

AND TOURISM TREATMENT

MIDDLE EAST TOURISM AND TREATMENT MAGAZINE

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to the Arab-Gulf Tourist**

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AUSTRIAN HEALTH

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AUSTRIA STARTED TO BE TOP DESTINATION OF MEDICINE SINCE 1970 !

David Gabriel, MD
CEO & Founder
Trusted medical advisor



MR.DAVID,FIRST OF ALL, YOU ARE A DOCTOR SUPPOSED TO BE WORKING IN A CLINIC BUT YOU ARE DOING MEDICAL TOURISM BUSINESS INSTEAD, WHY YOU CHOOSE THIS ACTIVITY ?IS THERE ANY STORY BEHIND CHOOSING MEDICAL TOURISM TO BE YOUR PREFERABLE BUSINESS?.

I have worked many years as an anesthesiologist and an intensive care physician. Early on it was clear to me that I didn't strive to work for the hospital. I felt more as a business man, who wants to on medical Know-How projects, that sick people could profit on.

In 2003 I founded the project DOC ON BOARD, the only project worldwide, that trains medical personnel for medical emergencies on board of commercial aircrafts that increases the medical safety of passengers. Over the years we have trained over 2.000 Doctors out of the German speaking community, and the outcome of that is very valuable medical networks have been made.

In 2010 I came up with the idea, to council and to supervise international patients, who are interested in a medical treatment in Austria. I quickly realized, that not all these patients are super rich, who at first wanted to go through with aesthetic surgery, but in part who are very sick people who have been searching for a diagnose and therapy for their medical problems. The fate and also the fact that plenty of self-appointed facilitators have been using the patients for their own profit, I got motivated to create this organization to those in medical need and to give them medical solutions. That is how AUSTRIAN HEALTH came into being with high quality Austrian medicine.

WHAT KIND OF SERVICES DOES YOUR COMPANY (AUSTRIAN HEALTH) PROVIDE TO THE PATIENTS AND HOSPITALS?

My company offers patients as well as agencies and medical providers a broad range of achievement.

AUSTRIAN HEALTH is the medical competence hub for international patients.

Patients oriented attainments:

If you would like to become a patient in Austria for a treatment, please send us your medical records, we will translate it and then send it in to our medical section for evaluation. Every patient will be individually cared for. Our main goal is to get the patient with the best doctor known in this area and to get the best treatment possible. Together with the treating doctor a medical program will be put together with a cost estimate. When there are more options, we will contact more doctors and hospitals with alternative cost estimates. We take careful action that we have cooperation solely and exclusively with Austrian medical providers. AUSTRIAN HEALTH is an Austrian medical insider, but 100% independent.

When the patient follows our suggested program and comes to Austria, we will care for the patient personally until the whole program is finished. We will help by all travel matters (with our own AUSTRIAN TRAVEL department), with the visa application form, organizing all transportation and accompany the patient through the whole medical program. We are also, of course, always going to be a trusted partner when the patient travels back to their home country and help in any way we can. We also have experience with VIP's and care for the confidentiality and for their safety.

Representation attainments:

AUSTRIAN HEALTH represents the Austrian medicine on international levels. Through our good relations to public sector entities and ministries, private and public hospitals, the Austrian Medical Chamber, The Austrian Federal Economic Chamber and the Medical University of Vienna, we provide a platform, which gives a basis for international Know-How transfer as well as trading programs for doctors and students. We also organize road shows, workshops and international fair appearances to network areas of medicine, health and tourism.

WHAT MAKES AUSTRIA AS A HEALTH TOURISM DESTINATION DIFFERENT FROM OTHER DESTINATIONS, HOSPITALS? QUALITY OF TREATMENT? LOW COSTS? CAN YOU EXPLAIN TO OUR READERS?

Austria has one of the best health care systems in the world and can be traced back on a long line of medical tradition. The medical university was founded in 1365, Austrian medical professionals made a name out of themselves with numerous surgical procedures and methods of treatments. In the 1970's-1990's Austria was the top destination of medicine, plenty of VIP and heads of state from the whole world arrived for medical treatment. Since 2000 Austria is more of a secret tip for medical tourism, because the country neglected the opportunity for self-promotion, when the booming trend for medical tourism started throughout the world.

In Austria there are over 270 public and private hospitals, 70 rehabilitation centers and 31 university clinics, whereby Vienna's university clinic is the largest in all of Europe.

For foreign patients it's very important to understand the Austrian system to get the best treatment available. Private Austrian and international patients will primarily be treated in private hospitals. Private hospitals provide full comfort and flexibility and cover all needs for self-paid patients. Insured patients are a priority in Austria to the public hospitals. Private patients have the opportunity to choose their doctors and hospitals. That gives AUSTRIAN HEALTH the chance to pick out the best specialists and hospitals for the patient, individually. The selection of doctors is not connected to one hospital, how it is in other countries. Every patient is set up with a team of doctors that come from all over Austria, if necessary.

MY COMPANY OFFERS PATIENTS AS WELL AS AGENCIES AND MEDICAL PROVIDERS A BROAD RANGE OF ACHIEVEMENT. AUSTRIAN HEALTH IS THE MEDICAL COMPETENCE HUB FOR INTERNATIONAL PATIENTS.

On the international level of the quality of treatment, Austria is undoubtedly on the top with Germany, Switzerland and the USA. All medical procedures, that are available in Europe, can be done in Austria. Furthermore Austria's results are much higher in patient security, through the high quality standards that we require. The patient is the focus, his wishes and rights will be respected.

Check-up programs, sports medicine and rehabilitation are also a very important part in the medical field. Neurological, orthopedic and sport medical rehabilitation belongs to the specialist field of the Austrian medical field. The medical costs are generally a little higher than Germany, however much lower than the price level of Switzerland. Austria distances itself from low-cost-medicine, as we have the top-quality and newest methods of therapy for your price. High quality of medical opportunities and competence of the medical staff bring top price efficiency ratio.

Last but not least, it must be mentioned, that Austria is one of the most loved traveled to country. The diversity of the land, with the mountains and lakes, the trip will become an unforgettable experience. In particular Zell am See is a very popular travel destination for Arabic guests. The capital, Vienna, was for the seventh time voted as the highest quality of life in the whole world. When it comes to the health condition of our patients we can provide a combination of Check-Up-Programs and sightseeing tour

or a vacation spot.

HOW DO YOU ENSURE A SATISFYING EXPERIENCE FOR YOUR PATIENTS WHILE THEY ARE WITH YOU FOR THEIR TREATMENT?

My motto is: Every ill human being is a human in need. I am very aware with my responsibility, which we carry for these people. For a lot of patients therapy in a foreign country is the last alternative of healing. Therefore we take our work very seriously and we are committed ethically and morally to our patients. Our patients feel that they are being cared for and they are relieved, also because they can give us organizational or non-medical situations that we can help with. Their priority will therefore be on healing.

HEALTH TOURISM IS BOOMING MORE AND MORE, HOW DO YOU EVALUATE IT AND WHY IS IT GETTING MORE DEMANDS?

New communication possibilities have opened up through the internet and has resulted in worldwide apparent differences in medical quality through the countries. Naturally the hospitals play a big roll with their medical equipment. But also the medical culture such as their education and further training are a major factor in the quality. In many countries it is frowned upon if a doctor helps his fellow staff as it shows incompetence. European Top-Doctors in the medical field are closely networked and share important knowledge. That establishes better results and in the end it will save our patients.

SPECIAL MESSAGE TO THE MIDDLE EAST PATIENTS ESPECIALLY WHO ARE COMING FROM ARAB GULF COUNTRIES?

You are welcome! Austria is a very beautiful and safe country, which is popular by Arabic guests. We are very eager to adapt to the Arabic culture, to help and care for all our patients individually. We conduct, however, a lot of educational work, for example the compliance for the agreed date. Top-Doctors are very booked and therefore it is very important to come on time to the agreed appointment for the examination, especially when it is a complicated illness that involves more than one doctor. Anyway, my team is available all the time to support our patients in all matters.

We have a lot of experience with Arabic patients and it would be an honor to care for you.



السياحة والعلاج

مجلة الشرق الأوسط للسياحة و العلاج

العدد ١٥ - إبريل - مايو ٢٠١٦

الصيف متعة وعلاج...

دبي تحلق عاليا في سماء السياحة
العلاجية على "درجة الإمتياز"

تسويق السياحة العلاجية ...
أكثر المهمات التسويقية تعقيدا..

من أجل فهم أفضل
للسائح العلاجي الخليجي

السياحة العلاجية في مصر : طريق الاستثمار المنسي

