



**KEB Health and Social Care Business Trends and Opportunities Consultation  
– 19 September 2011**

**Questions for the Table Discussions**

The purpose of this event is to examine with delegates what are the key things that will stimulate business growth for this sector – as an outcome we want to be informed via the consultation of a limited number of actions/ activities which KEB and the LEP could pursue that would be considered to make a tangible difference to business growth

1. How can business support be targeted to encourage businesses growth to service this market?

2. What are the commercial opportunities that will be presented by the new Personal Healthcare Budgets and integrated health and social care personal budget?

3. How can the market respond to the rising demand for services and choice, and where do businesses growth opportunities lie? (for example)

- For new financial products,
- Commercial property developments,
- Shared public and private funded care packages ,

and how can businesses in Kent better respond to this dynamic market?

4. How can businesses in Kent exploit the commercial opportunities associated with Telecare and telehealth?

5. What form of alliance or joint ventures could the sector pursue with development and diversification in mind?

Name: \_\_\_\_\_ Table No : \_\_\_\_\_