

ENTREPRENEURSHIP IN MEDICINE? DE LA CLINIQUE A LA BOUTIQUE!

ERIC S. CHEMLA ANOTHER TYPE OF MATURATION



MY CV/RESUME

1967- Paris

1984-1991: Med School

1992-1998: Specialization in general and vascular surgery

1998-2002: Junior attending

2002-2009 Consultant renal transplant and vascular surgeon University of London, St George's NHS Trust.

2009: Reader in Vascular Surgery

2009-2015: Divisional chair Medicine and cardiovascular division



BEING PART OF THE SYSTEM

- 2,500 employees- budget £234M
- 2010-2011:: Executive business management formation at London Business school
- 6 years as divisional chair running a public sector business



WORKLOAD

- Divisional chair
 - 1 Cut costs to the core
 - 2 convince colleagues that it is for the best, real decision makers are not doctors and like hiding behind us
 - 3 Conflict management
 - 4 very long days, endless meetings to discuss CIP/CRP...

Only positive: I have learned a new job and am starting my in depth thinking process about the future



THE SITUATION: SIT-REP

- European system: Pyramidal so there is a boss and colleagues have to follow
- British system is horizontal: when you are chief you have to show leadership and convince people
- 2008: Subprime crisis: Massive impact on our budget
- Dealing with the cuts has been a very difficult task
- Soon enough budget cuts became silly and had a massive impact on care quality



THE SITUATION IN FRANCE IS NO BETTER

- Several suicides on the place of work
- Tense relationships with management
- Multiple conflicts because of resource shortages
- Massive deficits
- Management: accountant mentality



FROM FRUSTRATION TO INNOVATIVE THINKING ON HOW TO RECYCLE MY KNOWLEDGE

- Chronic lack of beds: weekly arguments to try and operate patients
- Each consultant in a same team argues for their patients so no team spirit whatsoever!
- When you start spending more time trying to organize to treat patients rather than treat them then it is time to rethink your career?



WHAT IF I USE MY KNOWLEDGE FOR A PRIVATE ENDEAVOUR?

- Doctors are entrepreneurs whether they are in a private practice or chief of staff in a public institution
- It took me 3 years to rethink my path.
- I used to come to these meetings knowing that maybe it would be the last one



"I know your bill's exorbitant but you have to remember that the longer the disease name, the higher the fee..."

A NEW LEASE IN MY LIFE

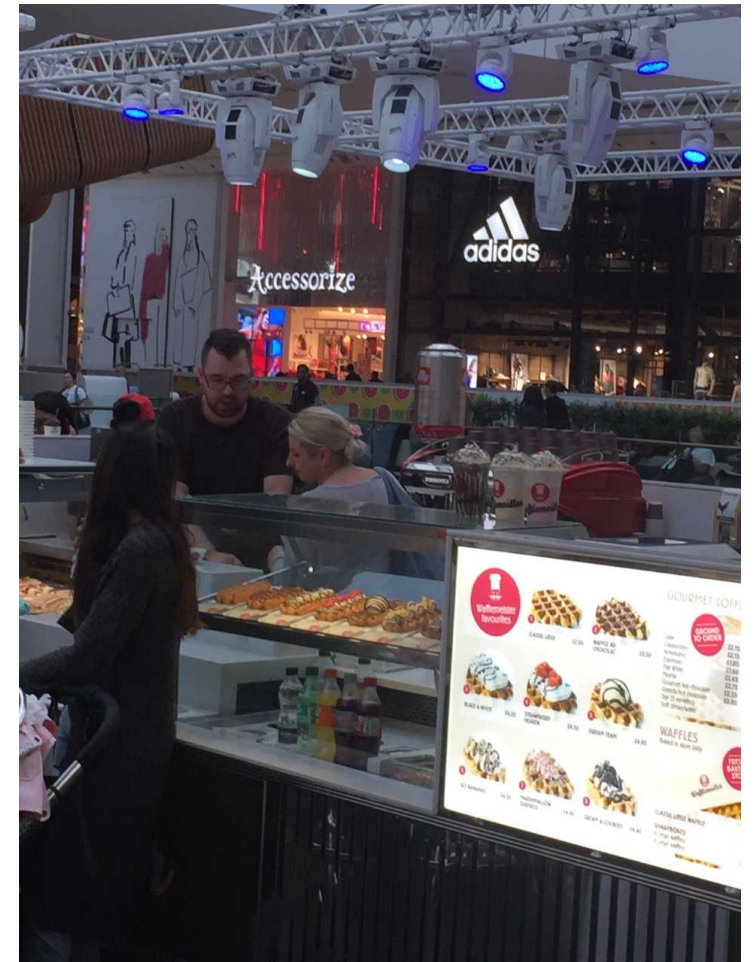
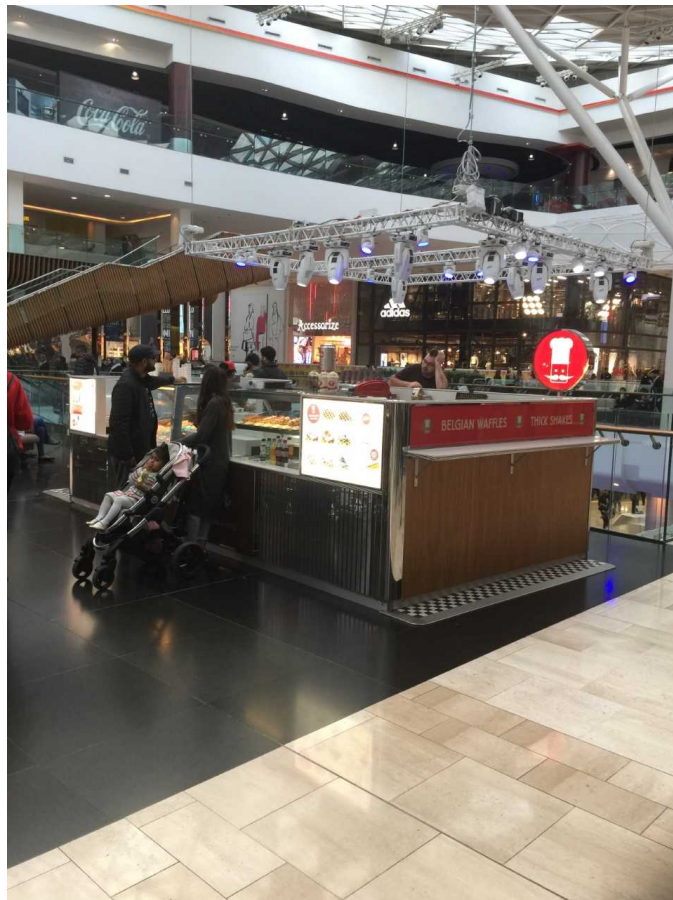
- Look at me: I am made for the food industry!
- So I started to look and I was convinced that following in the foot steps of my learning as a chief of staff would be OK.
- Wafflemeister: I decided to go for that brand with my wife.
- After nearly 2 years:



FIRST FRANCHISE



SECOND FRANCHISE



I NEVER MISSED SURGERY FOR EVEN ONE MINUTE

- 3 franchises



THIRD FRANCHISE

