
MDCP quarterly report Part B: 2010 UHSC

For Part B below report on performance measures unique to your project. Do not cumulate the results from previous quarters. Report only the results from the quarter you select below. (Part A is where you will report your progress on your goal of generating \$36.5 m in exports.)

01-Reporter *

E-mail address of person submitting report.

03-Qtr ended *

For three months or any portion thereof ended on date you select. Report results only once for the quarter in which they occurred.

2010.09.30

20-Dataspecs to mbrs

Introduce new database specifications (e.g. patient country of origin, patient city of origin, referral source) to all FIPP medical centers that are existing UHC members, along with educational resources for their use. Goal: [] entities that receive the new data specifications and related resources.

21-Export valuation

Develop and validate methodology to value medical care exports to U.S. academic medical centers. Goal: 1 valuation methodology validated and ready to deploy.

22-Webinars qtrly

Quarterly webinars on increasing the competitiveness of U.S. academic medical centers. Goal: 12.

23-Identify events

Identify events relevant to U.S. exporters linking with foreign buyers or partners e.g. Saudi Healthcare, Saudi Medicare, Saudi MdiHealth). Minimum of 3 events per market per year identified in year one. $9 \times 3 =$ Goal: 27

24-Partner mtgs

Meetings between UHC or UHC members and prospective partners (foreign hospitals and ministry of health officials) in target markets. 5 meetings per year in 9 markets over 3 years = Goal: 135

25-Referrals govt

Number of foreign patients referred to U.S. medical facilities by government entities in target markets. (yr 1:3 sources x 20 referrals=60) + (yr 2: 5 sources x 30=150) + (yr 3: 7 sources x 50=350) = 560

26-Referrals pvt

Number of foreign patients referred to U.S. medical facilities by private entities in target markets. (yr 1: 6 sources x 3 referrals=18)

+ (yr 2: 21 sources x 4=84) + (yr 3: 30 sources x 5=150) = 252

50-Comments

Enter any comments regarding any of the numeric responses above. E.g. "22-Nov. 2010 webinar postponed to Jan. 2011. Feb. 2011 webinar postponed to Mar. 2011." (Comments are NOT required.) Supplemental documentation of quarterly activity such as published studies, event fliers, and photos can be emailed separately to Brad.Hess@trade.gov.