

# DFM Konference

29. januar 2009



Reinventing Care



Falck

Healthcare

# Falck består af 4 divisioner

## Redning

Ambulance services  
Patient transport  
Fire fighting  
Control Centres

## Assistance

Road side assistance  
Travel assistance  
Home assistance  
Lifestyle/care services

## Healthcare

Occupational healthcare  
Staffing/temp  
Absence management  
Outpatient Clinics/PPP

## Træning

Offshore and maritime training  
Fire fighting training  
Contingency planning and consultancy services



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# Healthcare's service lines



## Medarbejdersundhed

- Denmark
- Sweden
- Norway



## Fraværshåndtering

- Denmark 
- Sweden 



## Offentlig sundhed/OPP

- Falck Hjælpemidler
- 14 Speciallægekl. I Polen
- Falck Jobservice

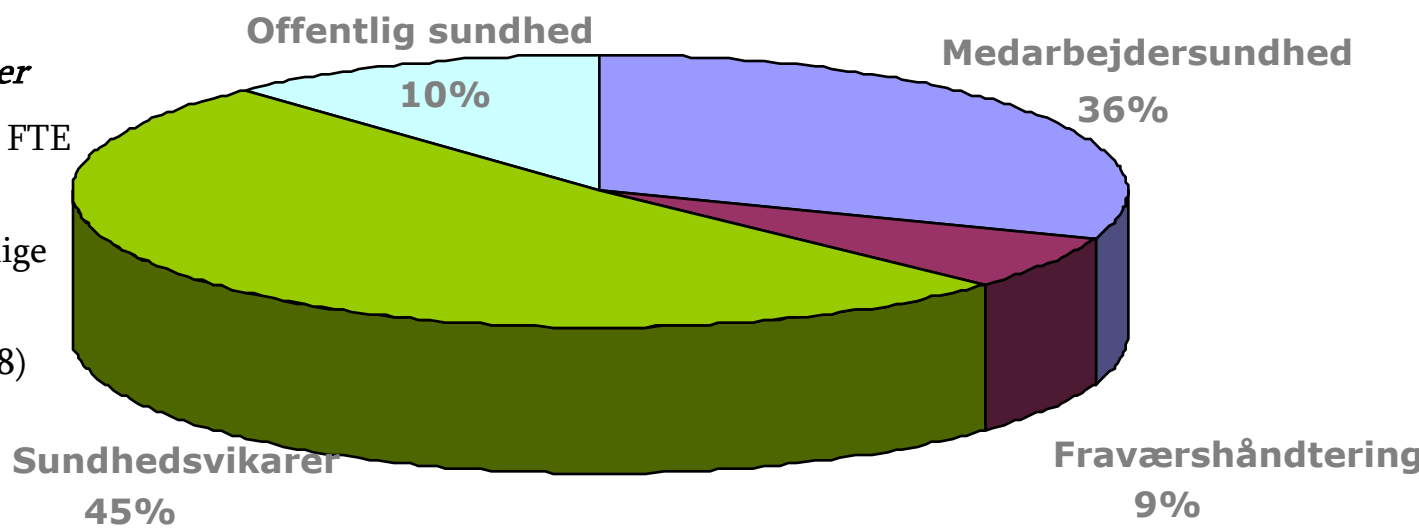


## Sundhedsvikarer

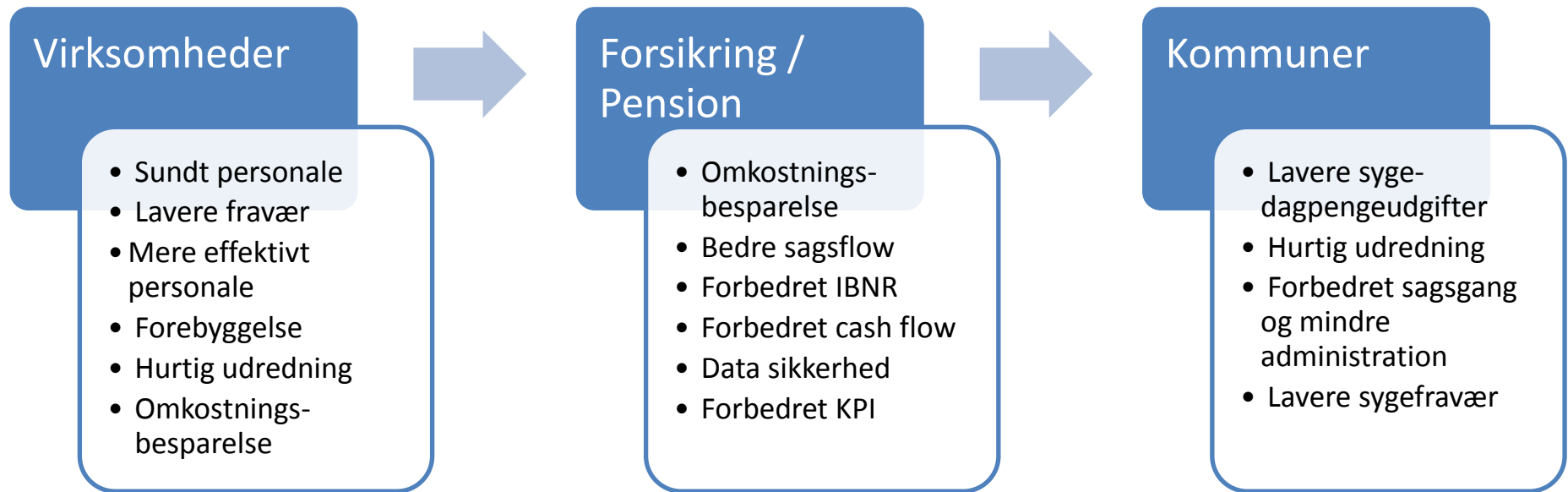
- Denmark 
- Sweden 
- Norway

*Falck Healthcare, Anno 2009 er*

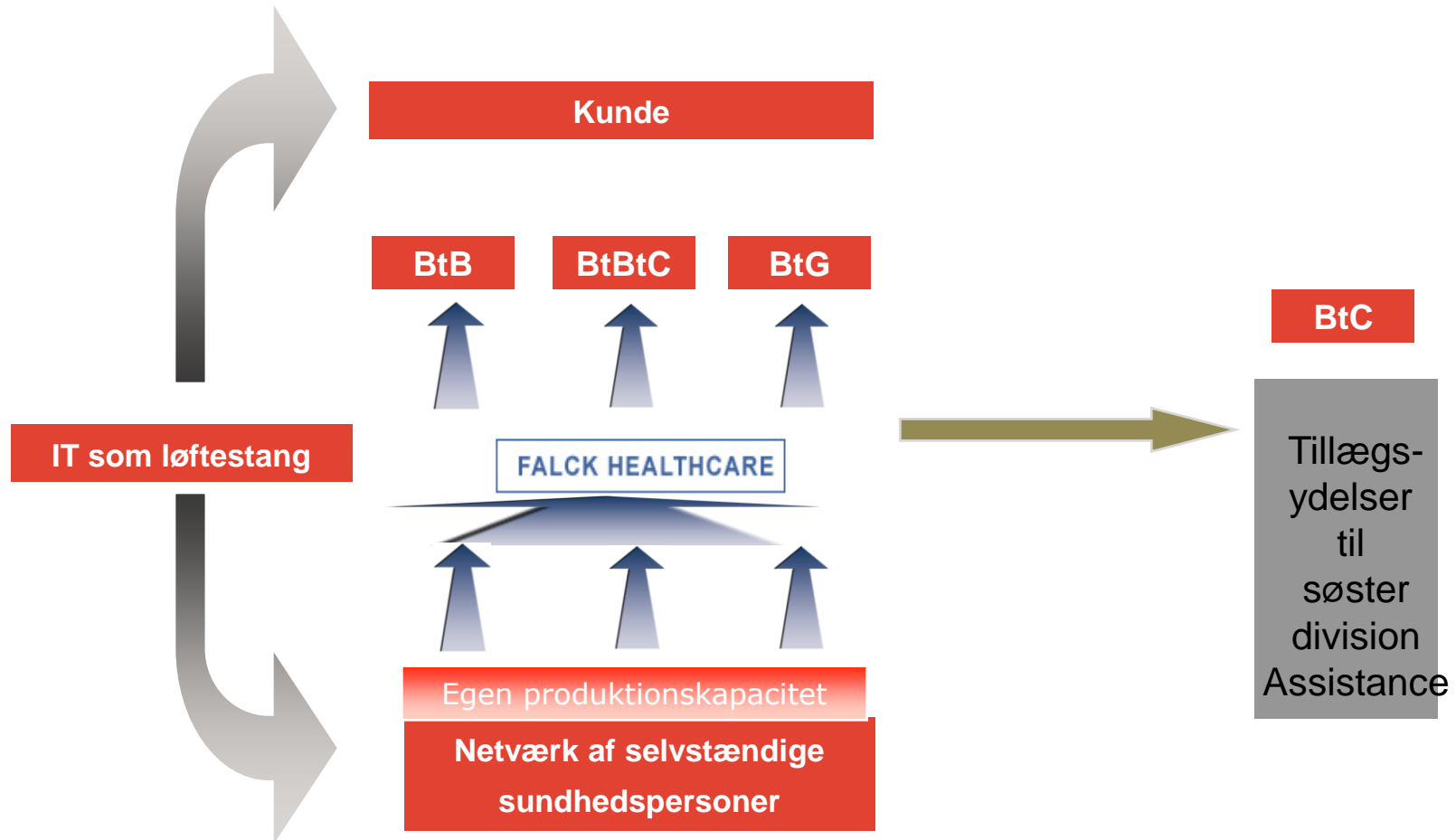
- 1,000 medarbejdere eller 600 FTE I Skandinavien og Polen
- Et netværk af 7000 selvstændige sundhedsleverandører
- 1.1 miaDKK omsætning (2008)



# Vi skaber merværdi i vore fokussegmenter



# Forretningsmodellen



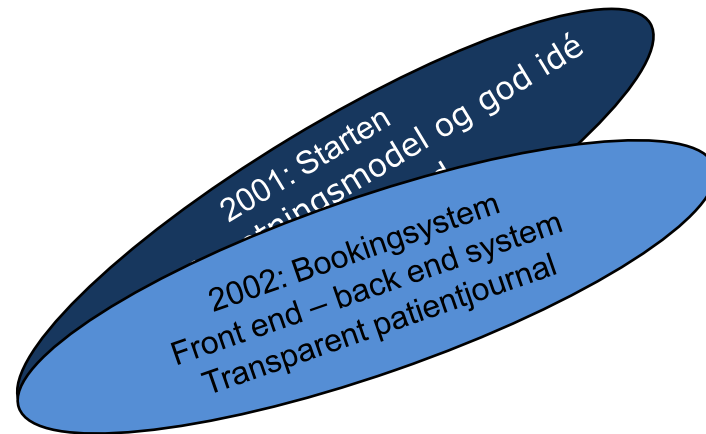
# Rejsen .....

2001: Starten  
Effektiv forretningsmodel og god idé

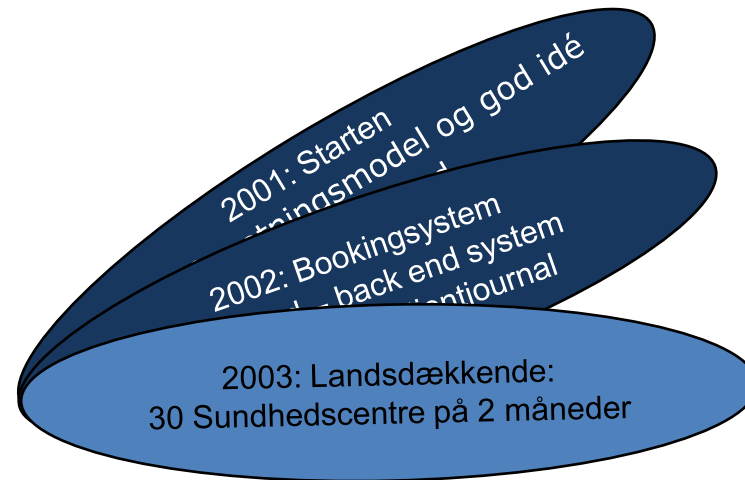
- Skalerbarhed
- Omkostningseffektiv



# Rejsen .....

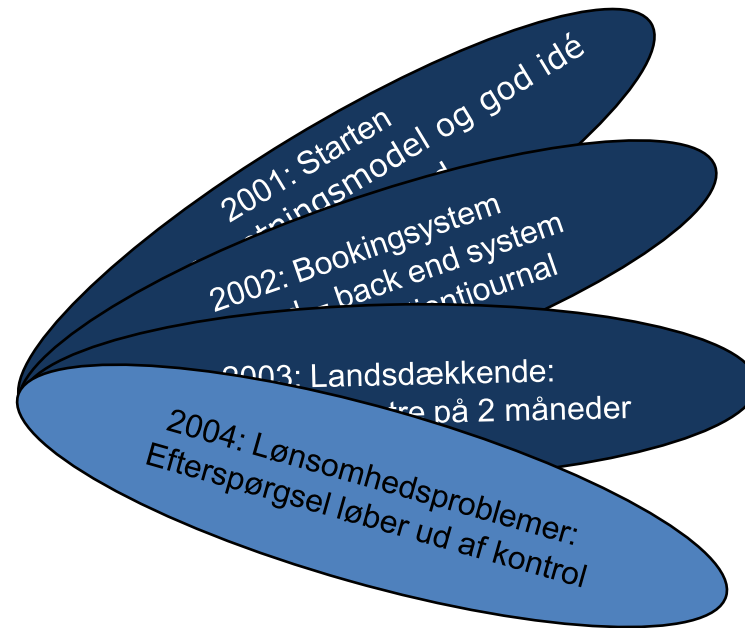


# Rejsen .....

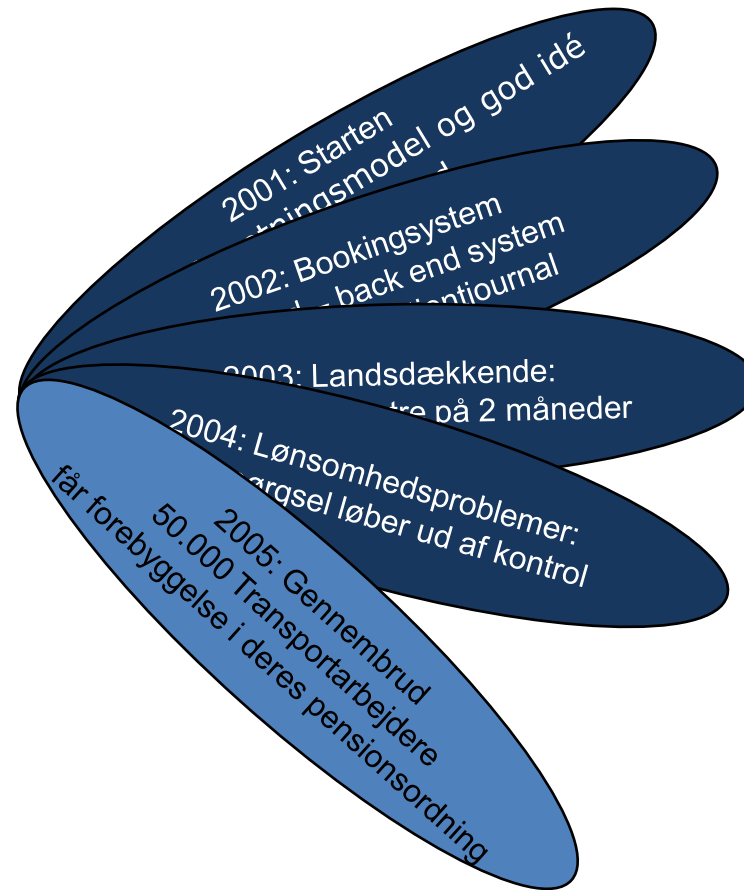




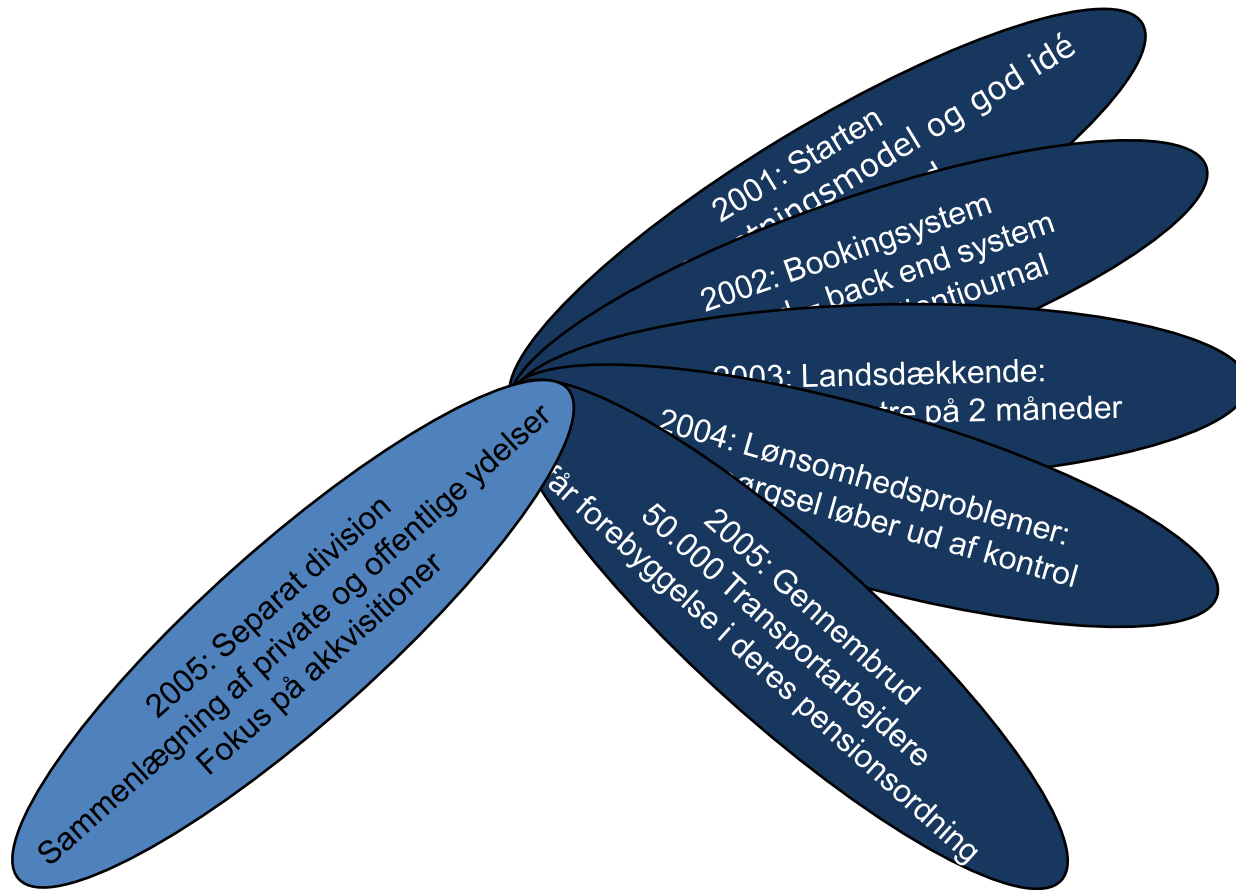
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# Rejsen .....



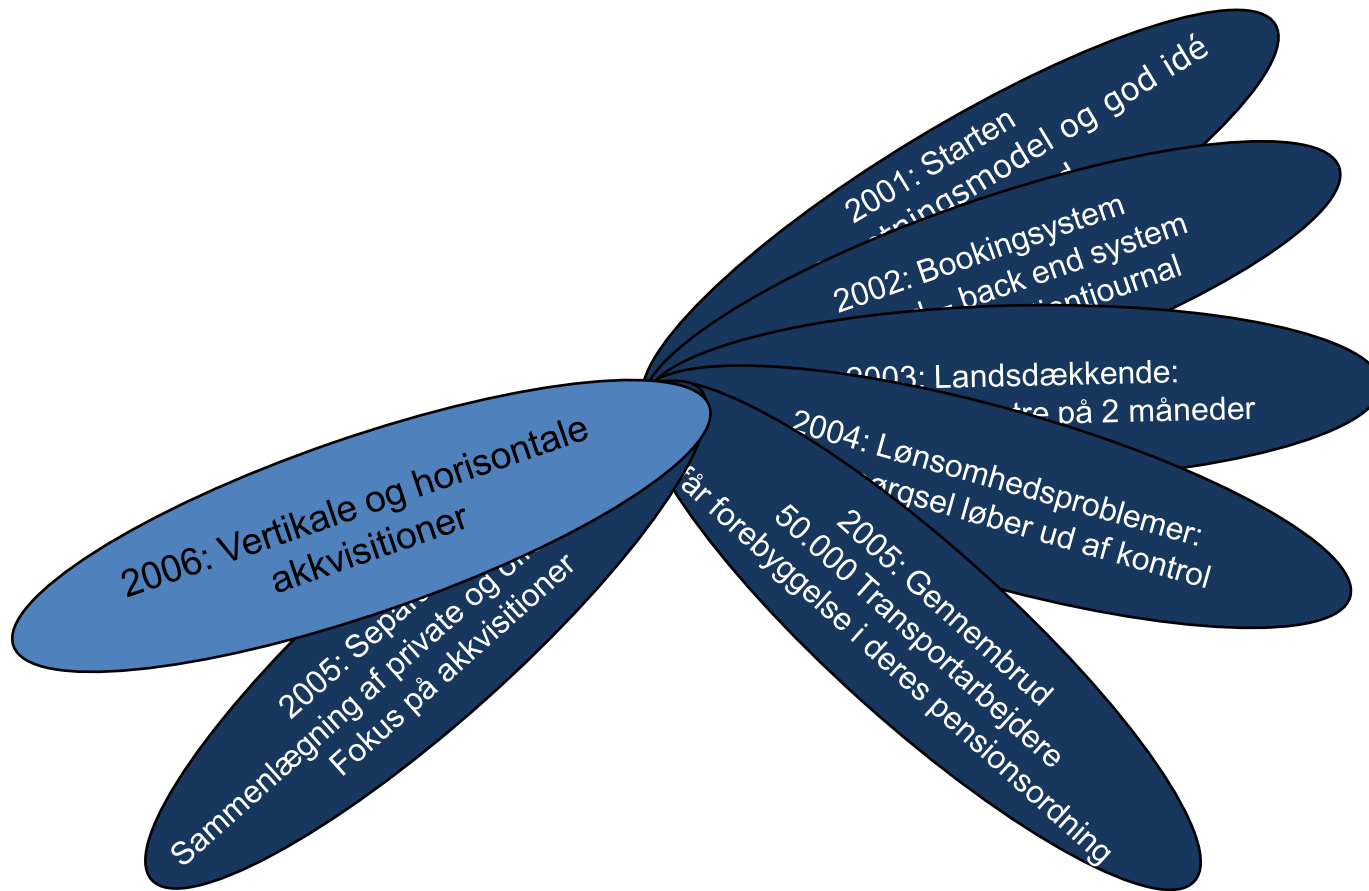
# Rejsen .....



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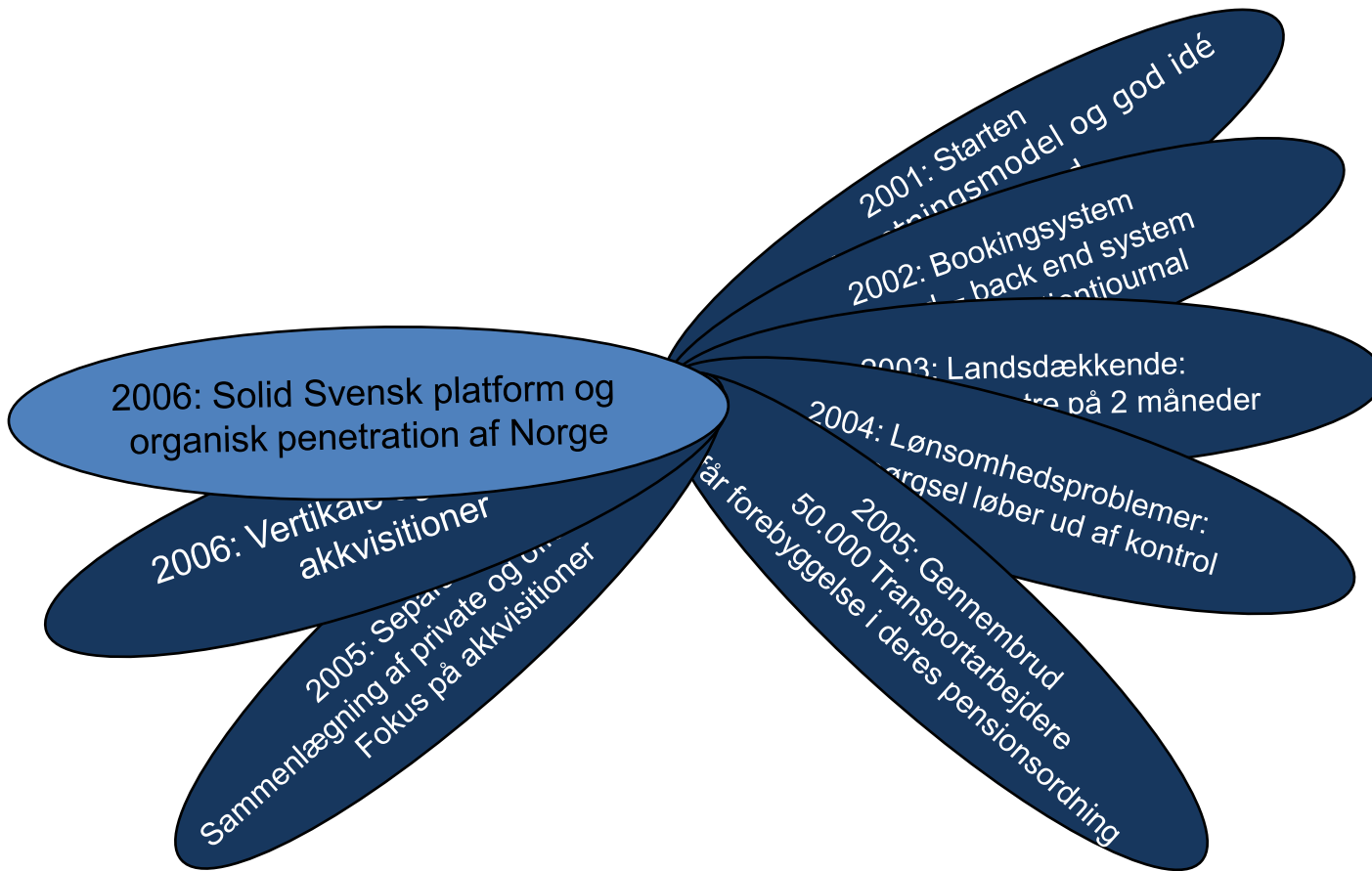
# Rejsen .....



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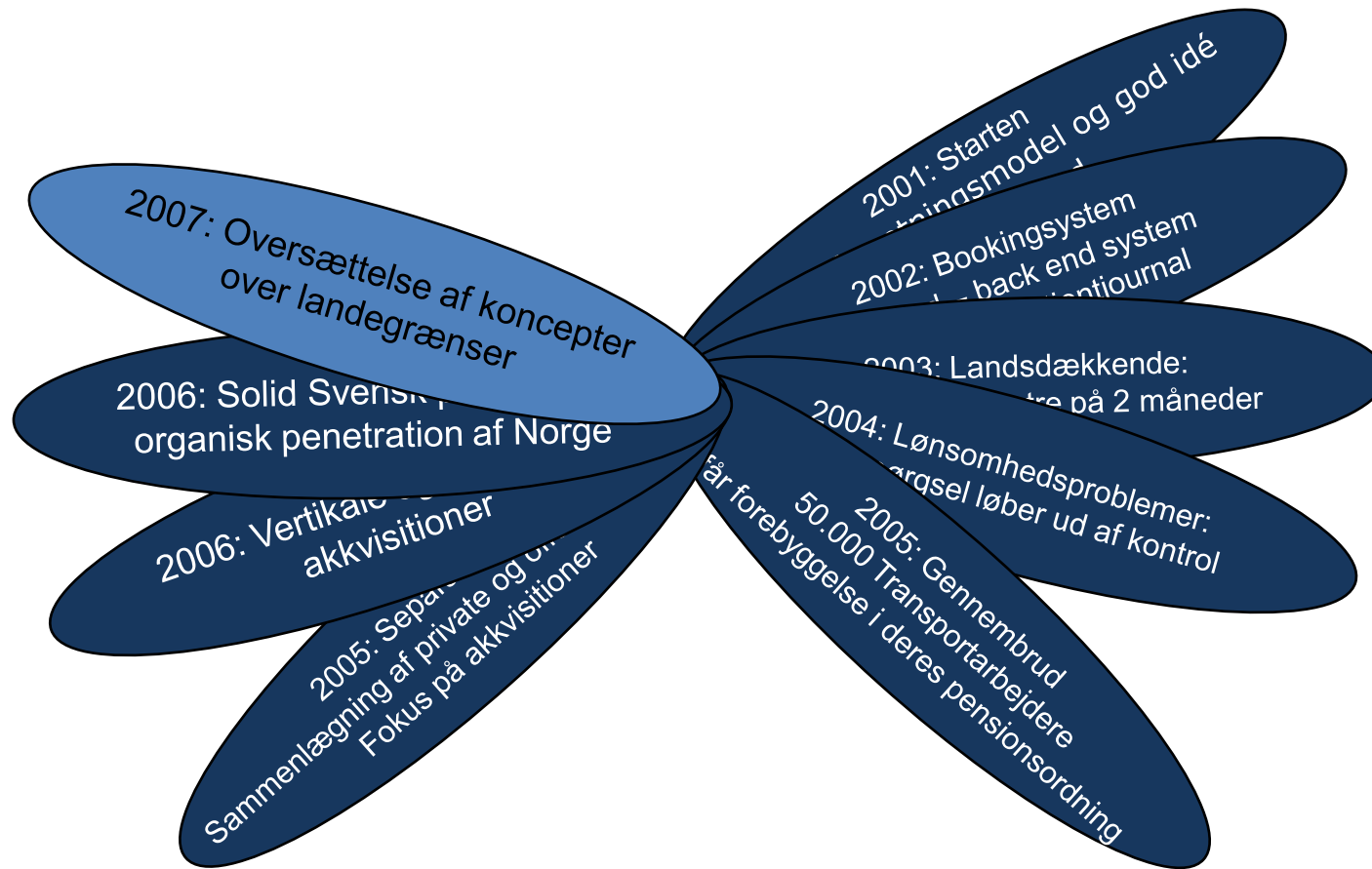
# Rejsen .....



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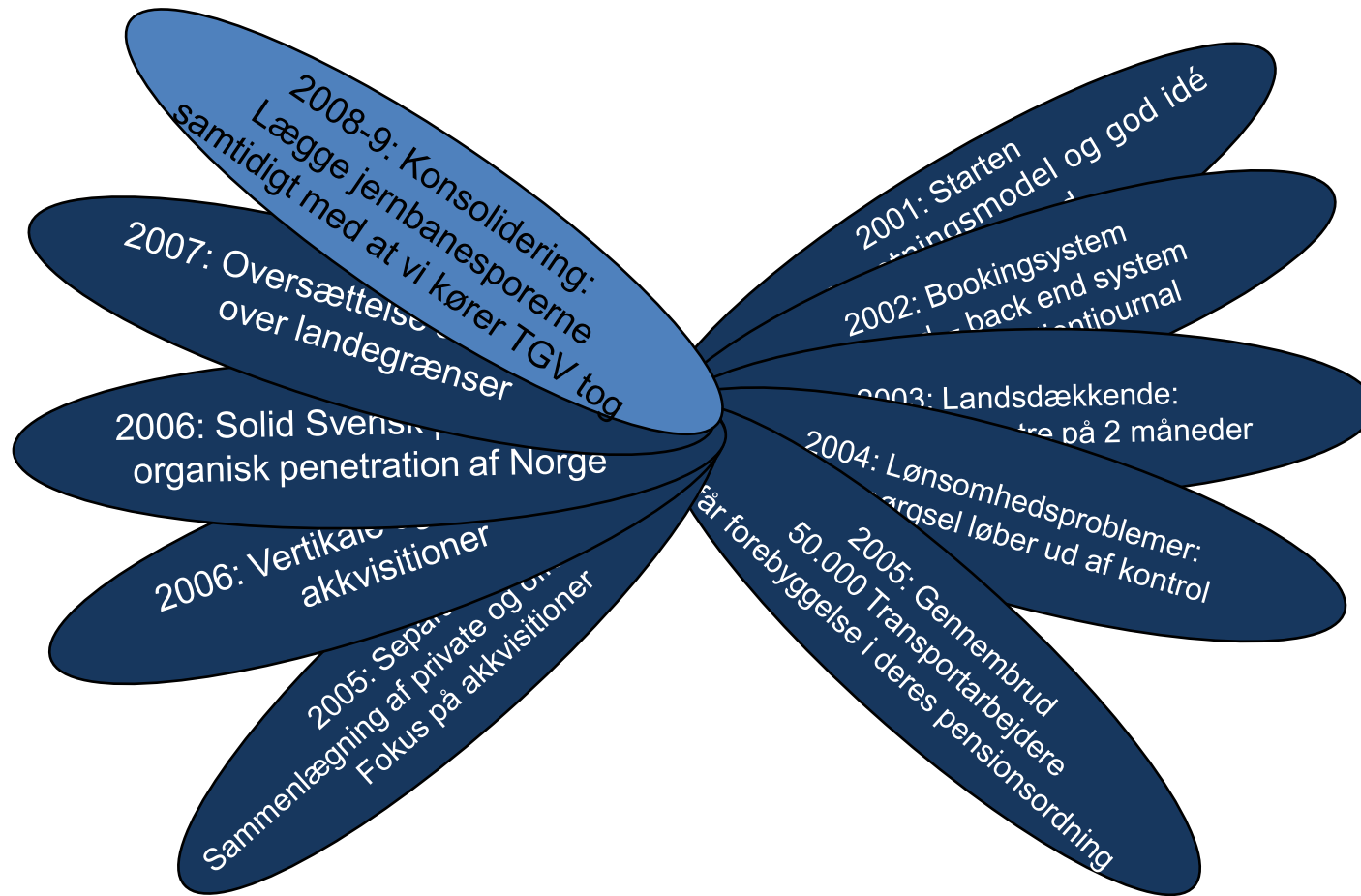
# Rejsen .....



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# Rejsen .....



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# Læring

- Fokus skaber resultater – Salg → Drift → Udvikling
- ”Business casen” skal være helt klar
- Lav ikke nødvendigvis alt selv – importer/køb viden kan give momentum i eksisterende forretning
- ”kill your darling” før dine konkurrenter eller din revisor gør det
- Få de rigtige folk på det rigtige tidspunkt (kompetence balance)
- Hurtighed og timing er alt



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