



## MEDICINES MANAGEMENT OPTIMISATION ACCELERATE: A SHARED SAVING SERVICE

Pharmacist-led cost saving medicines optimisation service to improve prescribing value, with no up-front investment for the commissioner: A focused approach using analytic insights to identify primary care prescribing savings, with a dedicated implementation team to deliver cost improvements.

Commissioners often experience challenges delivering medicines optimisation initiatives due to resourcing and operational constraints. Optum's Medicines Management Optimisation Accelerate works as an extension of your Medicines Management Team to deliver a targeted cost saving Quality, Innovation, Productivity and Prevention (QIPP) service, delivering immediate and recurrent savings and reducing lost, unrecoverable savings.

We use diagnostic analytics to identify prescribing opportunities, then deploy clinical pharmacists into GP practices to implement evidence-based, cost saving initiatives. Our approach is flexible and co-designed around your existing work plan and local formularies, augmented by our extensive library of medicines optimisation prescribing switches. Our protocols align to best practice and adhere to rigid clinical safety and governance processes.

Our service has no upfront cost. Instead we use a **'risk, reward'** approach, whereby payment is based on validated, evidenced savings by the commissioner at the end of the programme.

### Case Study

Through our 12-week rapid delivery programme, MMO Accelerate delivers in-year and recurrent savings across high impact areas and reduces lost, unrecoverable savings. Across one CCG with 30 GP practices, Optum pharmacists delivered:

- Over 8,000 patient reviews, resulting in 6,500 medication switches to more cost effective alternatives
- Validated savings of £123 per patient switched (approximately £3.10 savings per registered patients)
- A 4.8 Return on Investment (ROI) for the CCG
- Reduction in practice workload

*"(The Optum service had a) positive impact. Patients got the message sent to them when switched to the approved brand and this reduced the amount of queries received. Fantastic" – Practice Manager*

*"Very professional service by the team who worked at the Health Centre. I didn't even know they were there." – GP*

### APPROACH OVERVIEW

Optum provides a dedicated 12-week service to deliver your savings plan in a locally agreed way. All switches, protocols and patient communications are localised to the commissioners' requirements. Our service includes all data diagnostics, practice-level engagement and intervention implementation, delivered by pharmacists. Our wrap-around programme management and governance support minimises impact on CCG, practice and GP time.



## BENEFITS



All switches selected by the commissioner and implemented using agreed protocols



Accelerated 12 week delivery to maximise savings, with further saving opportunities identified throughout the process



Immediate savings, additional recurrent savings and a reduction in lost savings



Successfully deployed in dispensing practices using approaches that recognise their differences



Excellent customer feedback

## WHO WE ARE

Our purpose is to create and use actionable insight to help make the UK health and care system work better for everyone. We differentiate based on our clinical expertise, world-class technology and analytics, and practical operational experience working with the NHS, and internationally.



**CLINICALLY DRIVEN**

We are **clinically driven** and **exclusively health and care focused**. Everything we do is about helping health and care systems work better and improving outcomes for patients and populations.



**DATA AND ANALYTICS**

We are a **world-class technology and analytics company** and a **global leader in the application of data science**. We combine global best practice with **more than 15 years experience working with the NHS and local authorities**.



**REAL-WORLD EXPERIENCE**

We have **practical, real-world experience managing integrated health and care systems** around the world.

## Want to learn more?

Contact us on **E:** [info@optum.co.uk](mailto:info@optum.co.uk) or **T:** 020 7121 0560



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