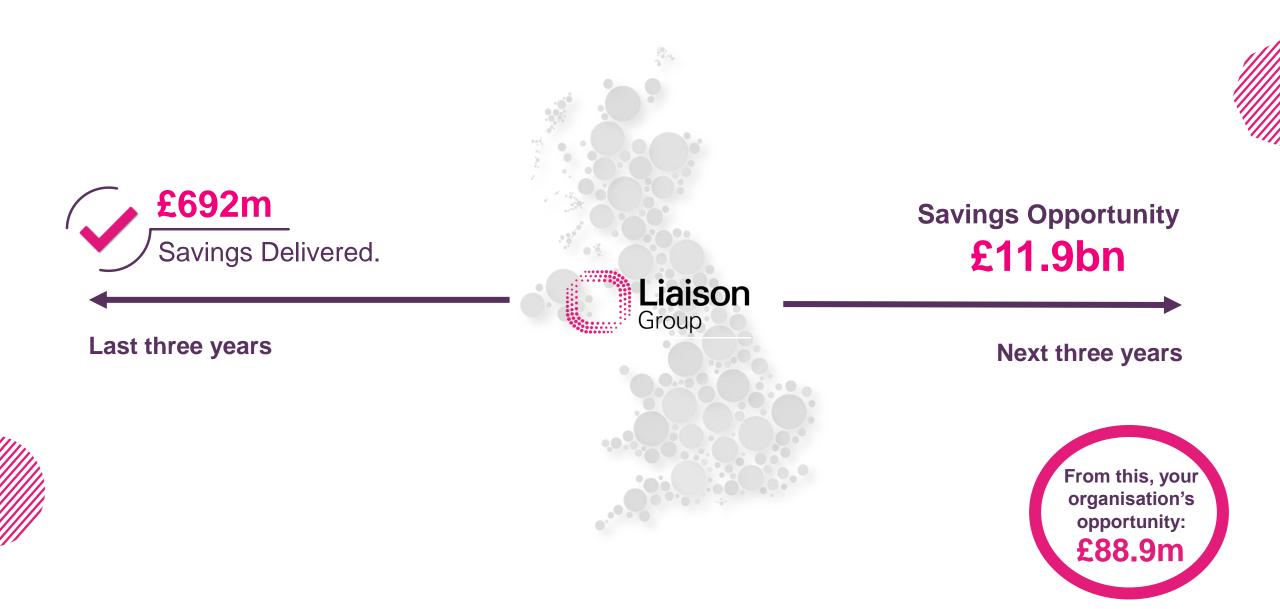


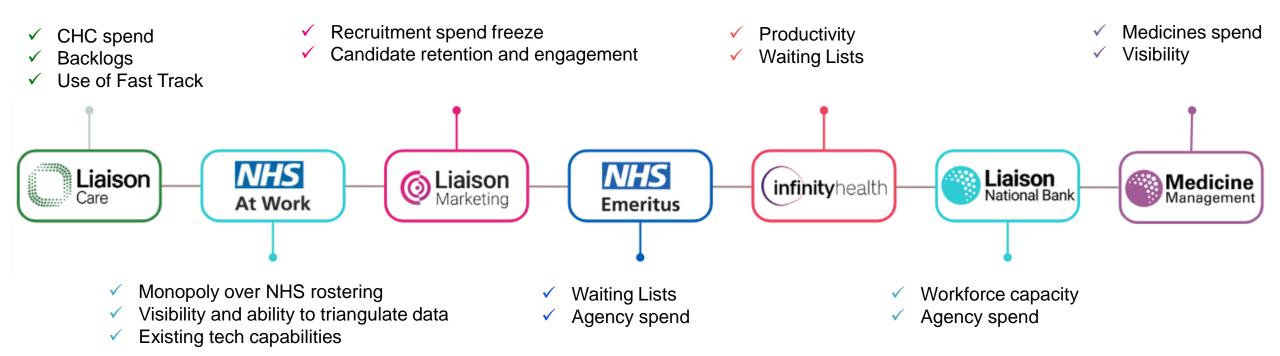
Three-year savings and transformation opportunities

## The National Savings Opportunity with Liaison Group

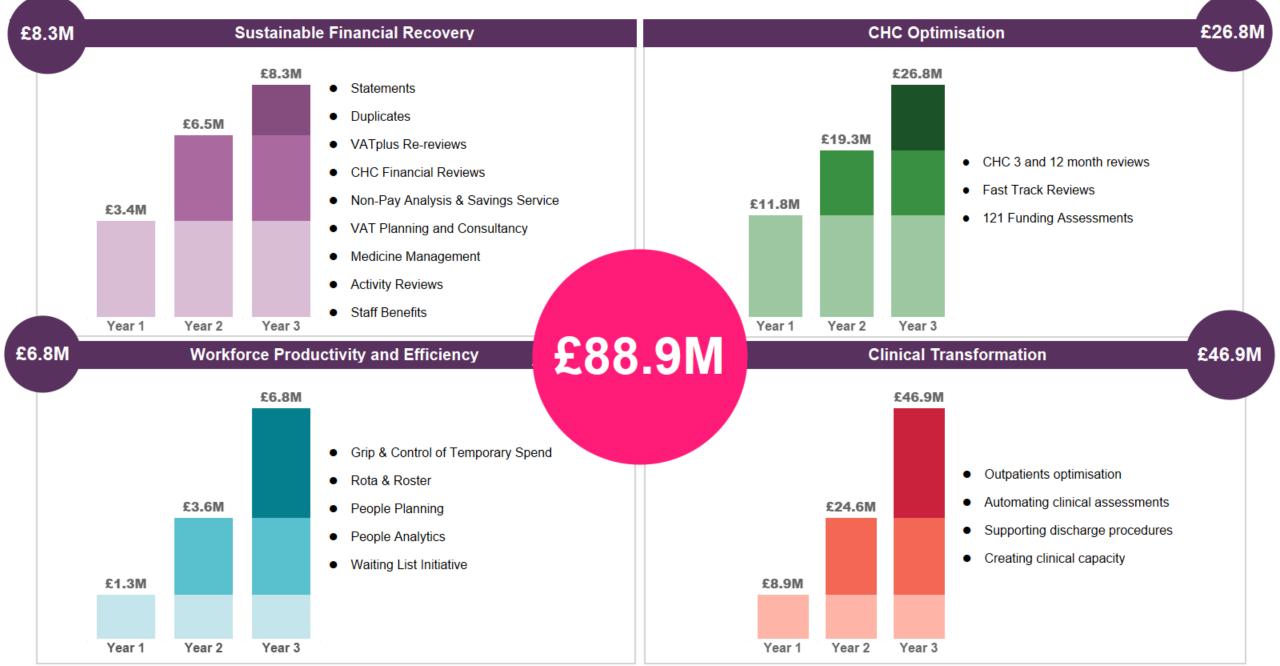


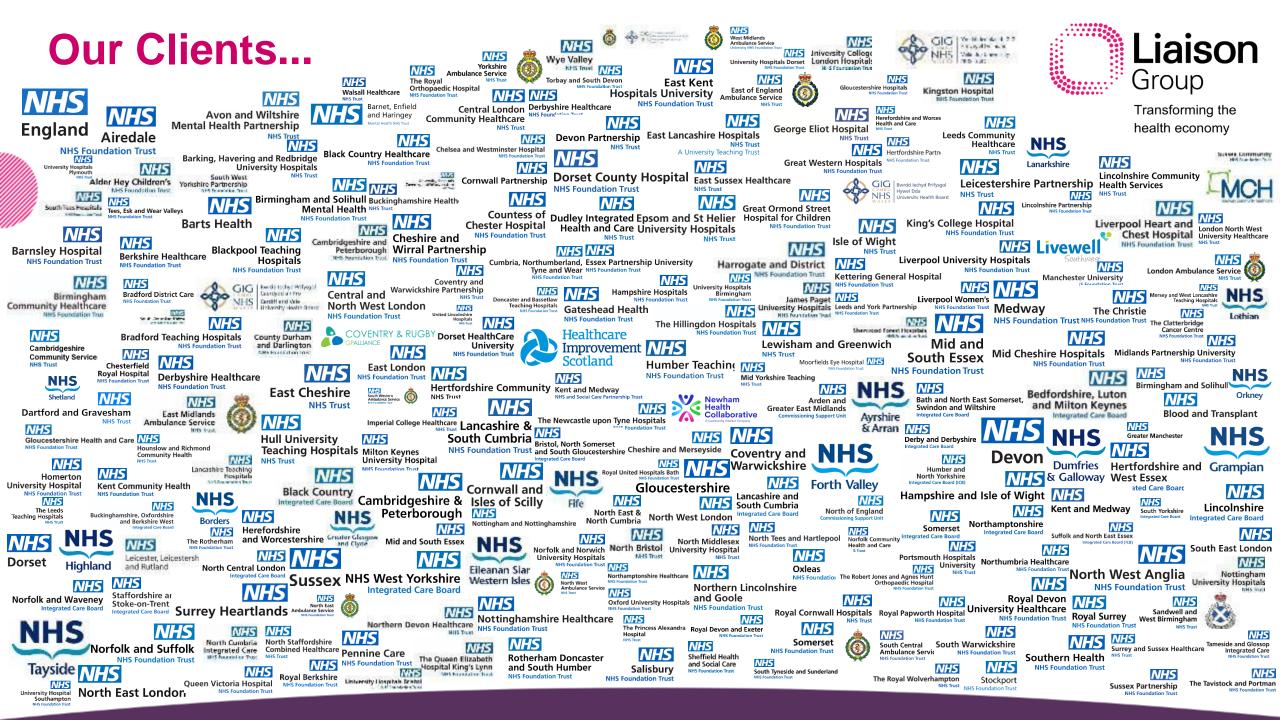
## Story of the last three years

Innovating to address national challenges, including:

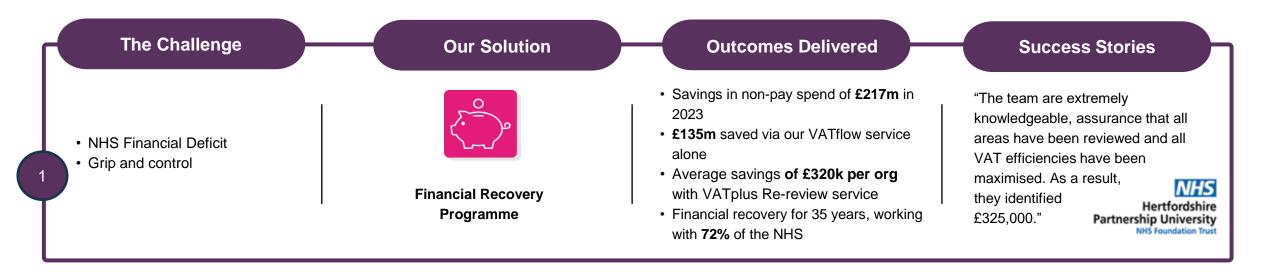


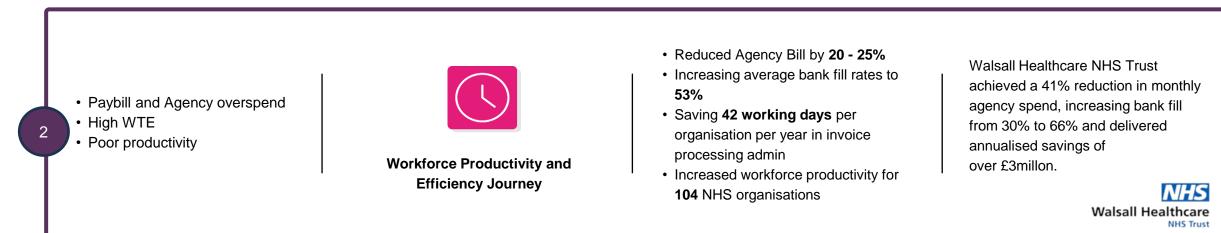
## Your Three Year Savings Opportunity Dashboard



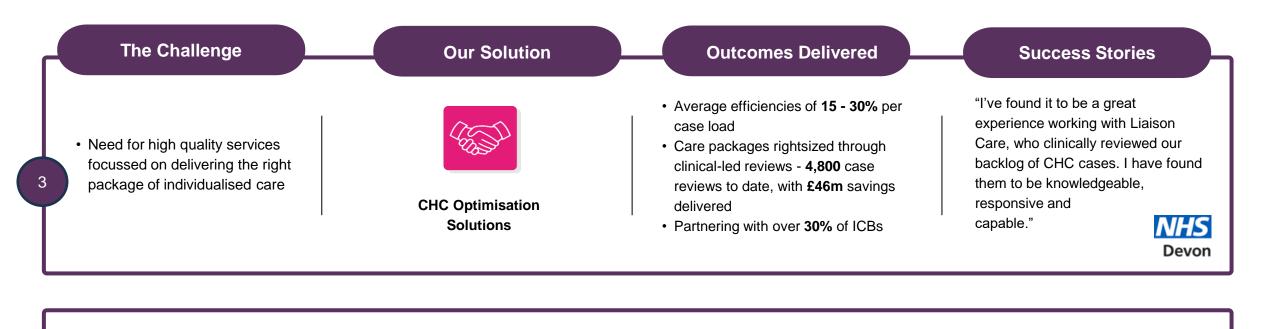


# Delivering transformation across four key areas of the NHS





## Delivering transformation across four key areas of the NHS



- · Poor patient flow and productivity
- Need for true hospital at home solution
- · Increased demand from patients without bed space in hospital



**Clinical Transformation** Approach

- Discharging patients 5 days sooner with over £5m costs saved
- 43% capacity increase
- Saves **20,000 bed days** in a year
- 100 patients at any one time in hospital at home
- Own bed is best bed

"It has helped us to manage our caseload safely and efficiently and support more patients to recover in their own home. This helps to free up beds for patients who need to receive treatment in hospital."



London North West **University Healthcare** NHS Trust

# Over to you





Transforming the health economy

Shropshire, Telford and Wrekin ICS						
		Robert Jones & Agnes Hunt Orthopaedic Hospital NHS Foundation Trust	Shrewsbury & Telford Hospital NHS Trust	t Shropshire Community Health NHS Trust	t NHS Shropshire, Telford And Wrekin ICB	Grand Total
	Duplicates	59K	59K	59K		177K
Recovery	Statements	63K	63K	63K		189K
	Non-Pay Analysis & Savings Service		450K	225K		1,125K
	Staff Benefits	429K	1,879K	459K		2,767K
	VATplus Re-reviews		711K	258K		969K
	CHC Financial Reviews				158K	158K
	Medicine Management				2,810K	2,810K
	ICB Duplicates				63 <b>K</b>	63K
	ICB Statements				74K	74K
	Total	1,001K	3,162K	1,064K	3,104K	8,330K
Workforce Productivity and Efficiency	Grip and Control	237K	2,285K	219K		2,740K
and Enciency	People Analytics	6К	34К	5К		45K
ļ	People Planning	309 <b>K</b>	1,641K	313 <b>K</b>		2,263K
	Rota & Roster	291K	1,295K	198K		1,784K
	Total	843K	5,254K	735K		6,832K
CHC Optimisation	121 Funding Assessments				7,020K	7,020K
Γ	CHC 3 and 12 month reviews				2,816K	2,816K
	Fast Track Reviews				16,963K	16,963K
	Total				26,799K	26,799K
Clinical Transformation	Infinity	6,738K	32,671K	7,519K		46,928K
Total 3 Years Savings Opportunity		8,582K	41,088K	9,317K	29,902K	88,889K
Client	Non Client	Not in	n Scope	`		

## **Our People**

#### I would just like to provide some feedback on Natalie Tudor during the DE implementation process:

Natalie's energy and enthusiasm has driven this project – without her I don't think we would be anywhere near starting up with DE so quickly. Nothing is too much trouble for Nat; she always volunteers for those difficult jobs and goes above and beyond what could reasonably be expected Natalie has been extremely supportive during this time and is always available for a call at very short notice. Natalie shows great initiative and a "can-do" attitude that is a credit to her and Liaison as her employer.

Richard Williamson Senior Procurement Category Manager (Workforce)

Nottinghamshire Healthcare NHS Foundation Trust

## **Our Processes**

There was some organisational nervousness about outsourcing reviews, but the quality of services and ability to flex to meet Welsh requirements has been outstanding with a focus at all times on clinical quality not finances.

The Liaison processes are efficient, comprehensive and well documented with several families taking time to comment on their caring approach in remote reviews to ensure the patient/ family voice is heard and recorded fully. When dealing with complex clinical cases clinical grey areas are inevitable in a few cases: I have been really pleased and impressed with how individual cases and partnership working with us has been undertaken to ensure the individual is fairly and equitable at the centre of

all decisions.

Head of CHC Commissioning



### **Our Tech**

As a department, we can see the full benefits of the new system. Through fully utilising the outsourcing function, we now have better oversight and understanding of our rota gaps and locum spend. This, paired with our new safe staffing level guide, has resulted in a reduction of our locum use from 10.4 WTE to 5.2 WTE in just 8 weeks – an overall saving of around £30,000 per month.

The main driving factor for this improvement is the visibility that NHS at Work offers, with the outsourcing function allowing it to interact with TempRE. As the system has allowed us to reduce our need for locums, we have also seen a quicker uptake of shifts, more than halving the average time it takes to fill a locum shift to 52 hours.

#### Catrin Fear

Operations and Performance Manager, Emergency Medicine NHS

University Hospitals Coventry and Warwickshire NHS Trust

## **Our approach**

Our focus is on true partnership over transactions. With Liaison Group you can expect:



Each of our 385 NHS experts has a shared passion – to help create the best NHS for themselves and their loved ones.

That's just one of the reasons we take the risk of offering our services on a savings-contingent arrangement.

Start your savings journey with Liaison Group today. Contact your Account Manager or get in touch at LiaisonGroup.com





Transforming the health economy