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KIMAL HOLDINGS

NHS CONTEXT

- Commissioning/Providing
- New Government
- Great Structural Change
- Devolved Accountability and Responsibility
- Central Control Reduced
- Clinician Authority and Power
- Outcomes not Numbers
- Financial Challenges(22 billion Euros)

CHALLENGES/OPPORTUNITIES FOR SUPPLIERS

PROCUREMENT ENVIRONMENT

- Devolved Accountability(NHS Trusts decision)
- Organisational Confusion
- Competition
- National, Regional and Local
- Public and Private
- US and Germany
- Price not Value
- Suppliers paying for procurement organisations

MEDICAL DEVICES PURCHASING AND HEALTH SUSTAINABILITY?

- IS IT PLAYING PART NOW? NO
- UK GOOD AT INVENTION BUT SLOW AT ADOPTION
- WILL THAT CHANGE?

NATIONAL ENVIRONMENT - INNOVATION

REAL RECOGNITION AND LEADERSHIP

- Quality Improvement Programme (QUIP)
- NHS Chief Executive Innovation Review
- NHS Life Sciences Innovation Delivery Board
- NHS Innovation Strategy
- Regional Innovation Boards and Funds
- NHS Evidence Portal
- Healthcare Innovation Expo.
- Academic Health Science Centres

etc...etc...etc...

BARRIERS TO PROCUREMENT OF INNOVATION

- Organisational Silos - Primary/Secondary/Community
- Budgetary Competition
- Short Term Financial Constraints
- Savings Targets
- Income for Purchasing Bodies (Savings Based)
- Procurement Manpower and Capacity
- Procurement Skills and Clinical Engagement
- Industry Excessive Profits - Perception
- Quality Evidence - Suppliers
- Supplier Behaviour
- EU Directives?

STATISTICS RENAL DIALYSIS

- 1% NHS Budget spent on Renal Dialysis for 0.05% of the population
- 20,000 haemodialysis patients in UK
- 483 at home
- NICE guidance: 15% (3,000) should be at home - 4 years ago
- 1% - 2% since then
- Current home dialysis:
 - Time to train patients 3-4 months on average
 - Home conversion costs £1,000 - £20,000
- 62.4% of patients use hospital transport

DIALYSIS AT HOME OR IN HOSPITAL

- Cost of Transport - £200 million + /annum
- Cost of Patient Treatment In Centre - £15,000 more than Home
- Quality of Life – 0.38 QALYS more for home
- Society Cost – Healthier patients can work saving benefits and allowing them to make a contribution
- Sustainability – Environmental impact

Centre for Evidence Based Purchasing Report 10061, March 2010

INNOVATION: NxStage Technology

- Patient training - 2 weeks little or no home conversion needed
- Uses approximately 20 litres of water per treatment instead of 1.5 litres/minute
- Often reduces the need for additional medications
- Capability for remote monitoring
- Patients can travel
- No renal technical support
- Equipment can be used for multiple patients – no scrappage



WAY FORWARD

- Outcome Specifications
- Clinical Engagement and Communication
- Patient Involvement
- Procurement Education
- Transparency
- Supplier/Procurement Relationships
- Joint Supplier/Procurement Development Programmes
- Sharing Good Practice
- Health Economic Evaluation Quality