

# Optima Rehab – Company facts

- Optima Rehab is a private own rehabilitation company which provides evidence-based rehabilitation with a holistic approach for patients with neurological, rheumatic and stress related illnesses
- Company restructured April 2020 but has been working since 2006 with rehabilitations programs in Spain
- Henrik Salamon is the CEO of the company and founder. Has been working with climate therapy since 1992

# Optima Rehab - patients

- Agreements with several regional public health authorities in Sweden and with the government of Norway:
  - Mainly rheumatic patients
  - Staying 28 nights
  - Full board
  - Scandinavian and English-speaking staff
- Private paying patients (private, insurance and companies) mainly from Sweden
- Working mostly with Spain but have also operation in Sweden and Slovenia

# What are the possibilities for patients to get reimbursed for treatment abroad?

Sweden's Health & Care act (2017:30):

- anyone with the **greatest need** should be given priority over health care.
- be of **good quality** with a good hygienic standard and meet the patient's need for security, continuity and safety
- be **easily accessible**

# Alternative 1: Planned treatment outside Sweden – advanced permit (S2)

- The care provider is connected to the general health care system in the country of care and accepts the prior authorization for the particular care the patient needs. Conditions:
  - The waiting period in Sweden is not medically justifiable in view of your current state of health and the probable course of the disease
  - The care the patient is to be received would have been paid by the general public if the patient had received the care in Sweden
- Payment for the treatment will be directly from State insurance company (Försäkringskassan)

## Alternative 2: Planned treatment outside Sweden – prenotification about possibility of reimbursement

- The care the patient is to be received would have been paid by the general public if the patient had received the care in Sweden
- The treatment should be given by authorized medical staff

### Requirements for an application:

- Treatment plan
- Medical report of the treatment the patient has received in Sweden or is supposed to receive
- Medical referral

## Alternative 3: Planned treatment outside Sweden – after the treatment has been done

- The care the patient is to be received would have been paid by the general public if the patient had received the care in Sweden
- The treatment should be given by authorized medical staff

# What are the chances for the patient to get reimbursed?

- Sweden is divided in 22 regions
- All regions are responsible for the health care
- All regions have their own way in deciding if someone will get reimbursed or not.
- Economy has more impact than medical need

# Key elements to get the patient

- **Accessible** – fast response from contact to examination to treatment
- **Trustworthy** – testimonials, certified, provider to public health system etc
- **Best practise** – evidence-based treatments
- **Spearhead treatments** – using the latest form of treatments
- **Collaboration** – having a partner/medical representative in the country



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Ingen vill ha cancer, men om man insjuknar, är det bra att vara svensk. I Sverige finns det offentlig cancervård som är tillgänglig för alla. Men visste du, att det också finns ett annat alternativ?

Docrates Cancersjukhus är ett privatsjukhus i Finland, som vårdar patienter från över 60 länder. Till dig eller dina närstående kan vi lova, att du är vår allra viktigaste patient. Behandlingarna startar ofta redan inom en vecka från det första besöket, och vi använder den senaste tekniken, de nyaste forskningsrönen och, om det behövs, läkemedel som inte ännu tagits i bruk på annat håll.

Framför allt vårdar vi dig, inte bara din sjukdom. Under hela vårdprocessen träffar du samma människor, din engagerade läkare och ditt eget vårdteam. Docrates följer dig på din väg mot hälsa - du är inte ensam.

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*Docrates är ett finskt privatsjukhus specialiserat på cancervård.  
Vi utför avancerad cancerbehandling utan väntetid, med patienten i fokus.*

# Hints

The provider should be able to support the patients with necessary help in getting financial support from insurance companies and from the public health.

Try to get an “ambassador” of your treatment

Social media is very strong in Sweden

Get an representative in Scandinavia – preferable a medical clinic

**Questions? If not, thank you**

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