



# GENPRO (GENERAL PRACTICE OWNERS ASSOCIATION OF AOTEAROA NZ)

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## **Purpose:**

Our vision is for sustainable, viable, high quality general practice for all New Zealanders.

We do this by promoting and advocating for sustainable, responsive, and high-quality general practice services for the population of New Zealand.

## **Position Statement:**

**By general practice, for general practice.**

GenPro is independent.

Our purpose means that we are entirely focussed on the rights of Contracted Providers and work tirelessly to support General Practice Owners. Representing Contracted Providers is what we do and is not an addition to any other functions or roles.

We are 100% funded by general practice owners and totally committed to getting a fair deal for Contracted Providers.

We are not part of the contractual cascade, and we do not receive any government funding.

This means we represent the views of our members without encumbrance and are free to say what needs to be said.

When lobbying on behalf of General Practice Owners and Contracted Providers we engage and consult with our members on all matters relating to general practice and urgent care contracting to ensure that we represent their needs.

## **Experience**

Our current board includes the two most experienced Contracted Provider agents with huge knowledge of the PSAAP history, process and the protocol itself. They are experienced and accomplished negotiators who are Contracted Providers themselves and understand the needs and pressures that GPs are facing.

We are proven negotiators and represent the largest cohort of general practice employers in the Primary Care Nurse MECA bargaining.

We ensure that we have access to high quality legal advice relating to national contracts, regulations and the funding framework.

## **Cost of representation:**

No cost to Core or Comprehensive members of GenPro.  
9c per ESU for all others.



**Hauora  
Taiwhenua**  
Rural Health  
Network

# HAUORA TAIWHENUA RURAL HEALTH NETWORK

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## **Purpose:**

- We are a multidisciplinary rural membership organisation that works relentlessly to advocate for better conditions for health professionals.
- We are focused on the whole general practice team.
- Our special focus is on rural general practice, supporting a vision of equitable outcomes, resulting in: "Healthy and thriving rural communities."
- We recognise that to achieve this we need financially sustainable rural general practice.
- We are an organisation that upholds the principles of Te Tiriti o Waitangi and work to exercise biculturalism at all levels of governance and operations.
- We understand the significant inequities in health outcomes for Māori across Aotearoa, especially in rural and remote rural areas. We are working to try to find and implement solutions that will address this inequity.

We also hold Government Contracts to provide locum support and recruit long-term GPs and NPs from overseas, to help provide viable workforces to rural general practices and rural hospitals across rural New Zealand. In addition, we work with our Students of Rural Health Chapter to tour rural areas and promote the spectrum of health professions to youth / rangatahi in those areas.

We are members of the General Practice Leaders Forum, working collaboratively with other like groups to understand all issues impacting General Practice, and advocating for viable and workable solutions to help ensure ongoing viability of General Practice.

## **Position Statement:**

You should choose Hauora Taiwhenua Rural Health Network as your representative to PSAAP negotiations if you want to be represented by an organisation that is grounded in a membership that is embedded in the practicalities of General Practice, especially those in rural and remote rural areas. Our approach is consultative, inclusive and bicultural.

Our work is reflective of over 30 years of work in this area as the NZ Rural General Practice Network, before joining with a number of other rural groups to form Hauora Taiwhenua, in order to have a stronger and unified voice for advocacy.

The strength of our advocacy work can be evidenced in our impressive results including:

- Introduction of "rural adjuster" funding for rural general practice (NZRGPN).
- Advocacy for the introduction of the funded PRIME service to ensure rural communities received an emergency service where St John did not have the ability to provide cover (NZRGPN).
- Creation and subsequent running of a Government funded locum service for rural General Practice, and more recently, rural Hospitals.
- Getting changes to the draft Pae Ora Healthy Futures legislation so that rural communities are now recognised as priority communities. This has now resulted in the first ever Rural Health

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Strategy, a dedicated rural health team being established in Health New Zealand, and a funded action plan to ensure the rural strategy is achieved.

- Getting millions of dollars of support to provide rural practices with free locums during the COVID pandemic and also after climate emergencies such as Cyclone Gabrielle.
- Ensuring PRIME medical call-outs received separate funding, comparable to the fees paid by ACC for accident call-outs, and funding for Clinical Triage Calls.
- Working with our GPLF colleagues to get General Practice nurses included in partial pay parity recognition when the Minister initially ruled them out. We are still striving to get funding for General Practice so that full parity/equity can be made for practice nurses to be paid at the same rate as Te Whatu Ora nurses.
- Getting extra payment for rural practices to implement pre-call / recall processes for childhood immunisations.

We will strive to get the best outcomes from PSAAP discussions to ensure the financial viability of General Practice, with a focus on the unique challenges faced by delivering services in rural and remote rural communities with dispersed populations, often with high levels of social deprivation.

We have strong working relationships across all levels of Te Whatu Ora / Health NZ and Manatu Hauora / Ministry of Health.

While our unique focus is on delivery of General Practice in rural areas, we are happy to be chosen to represent urban practices who share our Kaupapa of inclusiveness, collaboration, consultation and equity.

### **Cost of representation:**

- Our representation will be free for all General Practices that are Organisational Members of Hauora Taiwhenua.
- For those General Practices that are not members, our charge for representation at PSAAP will be 30 cents per ESU.

# ORA TOA PHO

**CONTACT:**  
**MICHAEL RONGO**

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[www.oratoa.co.nz](http://www.oratoa.co.nz)

**Purpose:**

Māori PHO organisation that operates under Te Rūnanga o Toa Rangatira.

We provide primary and community health services across Porirua and Wellington areas.

**Position Statement:**

We bring the voice of Ngāti Toa Rangatira and the community.

40 years delivering primary and community health care in our community.

**Cost of representation:**

No cost.

# PCBC BY PROCARE

**CONTACT:**  
**MATT PRESTWOOD**

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## **Purpose:**

ProCare is a leading healthcare provider, and the largest co-operative network of healthcare professionals in New Zealand, supporting more than 170 general practices to deliver incredible care to more than 850,000 enrolled patients across Tāmaki Makaurau and Te Tai Tokerau. We have the largest Māori population enrolled in general practice (86,000+) and the largest enrolled Pacific population in Aotearoa (100,000+).

The services we offer our practice network, and to other providers nationally include workforce and recruitment, group procurement deals, practice acquisition and transition services along with extensive dedicated business and clinical support aimed at optimising our practices and allowing them to maximise their time and focus on their patients.

Over the past two years, we have developed a specialised “Employer Representation Service” allowing practices to appoint us to represent their interests and voices at forums such as the Primary Healthcare MECA Bargaining, the Nursing Pay Equity Claim and now the PSAAP Contract Negotiations. This service seeks to work for the collective benefit of general practice and the patients we all serve.

## **Position Statement:**

We have an incredible wealth of specialised experience developed over 30 years of organisational experience, and a deep understanding of what it takes to successfully deliver primary health care services. We are uniquely positioned to drive significant positive improvements to funding outcomes.

This stems from our pragmatic, first-hand knowledge in owning and running general practices, as well as our extensive vocal advocacy efforts on behalf of general practices for three decades.

The long-held, influential relationships we have developed with the top-tier of Health leadership across Aotearoa, gives us a clear voice with the relevant stakeholders and decision makers around funding decisions.

Our team consists of some of the most experienced Primary Care leaders in NZ along with subject matter experts in bargaining and negotiating, and knowing how to traverse what can often be complex and time-consuming processes.

We supplement this knowledge by having a diverse cross section of different practices working directly with our team at each step. This ensures we get direct, neutral and highly valuable insights from rural, urban, large and small and VLCA practices across the country, to help form our views and decisions.

Our organisation was created by GPs to work together for the collective benefit of general practice and the patients we all serve. Put simply, we know and understand the primary care landscape, the nuances of operating in this complex environment, and we are committed to getting sustainable PSAAP contracts successfully negotiated.

## **Cost of representation:**

Free for any practice using PCBC for either MECA or Pay Equity representation.

10c per ESU for any practice not using any other service from us.

# PEGASUS HEALTH CHARITABLE LTD

**CONTACT:**  
**LISA BRENNAN**

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## **Purpose:**

Pegasus Health is a PHO dedicated to improving health outcomes for the people of Waitaha Canterbury.

We support our 96 general practices to deliver exceptional health care to more than 480,000 enrolled patients. We deliver care to enrolled and un-enrolled patients through our 24-Hour Surgery and direct to patient services, including mental health and social support.

## **Position Statement:**

We have broad expertise and experience in negotiating at PSSAP and a deep understanding of general practice and the pressures facing them.

## **Cost of representation:**

No cost for practices affiliated with Pegasus Health.



# PINNACLE MIDLANDS HEALTH NETWORK

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**Purpose:**

Pinnacle Midlands Health Network is a primary health organisation (PHO) which manages the healthcare of nearly half a million people enrolled with 85 practices in Tairāwhiti, Taranaki, Rotorua, Taupō, Tūrangi, Thames-Coromandel and Waikato.

As a PHO, Pinnacle is provider of services that integrate with general practices and other health and social care providers.

**Position Statement:**

Since our establishment in 1989, Pinnacle has stood at the forefront of innovation in the healthcare industry. From day one, our shared commitment to enhancing health outcomes for individuals and communities has been our guiding force. Today, overseeing the healthcare of nearly half a million individuals enrolled across our network of practices through our not-for-profit primary care organisations, we take pride in our mission-driven whānau approach.

**Cost of representation:**

No cost.



**Te Awakairangi  
Health Network**

## TE AWAKAIRANGI HEALTH NETWORK

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### **Purpose:**

Te Awakairangi Health Network is a primary care network that provides quality primary care services across the Hutt Valley. We work with the general practices and a wide range of healthcare providers and community organisations to empower people and enable them to receive the care they need. We advocate locally, regionally and nationally for the resources and support that the general practices and other providers need, so that they can meet the health and wellbeing needs of the people of the Hutt Valley.

### **Position Statement:**

Since the inception of Te Awakairangi Health Network in 2012, our CE (Bridget Allan) has participated in PSAAP discussions, and in particular, she has advocated strongly for a capitation formula that reflects the needs of the population (with appropriate adjusters) and that supports the ongoing sustainability of general practice. She brings a deep background in primary care, with experience in rural New Zealand (as CE of Hauora Hokianga in the 1990s), commissioning (as GM, Planning and Funding for Hutt Valley DHB from 2005 to 2012) and in the Hutt Valley (as CE of Te Awakairangi Health Network since 2012).

### **Cost of representation:**

No cost to general practices located in the Hutt Valley.





# TE KĀHUI HAUORA MĀORI (MĀORI PHO COLLECTIVE)

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## **Purpose:**

We are the official collective of the indigenous Māori Primary Health Organisation (PHO). We collaborate to deliver whānau-focused hauora outcomes while maintaining autonomy as individual organisations, improving the health and social outcomes of Māori. Our PHO members include Hauraki PHO, National Hauora Coalition, Ngā Mataapuna Oranga, Ngāti Porou Oranga and Ora Toa. As a collective, we commission services to Māori and other communities nationwide.

## **Position Statement:**

Te Kāhui Hauora Māori has represented the interests of Māori, Pacific, new migrants, and other high-needs providers since the formation of PHOs and PSAAP. Our expertise and experience are grounded in what's right for whānau, equitable outcomes and enabling rangatiratanga – we have membership from both Māori and non-Māori providers. Several members have held the Crown to account within the Wai 2575 Health Services and Outcomes Kaupapa Inquiry.

## **Cost of representation:**

There is no cost to be represented by Te Kāhui Hauora Māori, you do not need to be a provider within one of our PHOs to be represented by us as your Contracted Provider agent at PSAAP.

# THE ROYAL NZ COLLEGE OF GENERAL PRACTITIONERS

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**Purpose:**

The Royal New Zealand College of General Practitioners (the College) is the professional body and postgraduate educational institute for general practitioners (GPs).

**Position Statement:**

We are the National Member association representing GPs and are the accredited provider of learning services for specialist GPs in NZ.

**Cost of representation:**

No cost specified.



# THINK HAUORA

**CONTACT:**  
**MIKE HOWARD**

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**Purpose:**

THINK Hauora is the PHO covering the MidCentral supporting 30 general practice teams in urban and rural settings. THINK Hauora fully owns one rural general practice and partially owns another. As a PHO we are committed to equity and supporting the sustainability of general practice.

**Position Statement:**

As a PHO and general practice owner we are acutely aware of the fiscal and workforce constraints that general practice face and are committed to ensuring these issues are front and center of PSAAP's negotiations. Our representative at PSAAP has over 24 years' experience in primary care including holding senior national roles as well as local and regional GM-level roles, including being involved in PSAAP for PHOs and DHBs for many years. He is our current GM Network Support and National Advisory, including oversight of the practice we own.

**Cost of representation:**

Services will be provided at no cost.



# TŪ ORA COMPASS HEALTH

**CONTACT:  
JUSTINE THORPE**

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**Purpose:**

Tū Ora Compass Health is a Primary Health Organisation covering Kāpiti, Porirua, Wellington, Hutt and Wairarapa. As a PHO we work closely with general practices to support sustainable primary care from a financial, workforce and model of care perspective. We do this to support general practice to deliver quality continuity of care for the communities they serve.

**Position Statement:**

Tū Ora Compass Health via its CEO has been involved in the PHO Agreement Negotiations for many years and has a sound understanding of the PHO Agreement and the PSAAP process and experience in contract negotiation. The team at Tū Ora work closely with its general practices and have a good understanding of the critical issues general practice is currently facing with funding and workforce sustainability being priority.

The Board and CEO of Tū Ora Compass Health are committed to ensuring general practice sustainability and ensuring that general practice is valued as central to a sustainable health system. We are committed to health equity for priority populations including Māori, Pacific, those with disabilities, the elderly and rural. It is essential that general practice is funded appropriately, particularly for these population groups, and that investment is made into the base capitation formula to ensure more complex needs are appropriately funded.

It is important that primary care provides a unified voice in these negotiations, and we are committed to ensuring this through working with other providers and PHO representatives to achieve this.

**Cost of representation:**

No cost to current members of the Tū Ora Compass Health General Practice Network.



## WELLSOUTH

**CONTACT:**  
**ANDREW SWANSON-DOBBS**

**Purpose:**

To empower and support providers to deliver sustainable, accessible, equitable care to Southern communities.

**Position Statement:**

Best places to understand and advocate to Southern practices.

**Cost of representation:**

No cost.

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Western Bay of Plenty  
Primary Health Organisation

TŪNGIA TE URURUA KIA TUPU  
WHAKARITORITO TE TUPU  
O TE HARAKEKE

## WESTERN BAY OF PLENTY PHO

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### **Purpose:**

WBOP PHO is a jointly owned registered limited company with charitable status. The PHO owners are Provider Inc (a local provider organisation but not solely, representing local General Practices) and the two largest local Iwi, Ngāi te rangi and Ngāti Rānginui. The PHO Board is made up of four members of Western Bay of Plenty Primary Care Incorporated, known as Providers Inc., plus four Iwi representatives, two from each Iwi. The Board is co-chaired by one member from Providers Inc. and one Iwi member. The Chief Executive of WBOP PHO is Lindsey Webber.

Our purpose is to support our provider network to achieve whai mana (equity), whai ora (quality healthcare) and whai rangatiratanga (sustainability) for all, with a focus on eliminating health inequities, particularly for Māori.

We are motivated and committed to enabling people to protect their own health and wellbeing, eliminating inequities and improving health outcomes. We will do this by working together - mahi tahi, working in true partnership for transformational change.

### **Position Statement:**

As a not-for-profit organisation, we work explicitly to benefit the public good. The commercial activities of our organisation, along with funding and contracts to deliver services, are invested into achieving our vision and ensuring we have the capacity and capability to support our practices, partners and the populations they support.

We play an enabling role by both supporting and delivering primary health care services and we work closely with others who also deliver primary and community-based services, including our iwi partners and general practice network providers.

We believe in the value of authentic partnerships as more than just contractual arrangements. They are rooted in transparency, open communication, and a sincere desire to achieve common goals. Our partnership with general practice partners and iwi has been built on mutual respect and a shared understanding of each other's strengths, challenges and aspirations. This has enabled us to foster an environment where all parties can be vulnerable, take risks, and learn and grow together.

### **Cost of representation:**

No cost.