

How BUPA healthcare helped Albert Chan's company show a profit.

Albert Chan is the manager of a medium sized printing company in Kwai Chung. There are about fifty people in the company and Albert, among other things, is responsible for things like employee welfare and personnel.

This is his story, as told to one of our staff. (We've changed his name and photograph to protect his identity.)

"We decided it might be smart if we were to include medical insurance as a bonus for all management levels in the company. About two years ago we introduced BUPA Company Care and since then I can say I've seen the scheme used for a variety of illnesses and injuries.

The people who use it seem more than happy with its performance.

From my point of view it's useful because claims are settled within three or four days and I don't have to worry about administration.

Another benefit is the BUPA Credit Card, which can be used to pay for medical bills without using cash or cheques at the time of treatment.

I suppose one of the best examples of how BUPA worked for us was the

time when Raymond Lau, our accountant, had to have his back fixed.

Raymond had suffered all sorts of problems with backache and Sciatica and his doctor told him he needed an operation called a lumbar laminectomy.

I remember that having him going into hospital would leave us at the company with a big headache. It was end-of-year time at work and we needed Ray to complete all the figures; if we were to lose him now it could lead to all sorts of problems.

Thankfully the doctor told Ray that it would be possible for him to plan exactly when he wanted to go in, which meant he could finish the budgets in time.

And that's exactly what happened. Ray completed the accounts, showed we made a profit and then went off to a private hospital. He even had his own room with a telephone so he could help us from there.

After about a week he was at home again and then we had him back at work after a month, completely cured.

You might say that both us, and Ray, profited from that BUPA scheme."

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