



**ASSOCIATION EUROPÉENNE DES MÉDECINS DES HÔPITAUX
EUROPEAN ASSOCIATION OF SENIOR HOSPITAL PHYSICIANS
EUROPÄISCHE VEREINIGUNG DER LEITENDEN KRANKENHAUSÄRZTE
EUROPESE VERENIGING VAN STAFARTSEN
DEN EUROPÆISKE OVERLÆGEFORENING
ΕΥΡΩΠΑΪΚΟΣ ΣΥΛΛΟΓΟΣ ΝΟΣΟΚΟΜΕΙΑΚΩΝ ΙΑΤΡΩΝ ΔΙΕΥΘΥΝΤΩΝ
ASSOCIAZIONE EUROPEA DEI MEDICI OSPEDALIERI
DEN EUROPEISKE OVERLEGEFORENING
ASSOCIAÇÃO EUROPEIA DOS MÉDICOS HOSPITALARES
ASOCIACIÓN EUROPEA DE MÉDICOS DE HOSPITALES
EUROPEISKA ÖVERLÄKARFÖRENINGEN
EVROPSKO ZDRŽENJE BOLNIŠNIČNIH ZDRAVINIKOV
EUROPSKA ASOCIACIA NEMOCNICNÝCH LEKAROV
EUROPSKA UDRUGA BOLNIČKIH LIJEČNIKA
ЕВРОПЕЙСКА АСОЦИАЦИЯ НА СТАРШИТЕ БОЛНИЧНИ ЛЕКАРИ**

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To the AEMH Member Delegations

In the follow-up of the 60th Plenary Meeting in Vienna, 20-21 April 2007, and according to the vote of confidence expressed by the general assembly (*) the President took action to investigate on opportunities for a sustainable collaboration ensuring the AEMH an additional income. The consultant and advisory firm PricewaterhouseCoopers showed interest in a partnership.

The AEMH Board met with two Executives of PwC at the past Board meeting 2 February 2008 in Brussels. This meeting did not have a satisfactory outcome and some misunderstandings needed to be cleared. You will find here attached the related exchange of correspondence.

The two organizations have worked out a Draft Cooperation model, which aims to lay down the main principals.

The President submits this draft to the AEMH delegations with the request to discuss in their National Associations and to send their comments to the secretariat.

The topic will be added to the agenda of the plenary meeting and submitted for approval.

(*)Excerpt of the Minutes AEMH 07-046

“The President requested **a vote of confidence for contacting sponsors or partners** for negotiating long term arrangements in line with the existing ethical rules. All relevant information will be forwarded to the plenary.

The result of the vote: **one abstention, 16 votes in favour.**

The President thanked the plenary for its confidence.”



PricewaterhouseCoopers

Brussels, 13 February 2008

Dear Mr Oosterom, dear Mr Henzig,

On behalf of all members of the AEMH Board, I would hereby like to thank you for your visit in our office in Brussels on Saturday 2 February and the fruitful discussion on the project of the PricewaterhouseCoopers Health Research Institute, which you presented to us.

We agreed that the common target of PwC and the AEMH is to ensure high quality health care by high level treatments at the best possible price. In this perspective the AEMH is willing to collaborate within the scope of the Draft Cooperation Model in a survey, which you have started on “Global Reimbursement: efficiency, demand, and quality.”

Although we did not address this topic, we consider that in case of publication or other external use of information of this survey, this should be subject to previous approval from both parties.

However our meeting was a real disappointment concerning two essential aspects of a real partnership:

1. All the members of the board were disappointed that at the end of our discussion you outed already a conclusion which cannot be supported by the AEMH because we did not discuss and approve it before.
2. Furthermore, you have informed the AEMH that no financial compensation can be expected from PwC for the participation in interviews by AEMH delegates, as this is contrary to your internal policy.

The internal policy of the AEMH, as an association financed only by membership fees, is to finance its public events with external funds by giving private companies the opportunity to advertise their products or services at the occasion of its European conference. This sponsorship varied between € 5000 and € 10000 for the passed events and covers the expenses for room rental, technical equipment and other facilities.



**Association Européenne des Médecins des Hôpitaux
European Association of Senior Hospital Physicians**

Your proposal is to send at your expenses a high level speaker from PwC to the AEMH conference to expose the state of affairs of the Global Reimbursement Report. The members of the AEMH board consider this proposal insufficient in the context of a partnership, which should respect the principles of time AND cost sharing. Therefore, we kindly ask you to reconsider your position.

We look forward to hearing from you and would be quite prepared to send you a first list of contact persons, who have given their approval to participate in the survey.

With best regards

A handwritten signature in blue ink, appearing to read 'R. Lies', is positioned below the text 'With best regards'.

Dr Raymond Lies
AEMH-President

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27 March 2008

WO/jb/hcemea

Your letter dated 13 February 2008

Dear Dr. Lies,

Referring to your letter dated 13 February 2008 and the discussions we have had internally about the issues raised in this letter, please find our response below.

The aim of the PricewaterhouseCoopers Healthcare network is to exchange knowledge and ideas around health issues as is described in the memo Cooperation between the AEMH and PwC. With the knowledge that communication may sometimes be difficult, we have the impression that there is some confusion around a few issues you raised in your letter:

1. To come to concrete actions one of the suggestions we made was that the members of your organisation participate in our research regarding reimbursement systems. We started this research in October and we hope to publish the report in May. Given the fact that we still have no real agreement around our cooperation we assume that you will not participate in this research. Furthermore, we have to emphasize that we are doing the research on behalf of PwC thus enabling our Health Research Institute (HRI) to come with an independent HRI view. Previous approval of a stakeholder outside PwC/HRI is not an option. This will also be the case in future research of HRI. If you participate in the research we will naturally mention your organisation as one of the stakeholders we have spoken to.
2. As is stated in your letter you were disappointed about the meeting in Brussels. We were disappointed as well because in the cooperation memo it is also described that cooperation should mutually beneficial for both our organisations. We had expected that you would come with proposals what you expected from us on for example discussions with one of your working groups. Again, when we aim a fruitful cooperation, it should be a discussion between two parties trying to work together on an equal level.

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We are still of the opinion that the cooperation between AEMH and the Healthcare group of PricewaterhouseCoopers can add value to both organisations. We therefore propose to have a final concrete discussion about this in Zagreb on 1 May 2008. We still are prepared to deliver a high level speaker to speak about the Global Reimbursement Report. To show our dedication to come to a real agreement around our cooperation we are prepared - although this is entirely against our general policy - to sponsor your annual meeting with 7.500 Euro.

We feel that we can only have a fruitful discussion about the cooperation if you come with concrete proposals on the activities from your side. We will commence a large HealthCast follow up research study in June. We would like to discuss with you how the members of your organisation could play a role in that global study.

With best regards,



Wim Oosterom
PwC EMEA Healthcare leader



**Association Européenne des Médecins des Hôpitaux
European Association of Senior Hospital Physicians**

Mr Wim Oosterom
EMEA Healthcare Leader
PricewaterhouseCoopers
De Entrée 201
1101 HG Amsterdam Zuidoost
The Netherlands

Brussels, 1 April 2008

Dear Mr Oosterom,

First, many thanks for your letter dated on 27th March 2008 where you clarified some of our discussion points we saw together in our meeting on 2nd February 2008. I'm very pleased that the common aim of the two organizations remains the partnership on an equal level, giving value to both organizations.

I thank you very much for having accepted to prepare a high level speech about the Global Reimbursement Report in the Healthcare sector and I invite you to contact our secretary general, Mrs Brigitte Jencik, in order to insert it in the programme of the AEMH Conference in Zagreb.

In the follow up of our conference, we will have the opportunity to discuss how we can finalize the agreement paper in order that our plenary assembly could adopt it.

We value very much that you agreed to sponsor our annual meeting on a high level and we appreciate very much your invitation to be involved in your Health Cast follow-up study in June.

In Zagreb, I will make some proposals to you in order to focus on topics of common interest such as Patient safety - how to finance it - or hospital budgetization, Patient security or involvement of doctors in hospital management.

We look forward to your confirmation for our AEMH conference in Zagreb.

With best regards

Dr Raymond Lies
AEMH-President

Cc: Luc Henzig