



Better Care: Healthier Communities

Birmingham Community Healthcare 
NHS Foundation Trust

Business plan development for FES Services

FES User Day 8th Dec 2017

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Birmingham FES Service

Tertiary Centre – an example of success

- Established in 1994 and 2002 at current site
- Neuro Adults and Paediatric services
- over 3600 patients treated (Database of activity)
- over 1200 patients on treatment, 220 waiting
- Referral rate 49 per month
- Exponential growth
- Average Rx time 6.5 years and growing
- Over 200 patients seen for 10 years or more



Birmingham FES Service Tertiary Centre

- Changing commissioning agenda.....!!
- Commissioned through Clinical Commissioning Groups (CCG)
 - Contracted activity (CA)
 - Non contracted activity (NCA)
 - Individual Funding Request (IFR)
- 6xWTE Physios, 1xRehab Assistant, 1.8 WTE admin
- Medical Device management system
- 94% compliance rate, 96% patient satisfaction
- Published evidence



Building your case for a Service - Decide & define your **business model**

- What type of service? (New/matched to others)
 - Inpatient, out patient, triage, Long/short term, Spoke or hub
 - Early Neuro or LTC, condition specific or transitional (to whom?)
 - Adults and or Paeds
 - Holistic FES or specific
 - Space/location
 - Pilot to show efficacy and need
 - Discuss pros and cons of services or 'no service'
 - Catchment – CCG involvement
 - Commissioning agenda matching service agenda



Re-modeling

- Existing Service
 - What works and what doesn't - evidence
 - Proposed change with evidence
 - Give options including 'doing nothing'
 - Use your data for caseload numbers per clinician
 - Review the pathway of care
 - Engage with patient groups for feedback
 - Do service evaluation/audit/survey
 - Re-define model



Build the Team – learn the language

- Your Managers
- Clinical support – Consultants, GPs, HCP, Specialist nurses
- Finance person
- Contracting person
- CCGs (MLAs)
- Make them clinically savvy
- You become business savvy
- Your patients are your key advocates



Tariff and Resources

- Resource needs
 - Stable clinical workforce & admin
 - Part stable and part rotational (1year)
 - Short term contracts
 - Risks associated with unstable workforce
- Pathway of care
 - Appropriate costing to establish tariff
 - Assessment and follow-up
 - Income generation
 - Costs savings
 - Inclusive tariff or split for equipment (passthrough)



Stakeholder agenda

- Local Commissioning needs and priorities
 - Know the policies that influence decisions
 - National policies – NICE, ABN, Commissioning priorities
 - National Guidelines
 - Clinical Guidelines
 - Better outcomes, Better experiences, Better use of resources
 - Local Patient needs/gaps/closer to home
 - Give Commissioners a solution/choices
 - Your Trust agenda/ 5 year plan
 - Know the contracting round



Helpful documents

COMMISSIONING GUIDANCE FOR REHABILITATION

March 2016

NHS England

Publications Gateway Ref No. 04919

CONCISE GUIDANCE TO GOOD PRACTICE

A series of evidence-based guidelines for clinical management

NUMBER 10

Long-term neurological conditions: management at the interface between neurology, rehabilitation and palliative care

NATIONAL GUIDELINES

March 2008

CLINICAL STANDARDS
Royal College of Physicians

THE NATIONAL COUNCIL FOR PALLIATIVE CARE

BSRM

Multiple Sclerosis Trust MS

Guide to writing a strong business case

August 2016

Authors:
Jane Suggsleb, GEMSS Facilitator
Geraldine Myrnes, GEMSS Programme Manager
Amy Bowen, MS Trust Director of Service Development

In this guide:

1. Introduction	2
2. What is a business case?	2
3. Key policy issues that should inform your business case	3
4. Top tips for writing a successful business case	5
5. MS Trust reports and tools that can help you to prepare your business case	7
6. Who can help you	9
7. Step by step process of preparing your case	10
References	16
Appendix A - Markers of an effective MSSN service	18

International Journal of MS Care Preprint www.ijmsc.org

Five-Year Follow-up of a Longitudinal Cohort Study of the Effectiveness of Functional Electrical Stimulation for People with Multiple Sclerosis

Tamsyn Street, PhD; Christine Singleton, MSc, HCP, MCSP, OCPPP

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Running head: Functional Electrical Stimulation for MS

DOI: 10.7224/1537-2073.2016.004

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NICE National Institute for Health and Care Excellence

Multiple sclerosis

Quality standard
Published: 14 January 2016
nice.org.uk/guidance/qs108

NICE quality standard

2014 FIVE YEAR FORWARD VIEW

How to campaign for... access to FES

Functional Electrical Stimulation

10 High Impact Changes for Service Improvement and Delivery

A guide for NHS leaders

- Improve clinical quality
- Improve patient choice
- Increase patient satisfaction
- Enhance patient experience
- Increase staff training and education
- Better care without delay
- Enhance patient safety
- Decrease length of stay
- Improve staff morale

TRANSFORMING COMMUNITY NEUROLOGY

What Commissioners Need to Know

Part A – Transformation Guide

Funding for MS services in England: a practical guide

August 2016

Authors: Amanda Croft, Geraldine Myrnes, Amy Bowen

NICE National Institute for Health and Care Excellence

Search NICE...

Home > NICE Guidance > Conditions and diseases > Neurological conditions > Multiple sclerosis

Functional electrical stimulation for drop foot of central neurological origin

Interventional procedures guidance [IPG278] Published date: January 2009 [Register an interest](#)

Can I receive FES treatment?

Are you a patient?

Are you a Healthcare Professional?

Top tips for writing business cases

- Plain English – use available template
- Succinct (2 sides of A4 max)
- Factual
- Define making a difference
- Good use of data in graphs and charts
- Patient feedback
- Tick stakeholder needs and targets
- Proof read for understanding



To succeed

- Conviction
- Passion
- Patience
- Tenacity
- Attention to detail – systematic
- Evidence
- Team work and support
- Patient advocates/stories/comments
- Timing



Good luck!

Thank you for
listening.....

Any questions?



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