

Estates and Finance

Aligning the agenda: how do we start to understand one another?



Leadership Personalities



The difference in perspective

Scenario: LED Lighting Upgrade (payback c5 years)

Estates perspective: Investing and implementing LED lighting will reduce our maintenance impact (meaning we can free up resource for other work), improve the environment in our hospitals and health centres (improving PLACE and our FFT scores), improve staff work environment, save on our energy bills contributing toward CIP and contribute toward our carbon reduction targets

Finance perspective: £x investment over y time creating £z savings, payback too long, want to see WTE post freed up, no tangible impact on finances associated with patients e.g. FFT, not in capital programme, don't account for triple bottom line. Capital limited.

Finance perspective	Estates perspective
Deal in figures	Deal in words
Focused on cost savings	Focused on cost avoidance
Shorter-term (in year)	Longer-term (3-5 years)
Planned (capital), Reactive (Revenue)	Reactive (Revenue) rarely get to planned
Specific tangible outcomes (cost)	Wider impact and interfaces (value)

The opportunity

Revenue savings

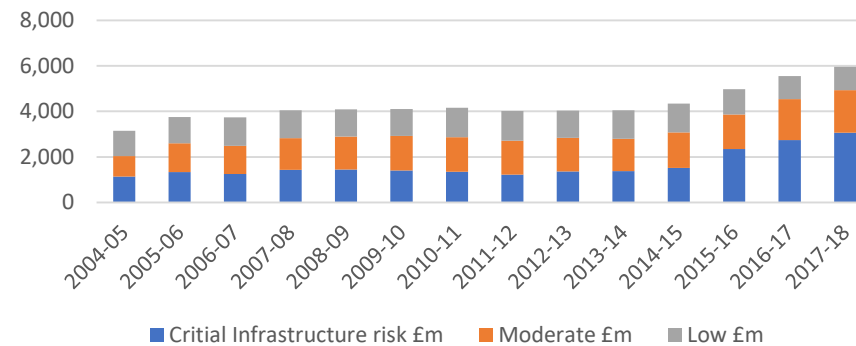
Reduce risk

Improve quality of services

Maximise benefit from capital investment

Trust Type	Cleaning service Potential Opportunities (£)	Inpatient food service Potential Opportunities (£)	Laundry and linen service Potential Opportunities (£)	Portering service Potential Opportunities (£)
ACUTE - LARGE	15,323,920	10,047,262	2,640,561	12,705,429
ACUTE - MEDIUM	16,170,343	10,491,900	3,931,497	6,174,249
ACUTE - MULTI-SERVICE	2,449,949	1,526,767	65,315	261,145
ACUTE - SMALL	7,114,234	5,155,633	1,135,307	3,861,202
ACUTE - SPECIALIST	4,548,262	3,308,920	366,748	2,390,354
ACUTE - TEACHING	32,440,464	17,526,082	6,045,520	11,657,010
AMBULANCE	2,155,346	-	320,842	-
CARE TRUST	1,241,324	488,258	225,820	832,903
COMMUNITY	4,736,911	1,223,291	99,431	1,368,442
MENTAL HEALTH AND LEARNING DISABILITY	14,172,236	7,540,226	1,236,436	5,499,783
Grand Total	100,352,989	57,308,340	16,067,476	44,750,519
Movement in Opportunity	- 12,593,893	- 10,414,482	1,088,955	- 1,908,220

Estates backlog



Guidance

1. Finance Guidance for non-finance professionals

A practical guide exploring the structure of finance (system-wide and organisational) explaining key terms and approaches for engaging/solidifying relationships with internal finance teams

2. Estates Guidance for non-estates professionals

Workshop (inputs)

Workshop

Questions:

What would you love to know about estates that you either don't know, or wish someone had explained to you in the beginning

What are the practical things Estates professionals can do to make interactions easier: types and presentation of data (for example)

What are the things that estates continually do/don't do that you wish they didn't/did?

What types of information would be helpful ?

How you like to be communicated with (media forms)

Contact details



Joanne.dolby@nhs.net



07714 839728



Fiona.daly1@nhs.net



@Dalyfionadaly1



07519 293013



www.improvement.nhs.uk