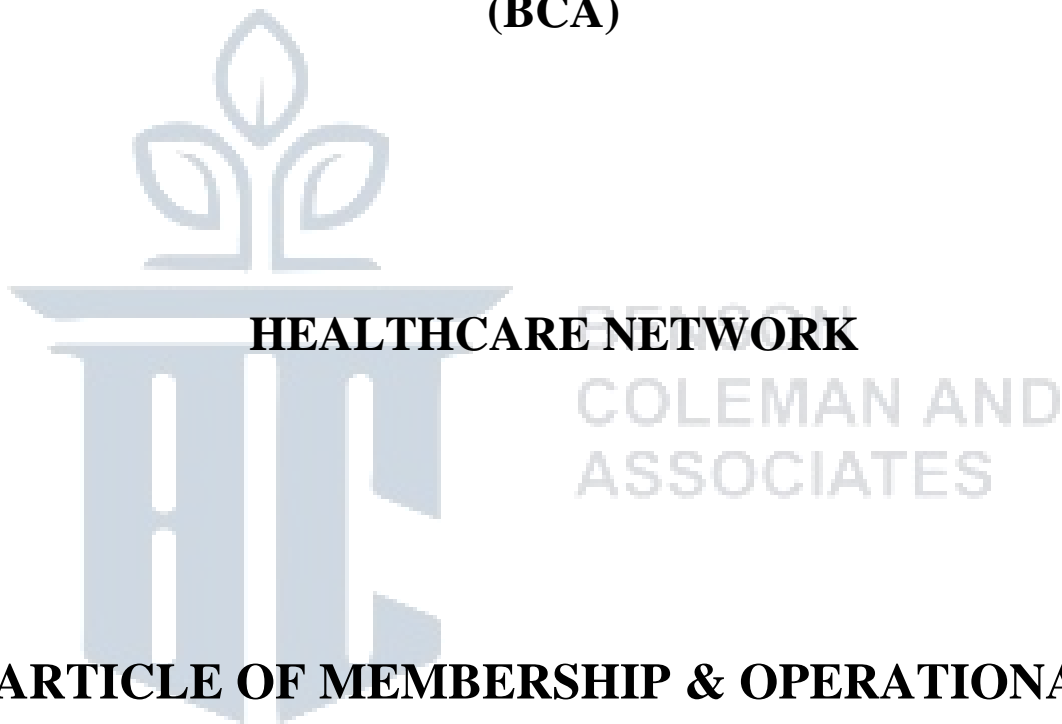




BENSON COLEMAN & ASSOCIATES

(BCA)



HEALTHCARE NETWORK

**ARTICLE OF MEMBERSHIP & OPERATIONAL
MODEL**

April, 2023

The Benson Coleman & Associates Healthcare Network is an integrated business platform of Healthcare service providers, medical devices vendors, and financial services operators in Nigeria.

Benson Coleman & Associates Ltd provides the administrative base for the network operations.

Each business enterprise in the network is an autonomous and independent entity in all aspects of its operations, but members are at liberty to enact business to business relationships as they may desire

Membership of the network is at all times voluntary and shall have no austere consequences at exit except for the healthcare businesses that are directly managed by Benson Coleman & Associates Ltd which are governed by additional contractual agreements.

Membership of the BCA Network shall be a continuum except where a network member or BCA Ltd decides to terminate the membership based on mutual consent.

Members' Benefits and Privileges;

1. Increase patient traffic via referrals through the centralized call contact centre administered by Benson Coleman & Associates
2. A platform for Medical Equipment Leasing for Hospitals and Diagnostic Centres
3. Regular advertisement of service offerings in local and international media
4. Access to affordable finance as working capital or growth capital credits
5. Access to high level financial and business advisory services.
6. Access to a pool of ambulance services owned by network partners but coordinated by Benson Coleman & Associates
7. Access to diverse business promotion activities that would be provided by Benson Coleman & Associates.
8. Provision of investment advisory services to newcomers into healthcare business for proper guidance based on market intelligence.



9. BCA would help interested practitioners to develop clinical services strategies that guarantee efficiency and proper capacity utilization.
10. Participate in bulk purchases and inventory management that ensures the best pricing for medical equipment and medical consumables.
11. A platform for recruitment of healthcare professionals and HR planning to suit the need of medical facilities.
12. Availability of management consultancy services to help revamp ailing healthcare businesses.

Membership of the network does not expose any of the participating businesses to financial loss, litigation, or indictment based on the misconduct of another member of the network

Members shall be open to discounted pricing for goods and services offered to the clients referred from the Online Portal of the Network, and also from the Call Contact Centre as an incentive to drive more business throughput in the network

Service Providers shall grant a Corporate discount of 20% to Benson Coleman & Associates, half of this discount would be passed on to the clients as a means encouraging patronage through the BCA Healthcare Network platform.

Where possible, price list for goods and services offered by BCA Network members shall be made available by them to Benson Coleman and Associates Ltd Contact Call Centre as clients may desire to know such costs to plan their purchase

Financial Management

Members of the network would be solemnly in charge of their finances. From the 20% discount, 10% discount would be given to the patient at the point of purchase of a service or when services are completed depending on the nature of care offered to the patient, while the balance of 10% administrative cost would be remitted to BCA at the end of every month.



Operational Model;

Patients would be referred by BCA to the Member Provider Facility either escorted by BCA Staff or the patient comes directly with a reference code which would be confirmed by BCA to the facility operators or front desk officer before services would be rendered to the patient.

I fully understand the above proviso and endorse same as the basis of our participation in the Benson Coleman & Associates Healthcare Network;

Name of Company/Service Provider

(For Medical Doctors, Please Include Professional Titles)

.....

Nature of Service Provider (e.g Hospital, Diagnostics Centre etc).....

Address:.....

Phone No.:.....

Email Address:.....

Representative Name & Position:.....

Rep Phone:.....

Signed

Please kindly forward your price-list to healthcare@bensoncoleman.com

For Technical Inquiries Call: 08069515589, 09057883261

FOR OFFICIAL USE ONLY; (BENSON COLEMAN & ASSOCIATES LTD)

Account Manager for the facility

Phone number

Signature.....

