Buisson's duo of highly respected business newsletters, *Community Care Market News* and *Healthcare Market News* have kept healthcare professionals abreast of events in the fast-paced healthcare sector for well over a decade.

With independent sector providers playing an increasingly important role in the delivery of a wide range of healthcare solutions, both *CCMn* and *HMn* are in a unique position as the single monthly sources of regular news dedicated to this ever developing area.



Each title serves as a monthly digest of the kind of intelligence which goes into Laing & Buisson's flagship annual publication *Laing's Healthcare Market Review*, providing in-depth analysis of new government policy, regional programming and commissioning, market trends and mergers and acquisitions within their respective sectors. News and features are underpinned by a firm understanding of the latest legislation and bear in mind emerging practices and the financial results of the major companies operating within these exciting fields. Both titles draw upon the same healthcare expertise which has made Laing & Buisson's annual market reports 'must-have' publications for all anyone with a stake in UK health and social care sectors.



Each of Laing & Buisson's business newsletters contain unique data tables populated with the very latest statistics gathered by the UK's leading healthcare intelligence agency. These list the current market presence of the country's independent hospitals, long term care groups, mental health providers and homecare operators, as well as intelligence gathering together all major healthcare transactions dating back over the past three years.

Standard subscription to either *CCMn* or *HMn* includes ten issues delivered to your doorstep as well as access to a fully searchable online archive containing well over a decade of indispensable coverage. Meanwhile, our new 'site licence subscription' will include hard copies, online archive and a downloadable PDF of each issue with stories and features hyperlinked to previous coverage.

Visit the Laing & Buisson for further details and to download our media packs or contact the editors to request a sample copy.

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Data & CareSearch



Accurate data is the foundation stone of Laing & Buisson, it is used to support our market reports, newsletters tables and consultancy and is also sold in its own right.

We maintain the most comprehensive and accurate information available on the providers, purchasers and regulators of care and health services in the UK - a massive quantity of information which equates to well over 30,000 care and health establishments and organisations with over 40,000 individual senior managers and owners.

Our comprehensive data sets are multifunctional, from marketing campaigns to fund-raising, from market analysis to people placement - whatever you need, we have the right product.

Accurate and reliable, our data is continuously verified and updated throughout the year. Data is provided as csv files but can be supplied in other formats on request.

Example Data Sets from Laing & Buisson

Care Homes - *over 21,000 records available*

Care Home Groups - *over 4,000 records available*

Independent Hospitals & Healthcare - *over 4,000 records available*

Care Commissioners - *over 1,000 records available*

Homecare - *over 7,000 records available*

CareSearch is Laing & Buisson's flagship data product, a 'one stop shop' with extremely flexible search facilities for those needing detailed, reliable and up-to-date information on care homes, independent hospitals and care commissioners for the whole of the UK.

This unique tool is a fully searchable, user-friendly and internet enabled CD resource which provides access to, and reports of, data contained within a wide range of information fields. Starting with full contact details, data includes manager, fees and charges, clients types, bed numbers, registration categories and sector type for all registered care homes and hospitals.

Taking things to a higher level **CareSearch** can provide instant links to comprehensive details of group ownership, their holdings and financial information from statutory accounts.

All told, **CareSearch** offers subscribers an invaluable resource which makes getting to grips with the UK healthcare sector considerably easier.

Consultancy

Laing & Buisson (Consultancy) Ltd specialises exclusively in the health, community care and childcare sectors within the UK, with a primary focus on independent sector activity. The company has the capacity to undertake intensive market due diligence and has advised private equity houses on several major deal in recent years.

Client organisations which commission Laing & Buisson can benefit from the company's unique access to market intelligence within these sectors as the publisher of 'industry standard' market reports, its understanding of the key market, political and regulatory issues, its top-level contacts and its unrivalled database of information, much of it originally researched by Laing & Buisson.

Laing & Buisson consultancy services are provided through a multi-disciplinary team of five senior consultants plus research and support staff. Capabilities include economics, marketing, finance and general management consultancy - backed up by several years of successful consultancy experience by each member of the team. The expertise available through Laing & Buisson includes the minds behind the company's well-respected healthcare market reports, who among them have served at senior levels at the Association of British Pharmaceutical Industry, McCarthy & Stone, General Healthcare Group, BUPA Hospitals and BUPA Care Homes to name but a few.

National clients have included: *the Department of Health, Scottish Executive, Age Concern, Joseph Rowntree Foundation, Norwich Union and Saga.*

Regional health organisations which have commissioned Laing & Buisson include: *Manchester Health Authority, Hampshire Partnership NHS Trust, Kent County Council and Wirral Metropolitan Borough Council.* While healthcare provider clients, ranging the full spectrum of services, include: *BMI Healthcare, Cygnet Healthcare, the Priory Group, Southern Cross Healthcare, Caring Homes Group and Anchor Care Services.*



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Awards

Entering its sixth year, Laing & Buisson's **Independent Healthcare Awards** is now well-established as the most prestigious event in the healthcare sector calendar, while its sister event, the **Independent Specialist Care Awards** was launched in 2010 and remains unique in its sector.

As with Laing & Buisson's first move into industry awards in 2006, the objectives of both events remains to highlight the range of achievements within the independent healthcare sector and to pay tribute to those individuals and teams who have demonstrated outstanding excellence.



As the leading independent provider of market intelligence to the independent sector, producer of a range of market reports and publisher of *Community Care Market News* and *Healthcare Market News*, Laing & Buisson is expertly placed to identify and honour the best performing care providers in an industry where the providers from both the private and voluntary sectors are taking an ever more important role.

The **Independent Healthcare Awards 2011** will be held on 20 September and feature a wide range of categories showcasing professional skills, management leadership, excellence and spirit of enterprise across the full range of independent health and social care delivery. This year's event will also see the launch of an exciting new annual publication: *Laings Healthcare 20* - an essential countdown of the most important players in independent healthcare.

The **Independent Specialist Care Awards 2012** will be held next spring and will repeat the success of the inaugural event by celebrating the work of those organisations who excel in providing support services for children and young adults with complex needs.

Full details of how to enter these events can be found on the Laing & Buisson website, as can details of how to buy dinner places.

A number of sponsorship opportunities exist at both events, with companies able to put their name to categories as part of these great and worthy celebrations of the UK's thriving independent healthcare sector.



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Independent Healthcare Forum

An exciting new event for 2011, with a formal opening by Andrew Lansley, Secretary of State for Health, the Healthcare Forum is the must attend event of the year.

The Forum, featuring three major conferences and an exhibition area, will provide a unique opportunity to hear the latest news on government health policy and to put your questions to the Minister. Other keynote speakers include: Sir David Nicholson, Chief Executive, NHS Commissioning Board and David Bennett, Interim Chief Executive, Monitor.

A full programme, including many of the leading names from across the acute and mental health sectors, will review policy and explore current business challenges and opportunities in light of the NHS reform programme and is available from the Laing & Buisson website.

EXHIBITION - DEBATES - CONFERENCES - NETWORKING

**INDEPENDENT
HEALTHCARE
FORUM
2011**



The Forum is set to attract attendees from all areas of the acute care sector from directors and senior executives of independent healthcare organisations to hospital directors, independent and NHS consultants and NHS Trust and Mental Health Trust executives.

With the future of the NHS very much the proverbial hot potatoes of current politics, attendance at the **Independent Healthcare Forum** will ensure your place in the future shape of healthcare in the UK.

Multiple entry point prices make this an economical way for many in the sector to attend this exciting event, while a number of sponsorship packages are also available which offer major players in UK healthcare the chance to reach out to a varied audience all hungry for the latest developments in an ever evolving scene.

Visit the Laing & Buisson website to find out more.

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