

# Key partnerships benefit all

CareCross Health was established a decade ago with a view to tackling the unique healthcare challenges evident in the South African market.

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Developing key relationships and rock solid partnerships is the name of the game for the CareCross Health Group, today regarded as SA's premier provider-driven risk-taking healthcare company. CareCross managing director, Dr Reinder Nauta believes that closed provider networks like their own are the best solution for South Africans who are battling with adequate cover on private medical schemes, in the current economic environment. Seen as the leader in such value partnerships, CareCross has already seen substantial growth in this, its eleventh year of business, securing an additional 100 000 lives. Medicovert and MOTO Health's movement to join the group.

"Appropriate management via the GP, as coordinator of health and referring agent to specialists and hospitals, is still the most practical way to contain costs without losing sight of quality and the GP's independence," explains Dr Nauta.

All beneficiaries on Medicovert's Bona Plus option (51 000) will access their benefits via a CareCross doctor. This is good news as it allows for the treatment of these and many other contracted members, with the peace of mind that comes from guaranteed payments with no sublimits or co-payment. Says Dr Solly Motuba, Medicovert's principal officer, 'Medicovert at CareCross will do everything they can to accommodate both doctors and patients.' He adds that the decision to make Bona Plus a network option was necessary to ensure ongoing comprehensive coverage without huge price increases.

MOTO Health Care is the other most recent acquisition of the CareCross Network, for employers and employees operating in the South African motor industry. MOTO Health Care is well known for the generous benefits previously granted to its members (totaling 60 000). Comments acting principal officer, Murida Khan, 'While it remains our goal to provide affordable contributions and sufficient benefits, we have to look to conserving the fund for the long-term; improving service levels (via our partnership with Momentum Medical Scheme Administrators), proper risk management and partnering with service providers who have the best interests of the fund - and its members - at heart.'

Spanning the full spectrum of local healthcare delivery (via subsidiaries such as CareWorks, OCSA and NuCare, and joint ventures like Dental Risk Company), CareCross now offers its services to nearly 1,5 million lives through more than 30 medical schemes. These now include MOTO Health Care, Oxygen, Wooltru, TeleMed, Keyhealth, EyethuMed, Nedgroup Medical Scheme, Old Mutual Staff, Polmed, Moremed, Remedi, Pharos, Bankmed, Ingwe Health, Medicovert, Medihelp, OCSACare and Day1 Health. The success of the venture can be ascribed to the partnerships forged between the companies and their doctors, as well as to Reinder Nauta and his dynamic team's in-depth knowledge of local healthcare.

Doctors interested in joining the network can email [\[email address\]](#), or Dr Reinder Nauta at [\[email address\]](#).

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