



Dispensing Knowledge And Experience



Extract from Scottish Care News Bulletin:

New Care Sector Finance Post

We are delighted to announce that the Scottish Care Executive have appointed The Healthcare Consultancy (THC), into the role of retained adviser to Scottish Care on Care Sector Finance.

Many of you will already know Ken Brown from his previous life as Head of Healthcare at RBS in Scotland & we are delighted to have secured his services in his new capacity as Director & Founder of The Healthcare Consultancy (UK) Ltd. THC comes to us with over 10 years experience in the Care Sector and over 25 years advising & supporting clients in the financial services & Banking sector – so we are sure that our new partnership with THC will prove to be of great benefit to our members and to Scottish Care itself.

As part of the role, THC will provide advice & input to Scottish Care activity at national level – some of you will already be aware of Ken’s recent involvement in this years Care Home fee negotiations and settlement - the role will also cover Care at Home & Housing Support.

Central to the new partnership, we will also be launching a “Helpline” service to all members around all aspects of financial advice & support – this will be on an initial advice only service. For members wishing to contract with THC for follow up work, this can be arranged separately.

Here are just some of the areas members will be able to access advice on:

- Raising finance – debt & equity
- Accessing best in market commercial lending terms
- Banking & refinance options
- Bank negotiation, facilitation & resolution
- Debt restructuring, advisory & forgiveness
- Project management & development finance

- Business, strategic & exit planning
- Business models, costs, & benchmarking
- Dealing with financial issues / difficulties
- Business recovery & profit improvement
- Risk management

To discuss any of the above or for general advice & support on all financial related matters contact Ken:

ken@thc-uk.co.uk or 07595 942969. Or for further information www.thc-uk.co.uk.

THC will be working closely with the Executive Committee, local Branch Chairs & members over the coming months and look forward to adding value to Scottish Care's activity.

We see this as a very important partnership for Scottish Care & its members, at a time where the sector continues to face increasing financial pressures – we hope therefore that we will all benefit from this new role & the considerable experience that both Ken & THC have to offer.

I'm sure you will all join us in extending a warm welcome to Ken who we know will be a great asset to Scottish Care & our members.

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End of Bulletin Extract.