

BUSINESS STRATEGY 2020

PLUS was created, by MKGP Ltd, in 2017 to support Primary Care delivery in Milton Keynes; the company's purpose is to provide "Supportive, sustainable solutions" with the aim of improving the working life of MKGP Ltd member practices, improving the sustainability and financial viability of those practices, and improving and standardising, where appropriate, patient care in Milton Keynes.

The key performance indicator for PLUS is to maintain balance in terms of running costs and to create a surplus each year. The surplus created is transferred to MKGP Ltd, to support that company's running costs.

Core principles of business development and service provision:

The CEO will be held to account for all aspects of business development, growth and delivery. Business development shall include:

1. Creation of opportunities for member practices and the offer of support to them in taking advantage of those opportunities.
2. Provision of services according to the need/want of our practices
3. Provision of services in order to make profit to ensure PLUS remains sustainable and dividends can be paid to MKGP Ltd.

Key strategic relationships:

1. Member practices
2. Primary Care Networks
3. CCG (BLMK and the CCGs of other areas in which PLUS operates)
4. MKUH

Business Opportunities:

PLUS will primarily focus on areas of delivery related to Primary Care and Enhanced Primary Care services. However, PLUS will consider community and social services if the executive team feel these align with the overall strategy. The priorities of PLUS are:

1. Provision of services in support of member practices is *the* priority of PLUS.
2. By extension, provision of services to the Primary Care Networks is also high priority.
3. Support to the wider system within BLMK will be offered where this also aligns with the strategy of PLUS.
4. Other business opportunities will be sought where these are no more than 100 miles or 90mins distance from MK.
5. Business opportunities that fall outside of this catchment will be considered only in very exceptional circumstances.

Assurance:

- The Board will oversee all aspects of compliance (financial and clinical) and seek assurance on all matters related to services.
- The Board will be active in this assurance role and participate in relevant processes and systems.