Average price saving of 65% while maintaining high quality care

“The Clinical Nurse Advisor from NHS Supply Chain had a background in theatres and was able to give clinical staff the reassurance that the products are well used and respected... and this was as much around maintenance of safety and quality as it was around the savings aspects.”

Helen Lisle, Director of Procurement and Supplies

www.supplychain.nhs.uk/casestudies
Ensuring cost savings while reinforcing high standards of quality

The Newcastle upon Tyne Hospitals NHS Foundation Trust have worked with NHS Supply Chain to:

- Review the cost and quality of haemostats
- Assess their suitability for all appropriate specialisms within the trust
- Drive standardisation
- Generate cost savings

By providing a dedicated resource and working closely with the team at the trust, NHS Supply Chain were able to use specialist knowledge to support the project throughout.

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The project has been highly successful in achieving the trust objectives to look at haemostats and make clinical changes which would maintain safety and quality, but would also bring about savings overall.

Samantha Rix, Procurement Specialist

www.supplychain.nhs.uk/casestudies
Standardisation helped patient care and delivered an average price saving of 65%.

Working together we were able to deliver a solution that not only achieved significant cost savings, but also ensured that all clinical staff had confidence in the quality of the haemostats. The haemostats which were switched were the oxidised cellulose haemostatic fabric products, this includes the gauze, layers and knitted. Also switched was haemostatic powder and anal sponges. These are all the standard, common use haemostats which were utilised in all the surgical specialities across the trust. The flowable haemostats were out of scope for the purpose of this project.

There were a range of benefits, including:

- **Standardisation of products**
  
  This helped improve patient care in emergency situations as there are fewer items to choose from.

- **A reduction in items on shelves**

- **An easier ordering process, saving time and resources**

Haemostats are often used in highly stressful, emergency situations and it was vital to this project that clinicians had confidence in the products and certainty that patient safety would not be compromised.

Throughout the project, clinicians and other staff appreciated being able to have their viewpoints heard. We worked closely with the trust and gave all stakeholders an integral and valued part in leading the project, meaning that there was buy-in from all parties.

Newcastle upon Tyne Hospitals NHS Foundation Trust are the national lead for haemostats and this recommendation will also drive projects in other trusts across the country.
NHS Supply Chain can **work with you** - even on difficult products

One of the challenges that the trust acknowledged was that many clinicians and staff have been using the same products for many years. Asking clinicians to change products is understandably difficult as they have to have confidence that their patients will not be put at risk.

Part of our role in this project was to challenge the notion of pre-conceived product bias. We worked closely with clinical staff to ensure they achieved the same high standard of results, particularly for a product line such as haemostats which are often used in emergency situations.

“The Project showed clinicians and staff that change, and change process, can be hugely beneficial even when tackling something that has been traditionally difficult to implement. We have shown that it can be achieved with very little operational disruption through strong support and Clinical engagement.”

_Helen Lisle, Director of Procurement and Supplies_

To find out more about how NHS Supply Chain can partner with you to deliver best value, contact your Account Manager for more details.