



# **BHTA *plus***

**Your BHTA membership,  
plus so much more...**



# Welcome to BHTA *plus*, your added member benefits

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As a member of the BHTA, not only do you enjoy exclusive industry insights, consumer confidence, advocacy in political and regulatory circles, and a range of membership services, but you also have full access to BHTA *plus*; a wide array of offers, support, products and services from our partners.

Each benefit has been carefully selected to help meet the needs of businesses operating in the healthcare and assistive technologies sectors, ensuring you get extra value from your membership.



# The full BHTA *plus* offering

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## Enjoy more from your membership with these added benefits

### plus Business Insurance

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A comprehensive, competitive, bespoke insurance product designed specifically to meet the needs of companies in the healthcare and assistive technologies industry.

### plus Business Services Support

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Created with business leaders in mind, BHTA Business Services Support offers members access to a plethora of invaluable legal, HR, accountancy and health & safety advice.

### plus Employee Benefits

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Demonstrate your dedication to supporting the physical and mental well-being of your most valuable assets: your people.

### plus Advantage

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Reward yourself and all your employees with attractive, exclusive and unmissable offers from BHTA Advantage.

### plus Engage

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Promote your products and services to trade buyers and professionals through special access to BHTA Engage, our media arm.

### plus Track My Carbon

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Get ahead in the race to Net Zero and win more public sector tenders with Track My Carbon – a simple, effective and compliant carbon management solution.

### plus Event Access

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Reach and engage more stakeholders in the health and social care arena for less with access to member-only rates on exhibition stands and show sponsorship opportunities.

# BHTA *plus*

## Business Insurance

### An exclusive, member-only business insurance scheme created specifically for companies in our industry

As a company in the healthcare and assistive technologies industry, having a specialist insurance product that understands your business' unique requirements is essential. Verlingue, BHTA's trusted partner, has been providing members with bespoke, competitive and comprehensive packages designed to meet their needs for over 20 years.

Verlingue's experience and knowledge of the healthcare sector means that they understand the diverse, risk-related needs of our members, and so are able to provide the right cover at the right price.

The scheme is underwritten by A-rated insurer Markel, they are highly experienced in the healthcare market, and understand the risks and challenges associated with protecting businesses in our sector.

The benefits of BHTA Business Insurance:

- **Competitive premiums** – Verlingue's designated specialists for BHTA members have intensive knowledge of the sector and are able to articulate the precise nature of our members' businesses to underwriters, helping to avoid disproportionately high premiums.
- **Comprehensive packaging** – The BHTA Insurance Scheme offers a robust product, not only in terms of price but also breadth of cover, with key features including product recall, cyber liability, and financial fraud. Whilst these covers frequently incur an additional premium with other brokers, they are all included in the tailored cover for BHTA members.
- **Outstanding support** – Verlingue places a lot of value on delivering an excellent quality product and service, and although we hope it never comes to it, it is after an incident that BHTA members are truly grateful for Verlingue's unrivalled support.

What our members have to say about BHTA Business Insurance:

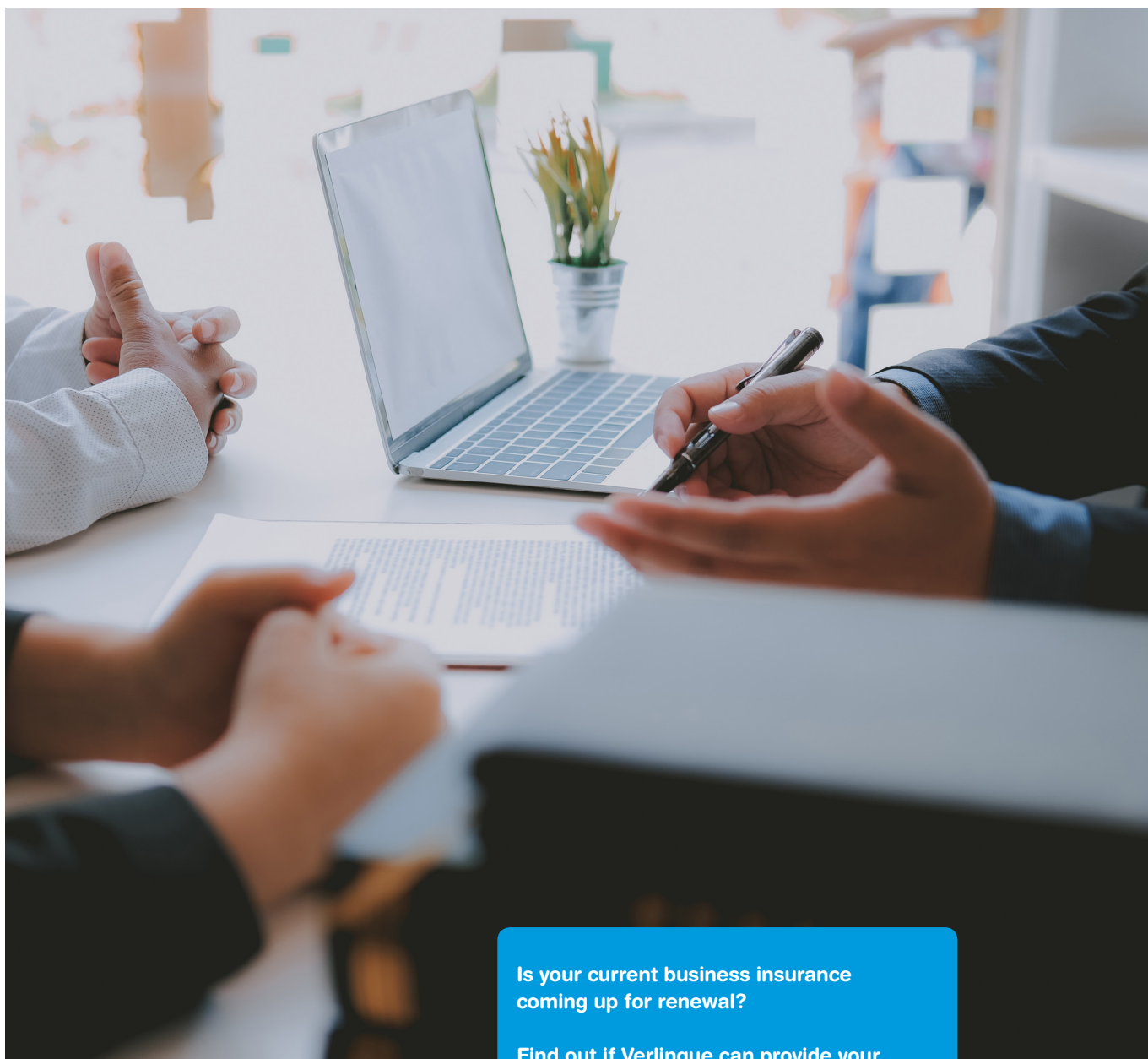
"Verlingue has worked closely with us to ensure that the needs of the Association and its members are catered for and also have been an invaluable resource when dealing with our fast-evolving industry legislation which has required technical expertise and professional advice."

Alastair Maxwell, BHTA President

"The BHTA insurance scheme is not only good value at the premium stage, but it's also a great service at the claim stage. Throughout our relationship, Verlingue has spent time on-site with us to ensure that we were fully covered. The thoroughness of our annual review meetings proved invaluable when our business suffered a major fire and negotiations with insurers began – we were practically bulletproof. The insurance scheme gave Verlingue power and influence that I doubt would have existed in many client-broker-insurer relationships. They were an amazing support to us."

Andrew Pear, CEO of Reliance Medical





Is your current business insurance coming up for renewal?

Find out if Verlingue can provide your business with better cover at a better price by having a free, no-obligation policy health check. Contact [Stephen.Aldridge@verlingue.co.uk](mailto:Stephen.Aldridge@verlingue.co.uk) today, to find out more.

# BHTA *plus*

## Business Services Support

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### Invaluable, professional support for critical areas of your business

BHTA plus Business Services Support gives you free, unlimited access to invaluable business support, focused on four essential business topics: HR, Health & Safety, Legal, and Tax.

Whether your company is a sole trader or a multinational, the BHTA's Business Services Support offering can help your company and team navigate some of the most difficult aspects of business. As a BHTA member, you receive access to free advice, 24 hours a day, seven days a week, 365 days a year.

The Four Services:

- **HR Service** – The HR Service is a valuable support service for any business that employs people. For small businesses with no in-house specialists, it is an essential asset, as all the expertise needed is easily accessible. For larger SMEs with some in-house resource, it is a helpful support for that department. Many large companies also use it to help with complex cases.
- **Health & Safety Service** – The Health & Safety Service is the easy way to ensure your business is health and safety compliant. Every business, even those with under five staff, must be compliant with health and safety regulations, so for those with no in-house expertise, this service is perfect. It can also support all SME businesses with their health and safety compliance.
- **Legal Service** – The Legal Service is perfect for all businesses, but particularly for small businesses and sole traders who may not have any in-house legal expertise.
- **Tax Service** – The Tax Service provides on hand expertise to answer your questions or help resolve issues. The Tax Service is ideal for any business that needs some free professional advice.



If you've forgotten your log in details, need to set up new log in details or have lost the advice line number, please contact our membership team at [membership@bhta.com](mailto:membership@bhta.com)

Log in at <https://bhta.questcover.com/login> to access the full suite of business support.

# BHTA *plus* Employee Benefits

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## Support the physical and mental wellbeing of your employees

There is nothing more important to the success of your company than your employees, so help improve employee happiness, productivity and retention with BHTA's Employee Benefits offering.

Provided by Verlingue, the BHTA Employee Benefits Package places the focus on getting to know your business and what you're looking to achieve with your Employee Benefits package. The scheme was created with accessibility in mind, ensuring that all companies, regardless of size, have the ability to offer excellent benefits to their employees. Whatever your needs, Verlingue will design an innovative, flexible and tax-efficient solution to your unique requirements.

From design, through to implementation and managing your bespoke benefits package, Verlingue have experience consulting and advising in the following key areas:

- Pensions
- Healthcare
- Risk Benefits
- Flexible Benefits
- Employee Engagement
- Communication
- Financial Education



**Book your free, no-obligation Employee Benefits audit with Verlingue today, to find out what you can do to support your team.**

**Contact [Lesley.Attwell@verlingue.co.uk](mailto:Lesley.Attwell@verlingue.co.uk)**



# BHTA *plus* Advantage



**Reward your team with a range of exclusive benefits and discounts on leading brands and experiences, all included as part of your membership**

You and your employees have access to BHTA plus Advantage, the benefits scheme designed to provide remarkable discounts and special offers for everyone in your business.

New money-saving offers and deals are added to BHTA Advantage monthly, covering everything from gym memberships and cinema tickets to big savings on new cars and vehicle servicing. Best of all, access to the platform is unlimited and unrestricted to the number of employees using it.

What does BHTA Advantage cover?

- Lifestyle (cinema tickets, gym memberships, spa treatments, family days out, etc.)
- Motoring (new cars, vehicle servicing, breakdown cover, car insurance, etc.)
- Shopping (cash back on retail purchases, mobile phones, Apple products etc.)
- Travel (package holidays, short breaks, worldwide attractions and currency exchange etc.)
- Business (IT training, CV and interview coaching, emergency childcare etc.)
- Plus much more

To access the extensive range of benefits, log in to the portal at [bhtaadvantage.co.uk/z\\_/login.htm](https://bhtaadvantage.co.uk/z_/login.htm)

If you've forgotten your login details, contact us at [membership@bhta.com](mailto:membership@bhta.com)



# BHTA *plus* Engage

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## Get your business seen and heard with our media and publishing arm

You have the valuable opportunity to promote your business, products and services to your target audiences through our media arm, BHTA Engage.

Share your news, highlight new product launches, signpost jobs, and become an industry thought leader through BHTA Engage's two leading industry titles: THIIIS Magazine and AT Today.

Save money on advertising with special member-only discounts, and be invited to participate in editorial opportunities only available to BHTA members.

### AT Today

For those involved in the prescribing, commissioning, providing and creating of assistive technologies, AT Today covers the latest news, case studies, innovations, and everything else assistive technology.

AT Today is circulated across health and social professionals involved in assistive technologies in the NHS, local authorities, special education settings, private clinics and more.

Alongside the print magazine, AT Today also publishes news articles online every day, as well as its weekly newsletter.



### THIIIS Magazine

For those involved in the retail, distribution, supply and manufacture of mobility, access, and independent living products, THIIIS is the industry's trusted and respected B2B trade publication.

Circulated to buyers and sellers in the UK, and read globally online, THIIIS covers everything industry professionals' need-to-know, from new market entrants and M&A activity to product launches and business tips.

Printed since 1999, THIIIS also publishes daily news articles online, as well as its twice-weekly newsletter.

Whether you have interesting news, a new product or service, or a job you want to fill, BHTA Engage can help.

Contact [joe.fahy@bhtaengage.com](mailto:joe.fahy@bhtaengage.com), to discuss opportunities.

# BHTA *plus* Track My Carbon

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## Get ahead in the race to Net Zero with an exclusive member rate for Track My Carbon

Help secure public sector contracts by setting out, recording, maintaining and evidencing your carbon reduction plans with the Track My Carbon platform and enjoy a preferential BHTA member-only rate.

Introduce and implement your carbon reduction plans quickly, effectively and compliantly with the new carbon management solution created to meet the requirements of Procurement Policy Note (PPN) 06/21.

How can Track My Carbon support your Net Zero efforts?

- Calculate scope 1, 2 & 3 emissions
- Commit to achieving Net Zero by 2050 (or earlier)
- Produce a Carbon Reduction Plan (CRP)

- Publish emissions on CRP on your company website
- Detail environmental management measures to be applied in the performance of the contract in the CRP
- Additional features include product packaging use and disposal records

To access your exclusive BHTA member-only discount and find out how to set up a Track My Carbon account, contact our membership team [membership@bhta.com](mailto:membership@bhta.com)

# BHTA *plus* Event Access

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## Reach and engage more stakeholders in the health and social care arena

As a member, you have exclusive access to BHTA events, conferences and social occasions.

You can also enjoy BHTA member-only discounts and rates on exhibition stands, as well as show sponsorship opportunities from many leading healthcare and consumer trade shows, exhibitions and conferences that we work in partnership with.

The shows we collaborate with include (but are not limited to):

- Naidex
- NAEP
- RISE4Disability
- OT Show
- PMG Conference

BHTA also holds a number of exclusive events for our members throughout the year. These include conferences, our annual awards dinner, round table discussions and the popular Golf Day. These occasions offer an opportunity to network with others in the industry, make new business contacts and get involved with shaping the future of the healthcare and assistive technology landscape.

To find out about upcoming BHTA events and how you can get involved, contact our membership team [membership@bhta.com](mailto:membership@bhta.com)





## Start enjoying the benefits of BHTA membership today.

To learn more about the range of BHTA plus benefits, contact your Membership Engagement Manager.

To learn more about joining the BHTA, email [membership@bhta.com](mailto:membership@bhta.com) or call 0207 702 2141.



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[www.bhta.com](http://www.bhta.com)

The BHTA is a trade association with members in healthcare and assistive technology, all of whom commit to the BHTA Code of Practice, the only one in this industry to be approved by The Chartered Trading Standards Institute. BHTA member companies operate to higher standards of customer protection than the law requires.