

Value challenge pilot from the financial perspective

Duncan Orme

Nottingham University Hospitals NHS Trust

(NUH PLICS Project Board - Anwar Zaman, Tasso Gazzis, Jason Niel-Dwyer & Scott Hodgson)

The financial perspective

- **What is PLICS?**
 - How does it look and feel?
- **Does PLICS deliver value?**
 - Stages of data grief & 3 elements of recovery
 - Case studies which demonstrate savings
- **Lessons from the value challenge and beyond**
 - Carter & Costing Transformation Programme
 - Clinical variation & the “Geography is destiny”



Presenting financial consequence of clinical decisions

- Variance from Budget
- Last month vs previous month(s)
- Better or worse

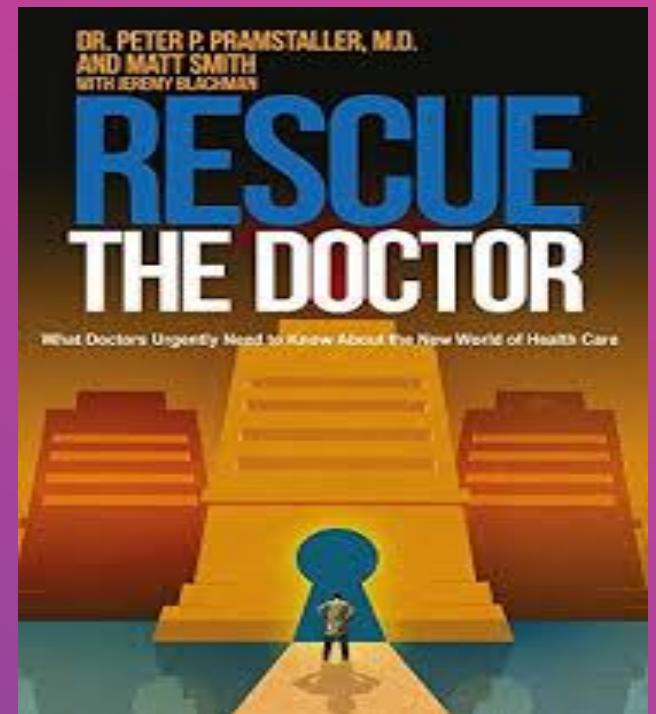
Budget	WTE	Variance	Budget	Current Month	Variance	Exp Head	Description	Annual	Budget	YTD	Variance
	Actual		£	Actuals	£			£	£	Actuals	£
0.00	0.00	0.00	(190,662)	(165,017)	25,645	IAE500	AandE	(2,251,036)	(941,007)	(871,046)	69,961
0.00	0.00	0.00	0	(230,000)	(230,000)	ICA500	Central PCT Income Adjustments	0	0	(230,000)	(230,000)
0.00	0.00	0.00	(388,404)	(473,026)	(84,622)	IDC500	DayCase	(4,893,913)	(2,019,708)	(2,269,605)	(249,897)
0.00	0.00	0.00	(20,645)	(26,229)	(5,584)	IEL500	Elective	(260,119)	(107,352)	(138,503)	(31,151)
0.00	0.00	0.00	(1,035)	0	1,035	IEX500	ElectXBD	(12,214)	(5,106)	(5,235)	(129)
0.00	0.00	0.00	(105,644)	(79,395)	26,248	IFA500	OutPatFA	(1,333,534)	(550,157)	(552,218)	(2,061)
0.00	0.00	0.00	(239,283)	(109,782)	129,501	IFU500	OutPatFU	(3,017,912)	(1,245,255)	(1,121,436)	123,819
0.00	0.00	0.00	(40,595)	(52,919)	(12,324)	INE500	NonElect	(497,005)	(205,869)	(210,380)	(4,511)
0.00	0.00	0.00	(3,793)	(612)	3,181	INX500	NonElecXBD	(44,726)	(18,703)	(33,687)	(14,984)
0.00	0.00	0.00	(122,457)	(143,522)	(21,065)	IOA500	OtherAct	(1,486,790)	(614,622)	(670,397)	(55,775)
0.00	0.00	0.00	(298,975)	(296,960)	2,015	IOP500	OutPatOth	(3,767,101)	(1,554,676)	(1,663,004)	(108,328)
0.00	0.00	0.00	(1,411,493)	(1,577,463)	(165,970)	CCGs / LAs - SLAM		(17,564,351)	(7,262,455)	(7,765,511)	(503,056)
0.00	0.00	0.00	(16,666)	0	16,666	IAPFR1	Income FEP Rephasing	(799,992)	(233,330)	0	233,330
0.00	0.00	0.00	(16,666)	0	16,666	CCGs / LAs - Oth IFA		(799,992)	(233,330)	0	233,330
0.00	0.00	0.00	(5,598)	(12,059)	(6,461)	IAQ000	Private Patient Income	(67,170)	(27,988)	(57,126)	(29,138)
0.00	0.00	0.00	0	0	0	IAQ018	Overseas Visitors	0	0	(2,377)	(2,377)
0.00	0.00	0.00	(5,598)	(12,059)	(6,461)	Private & Overseas Patients		(67,170)	(27,988)	(59,503)	(31,515)
0.00	0.00	0.00	(1,433,757)	(1,589,522)	(155,765)	TOTAL CLINICAL REVENUE		(18,431,513)	(7,523,773)	(7,825,014)	(301,241)
0.00	0.00	0.00	(882)	(6,563)	(5,681)	IOE001	Education & Training	(10,584)	(4,410)	(6,563)	(2,153)
0.00	0.00	0.00	0	(765)	(765)	IOE004	Madel Income	0	0	(1,810)	(1,810)
0.00	0.00	0.00	(361)	0	361	IOE025	Learning Beyond Registration	(4,331)	(1,805)	0	1,805
0.00	0.00	0.00	(11,962)	(11,963)	(1)	IOO002	DOH Distinction Awards (M&D) C	(143,551)	(59,812)	(59,815)	(3)
0.00	0.00	0.00	(13,205)	(19,290)	(6,085)	Education & Training Income		(158,466)	(66,027)	(68,187)	(2,160)
0.00	0.00	0.00	(440)	0	440	IOI038	Staff Appliances C	(5,280)	(2,200)	0	2,200
0.00	0.00	0.00	(3)	0	3	IOI040	Staff Eye Tests C	(44)	(18)	0	18
0.00	0.00	0.00	23	0	(23)	ION436	General Courses/Training C	284	118	0	(118)
0.00	0.00	0.00	(420)	0	420	Non PCare Serv to Oth B NHS		(5,040)	(2,100)	0	2,100
0.00	0.00	0.00	(1,101)	(399)	702	IOI020	Public Appliances C	(13,204)	(5,502)	(5,555)	(53)
0.00	0.00	0.00	(15,285)	(5,833)	9,452	IOO000	Miscellaneous Income	(183,411)	(76,421)	(29,167)	47,254
0.00	0.00	0.00	(16,386)	(6,233)	10,153	Other Income		(196,615)	(81,923)	(34,721)	47,202
0.00	0.00	0.00	(41)	0	41	IOR200	Commercial Trials Income	(500)	(208)	0	208
0.00	0.00	0.00	(41)	0	41	Research & Development		(500)	(208)	0	208
0.00	0.00	0.00	(2,003)	0	2,003	IMC1RO	Consultnt Rchrge Out Staff Inc	(24,035)	(10,015)	0	10,015
0.00	0.00	0.00	(2,003)	0	2,003	Medical Staff Income		(24,035)	(10,015)	0	10,015
0.00	0.00	0.00	(32,055)	(25,523)	6,532	TOTAL OTHER INCOME		(384,656)	(160,273)	(102,909)	57,364
26.85	20.67	(5.98)	41,652	32,267	(9,385)	PCC200	Admin & Clerical - Band 2	499,827	208,261	158,658	(51,603)
1.40	1.44	0.04	2,173	2,556	383	PCC210	Receptionist - Band 2	26,078	10,866	11,344	478
0.00	0.19	0.19	0	312	312	PCC260	Admin & Clerical - Band 2	0	0	2,060	2,060
15.95	13.65	(2.30)	28,705	15,564	(13,142)	PCC300	Admin & Clerical - Band 3	335,562	143,534	119,983	(23,551)
2.00	1.57	(0.43)	3,616	2,836	(780)	PCC330	Medical Secretary - Band 3	43,395	18,081	17,694	(387)
14.86	12.97	(1.89)	31,750	34,920	3,170	PCC400	Admin & Clerical - Band 4	381,010	158,754	133,132	(25,622)
60.86	50.49	(10.37)	107,897	88,455	(19,442)	Administration & Estates		1,285,872	539,496	440,871	(98,625)
0.00	0.00	0.00	0	8,870	8,870	PCC20A	Bd2 A&C Agency	0	0	27,509	27,509
0.00	0.00	0.00	0	635	635	PCC30A	A&C Agency Band 3	0	0	1,861	1,861
0.00	0.00	0.00	0	9,505	9,505	Agency		0	0	29,370	29,370
2.00	2.94	0.94	4,167	5,574	1,407	PSP410	Optometrist Pre-Reg - Band 4	36,595	20,837	20,538	(299)
0.00	0.00	0.00	0	0	0	PSP510	Optometrist - Band 5	0	0	59	59
1.00	1.00	0.00	2,236	2,234	(2)	PSP560	Orthoptist - Band 5	26,827	11,178	11,177	(1)
1.90	0.00	(1.90)	5,195	(604)	(5,800)	PSP610	Optometrist - Band 6	62,341	25,976	1,044	(24,932)
0.00	0.00	0.00	0	2,300	2,300	PSP61X	Optometrist Bd 6 Non-NHS R/C	0	0	2,300	2,300
6.90	4.39	(2.51)	20,639	13,356	(7,283)	PSP660	Orthoptist - Band 6	247,671	103,196	54,590	(48,606)
8.80	7.84	(0.96)	33,848	30,089	(3,759)	PSP710	Optometrist - Band 7	406,162	169,235	134,651	(34,584)
3.63	3.23	(0.40)	14,802	13,046	(1,556)	PSP760	Orthoptist - Band 7	175,223	73,010	64,804	(8,206)
1.00	0.00	(1.00)	4,184	0	(4,184)	PSPA10	Optometrist - Band 8A	50,211	20,921	0	(20,921)
0.88	0.88	0.00	4,279	4,277	(2)	PSPA60	Orthoptist - Band 8a	51,349	21,395	21,387	(8)
0.87	0.87	0.00	5,112	5,090	(22)	PSPB60	Orthoptist - Band 8B	61,339	25,558	25,448	(110)
26.98	21.15	(5.83)	94,263	75,362	(18,901)	Allied Health Professionals		1,117,718	471,306	335,999	(135,307)

Clinicians perspective

- Incomprehensible
- Questionable value
- ‘Good for managers’

Step out of the Silo

- PLICS
- 670 consultants
- Do not directly manage
- Change the paradigm



1,300,000 patient contacts

100 costed data items per contact

I&E a/c for each patient

Drucker

Drucker is considered the single most important thought leader in the world of management, and several ideas run through most of his writings:

The concept of "knowledge worker" in his 1959 book *The Landmarks of Tomorrow*.

Drucker & PLICS

Our vision is that:

healthcare will be the benchmark industry for the
Drucker's "Knowledge worker age"

with clinicians driving value, using their insight and
knowledge of patient care and a single version of the
financial and clinical performance derived from PLICS

Overview

Apr

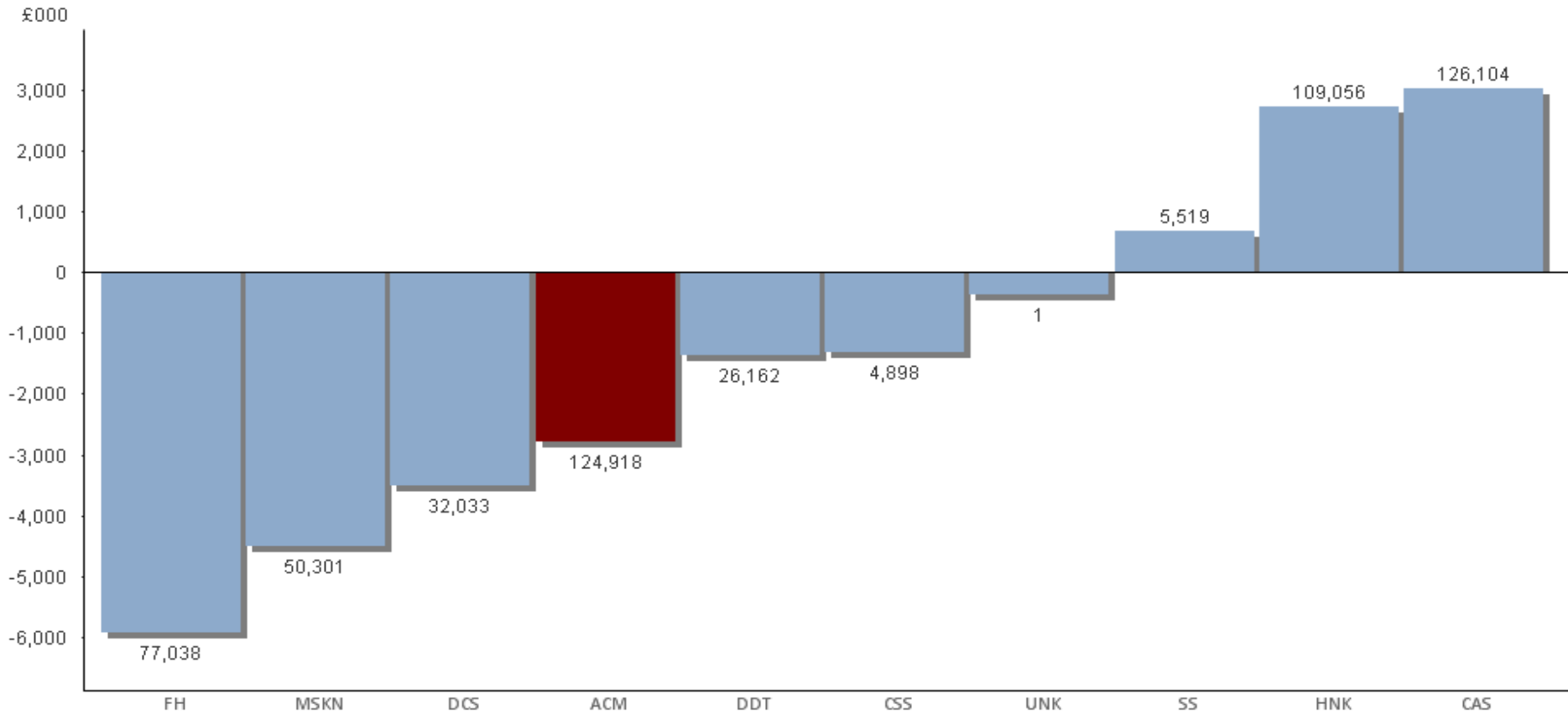
May

Jun

Jul

Aug

Net Surplus / Deficit



Overview

Apr

May

Jun

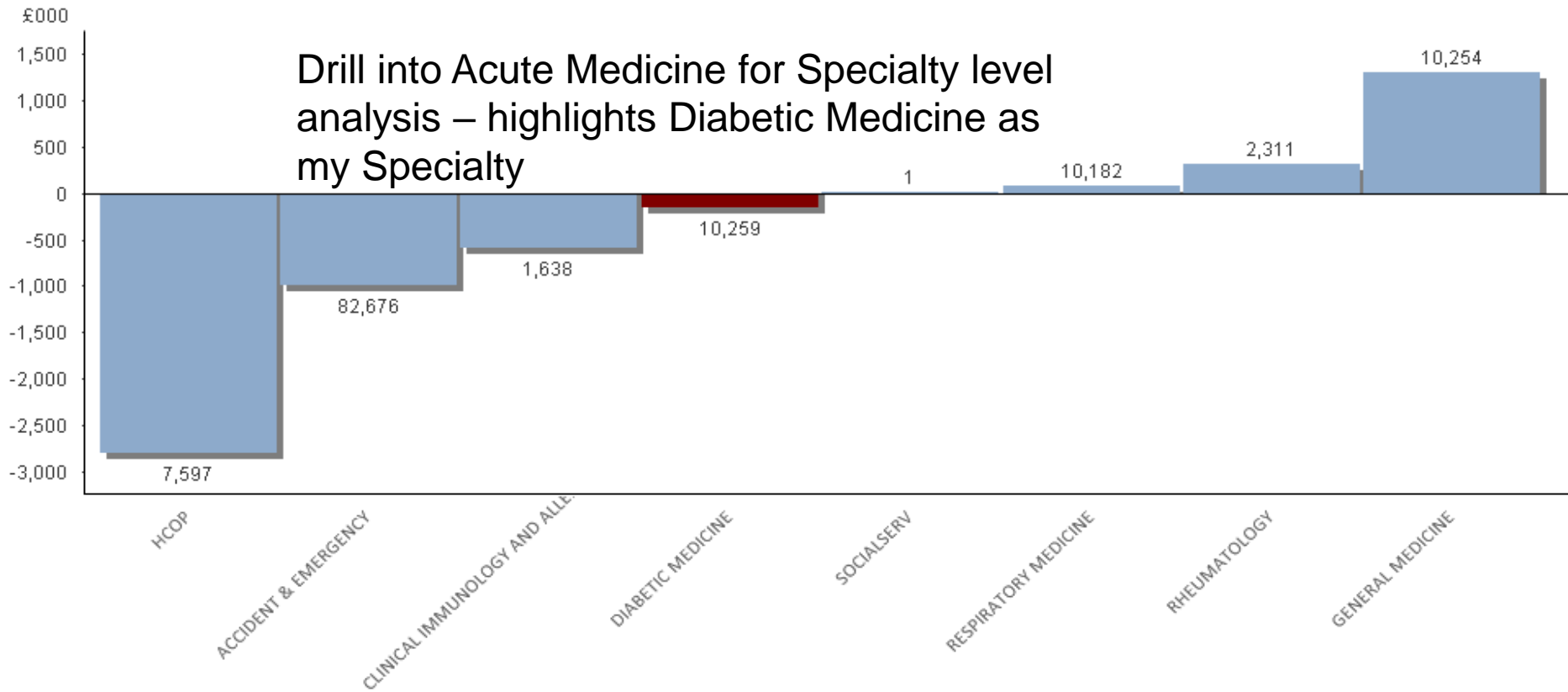
Jul

Aug

Net Surplus / Deficit

ACM

Drill into Acute Medicine for Specialty level analysis – highlights Diabetic Medicine as my Specialty



Overview

Apr

May

Jun

Jul

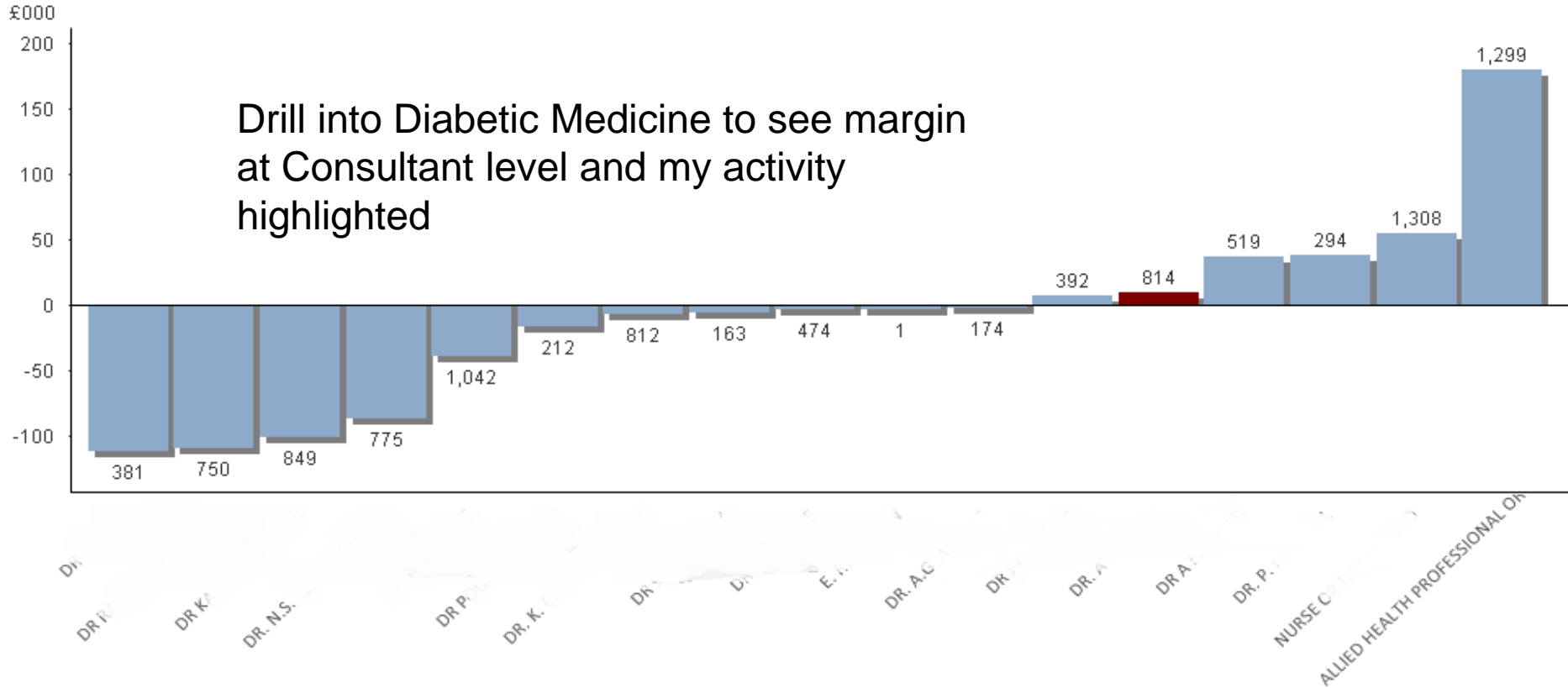
Aug

Net Surplus / Deficit

ACM

DIABETIC MEDICINE

Drill into Diabetic Medicine to see margin at Consultant level and my activity highlighted



Overview

EPISODE ANALYSIS

Compare Consultants

Apr

May

Jun

Jul

Aug

Net Surplus / Deficit

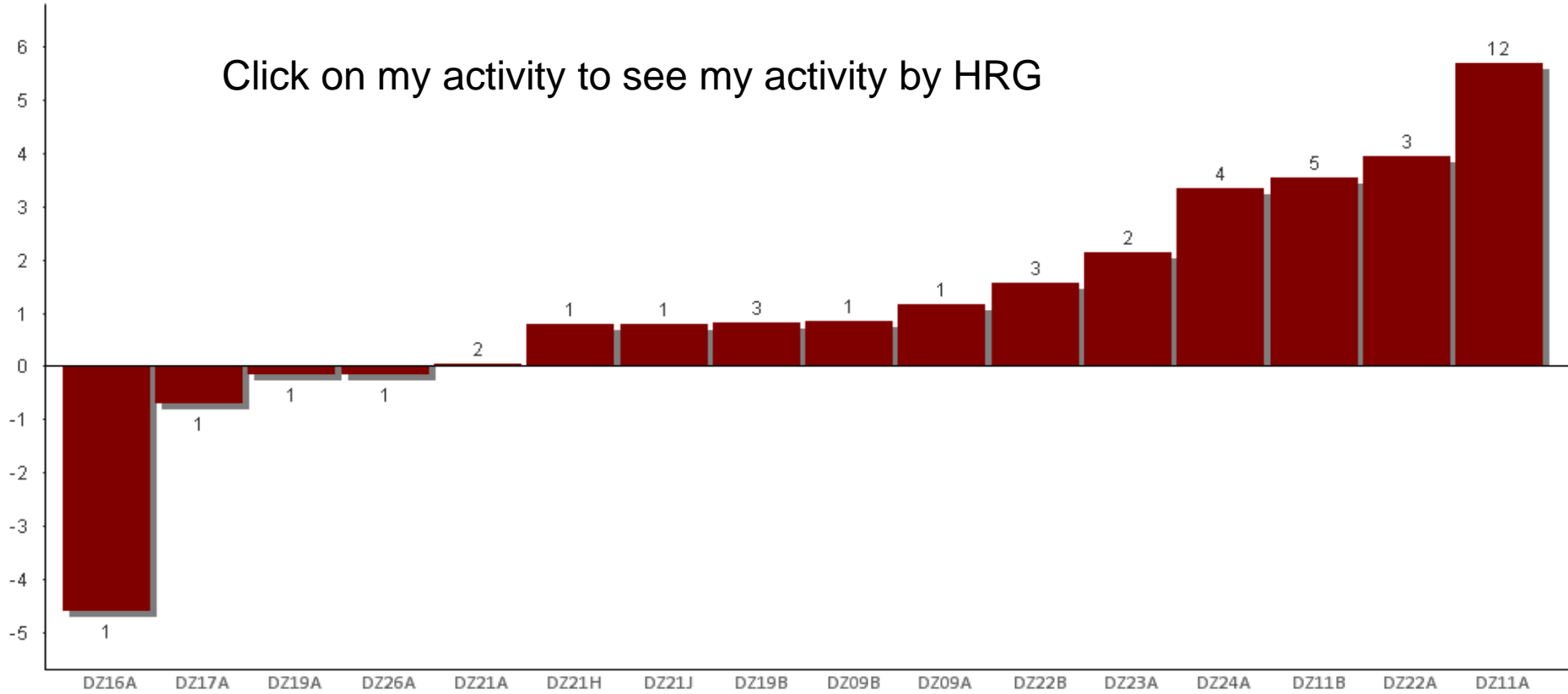
ACM

DIABETIC MEDICINE

DR. A.

£000

Click on my activity to see my activity by HRG



Overview

HRG ANALYSIS

Apr

May

Jun

Jul

Aug

Net Surplus / Deficit

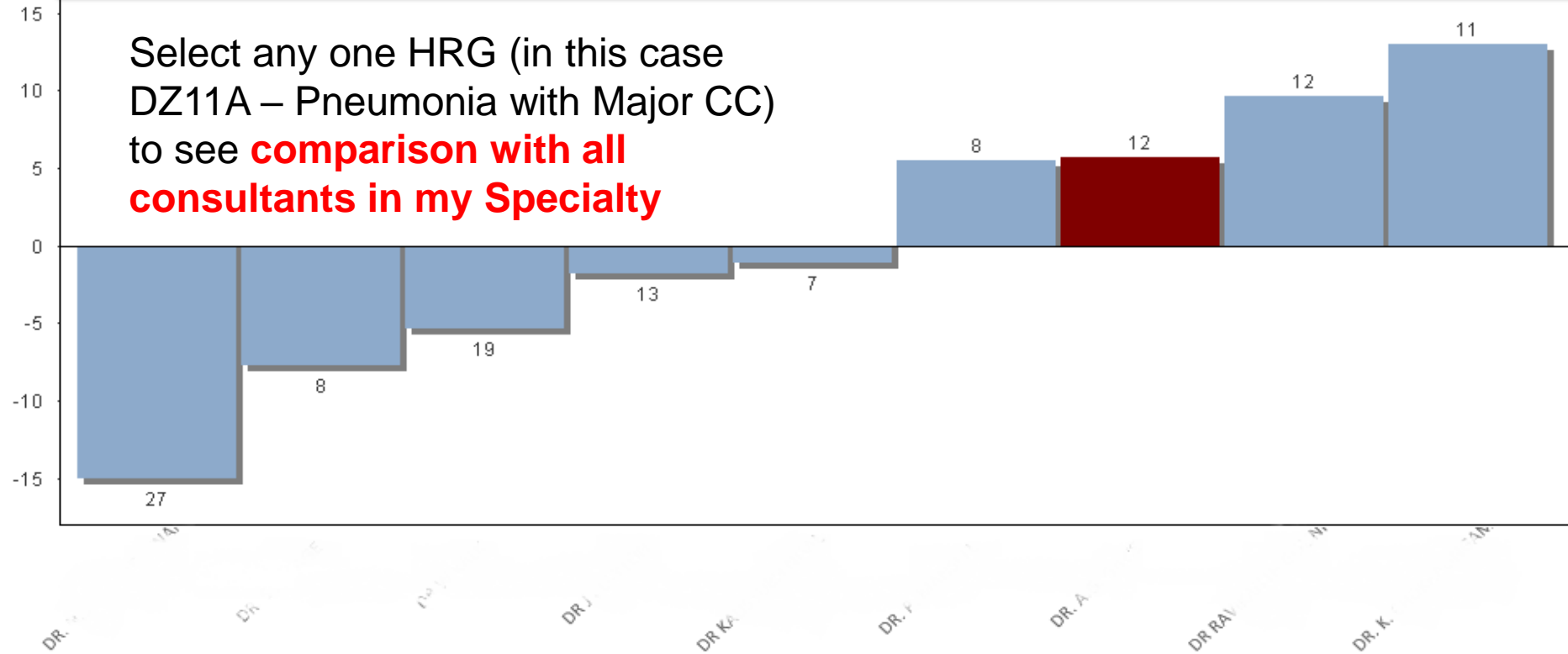
ACM

DIABETIC MEDICINE

DZ11A

LOBAR, ATYPICAL OR VIRAL PNEUMONIA WITH MAJOR CC

£000



OVERVIEW

HRG Analysis

Apr

May

Jun

Jul

Aug

HRG Cost Analysis

XL

Po	Consultant	Consultant Name	HRG	HRG Description	Activity	Unit Cost	Unit Income	Unit Profit/loss	Total Cost	Total Income	Total Profit/loss
					117	-£2,581	£2,609	£28	-£302,035	£305,308	£3,274
NEL	C4305383	DR. N. T.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	27	-£3,239	£2,688	-£551	-£87,458	£72,575	-£14,883
NEL	C1517220	DR W.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	19	-£3,173	£2,895	-£278	-£60,285	£55,004	-£5,282
NEL	C4198084	DR J. C.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	13	-£4,071	£3,939	-£132	-£52,923	£51,208	-£1,715
NEL	C3544361	DR. A.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	12	-£1,106	£1,580	£474	-£13,271	£18,961	£5,690
NEL	C6042155	DR R.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	12	-£1,836	£2,639	£803	-£22,037	£31,671	£9,634
NEL	C4660554	DR. K. C.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	11	-£1,014	£2,192	£1,177	-£11,159	£24,111	£12,952
NEL	C2562465	DR. P.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	8	-£1,306	£1,991	£685	-£10,452	£15,929	£5,477
NEL	C2594932	DR. S.	DZ11A	LOBAR, ATYPICAL OR VIRAL..	8	-£3,601	£2,655	-£946	-£28,809	£21,238	-£7,570
NEL	C6073664	DR KA	DZ11A	LOBAR, ATYPICAL OR VIRAL..	7	-£2,234	£2,087	-£147	-£15,641	£14,612	-£1,029

OVERVIEW

HRG ANALYSIS

EPISODE ANALYSIS

PATIENT BILL

MRN: KC_	Age: 93	Sex: F	Episode LoS: 7	Specialty: DIABETIC MEDICINE	Point of Delivery: NEL
Prim Diag: J181	LOBAR PNEUMONIA, UNSPECIFIED				No. Diag Codes = 13
Proc 1: zzNS	NOT SPECIFIED				No. Proc Codes = 0
HRG: DZ11A: LOBAR, ATYPICAL OR VIRAL PNEUMONIA WITH MAJOR CC					
Consultant: C3544361: DR. A.				Episode Start: 28/07/2014	Episode End: 04/08/2014

RESOURCES

DIAGNOSIS AND PROCEDURE ...

MARGIN PROFILE

DAILY COST PROFILE

DAILY RESOURCE COST PROFILE

RESOURCES

XL

Resource Group	Cost	Clin_Income	Oth_Income
Total	£2,533	£1,838	£279
Allied_Health_Professionals	£71	£0	£8
Consultant	£258	£0	£17
Income_HRG	£0	£1,672	£0
Overheads_Acute_Medicine	£0	£0	£1
Overheads_inpatient_spec...	£131	£0	£10
Overheads_inpatient_spec...	£0	£0	£0
Overheads_length_of_stay	£3	£158	£1
Overheads_other	£10	-£0	£2
Overheads_source	£4	£0	£1
Overheads_specialty	£73	£8	£27
Pathology	£65	£0	£21
Radiology	£46	£0	£5
Ward_Costs	£1,870	£0	£185

OVERVIEW

HRG ANALYSIS

EPISODE ANALYSIS

PATIENT BILL

MRN: K0	Age: 93	Sex: F	Episode LoS: 7	Specialty: DIABETIC MEDICINE	Point of Delivery: NEL
Prim Diag: J181	LOBAR PNEUMONIA, UNSPECIFIED				No. Diag Codes = 13
Proc 1: zzNS	NOT SPECIFIED				No. Proc Codes = 0
HRG: DZ11A: LOBAR, ATYPICAL OR VIRAL PNEUMONIA WITH MAJOR CC					
Consultant: C3544361: DR. A				Episode Start: 28/07/2014	Episode End: 04/08/2014

RESOURCES

DIAGNOSIS AND PROCEDURE ...

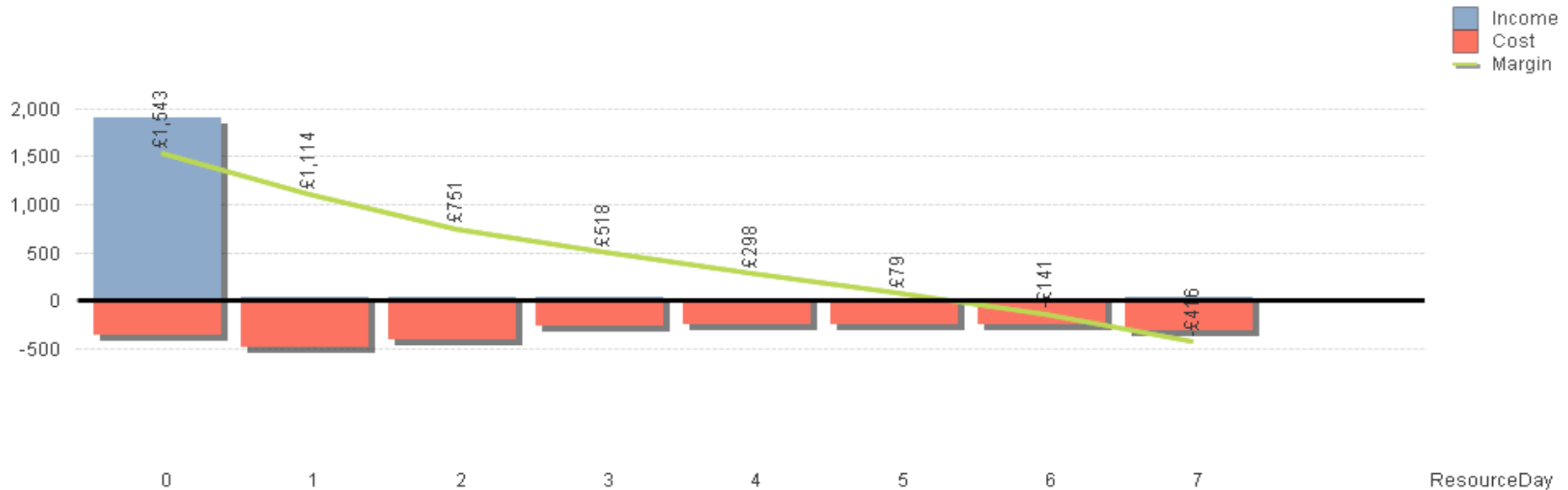
MARGIN PROFILE

DAILY COST PROFILE

DAILY RESOURCE COST PROFILE

Income XL

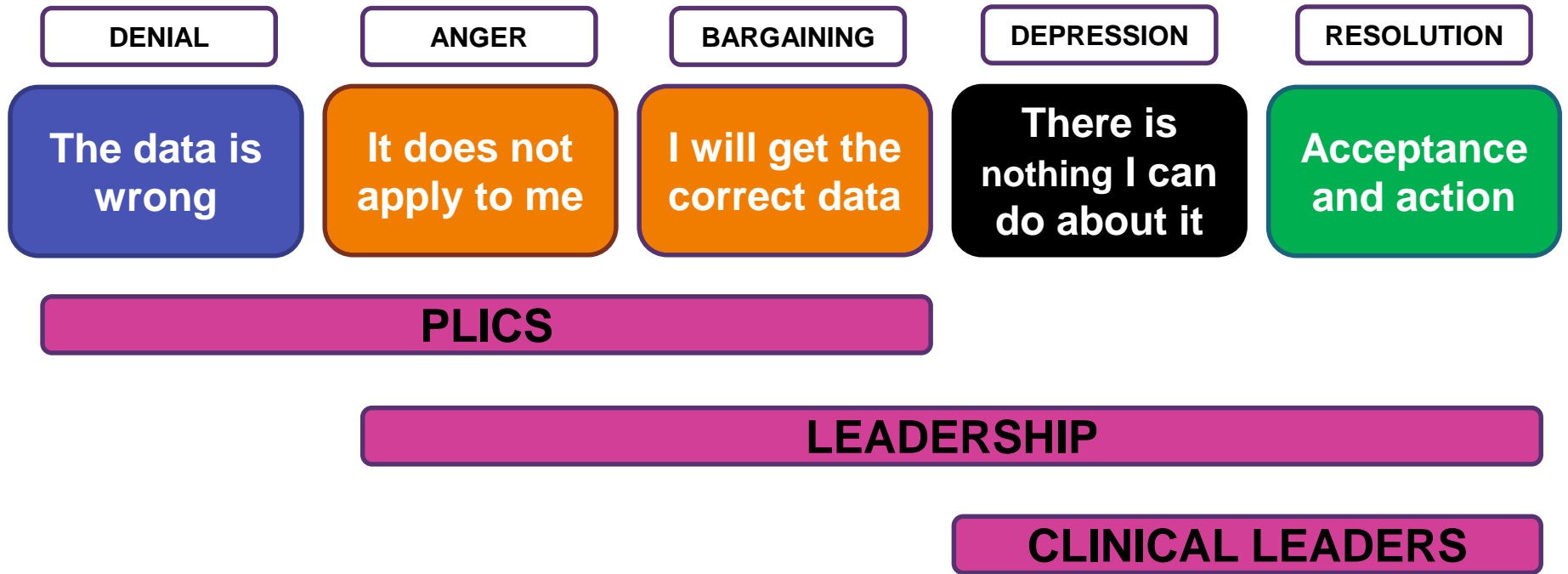
Income



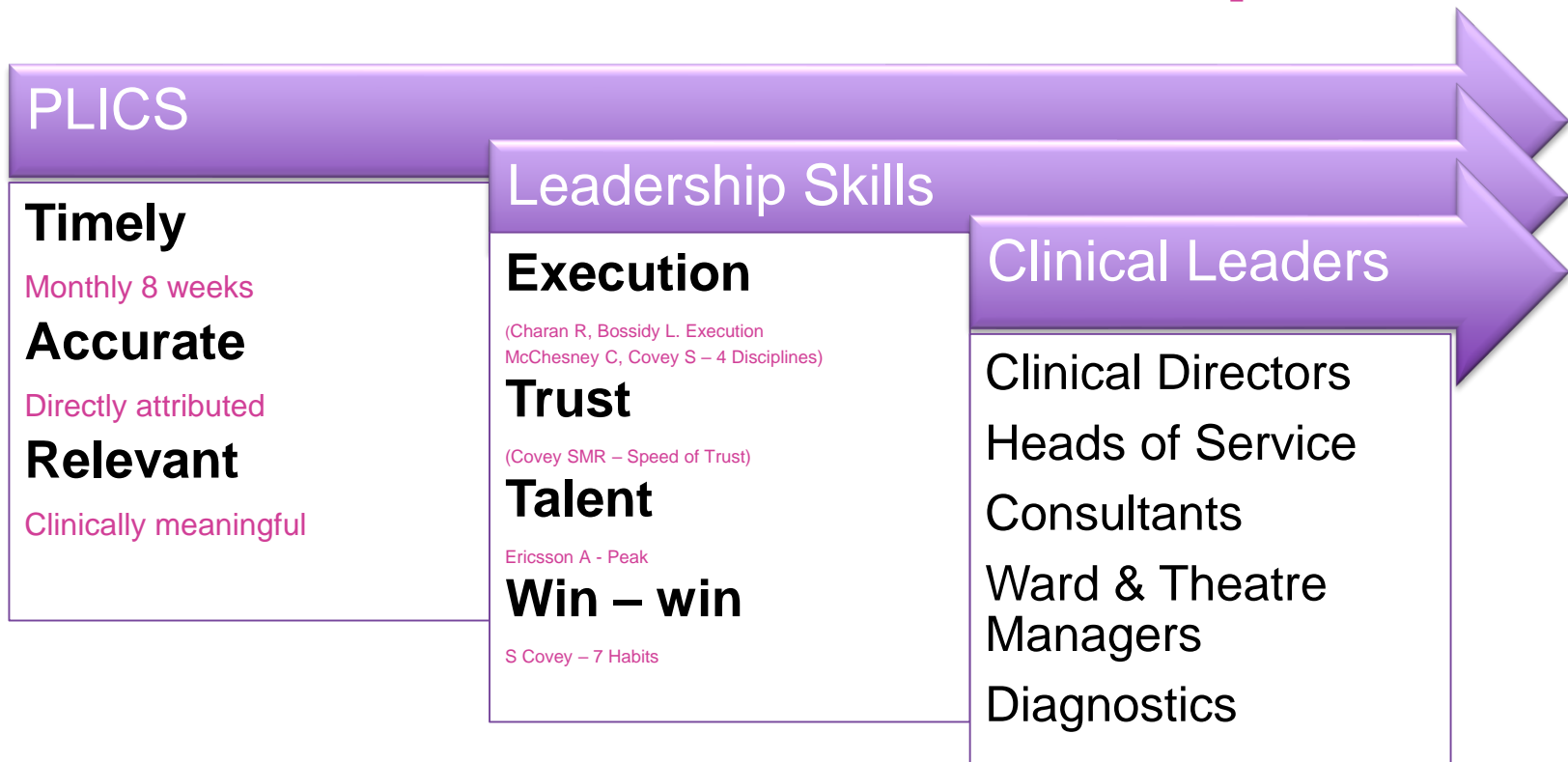
The five stages of data grief



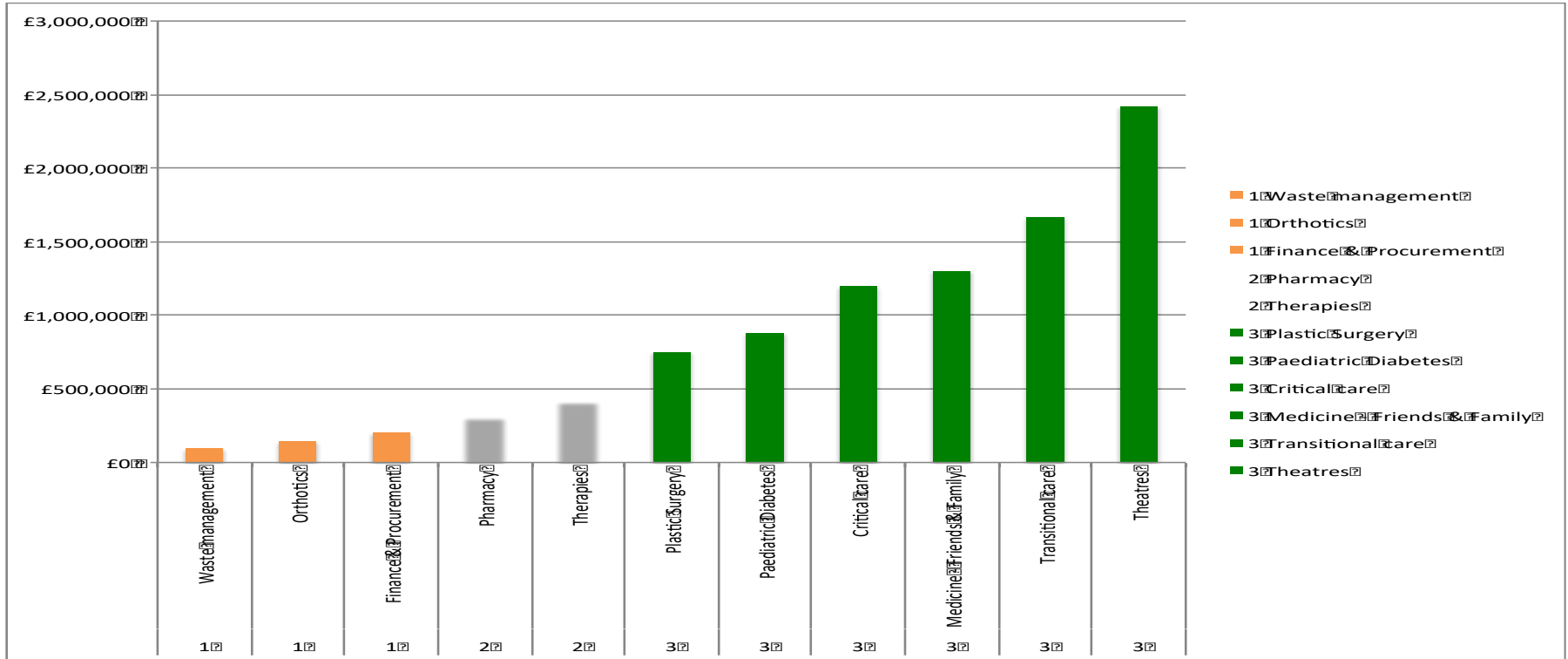
Moving through the 5 stages of data grief



Three accelerators – NUH experience



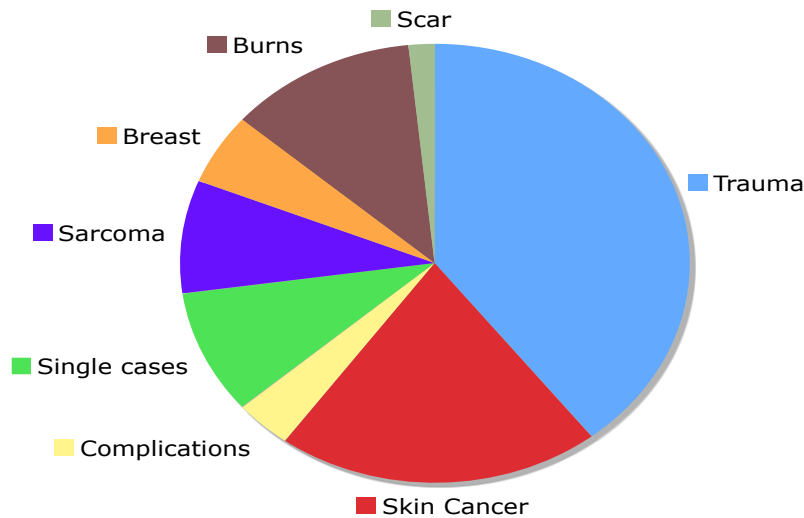
Leadership, PLICS, Clinicians



FRANKLINCOVEY
CHANNEL PARTNER

Create a shared mental model of work in plastic surgery

Losses in the sample set by Subspecialism



Shared starting point: Deficit on departmental budget £3 million



Making Complex Breast Reconstruction Cost Effective

Operation Time: 7.5 hours mean (Comparable to UK peers)

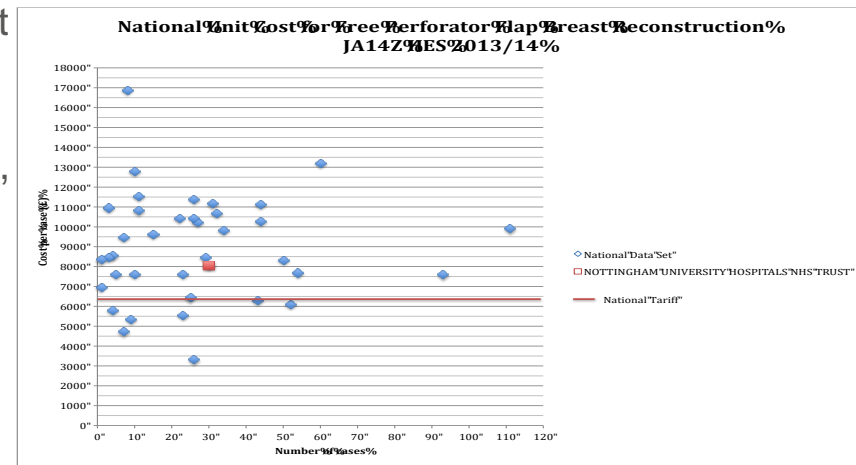
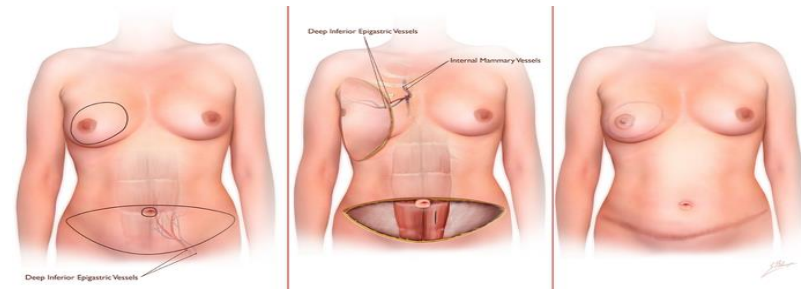
International Gold Standard: 4 hours

Working Group

- Multidisciplinary Theatre team visited expert UK unit
- Attended British Association Plastic and Reconstructive Surgery Scientific Meeting
- Current process mapped and new process mapped,
- Additional consultant on each case
- Two scrub nurses

Outcome

- 2 cases in 0830-1800 extended day list – 9.5 hours
- 37% reduction in theatre costs
- Very team dependent



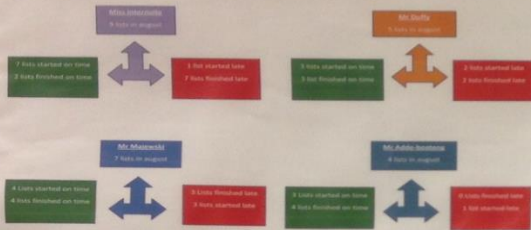


Theatres: The General manager and Head of service led an initiative to ensure theatre lists started on time as part of a theatres performance improvement programme. A step change in productivity was achieved which was observed as specialties improved session utilisation rates and undertook more than 1,000 additional cases without increasing theatre capacity. This resulted in a £2.4m improvement in margin. ²⁴

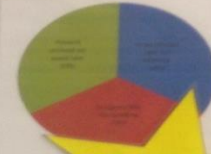
ROI : 518% Saving £2,149,000

FRANKLINCOVEY
CHANNEL PARTNER

Previous months performance



Thoracic Scoreboard



Our Goals **Monday** **Tuesday** **Wednesday** **Thursday** **Friday**

Was the patient sent for by 7.50?	No	yes 😊	Yes		
Did the briefing start before 8.20?	No	YES 😊	Yes		
Did we start on time at 8.30?	No	YES 😊			
If not, why not?	Huddle late Briefing late & complex		change of list order		





Critical Care: The service implemented an initiative to improve the arrangements for access to critical care beds for elective surgery. The team examined how trust could be built such that up to 2 hours could be saved per day in determining the availability of beds. The resulting improvement in productivity improved financial performance by £1.2m.

ROI : 548% Saving £1,200,000

FRANKLINCOVEY
CHANNEL PARTNER

Carter & Costing Transformation Programme

SUMMARY (Costing Assessment Tool)

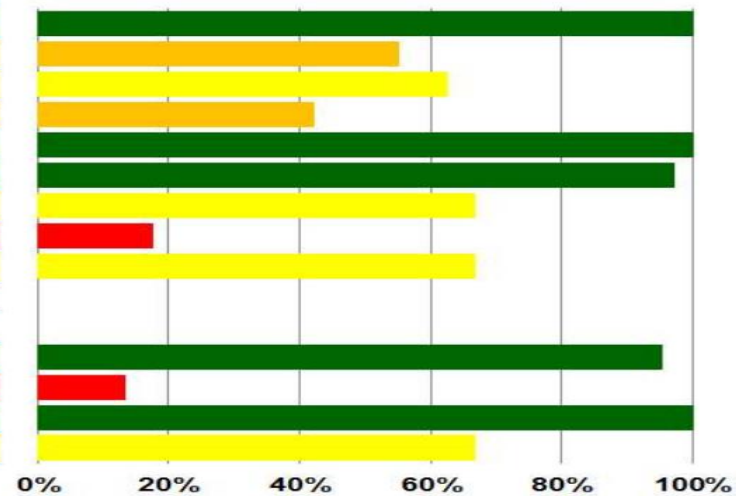


NHS
Improvement

AN ACUTE TRUST - XXX

Score by activity group:

Activity group	Score
Blood	100.0%
Critical care	55.2%
Diagnostic imaging	62.5%
Emergency care	42.1%
MDTs	100.0%
Other diagnostic testing	97.1%
Outpatient care	66.7%
Pathology	17.6%
Pharmacy	66.7%
Radiotherapy	-
Specialist procedure suites	-
Support services	95.3%
Theatre care	13.5%
Therapies	100.0%
Ward care	66.7%



13

The “Geography is destiny”

Chen et al set out to look at the relationship between Medicare spending patterns in the region of a primary care physician’s residency training and their subsequent Medicare resource allocation patterns in practice. Essentially, they asked:

“If you train in a place that spends more, will you spend more in practice?”

Chen C, Petterson S, Phillips R, Bazemore A, Mullan F. Spending patterns in region of residency training and subsequent expenditures for care provided by practicing physicians for Medicare beneficiaries. JAMA 2014, 312 (22): 2285-93

David Asch and colleagues set out to test the implications of the “Geography is destiny” hypothesis by looking for the associations between training experiences and various patient outcomes and practice patterns for US Obstetrics. The authors **concluded that residency training is associated with a major and pervasive impact on practice performance**

Asch DA, Nicholson S, Srinivas SK, Herrin J, Epstein AJ. How do you deliver a good obstetrician? Outcomes based evaluation of medical education.

Meeting the value challenge – Three accelerators of improved performance



...in the words of one of our surgeons...

- We are a team
- We routinely sit and share spreadsheets together face-to-face
- Managers and clinicians happily discuss HRG and clinical pathways interchangeably using PLICS



- We have realized that time is the currency that links us all

Value challenge pilot from the clinical perspective

Dr Jean MacLeod

North Tees and Hartlepool NHSFT

Improving value in healthcare requires finance and clinical collaboration

Take one or two acute care conditions, take on a
chronic care condition.....

Kaplan 2015

It started with the Finance teams...

- 3 Trusts with same software

....then we found clinical teams

- Friendly clinicians willing to talk £
- 3 Trusts – 6 busy teams
- Surgical speciality – accessible outcome data
- Medical speciality – chronicity
- In hospital discussions
- Project team meetings

Refining the scope

- Surgical vs Medical approach
- Surgical quickly became Orthopaedic

- Fractured neck of femur
 - Activity in each Trust
 - Clear pathway
 - Data collection in NHFD
 - Simple coding

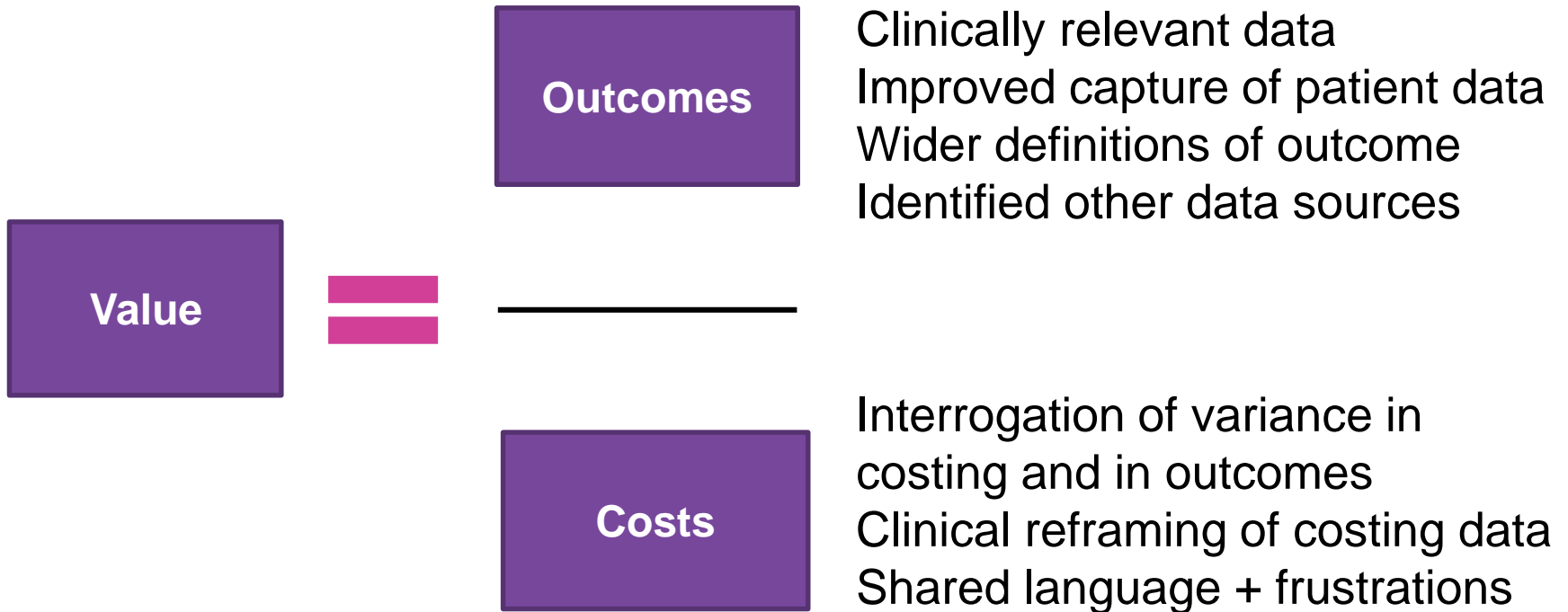
Refining the scope

- Medical slowly became Diabetes
 - Cardiology, Frail elderly, Respiratory considered
- Diabetes is a huge clinical area
 - Activity in each Trust
 - But which pathway? Data collection?
 - No simple outcome or coding
 - In patients stratified by biochemical data

Identifying and sharing clinical data

- Clinical distrust of coding accuracy
- Assumptions regarding behaviours around Best Practice Tariff and NHFD completion
- Confidentiality and reputational concerns using NHFD
- Clinical audit data - national, Trust
- Access to and volume of biochemical data
- Diabetes outcomes rely on biochemical parameters

Where we got to



Frustrations

- Timescale of project
- Caldicott as a barrier
- Discovering stakeholders as project progressed
- Identifying data sources as project progressed
- NHFD vs PLICS
- Diabetes outcome data
- Sourcing primary care data
- Remembering Proof of concept \neq Research

**Costing *is* a useful tool for
clinicians, informing
service review or redesign
and assessing change**



Putting Patients First



- Improve outcomes, achieve performance targets
- Effective planning
- Develop new approaches that support recovery and wellbeing
- Develop new services to meet peoples' needs
- Focus on research to improve services

Valuing Our People



- Promote and 'live' the NHS values within a healthy organisational culture
- Develop, train and retain our staff
- Ensure a healthy work environment
- Listen to the 'experts'
- Encourage the future leaders



- Deliver cost effective and efficient services maintaining financial stability
- Make better use of information systems and technology
- Provide services that are fit for purpose and delivered from cost effective buildings
- Ensure future clinical sustainability of services



- Protect and improve the health of the population
- Promote health services through full range of clinical activity
- Increase health life expectancy in collaboration with partners
- Promote Self-Care

Transforming Our Services

Health & Wellbeing



Costing for Value COPD H@H analysis

J MacLeod C Monaghan
N Waters

We're Passionate About

- Putting patients first
- Quality, safety and patient experience
- Transforming services to meet the health needs of future generations

Costing for Value : COPD H@H Analysis

Aim:

Understand full impact of change in service delivery for patients with COPD

Source data:

Patient feedback, PLICs, TrakCare, SystemOne, NEAS, Bed bureau, weather station...

Methods:

Comparative analysis –activity, KPIs, income vs expenditure

Hospital @ Home

Old Model for patients with exacerbations of COPD:

- Frequent admission to hospital 15 miles from home
- Average length of hospital stay 6.2 days
- Get a chest X ray (again!)
- Have (more!) blood tests
- Get some expensive inhalers to take home

A collage of various healthcare professionals, including nurses, doctors, and support staff, in different clinical settings.

Hospital @ Home

Old Model for patients with exacerbations of COPD:

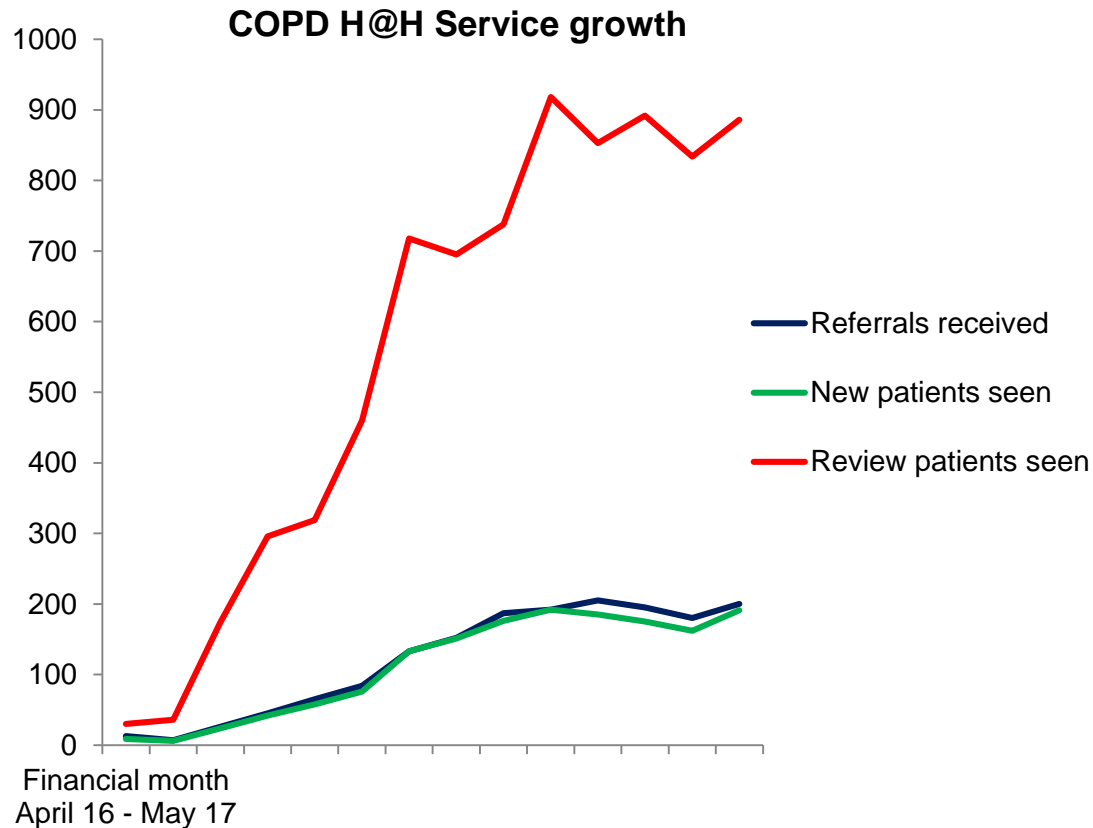
- Frequent admission to hospital 15 miles from home
- Average length of hospital stay 6.2 days
- Get a chest X ray (again!)
- Have (more!) blood tests
- Get some expensive inhalers to take home

New Model for patients is Hospital @ Home:

- Cared for in their own home
- No travelling to hospital for them or their relatives
- Guaranteed specialist input
- Unlikely to have any blood tests or chest X rays
- No new expensive inhalers but advice on using their own



Introduction of H@H service



Hospital @ Home: Patient perspectives



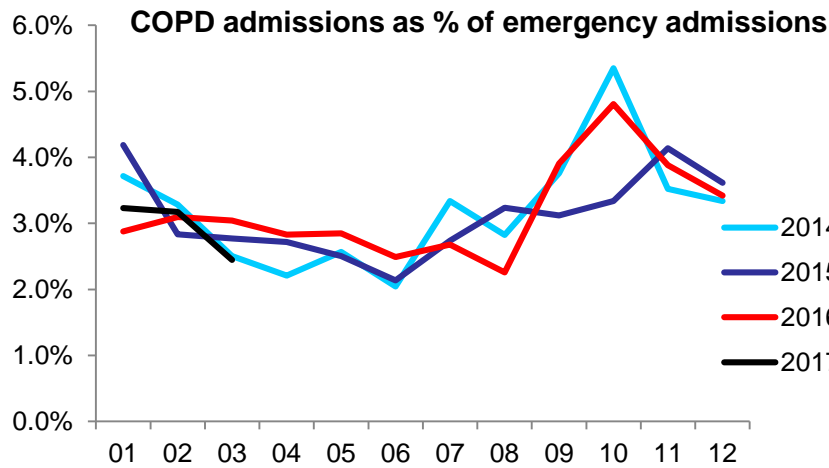
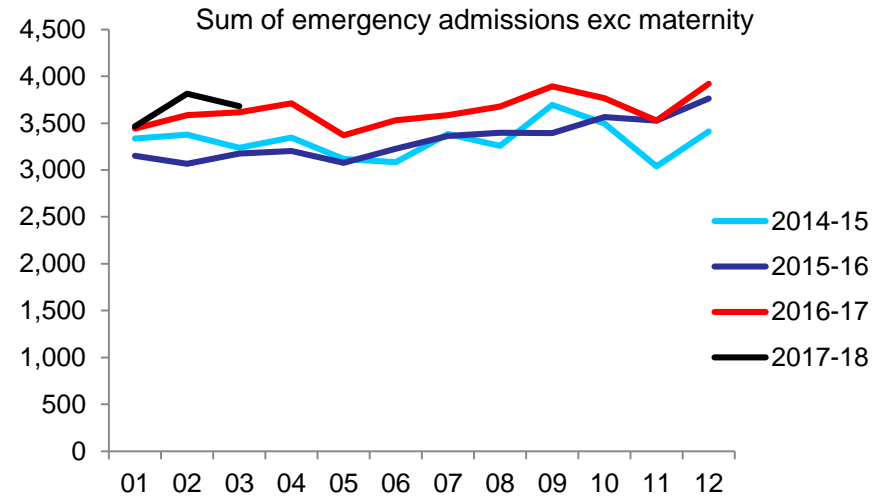
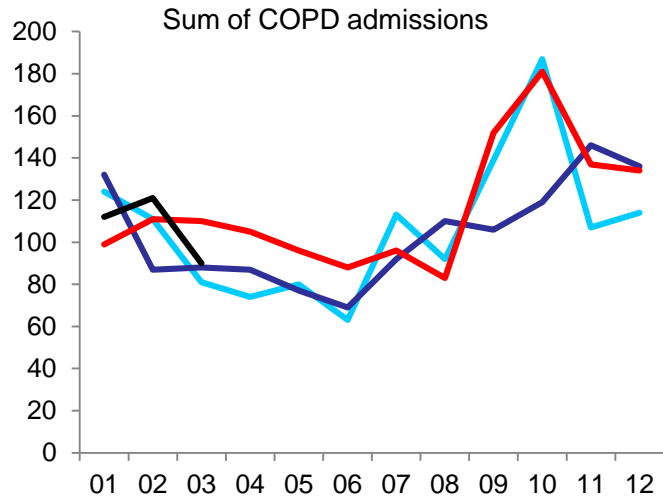
Letter to the
Hartlepool Mail



Consultant
feedback



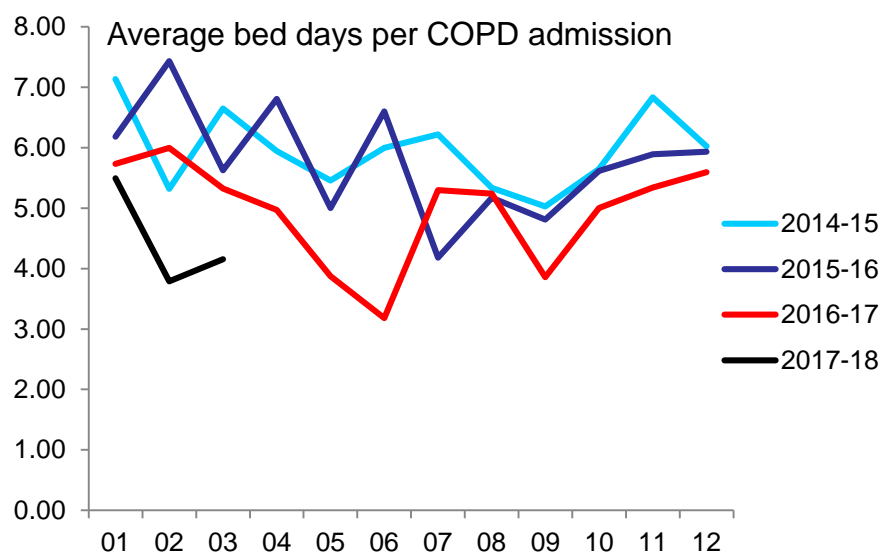
KPI: Reduction in COPD admissions



Absolute rise in COPD admissions if put into context is actually a relative fall



KPI: Reduction in LOS, bed occupancy



	2015-6	2016-7	2017-8
Bed days	-448	-291	-616
Percentage	-6%	-4%	-9%

	Jan	Feb	Mar	Apr	May	Jun	TOTAL
Average bedday reduction	-0.6	-0.6	-0.3	-0.2	-2.2	-1.2	-0.9
Total bedday reduction	112	75	46	26	268	105	662
Released beds	3.6	2.7	1.5	0.9	8.6	3.5	22.1



KPI: Admission avoidance

- Bed bureau GPs
- NEAS
- Rapid response
- Community matrons
- Patients

	Jan	Feb	Mar	Apr	May	Jun	TOTAL
Estimated prevented admissions	55	96	71	56	72	67	417
Bedday reduction	275	513	397	308	273	277	2,040
Released beds	8.9	18.3	12.8	10.3	8.8	9.2	68.0



Financial analysis

Estimated Annual Financial Impact of Admission Prevention

(Based on Jan 17 - Jun 17)

	Min	Avg	Max
Average income per spell (based on 16/17)	£445	£1,042	£1,451
Estimated prevented admissions	834	834	834
Estimated income prevented	£371,510	£869,075	£1,210,112
	Min	Avg	Max
Average variable costs per spell (based on 16/17)	£55	£217	£376
Estimated prevented admissions	834	834	834
Estimated variable cost avoided	£45,753	£180,835	£313,824
Estimated net impact on Acute	£325,757	£688,239	£896,288

Future service changes

- Tool for projection, mapping and monitoring
- Clinical and financial impact analysis
- Managing frailty closer to home
 - Potential financial impact for acute
 - Overlap in activity with social care workforce
- Moving clinics for chronic disease
 - Loss of elective activity against contracted time