

The National Savings Opportunity with Liaison Group



Savings Opportunity £11.9bn

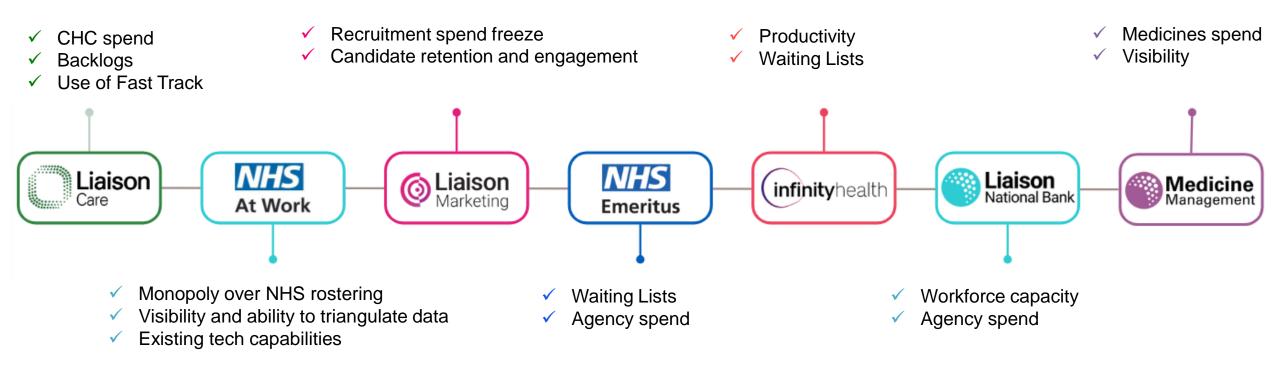
Next three years

From this, your organisation's opportunity: £151.0m



Story of the last three years

Innovating to address national challenges, including:



Your Three Year Savings Opportunity Dashboard £14.6M £29.1M Sustainable Financial Recovery **CHC Optimisation** £14.6M £29.1M Statements £12.2M Duplicates £20.6M VATplus Re-reviews CHC 3 and 12 month reviews **CHC Financial Reviews** Fast Track Reviews Non-Pay Analysis & Savings Service £6.2M £12.1M 121 Funding Assessments VAT Planning and Consultancy Medicine Management Activity Reviews Staff Benefits Year 2 Year 3 Year 2 Year 3 Year 1 Year 1 £151.0M £11.7M £95.6M Workforce Productivity and Efficiency **Clinical Transformation** £11.7M £95.6M Grip & Control of Temporary Spend Outpatients optimisation Rota & Roster Automating clinical assessments £6.1M People Planning £50.1M Supporting discharge procedures People Analytics Creating clinical capacity Waiting List Initiative £2.2M £18.2M

Year 2

Year 1

Year 3

Year 3

Year 2

Year 1

Our Clients...

Avon and Wiltshire

Blackpool Teaching

NHS Foundation Trust

NHS Conditions value

NHS Trust

North Central London

South West

Barts Health

Bradford District Care

Derbyshire Healthcare

Lancashire Teaching

University Hospitals

Hospitals

County Durham

and Darlington

East Cheshire

Black Country

The Rotherham and Worcestershire Greater Glesgue Mid and South Essex

Hull University

NHS Trust

Teaching Hospitals Milton Keynes



Mental Health Partnership

Berkshire Healthcare

Bradford Teaching Hospitals

East Midlands

Ambulance Service

Hounslow and Richmond

Community Health

Leicester, Leicestersh

Kent Community Health

and Berkshire West

and Rutland

NHS Foundation Trust

NHS Foundation Trust Barking, Havering and Redbridge Alder Hey Children's Yorkshire Partnership

NH5 South Tees Hespitals

Chesterfield

Royal Hospital

Barnsley Hospital

Birmingham Community Healthcare

Community Service

NHS Dartford and Gravesham

Gloucestershire Health and Care NHS

Homerton **University Hospital** The Leeds Teaching Hospitals

Buckinghamshire, Oxfordshire

Highland

Staffordshire ar Norfolk and Waveney Stoke-on-Trent

Integrated Care Board Surrey Heartlands Ambulance Service Norfolk and Suffolk
NHS Foundation Trust
NHS Founda

NHS

NHS
Birmingham and Solihull Buckinghamshire Health
Mental Health

Walsall Healthcare

Black Country Healthcare

The Royal

Cambridgeshire and Cheshire and NHS Foundation Trust

COVENTRY & RUGBY Dorset HealthCare

Integrated Care Board Cambridgeshire & Isles of Scilly Fife

Sussex NHS West Yorkshire Integrated Care Board

Western Isles

North west
No

NHS Peterborough NHS

East London NHS

University Hospital

Coventry and

NHS

Barnet, Enfield and Haringey and Haringey London Community Healthcare

NHS

NHS Foundation Trust

NHS NHS

Peterborough Wirral Partnership

N-B Poundation Trust NHS Foundation Trust

Central and Warwickshire Partnership

North West London

NHS Foundation Trust

Orthopaedic Hospital

Queen Victoria Hospital

Royal Berkshire
NHS Foundation Trust
Inheredty I kepital. Erabal

Northern Devon Healthcare NHS Foundation Trust

and South Humber NHS Foundation Trust

Nottinghamshire Healthcare

Oxford University Tourist Rotherham Doncaster

NHS Salisbury

The Princess Alexandra Royal Devon and Exeter

Sheffield Health and Social Care

NHS Foundation Trust

Somerset

Health and Care

NHS Foundation The Robert Jones and Agnes Hunt

Ambulance Service Stockport

South Central South Warwickshire NHS Foundation Trust
Southern Health NHS

NHS Trust NHS Foundation Trust

Royal Cornwall Hospitals Royal Papworth Hospital University Hospital National Royal Papworth Hospital University Hospital National Royal Papworth Hospital University Hospital Royal Papworth Hospital Royal Papworth Hospital University Hospital Royal Papworth Hospital Roy

NHS Foundation Trust



Sussex Partnership

Suffolk and North East Essex





The Tayistock and Portmai



Chester Hospital Health and Care University Hospitals

NHS Raccellaw Hampshire Hospitals

Improvement **NHS**

NHS

North East & North Cumbria North West London

Norfolk and Norwich University Hospitals North Bristol University Hospital NHS Trust

Gateshead Health

NHS Foundation Trust

Healthcare

Cumbria, Northumberland, Essex Partnership University

Tyne and Wear NHS Foundation Trust

Devon Partnership East Lancashire Hospitals

Countess of Dudley Integrated Epsom and St Helier Hospital for Children

NHS Foundation Trust and South Gloucestershire Cheshire and Merseyside Coventry and NHS

Gloucestershire

North Middlesex

Northamptonshire Healthcare

Oxford University Hospitals and Goole

NHS Trust

Torbay and South Devon

Cornwall Partnership

Dorset County Hospital

East Sussex Healthcare

NHS Foundation Trust

Central London Derbyshire Healthcare

Chelsea and Westminster Hospital

NHS Trust Doncaster and Bassetlaw Teaching Hospitals

Hertfordshire Community Kent and Medway

Imperial College Healthcare Lancashire & The Newcastle upon Tyne Hospitals
NHS
South Cumbria
Bristol, North Somerset
Chashire on

NHS Cornwall and

Eileanan Slar

University **NHS Foundation Trust**

East Kent Hospitals University East of England Ambulance Service

Great Ormond Street

Harrogate and District NHS

NHS Trust

A University Teaching Trust

University Hospitals Birmingham

The Hillingdon Hospitals

NHS Foundation Trust Mid Yorkshire Teaching

Newham Health Collaborative Commissioning Support Unit

NHS Lancashire and South Cumbria

Northern Lincolnshire

NHS Foundation Trust

Integrated Care Board

Humber Teaching NHS

NHS Royal United Hospitals Bath Not Coventry and Warwickshire

WHS West Midlands Ambulance Service

University Hospitals Dorset London Hospitals

NHS Iniversity College

Gloucestershire Hospitals

Isle of Wight

NHS Foundation Trust Kettering General Hospital

Lewisham and Greenwich

James Paget NHS

HHS Foundation Trust NHS Foundation Trust

NHS Forth Valley

North Tees and Hartlepool Norfolk Community

Oxleas

NHS Trust

University Hospitals Leeds and York Partnership NHS Foundation Trust Medway

Ayrshire

& Arran NHS

George Eliot Hospital NHS Trust

Leeds Community

NHS Hertfordshire Partne **Great Western Hospitals**

Lanarkshire GIG CYMRU NHS WALLS University Health Board Leicestershire Partnership Health Services NHS Hywel Dda NHS Trust

Healthcare

NHS Foundation Trust

Hampshire and Isle of Wight NHS

Northamptonshire

Integrated Care Board

Northumbria Healthcare

NHS NHS

King's College Hospital

Liverpool Women's

Mid and

Swindon and Wiltshire

NHS Foundation Trust

Derby and Derbyshire

Humber and

North Yorkshire

Somerset

Integrated Care Board

Portsmouth Hospitals

WHS True

Arden and Bath and North East Somerset,

GIG INHWATER

NHS View Agreement

Kingston Hospital

handy aller new

Liverpool University Hospitals

NHS Foundation Trust Manchester University

Chest Hospital University Healthcare

London North West

Transforming the

health economy

Lincolnshire Community

Liverpool Heart and











Birmingham and Solihul Bedfordshire, Luton



Blood and Transplant





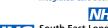




































Delivering transformation across four key areas of the NHS

The Challenge

Our Solution

Outcomes Delivered

Success Stories

· NHS Financial Deficit

Grip and control



Financial Recovery Programme

- Savings in non-pay spend of £217m in 2023
- £135m saved via our VATflow service alone
- Average savings of £320k per org with VATplus Re-review service
- Financial recovery for 35 years, working with 72% of the NHS

"The team are extremely knowledgeable, assurance that all areas have been reviewed and all VAT efficiencies have been maximised. As a result, they identified

£325,000."

· Paybill and Agency overspend

- High WTE
- Poor productivity



Workforce Productivity and Efficiency Journey

- Reduced Agency Bill by 20 25%
- Increasing average bank fill rates to 53%
- Saving 42 working days per organisation per year in invoice processing admin
- Increased workforce productivity for 104 NHS organisations

Walsall Healthcare NHS Trust achieved a 41% reduction in monthly agency spend, increasing bank fill from 30% to 66% and delivered annualised savings of over £3millon.



Partnership University

2

Delivering transformation across four key areas of the NHS

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Outcomes Delivered

Success Stories

· Need for high quality services focussed on delivering the right package of individualised care



CHC Optimisation Solutions

- Average efficiencies of 15 30% per case load
- · Care packages rightsized through clinical-led reviews - 4,800 case reviews to date, with £46m savings delivered
- Partnering with over 30% of ICBs

"I've found it to be a great experience working with Liaison Care, who clinically reviewed our backlog of CHC cases. I have found them to be knowledgeable, responsive and capable."

- · 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 NHS hospital."

London North West University Healthcare

Devon

Over to you





Transforming the health economy

						nealth economy
Staffordshire and Stoke on Trent ICS						
		University Hospitals of North Midlands NHS Trust	Midlands Partnership University NHS Foundation Trust	North Staffordshire Combined Healthcare NHS Trust	NHS Staffordshire And Stoke-On-Trent ICB	Grand Total
Sustainable Financial	Duplicates					
Danassans	Statements	63K		63K		126K
7	Non-Pay Analysis & Savings Service	450K	300K	300K		1,050K
1	Staff Benefits	2,929K	2,532K	434K		5,895K
	VATplus Re-reviews					
	CHC Financial Reviews				158K	158K
	Medicine Management				7,368K	7,368K
	ICB Duplicates					
	ICB Statements					
	Total	3,442K	2,832K	797K	7,525K	14,596K
Workforce Productivity	Grip and Control	1,317K	837K	264K		2,417K
and Efficiency	People Analytics	53K	38K	8 K		100K
!	People Planning	2,512K	2,434K	495K		5,440K
!	Rota & Roster	2,1 99 K	1,277K	263K		3,738K
	Total	6,080K	4,585K	1,030K		11,696K
CHC Optimisation	121 Funding Assessments				29,102K	29,102K
!	CHC 3 and 12 month reviews					
!	Fast Track Reviews					
	Total				29,102K	29,102K
Clinical Transformation	Infinity	53,828K	35,243K	6,564 K		95,636K
Total 3 Years Savings Opportunity		63,350K	42,660K	8,392K	36,627K	151,029K
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 Trust

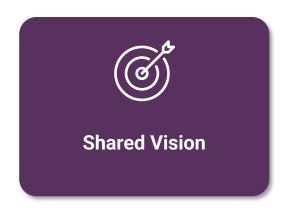
NHS Trust

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.