



Business Line Training

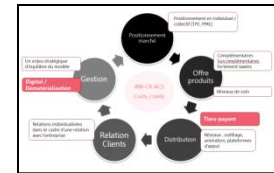
Health Insurance Training

Périclès Consulting et Périclès Actuarial sont des organismes de formation déclarés respectivement sous les numéro 11 75 34911 75 et 11 75 507 86 75 auprès de la préfecture de Paris



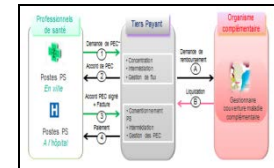
1. Health insurance market

- ▶ Role and stakes of supplementary health insurance
- ▶ Market organization
- ▶ Overview of stakeholders positioning, strategies, market share
- ▶ Impacts of health policies



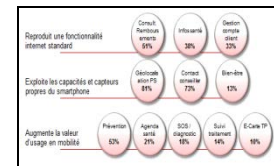
2. Development of health insurance

- ▶ Regulatory social and fiscal aspects
- ▶ Business development and new services



3. Health insurance business line

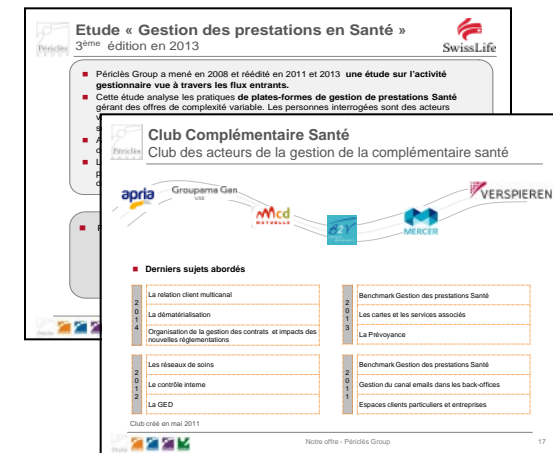
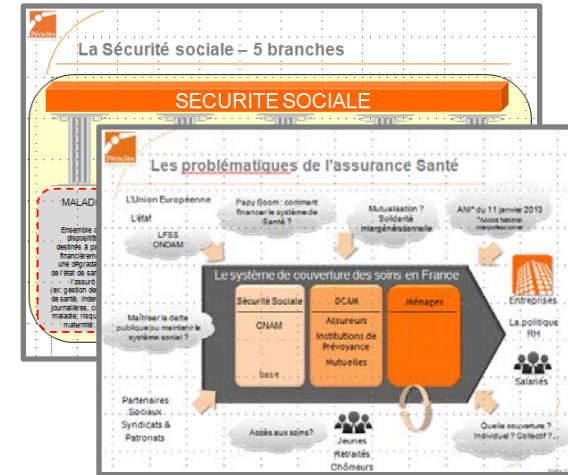
- ▶ Dematerialization, digitization
- ▶ Generalization of third-party payment
- ▶ Care Networks telehealth
- ▶ Case study: flow analysis (FSE, NOEMIE, TP ...)



Our trainings are based on our expertise

- The advantages of Périclès Consulting to assist you are :
 - ▶ A strong **knowledge of the sector of Social Protection, Health and Welfare, including Dependency**, its organization, its functioning and representative bodies
 - ▶ A **strong knowledge** of its players, the governance and organizational models encountered, products and solutions implemented
 - ▶ A **strong expertise in the field of Social Protection**, throughout the value chain, acquired from various players (insurers, mutual insurance companies, major brokers, pension funds, management platforms ...)
 - ▶ **Various experiences in the healthcare sector** in the framework of projects to define offers and strategic plans, network animation, organization of back offices, research of operational excellence ...

- Périclès also has the following advantages:
 - ▶ **Continuous monitoring of regulatory developments and regular market studies**
 - ▶ A **Complementary Insurance Health Club** that gathers quarterly professionals of the sector around the current news of the sector and subjects of common interest



Training approach

A global team of experts with a tested methodology

■ An attentiveness to the needs of trainees

- ▶ After defining the objectives and training needs, we develop a personalised program - awareness-raising MOOC can be provided prior to the session
- ▶ At the end of each session, a questionnaire is given to the participants and a feedback is given to you on the perceived quality of the training and the intervener

■ A team of trainers with specific skills

- ▶ Our trainers have technical competences in the fields of finance, banking, insurance or social protection and train various profiles (managers, actuaries, managers, etc.)
- ▶ The Dependency line training team is led by Françoise Paugam



- 20-year experience in the Social Protection sector, acquired from insurers, mutual insurance companies, provident groups and large brokers Follow-up or implementation of major organizational and regulatory developments in the sector Latest training courses offered: Argus - AG2R La Mondiale, Owlance,
- Suivi ou mise en œuvre des grandes évolutions organisationnelles et réglementaires du secteur
- Dernières formations dispensées : Argus - AG2R La Mondiale, Owlance, Edhec, Centrale Paris...

- ▶ A proven teaching method based on the alternation of theoretical contributions and immediate practice, our pedagogical method promotes the exchange of points of view and experiences

■ Comprehensive teaching materials

- **Full documentation** is given to participants at the beginning of the course. It will be a valuable working tool and a reference document