



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Medical Scheme Product Design and Benefit Analysis

Business, Commerce and Management Studies / Finance, Economics and Accounting

Unit Standard 242567 · NQF Level 5 · 5 Credits · 2 Days

COURSE OVERVIEW

This course equips learners with the skills to analyse the product design and structure of different medical schemes, enabling them to evaluate the benefits of each scheme. Participants will learn to compare scheme options, assess benefit design, and provide informed recommendations to stakeholders.

Category	Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
Unit Standard	242567
Accreditation	SAQA Accredited · NQF Level 5 · 5 Credits
Duration	2 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyse the product design and structure of various medical schemes to identify key features and differences.
- Evaluate the benefits of different medical schemes against defined criteria such as cost, coverage, and member needs.
- Compare medical scheme options to determine suitability for diverse member profiles.
- Apply regulatory requirements and industry standards in the analysis of medical scheme products.
- Demonstrate the ability to present benefit analysis findings to stakeholders in a clear and actionable manner.

WHO SHOULD ATTEND

- This course is designed for medical scheme administrators, benefit consultants, healthcare advisors, and professionals involved in product development or employee benefits management within the healthcare industry.

COURSE OUTLINE

Day 1: Foundations of Medical Scheme Product Design

- Overview of the Medical Schemes Act and Council for Medical Schemes.
- Key stakeholders: scheme administrators, managed care organisations, and healthcare providers.
- Benefit options: hospital plans, comprehensive plans, savings plans, and network-based plans.
- Risk pooling, cross-subsidisation, and solvency requirements.
- Risk equalisation fund and its impact on product design.
- Prescribed minimum benefits (PMBs) and their influence on benefit design.
- Introduction to managed care interventions (pre-authorisation, formulary management, case management).
- Market segmentation and product positioning.

Day 2: Benefit Analysis and Practical Application

- Benefit analysis techniques: utilisation review, cost analysis, and benchmarking.
- Cost-sharing mechanisms: co-payments, deductibles, and annual benefit limits.
- Actuarial principles: premium calculation, claims reserving, and trend analysis.
- Product design simulation: defining benefits, setting contribution rates, and assessing affordability.
- Regulatory compliance and submission requirements for new benefit options.
- Case studies: successful and failed product launches in South Africa.
- Group exercise: designing a benefit option for a target market.
- Presentation and peer review of product designs.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **5 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 16,200.00	R 16,200.00
1	In-House	R 21,000.00	R 21,000.00
1	On-Campus (Pretoria)	R 24,300.00	R 24,300.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	11 Aug 2026	On-Campus	Abu Dhabi, UAE
10 Aug 2026	11 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	11 Aug 2026	On-Campus	Mauritius
12 Aug 2026	13 Aug 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	13 Aug 2026	On-Campus	Pretoria, South Africa
12 Aug 2026	13 Aug 2026	On-Campus	Durban, South Africa
18 Aug 2026	19 Aug 2026	On-Campus	Shenzhen, China
18 Aug 2026	19 Aug 2026	On-Campus	Abu Dhabi, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 242567) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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