

Optum

**Savings generated, simply
done, with safety in mind**



Prescribing in Primary Care continues to hold potential savings as well as missed opportunities.

When Integrated Care Systems (ICSs) are faced with inordinate pressure to deliver cost saving initiatives alongside capacity constraints, it's difficult to see how one team can find time to reduce unnecessary NHS expenditure, delivering finance and quality together.

To help local teams achieve these goals the Optum® Accelerate Prescribing service provides cash-releasing savings, low risk, low effort, and a best practice solution. Working as an extension to the Medicine Optimisation Team, our dedicated clinical pharmacists switch products within an agreed Standard Operating Procedure (SOP) validated by the customer and underpinned by a robust governance framework to deliver savings that otherwise may have been missed: all with no upfront cost.

The approach: your plan, your way

A tried and tested solution, delivered within 12 weeks, using a simple programme that has little impact on patients, practices and clinicians.



Savings generated

An upfront, 'risk- reward' funding model captured through a bespoke savings tool.

- Local data identifies savings and missed opportunities
- Customised by local priority areas
- Immediate and recurrent savings
- Agreed percentage of validated savings
- No upfront cost to the ICS

Simply done

Full programme management, operational planning, policies, standard operating procedures and analytics provides a seamless, low impact service across the ICS.

- Low impact on GPs, reduces alert fatigue for future prescribing
- Low impact on practices, fully onboarded prior to implementation
- Low impact on patients, notified of all switches, responding to patient queries

Safety in mind

A dedicated pharmacist team implements a rolling programme of remote support to GP practices where they check every switch. Patient-centred, they ask:

“Is it safe and is it appropriate?”

- Check dose
- Check appropriateness
- Respond to patient queries
- Missed annual reviews captured
- Validated by the GPs

The results – two programmes

We recently worked alongside two Integrated Care Systems (ICSs) to help achieve their savings targets with recurrent savings and impressive return on investments (ROI).

Case Study 1

£386,554 cash releasing savings: 330% ROI

Two local areas within one ICS onboarded their local GP Practices to take part in the programme, delivering:

- 9,570 patient reviews
- 5,249 cost effective medication switches
- £386,554 cash releasing savings + recurrent savings
- £73.64 per patient switched

Case Study 2

£458,000 cash releasing savings: 400% ROI

One ICS covering 51 GP practices engaged with their primary care practices to deliver:

- 9,300 patient reviews
- 6,300 cost effective medication switches
- £458,000 cash releasing savings and recurrent savings
- £72.00 per patient switched

Based on the programmes that we have recently implemented we can estimate that a programme will deliver on average:



*An estimated savings figure can be provided by Optum for your ICS upon request

The conclusion – what did our customers say?

Without the implementation of this rapid savings programme, ICSs would have missed countless opportunities. It provides a new way of working that enables medicines optimisation teams to free up time to work on more complex projects. It's natural for anyone commissioning a new service to be hesitant, particularly when so many other organisations promise savings that never materialise. Optum's experience in advancing medicines optimisation across the NHS provides reassurance to customers and gave them the confidence to give it a try.

Here's what some of our customers had to say* about our latest Accelerate Programme.

“ Optum were really good, exceeded expectations and I would happily have them back” – GP


“ There was less kickback from patients than I expected” – GP

“ Optum allowed us to direct patients to them which was essential and very welcome, all issues were dealt with successfully” – Practice Manager

“ My main concern was how much work would be put on the practice but it was very little and everything went very smoothly” – Practice Manager

*Feedback taken from our post-service customer survey

To discover how our Medicines Optimisation tools can support your organisation, contact us now.

E: info@optum.co.uk | **T:** 020 7121 0560 | optum.co.uk | Follow us 

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