

•KINNECT

CREATING **HEALTH CERTAINTY** AT WORK

AFFILATES PROGRAM

**Become partners in
health certainty for
Australian businesses**



1300 546 632

www.KINNECT.com.au

Grow your business. Help more people.

KINNECT has been making people at work healthy, safe, and productive for over two decades. Our reputation as a leading occupational health services provider has been built on our core values - highly skilled, happy people creating sustainable value. Values which influence everything we do.

Guided by the wealth of clinical experience of our Directors, Chief Medical Officer and Senior Management Team, KINNECTers are driven by a passion for making a difference in our client's lives.

KINNECT's mission is to help more people in Australia be healthy, safe and productive at work, and that means being available where we're needed.

Our rapid growth in recent years has been enabled by the support of our **valued Affiliate clinics**, who make it possible for us to deliver pre-employment medical and health surveillance services to clients who have workers in regional areas.

Benefits

As an Affiliate, you'll join an **expanding network of over 550 Affiliate Clinics** around Australia who are growing their business while supporting the health of thousands of workers. You'll benefit from:



A new income stream through regular referrals and access to patients who may not have considered your clinic.



All the **support and resources** you need to accept regular referrals from our dedicated Affiliate Relationships Team.



An opportunity to **build your expertise** and service offering in the occupational health sector.



Our innovative Carelever software which simplifies and streamline the management of occupational health processes and health data.

This document outlines what you need to know about becoming a KINNECT Affiliate. Being an Affiliate is an exciting opportunity and I hope to welcome you on board soon.

Chelsea Johnson,
Affiliate Relationship Team Leader



CREATING **HEALTH CERTAINTY** AT WORK

ABOUT US

A trusted partner in health

KINNECT's story began in 1996 with a simple aim to help people. Fast forward two decades and our mission remains the same.

Since our earliest days, we've seen the complexities facing our workforce evolve and have responded to employer's needs for a wider range of support by growing KINNECT from a handful of consultants providing workplace rehabilitation services to a national company with **14 locations** offering the **full scope of occupational health services**.

We've set ourselves apart through our understanding and appreciation of health risk and partnering with our clients to deliver solutions that give them **greater health certainty**.

- ✓ **Industry Leaders**
Australia's largest privately-owned Occupational Health Provider.
- ✓ **Integrated Services**
Comprehensive services from hire to retire and everything in between.
- ✓ **A National Footprint**
With 550+ KINNECT & affiliate locations throughout Australia with more to come.
- ✓ **Customised Solutions**
A tailored approach ensures the right approach for our clients.

WE HELP MORE THAN

70,000

PEOPLE EACH YEAR

Learn more at:

www.KINNECT.com.au 



OUR SERVICES

Integrated health solutions

Our team encompasses Occupational Physicians, Occupational Health Doctors, Nurses, Physiotherapists, Occupational Therapists, Exercise Physiologists, Psychologists and Rehabilitation Counsellors. With such diverse health disciplines under one roof, we can deliver a full suite of Occupational Health services for our clients.

WORK INJURY PREVENTION

Our customised services reduce the risk of injury and ensure a strong return on investment for our clients. With more than two decades of experience, we have proven methods for effective and engaging programs guaranteed to reduce workplace injuries.

Our Services include:

- Pre-Employment Medicals
- Pre-Employment Functionals
- Ergonomic Assessments
- Manual Handling Training
- Job Dictionaries / Task Analyses

HEALTH MANAGEMENT

Our tailored health management solutions reduce the risk to workers and associated indirect costs are minimised. Our revolutionary Carelever platform provides a simple, convenient approach to the management of your employee's health and wellbeing.

Our services include:

- Rehabilitation & RTW Services
- Health Surveillance/Monitoring Programs
- 24/7 InjuryKINNECT Hotline
- Onsite Drug and Alcohol Testing
- Immunisations
- Respirator Fit Testing
- Independent Medical Examinations
- Occupational Medicine Consulting

OUR QUALITY ASSURANCE



KINNECT

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OUR CLIENTS INCLUDE

Incitec Pivot Limited



SEDGMAN



RioTinto

GLENCORE



ARTC



SkyBus



Ozcare



sunwater



OPTUS



OUR LOCATIONS

Seamless provision, Australia-wide

14

KINNECT
Offices



263

KINNECT
Employees



550+

Affiliate
Partner Clinic Locations



250+

Radiology and
Pathology Clinics













 New KINNECT locations in
Adelaide, Newcastle &
Bundaberg coming soon!

 Perth
 Rockingham



 Melbourne

 Cairns
 Townsville
 Mackay
 Rockhampton
 Gladstone
 Sunshine Coast
 Brisbane
 Gold Coast
 Sydney


View our full list of locations:

www.KINNECT.com.au/our-locations



CARELEVER: Technology Enabled Occupational Health

KINNECT's willingness to rise to the challenge of meeting employer, worker and legislative expectations, combined with curiosity and an appetite for innovation led us to develop our own cloud-based occupational health technology platform, **Carelever**.

Carelever is a cloud-based SaaS platform that allows KINNECT's staff, our clients and our Affiliates to easily manage and track occupational health activities and health data online, without the need for clunky spreadsheets or manual paperwork.

Carelever was created using feedback from our valued clients regarding the need for a more efficient, transparent and controlled way to manage their occupational health services. It continues to be improved based on the needs and suggestions of our clients.



Key features for our affiliate clinics:

- Designed for both tablets and desktop computers
- See all your upcoming appointments
- Digital paperwork through Carelever Forms makes completing assessments efficient and accurate
- Multiple team members can contribute information to a candidate's digital paperwork
- Candidates complete health questionnaires prior to their appointment, meaning less admin work for your staff
- No printing of paperwork or scanning and emailing back results
- Once the assessment is finished, no further admin work is required

"It's been great to have a steady stream of medicals. We've so been impressed by their innovation on Carelever - no more paper! KINNECT also have an excellent team, they're one of the teams that ever send a positive feedback note!"

- Brecken Health - Affiliate Partner for over 10 years

Learn more at:

www.KINNECT.com.au/carelever

BECOMING AN AFFILIATE

We partner with over 550 Medical, Allied Health, Pathology and Radiology Clinics throughout Australia.

Depending on the type of healthcare service provided, our Affiliate clinics perform, a variety of services on our behalf for clients who are unable to access a KINNECT office.

These services include:

- Pre-employment medicals
- Pathology collection and analysis
- Radiology for pre-employment and health surveillance
- Functional assessments
- GP consultations for workplace injuries
- Health surveillance activities including drug and alcohol screening, vaccinations and skin checks

Clear expectations. Mutual benefits.

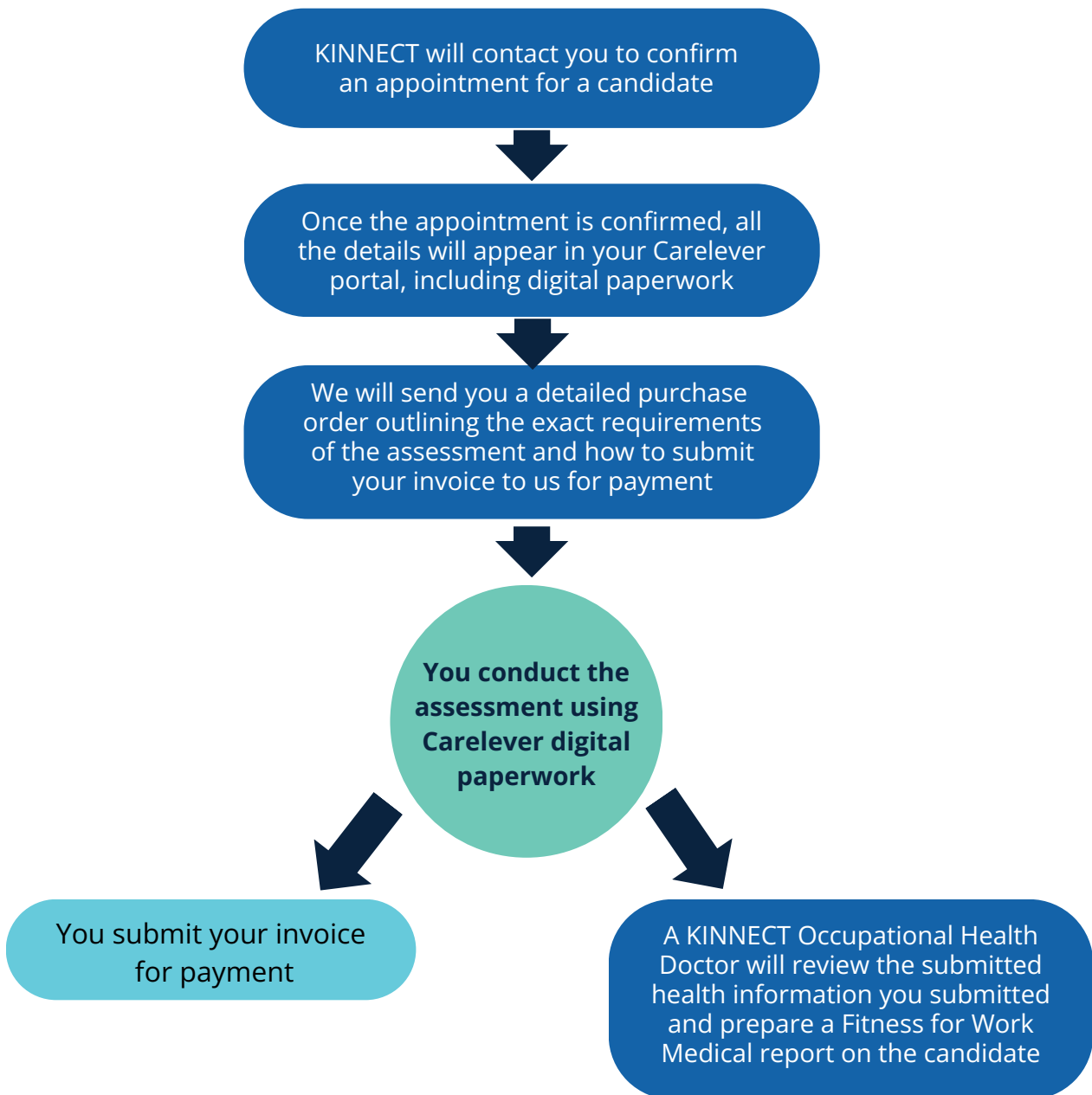
The partnership between KINNECT and an Affiliate Partner is entered via mutual agreement and benefit. Our partnerships form a legally binding contract that is constantly supported through effective communication for a sustainable long-term relationship.

What YOU can expect from US	What WE expect of YOU
Regular referrals that provide you with an additional income stream	Timely communication regarding clinic availability, no-shows, cancellations, or assessment queries
User-friendly digital system to receive referrals, booking information and lodge results	Use of our digital platform Carelever to ensure timely submission of results
Prompt, on-time payment of your invoices	Up-to-date accreditations and clinic insurances
A dedicated team to support you throughout your relationship with KINNECT	Willingness to work with us to accommodate timely bookings



We understand that clinics in remote and regional areas need to serve the local community first and foremost. However, as a KINNECT affiliate, you are supporting the economic development of your region by helping locals secure employment.

How it Works



PLEASE NOTE:

- We will quality assure your submitted assessment results. If we identify any areas of concern, we will contact you for clarification.
- Should you need to order any pathology tests (e.g. GCMS), we kindly ask that you contact us to confirm prior. If we approve the pathology test, we will contact you to request the report, or alternatively you can email it to us once it is available
- If you have any queries around the requirements of an assessment, you are welcome to contact us to discuss them.

Our Team

OCCUPATIONAL PHYSICIANS



DR MATTHEW BRANDT - CHIEF MEDICAL OFFICER

Dr Matthew Brandt is available for review of more complex cases and medico-legal advice. With more than 20 years' experience in the field, he is a Fellow (Specialist) of the Australasian Faculty of Occupational and Environmental Medicine (AFOEM) in active clinical practice.



DR GRAEME EDWARDS

Dr Graeme Edwards is a highly regarded Consultant Occupational and Environmental Physician, experienced in occupational, industrial and environmental medicine. He advises businesses across a diverse range of industries.

DOCTORS

These doctors will review assessment results, determine fitness for work and report back to KINNECT's clients.

- Dr David Parker
- Dr Sanjit Paul
- Dr Yan Perumal
- Dr Benjamin Lam
- Dr Kelvin Chong
- Dr Tia Singh
- Dr Chris Uber
- Dr Devendra Kumar
- Dr Doumit Saad
- Dr Doug Morison
- Dr Nay Thwin
- Dr Nicholas Travers
- Dr Kofi Duah
- Dr Indu Vetrivel
- Dr Alana Sandell
- Dr William Ma
- Dr Cyril Fernandez
- Dr Michael Boissezon
- Dr Vern Maden
- Dr John Jasinski

GOVERNANCE & OPERATIONS



Sharon Marsh
Clinical
Governance
Manager



Carrie Evans
Operational
Excellence
Manager



Chelsea Johnson
Affiliate
Relationships
Team Leader

CREATING VALUE FOR AFFILIATES

Each year, KINNECT rely on our affiliates for more than **31,000 appointments** for pre-employment medicals and **8,000 appointments** for occupational health medicals. This spend is worth a total of around **\$4 million**.

Depending on location and service, your clinic could receive an average of

\$26,000

in appointments booked each year

Here's how the program has benefited our Affiliate Partners:

"Working with KINNECT has greatly benefited Happy Health and our existing client base. Having an affiliate relationship with KINNECT has enabled our medical assessments to be completed in multiple different areas across Australia, at a high-quality standard and within a timely manner. Happy Health knows we can rely on KINNECT to deliver services effectively and professional.

Staff are always friendly and helpful. The online system [Carelever] is easy to use, and communication is clear and effective. The quality is consistently high which is appreciated and imperative to deliver trustworthy results to our clients."

- **Happy Health - Affiliate Partner for 10 years**

"KINNECT is a valued client enabling Healius to deliver pathology services that assists Kinnect and their clients' requirements (pre-employment, occupational testing) etc. Healius would like to work more exclusively with KINNECT and customise our services further.

KINNECT and the State Business Units within Healius have a partnership that is based on open communication and transparency where KINNECT advises of any enquiries and/or feedback which allows us to work through solutions together."

- **Healius Group (Pathology) - Pathology Affiliate Partner for over 15 years**



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JOIN THE AFFILIATE PROGRAM

If you're ready to join our Affiliate Program and grow your business, or want to learn more, get in touch to book a virtual meeting at a time convenient for you.



02 9099 1053



affiliaterelationships@kinnect.com.au

