

Patient Outcome improvement on Incontinence Care

Lincolnshire Community
Health Services (LCHS) &
Essity



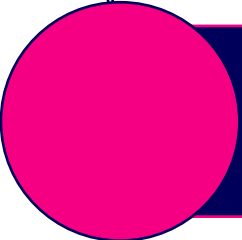
Background

Continence Care

How can VBP work for incontinence care ?



Incontinence affects almost 400 million people Worldwide and a large proportion of them are dependent on care of others



Evidence shows that it has high impact on the quality of life for the patient, as well as for the caregiver, and optimized care routines can reduce workload significantly



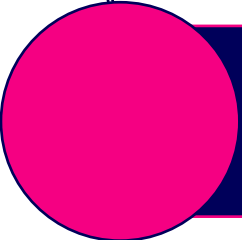
When looking at the cost of incontinence; products represent approx 10% of the total cost of care

Continence Care

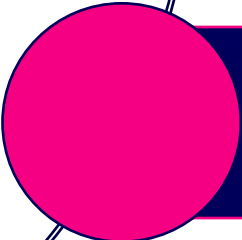
How can VBP work for incontinence care ?



Procurement models where the main parameter is price per delivered product does not support a partnership with suppliers to achieve an of contience care



Lincolnshire and Essity decided together to look at how we can develop models where a VBP approach can be used when it comes to tendering this product category



Defining areas of relevance Investigating if they can be measured on local level and if they correlates with the research done

LCHS Slide needs adding

Our Values

Our values are expressed in the LCHS Way:

- **We listen:** we engage with everyone we work with | we are united | we are always positive
- **We care:** everyone is valued, respected and developed | knowledge and skills are nurtured | success is celebrated
- **We act:** clear goals and the right resources | freedom coupled with accountability | emphasis on simplicity
- **We improve:** we are creative, resourceful and innovative | integration & collaboration is the way forward | we're always striving to do better

- Total Workforce – 1826
- 4 Community Hospitals
- 41 Estates
- £108 Million total income

Inspected and rated

Outstanding 

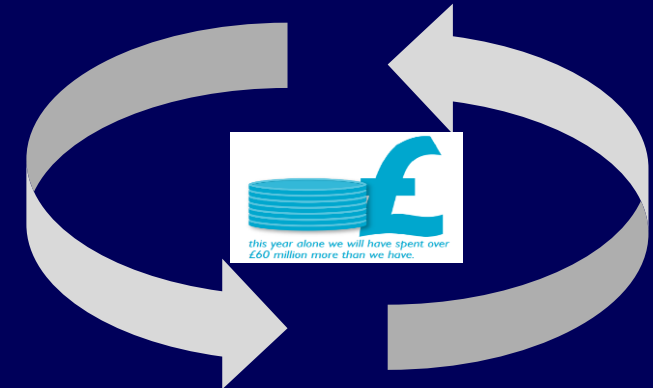


Essity and LCHS

Partnership at its best

- In 2018 Essity won a competitive tender to supply continence products in the community service
- The service has been working to improve patient outcomes across all areas of LCHS footprint
- Collectively we all wanted to see if we could provide the highest standard of patient centred care which was also cost effective
- LCHS - Strategic Aim
 - Leading integration and innovation
 - Providing high quality, safe, personalised care
 - Value for money and financial sustainability
 - Building a productive, quality and supported workforce

VBP supports the strategic aims of LCHS



The early stages

The Pre-project phase

Shared understanding of value

- As part of the contract, Quarterly Business Reviews take place. This is when the operations of the contract are reviewed with the service. These reviews take place every 3 months with a focus on:
 - Price per product
 - Spend Vs. budget
 - Supply and product changes
- Following the discussion, a meeting was held with a key decision maker of the service to discuss how we can prove the impact of patient centered care and the concept of the whole cost of care –
 - Topline concept of VBP and how it will benefit will be discussed
 - Decision was made to see if we could start a proof-of-concept pilot and meetings were arranged with all key stakeholders in the service

Linking the true cost of good Continence Care

Listening to our partners & supporting them to **prevent unnecessary** negative outcomes



The First Pilot

Testing the Tools and Concept in Practice

The Pilot Phase

- Would the tools created allow evidence of VBP ?
- Would this be of benefit to the system by looking at wider cost of continence care ?
- Is this a model that can be scaled across wider footprint following the pilot ?
- Was the end users benefiting ?

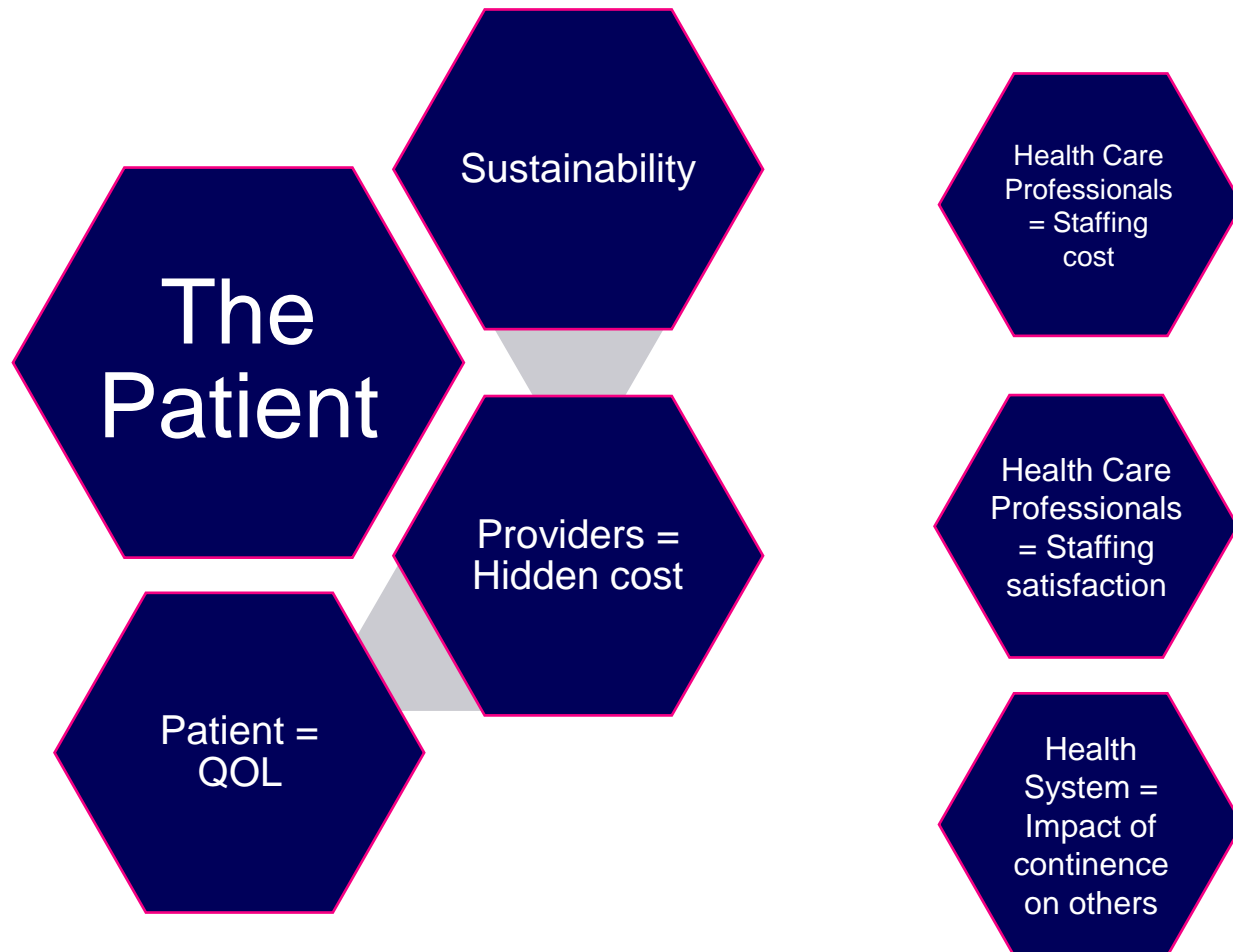
A photograph of two men in business attire sitting at a table in a bright, modern office setting. The man on the right is smiling and holding a pen, while the man on the left is seen from the back, wearing glasses. A laptop and coffee cups are on the table. The background shows a large window with a view of a city.

The Results

The Results



The Results

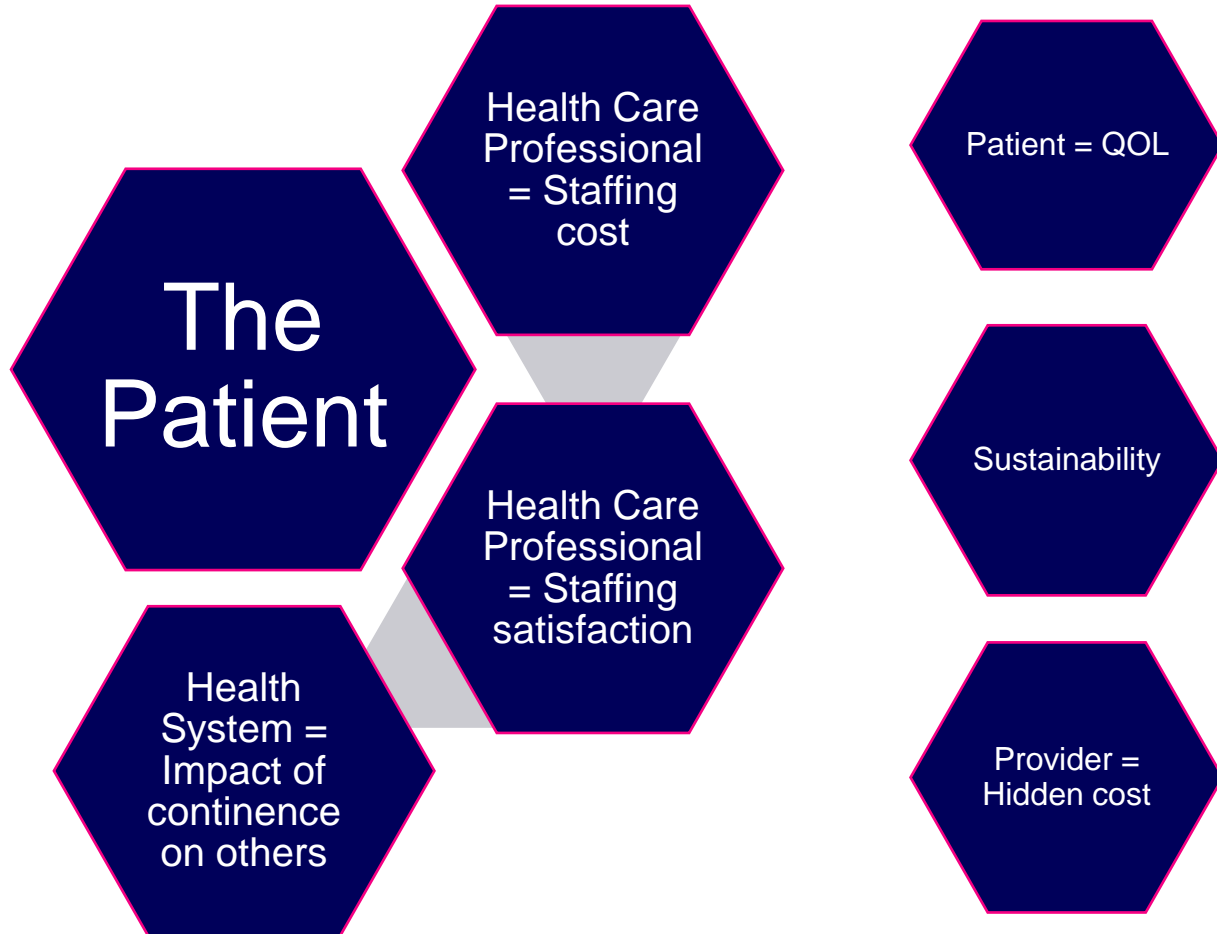


- Staffing costs have seen a positive impact following the implementation of the project with a reduction of time managing health and social care issues
- Staff satisfaction has increased following the pilot across all settings
- Training was welcomed to support staff who are supporting patients in the best possible way
- Impact on others - audit process underway to support mapping of how improved care can impact on the wider health and social care system

The Results



The Results

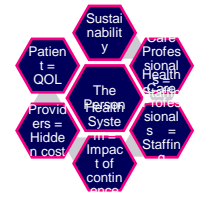


- Quality of life increased for patients who were under the pilot
- Number of pads used decreased- Less waste and disposal costs reduction in electrical cost
- Impact on others Audit process underway to support mapping how improved care can impact on the wider health and social care system

The Results



The Results



The Patient

The Patient

- Really like the new pads, They are very comfortable and I don't have the leaks anymore and I don't have to worry

The Carer

- Overall these new products were much better. There was less leaking and they were easier to change each time

Feedback From all sides of the Project

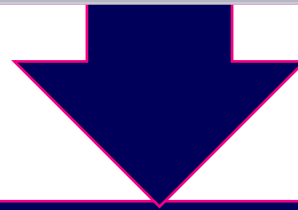
How has the Project Benefited ?

Tracy Evans – Clinical Perspective

How has it benefited the patients ?

How has it improved your role ?

What's your thoughts on VBP ?



Richard Maddison – Essity Perspective

How has it helped Business ?

How has it improved your role ?

What's your thoughts on VBP ?

Summary

- Working with MED-TECH and our collages in Health and Industry we wanted to show that VBP is applicable in “consumables” medical devices
- VBP for Incontinence care does benefit all parties involved and have a positive impact on wider health system
- The tools produced work and the project is scalable



If you wanted to know more please contact me Richard.maddison@essity.com

Thank you.