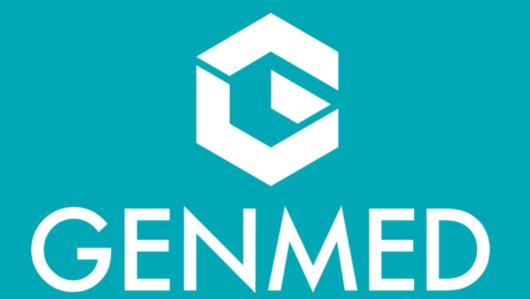




## How can managed services support elective surgery recovery?

Jonathan Wedgbury  
Chief Executive

3<sup>rd</sup> December 2020



# The Current Position



- ✓ The NHS along with other European healthcare systems continues to struggle with hospital sustainability.
- ✓ This is driven by a growing and ageing population, expectation around the range of services public systems will provide, increased chronic conditions and the quality and safety agenda
- ✓ Integrated Care Systems (ICS) and Sustainability Transformation Programme (STP) have encouraged back office consolidation and working collaboratively
- ✓ Austerity measures have resulted in ageing hospital estate and medical equipment
- ✓ MRI scanners 7 per million of population in the UK compared with 30 per million in Germany
- ✓ Clinical asset registers indicate lower cost devices are on average 30 per bed compared with 12/15 best in class
- ✓ There is a significant and growing number of patients who are waiting for routine elective surgery due to COVID19
- ✓ Capacity required for high volume, low complexity elective surgery such as orthopaedics, urology, ophthalmology, ENT, gynaecology and general surgery
- ✓ Drive towards returning to pre-pandemic activity
- ✓ NHS requires additional resources, estate capacity through reutilisation of existing facilities or modular buildings



# What makes us different?



Genmed has made a positive impact on the market by disrupting the traditional model.



Genmed is not an OEM so our default position is not just to provide as much of our own equipment and consumables as possible within a managed service.



Genmed offers choice. Choice of providers allows customers to create a 'best in class' solution for their clinical area.



Genmed works with customers in partnership to ascertain what clinical facilities or technology they need to support their strategy and workload.



# Possible components of a managed service



Outsourcing  
of Risk



Finance



Procurement &  
Invoice Payment



Performance  
Monitoring



Maintenance



Equipment Planning  
& Rationalisation



Full Life Asset  
Management



Technological  
Innovation



Long Term  
Investment Plan



Upgrades

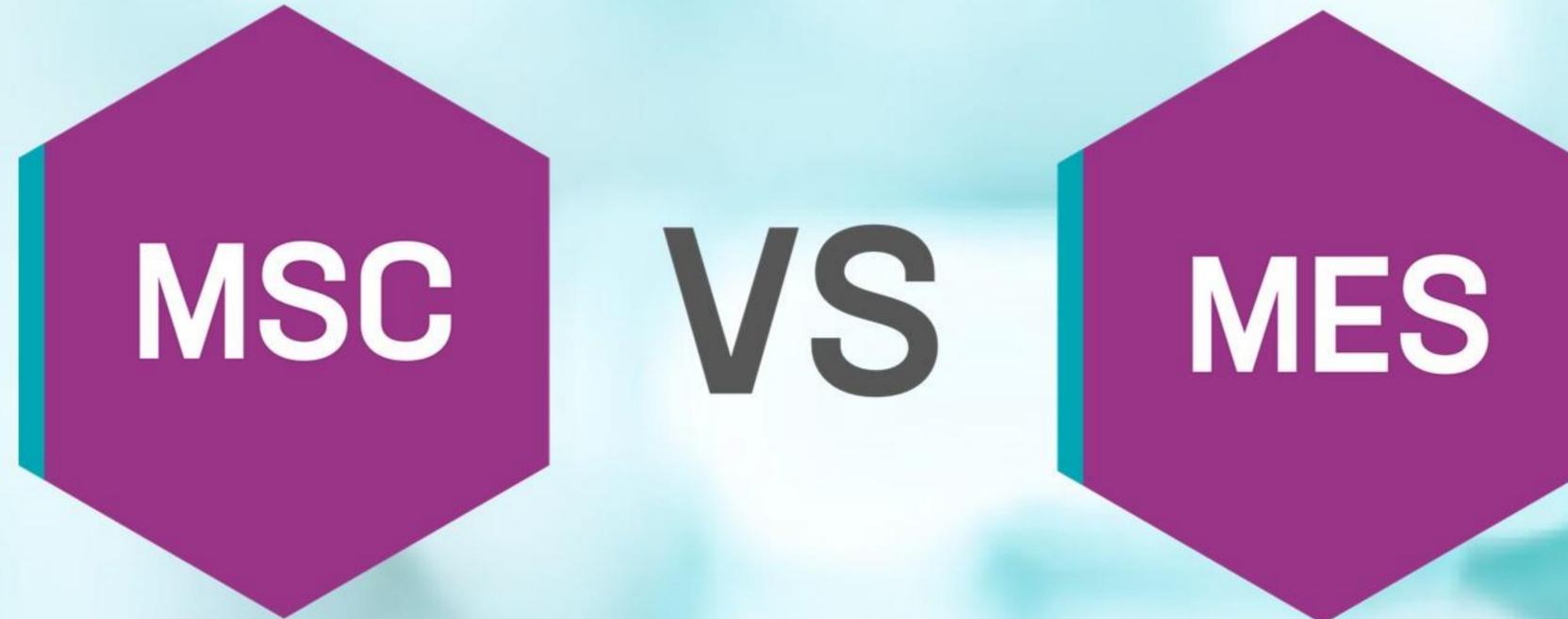


Design & Build  
Interface



Insurance

# MSC comparison over other funding models



A managed service contract (MSC) focuses on the clinical output rather than around a piece of equipment, which in turns leads to more substantial benefits around savings, administration and linking services.

A managed equipment service (MES) is about ensuring the availability of equipment.

# South West London Elective Orthopaedic Centre (SWLEOC) | A Case Study



## Some of the issues facing SWLEOC

- ✓ Insufficient capital
- ✓ Overall affordability
- ✓ Short term planning
- ✓ Collaboration across the partners
- ✓ Speed of execution
- ✓ Patient safety risks
- ✓ Lack of data to drive service efficiencies
- ✓ Demands of 42 practicing surgeons



# Genmed at the South West London Elective Orthopaedic Centre

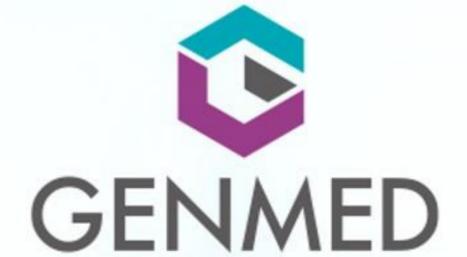
## ‘A partnership approach’

- ✓ Uptime of equipment – 5 operating theatres and associated wards. Genmed is engaged in a long-term business plan incorporating resources, capital for new equipment, additional theatres and radiology suites.
- ✓ Management of all 3rd party suppliers.
- ✓ Increased speed of execution through a lack of bureaucracy and EU Procurement Legislation.
- ✓ Genmed is contracted to bear the risk of equipment being available to carry out planned procedures.
- ✓ Genmed carries out all Purchase to Pay (P2P) activities for goods and services in the Centre. We provide flexibility to meet the continually changing needs of the service.
- ✓ Genmed implemented an inventory control system incorporating product scanning at the point of use. The system has not only improved stock management but has also given data rich tracking at surgeon level costing and has enabled Centre service and clinical leaders to be able to see and manage variations in procedure costs.
- ✓ A Theatre Improvement Group (TIG) has been established and meetings are run by Genmed on a bi-weekly basis to improve efficiency and collaborative working. TIG comprises surgeons, nurses, storekeepers, health care assistants, finance and Centre management to discuss cost improvements, efficiency gains and best practice with the wider team.
- ✓ Genmed has carried out numerous specific procurement exercises resulting in cost improvements of £641K and costs avoided of £629K. These savings are in addition to a tax saving (net of charges) in excess of £4M in the first four years of the contract. A total of £5.2M in savings has been achieved during our partnership.
- ✓ Between June and July 2020 SWLEOC moved from delivering 17.3% of the total operations delivered in the same month last year, to 73% of last year’

# Genmed's 'Three Pillars' Model



After the classification, based on the clinicians requirements we create a vendor neutral specification. Genmed only act as a moderator and a referee

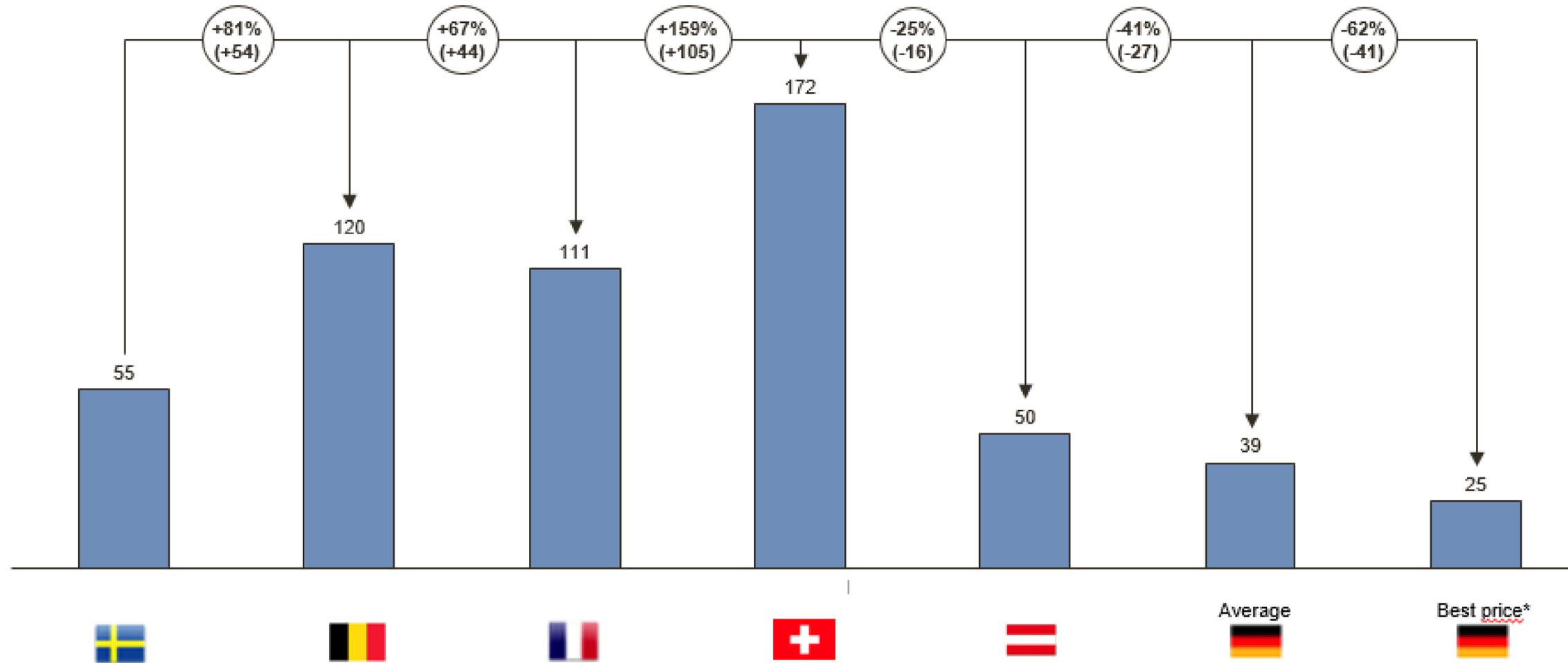


Nr.	Area	Criterion	Essential/ Optional	Points					
1.1-01	Runtime	Assuming a defined stimulation, the product must guarantee a runtime of at least 9 years.	Essential		<input checked="" type="checkbox"/>				
1.2-01	Display	Incident summary is to be available on request on the display without the need for additional steps.	Essential		<input checked="" type="checkbox"/>				
1.2-02	Display	The estimated runtime is visible on the display without additional steps	Essential		<input checked="" type="checkbox"/>				
1.2-03	Display	The Probe's impedance trend available for more than 6 months from the date of current query.	Optional-	4	<input checked="" type="checkbox"/>				
1.3-01	Pacing threshold	An automatic pacing threshold measurement is taken at least once per day.	Optional	4	<input checked="" type="checkbox"/>				
1.4-01	Sensitivity settings	The device measures the Amplitude automatically and adjusts the sensitivity accordingly.	Optional	4	<input checked="" type="checkbox"/>				
1.5-01	Frequency smoothing	The device can apply frequency smoothing through the current sensor frequency.	Optional	4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.6-01	Frequency stabilization	The device is able to reduce the median ventricular frequency and smooth the RR variability	Optional-	4	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.7-01	Programmable Sensitivity	The sensitivity is programmable by at least 0,25 mV when used as Atrial pacemaker.	Optional	4	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
1.8-01	Detection of bipolar probes	The pacemaker is able to discriminate between bi- and unipolar probes.	Optional-	4	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.9-01	Physiological sensor	In addition to an accelerometer the pacemaker is fitted with a physiological sensor.	Optional	4	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.10-01	Volume	The pacemaker is smaller than 11ccm.	Optional-	4	<input checked="" type="checkbox"/>				
1.11-01	MRI Certified	Pacemaker must have a mode to enable performance of MRI and be certified for MRI compliance	Optional	4	<input type="checkbox"/>				
<b>Points:</b>				<b>40</b>	<b>24</b>	<b>32</b>	<b>28</b>	<b>32</b>	<b>20</b>

Criteria fulfilled  
 Criteria not fulfilled



# Cataract Lens Replacement | Cost Analysis – Central Europe

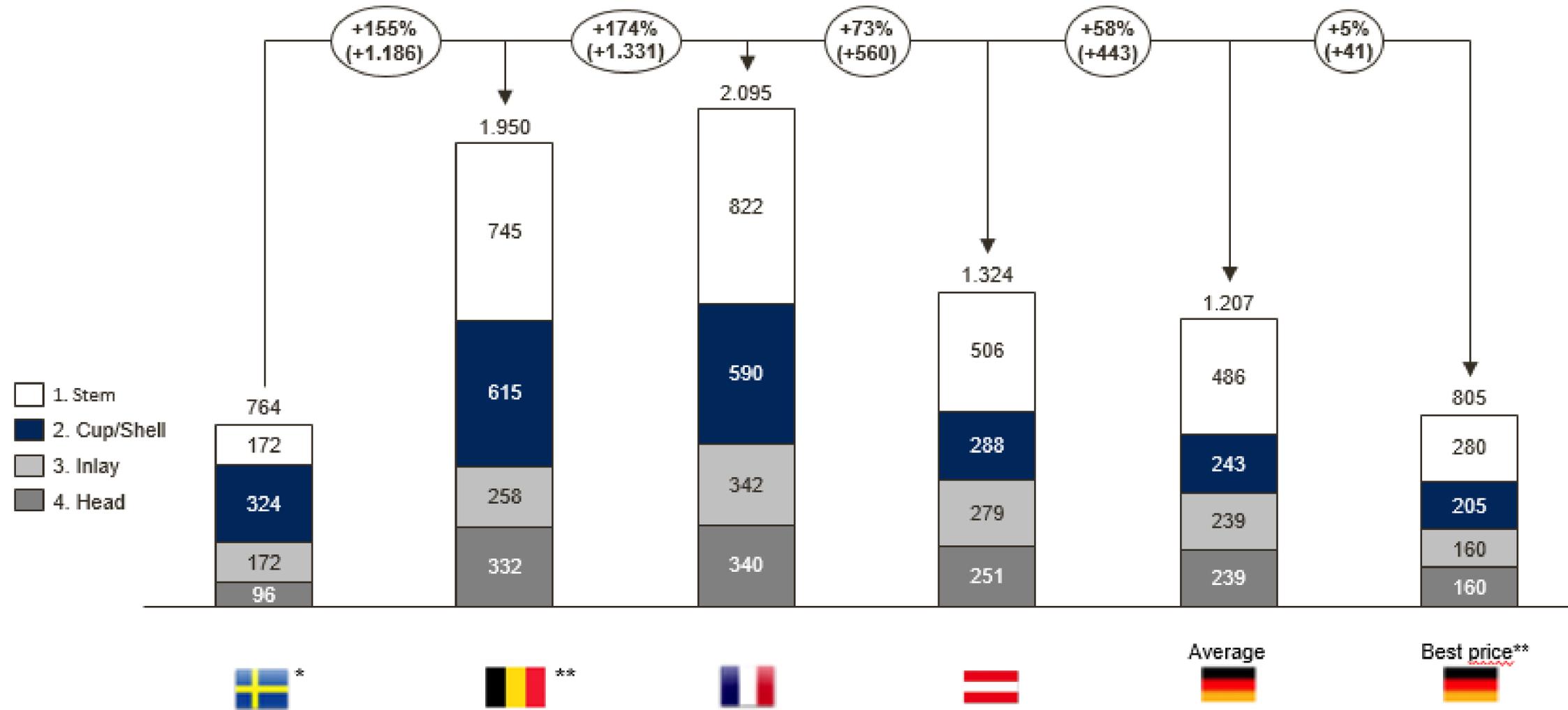


\* Bundling the entire volume to a supplier at German prices



# Total Hip Replacement | Cost Analysis – Central Europe

Hip-TEP cementless straight stem, metadiaphyseal anchorage, HA or similar coating, press-fit cup, delta ceramic



\* XLPE Inlay and metal head used in Sweden

\*\* XLPE Inlay and delta ceramic head used in Belgium

\*\*\* Bundling the entire volume to a supplier at German prices

# Genmed at the South West London Elective Orthopaedic Centre

'Genmed has been our managed service partner since 2016. They provide on-site staff who help to ensure that the clinical team are able to devote their time to caring for patients and carrying out other clinical activities. Genmed provides us with one point of contact that supports us in delivering our service.

Genmed implemented an inventory control system in the Centre. This system has allowed us to become Scan4Safety compliant but has also enabled us to better understand and manage the costs within the centre. Genmed have worked closely with our lead consultants and clinical staff to establish ways to drive down costs, improve access to stock and become more efficient as a centre.

Genmed offers us the flexibility of different purchase routes and funding options. They work at pace and their support helps us to deliver our unique service and maintain our position as a centre of excellence. This type of partnership is something which is rare in the NHS'.

*Mary Richardson, SWLEOC's director*

Thanks for your time.

Genmed House,  
Unit 1,  
Lakeside Court,  
Llantarnam Park,  
Cwmbran. NP44 3GA  
03454 502204





**unlock the power of your data.**

**Driving Improvement. In Real Time. Continuously.**



## Better conversations

1

**Information / BI Team  
colleagues.**

2

**Clinical and Operational  
Management colleagues.**

# BI Team

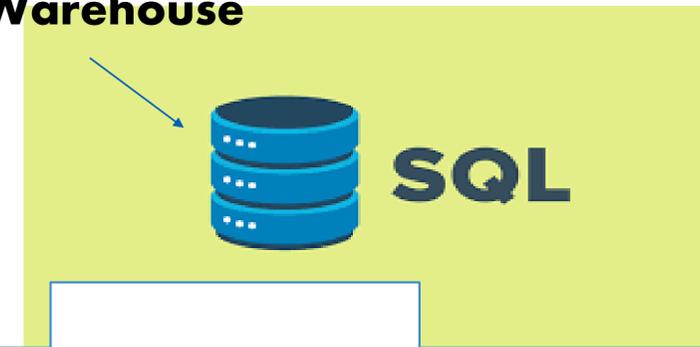
## 1 Disconnected Silos



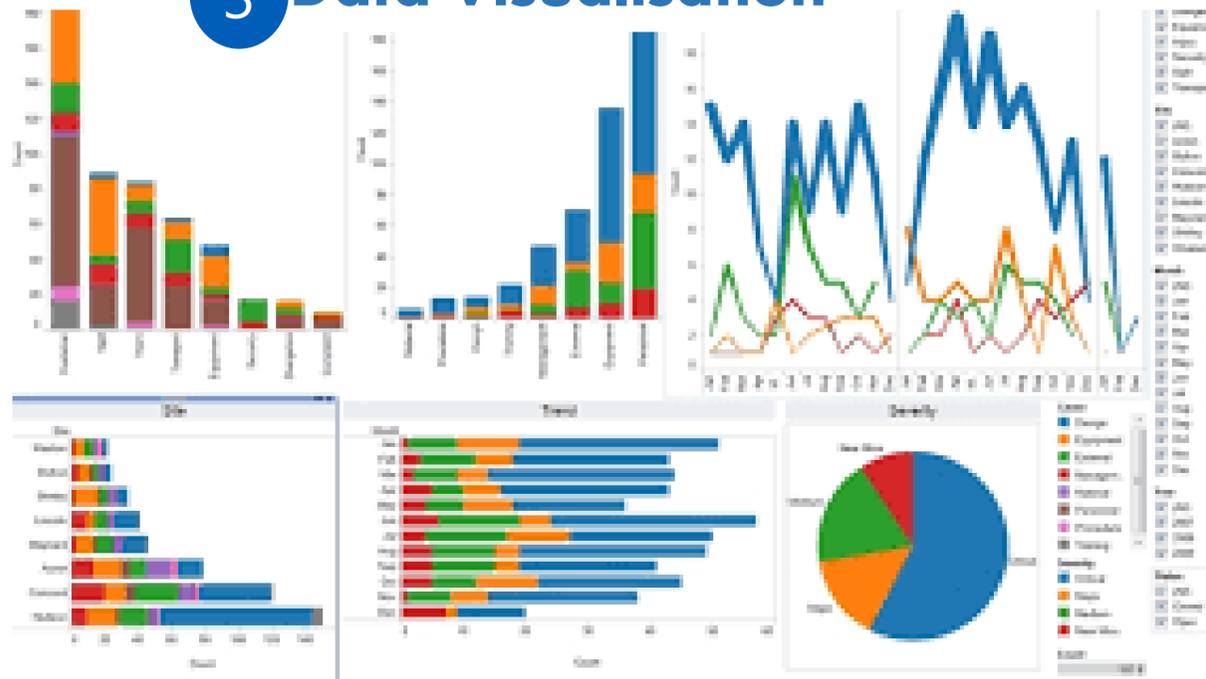
## 2 Business Intelligence / Information Team



### Data Warehouse



## 3 Data Visualisation



# Power BI & other visualisation tools - not a BI strategy..

## Extract | Transform | Load

**Interoperable.** Data is collected & indexed from structured and unstructured information systems. and data warehouse. No SQL.

*Removing data silos*

## Advanced data modelling

Data science to create scenario, prescriptive and **predictive** analytics.  
Raise data confidence through data integrity.



## Scalability & Speed

Optimised for **big data**.

Ingest 30-40 million records/hour, indexes can hold 2.4 billion records. Sub-second response to user queries.

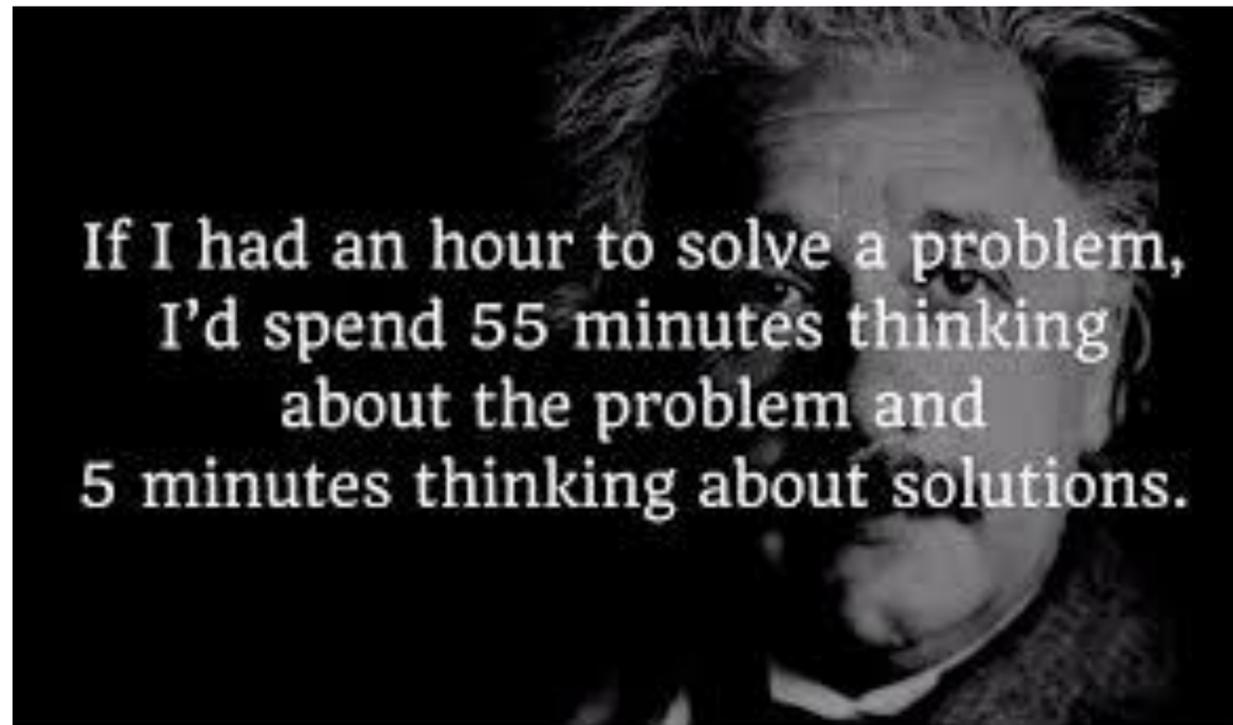
*Dynamic not static.*

## Visualise

Don't wait for reports. **Refinery** puts your latest information at your fingertips.

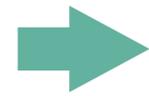
Drill down and drill through.  
Wizard-based approach, natural language query, 'drag & drop' support **user self service**.

# The way to drive better conversations...

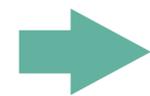


# Example

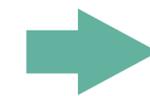
## Question?



## Big data



## Data Science



## Intelligent conversations

***How does Finance stimulate transformation in Theatres?***

- Theatre data
- Utilisation
- Scheduling
- Procurement & Stock usage
- Cost & pricing data
- Diagnostics & patient demographics
- Patient Outcomes

All specialties - 5 years

### Applying...

- Regression analysis
- Confidence intervals
- Bayesian statistics
- Pattern recognition
- Integer optimisation
- Predictive Modelling
- AI and ML

List is not exhaustive

### Evidence based...

- Clinical variation
    - Wasted time/ utilisation
    - Procedure time
    - Prosthetic
    - Outcome
  - Stock rationalisation
    - Reduce lines
    - Reduce space
    - Reduce wastage
- ↓
- Cost variation → PLICS
  - Better scheduling & Resource planning

GIRFT

# Thank you.

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**If you would like to discuss further or raise any questions on the points presented – we would be delighted to hear from you:**

**Simon Wombwell**

CEO

[simon@sensedata-insights.com](mailto:simon@sensedata-insights.com)

07776 203980

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[www.sensedata-insights.com](http://www.sensedata-insights.com)

# What we do: integrate data with decisions. Power innovation.

## Our Product & Service



**Questioning, Defining, Framing, Facilitating...**



**Extracting, Analysing, Data Science, Visualisation.**



**Clinical Reports / GIRFT Clinical Research**



**Service Change**

- Data integrity
- Change management
- Performance visualisation
- Data analytics / Data Science

**Providing change management & analytics for actionable insight** 

## Your Value



**Speed & Response**  
Higher frequency, self-service reporting keeps pace with your requirements. Drill-down and drill-through. Data transformation without warehousing and SQL.



**Predictive**  
Real time reporting and predictive to manage relationships and improve confidence.



**New ways of working**  
Create evidence-based, better conversations: clinician-to-manager and clinician-to-patient.



**Creating insight for innovation**  
Interoperability unlocks data silos. Integrating data to drive new insights into care and unlocks better ways of working.

**> Turning information and business intelligence into data science. Create new ways of working >**