

UMP, HMC to promote medical tourism for APAC

April 25, 2018 | News

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UMP Healthcare Holdings Limited (“UMP”) and Healthway Medical Corporation (“HMC”) have announced the signing of a non-binding Memorandum of Understanding (MoU) to develop the Care Alliance Network for selected corporate and individual customers in Hong Kong, Singapore, Beijing and Shanghai.

The Care Alliance Network will be a partnership that caters to the growing number of affluent customers in the region seeking differentiated healthcare services overseas. Through the Care Alliance Network, healthcare service providers are invited to join and make available their clinical facilities and services.

Commenting on the collaboration, Mr. Felix Lee, Executive Director of UMP, said, “We are thrilled to be partnering up with HMC, a leading healthcare group in Singapore, to develop cross region healthcare services for customers located across the markets we operate in. Both Hong Kong and Singapore have well established healthcare systems in place and specific strengths in certain specialties. Because of our respective strengths, the Care Alliance Network will allow us to offer tailor made, cross-regional healthcare services to both of our customers, a win-win collaboration that with time, we envisage, will further attract other healthcare providers to join and strengthen the Care Alliance Network.”

Mr. Abram Suhardiman, Chief Operating Officer, HMC, said, “We are pleased to partner UMP, a leading medical services provider in Hong Kong and Mainland China, to offer cross-regional healthcare services for our customers. We see many opportunities for HMC and UMP to work together as we build up the Care Alliance Network and leverage on our strengths in our respective home markets. This is also a further reflection of our commitment to providing our customers greater convenience and flexibility to cater to all their medical needs.”

UMP and HMC are both established healthcare service providers in their respective home markets, operating numerous modern, patient-centric, convenient and accessible clinics located across Hong Kong, Singapore, Beijing and Shanghai. Through this alliance, both parties hope to take healthcare in the Asia Pacific region to the next level. To ensure a seamless, consistent and genuine provision of medical care at all points of the process, both local and foreign teams would work closely

to establish professional service protocols such as:

- local medical provider to advise and explain to the patient the foreign medical provider's background and medical facilities;
- local medical provider to provide foreign medical provider with patient's medical history, desired outcome, and consent prior to visit; and
- foreign medical provider to provide local medical provider with updated medical record(s) after visitation/procedure(s).

The Care Alliance Network will initially consist of selected UMP clinics located across Hong Kong, Beijing and Shanghai, and HMC clinics located in Singapore whereby selected customers and members of UMP and HMC will be able to obtain healthcare services and enjoy mutual membership recognition across such clinics.

UMP and HMC will also work together to explore more cross-regional services such as personalised medical analysis, health check-ups and vaccination packages, all with the aim of providing comprehensive and differentiated services for their customers.

UMP and HMC are working towards the signing of definitive agreement(s) for the implementation of the Care Alliance Network.