



Interview with Dr. Frank Mentz, Founder of
SELAS BPR Analyses Spécialisées SAS

Strength in numbers ensure patients come first

For most of Europe, the right to competent health care is a given, and doctors and other committed healthcare employees work tirelessly to meet the needs of their patients. Nevertheless, the reality is that money plays a key role, and for many organizations within the medical sector, cost is the overriding factor. Not so for SELAS BPR Analyses Spécialisées (BPR), a group of laboratories covering almost the whole of France, which places patients as human beings at the core of its services and promises the best possible care, with decision-making processes that are independent of any financial concerns.

“I am a doctor,” says company founder Dr. Frank Mentz. “My priority is the service that we provide to patients. Money is not my driver.” The BPR group was founded by Dr. Mentz in 2008. “The idea was to connect laboratories which carry out similar activities,” he explains. “We integrated them into one large structure. When we began, there were six laboratories within the group; today there are 23. They are all independent, and they are shareholders of the BPR group, with a combined turnover of 800 million EUR. BPR works on behalf of all the member laboratories, who benefit from

economies of scale in terms of logistics, purchasing power and union representation. We have our own union through which we can communicate with the respective government authorities.”

BPR undertakes analyses and testing in a full range of medical disciplines, including pathology, haematology, genetics, autoimmunity, microbiology, endocrinology and allergy testing, which has become something of a specialist area for BPR. Normally, a general practitioner prescribes an examination or test, and the patient goes to

a laboratory and has, for example, a blood test, for which the analysis is undertaken on-site in the laboratory. For more complex analyses, the laboratory sends the samples to BPR. “As a rule, we can deliver the results within 24 hours,” points out Dr. Mentz. “We have 50 employees and use 35 different delivery companies, which are all experienced in delivering medical materials and observe the correct transport conditions including temperature control. In total, there are around 250 couriers, driving 35,000 km around France every single day. We also use a programme that enables us

to deliver the results of the analysis online, which speeds up the process significantly. We work round the clock, 24 hours a day.” [...]

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BPR is situated in Pannes, 120 km south of Paris. The group has 23 member laboratories covering almost the whole of France



The company offers patients access to the most capable specialists, who use the most up-to-date equipment and techniques