Lancashire Teaching Hospitals
NHS Foundation Trust

Cost Savings

£94,380 pa
Ecoflac® Connect

About the Trust

Lancashire Teaching Hospitals NHS Foundation Trust

This is one of the largest and highest performing trusts in the country, providing district general hospital services to 370,000 people in Preston and Chorley, and specialist care to 1.5m people across Lancashire and South Cumbria from two sites:

- Royal Preston Hospital
- Chorley and South Ribble Hospital

Getting Started

In 2013 the IV Pharma team identified the Ecoflac® Connect closed mixing system as a viable alternative to Baxter’s mini-bag plus mixing device. As mixing devices are greatly used throughout the hospital this was also seen to potentially save the NHS Trust a considerable amount of money.

A campaign was set up on Salesforce.com to target Trusts that use mini-bag plus.

Savings Objectives

Trusts were only approached if they matched the campaign’s criteria:

- a) They were a mini-bag plus user
- b) They needed to have savings objectives

The pharmacy department at Lancashire Teaching Hospitals was approached as it was Baxter’s largest mini-bag plus account in the North West and it had clear objectives to save money.

An initial meeting was set up with:

- Gareth Price, Chief Pharmacist
- Michael Duffy-Price, Procurement Pharmacist
- Nital Panchal, Clinical Pharmacist

Usage figures and the contractual price of mini-bag plus were obtained and the following potential cost saving was proposed:

<table>
<thead>
<tr>
<th>Ecoflac® Connect</th>
<th>£1.21</th>
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<tbody>
<tr>
<td>Mini-Bag Plus</td>
<td>£1.87</td>
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**Total Cost Saving: £94,380 pa**

Trial Process

Based on the potential savings agreed, a decision was made to trial Ecoflac® Connect on two wards at the start of January 2014. The trial would be treated like an implementation. If the product was successful, both wards would be up and running and a plan would be put in place to roll it out elsewhere.

Staff took to the product for the following reasons:

- The semi-rigid container was ergonomic and easy to handle
- The system was easy to fit together
- They could use the ecoflac saline on its own
- Due to the way the device works allowing more diluent to be mixed with the drug in the container.

Implementation Process

- An agreed roll-out was put in place
- Training was undertaken on a ward to ward basis
- Posters were designed and distributed throughout the hospital
- We supported a series of ‘IV Meds’ training sessions for new starters
Key Stakeholders

- Gareth Price, Chief Pharmacist
- Michael Duffy-Price, Procurement Pharmacist
- Rachel Beales, Procurement Pharmacist
- Nital Panchal, Clinical Pharmacist
- Sue Reid, Director of Nursing
- Katy Swarbrick, Deputy Director of Nursing
- Simon Mann, Lead Divisional Pharmacist
- Chris Fisher, Clinical Practice Educator

Hurdles to Overcome

- Staff had to become accustomed to a 'system' as opposed to a ready to use product. There are three steps involved with Ecoflac® Connect as opposed to one with Mini-Bag Plus.
- A quantity of free trial stock needed to be negotiated.
- We had to prove that our connect tool met the legislation around the EU Sharps Directive.
- The connect tool has a plastic spike which meant that Gareth Price needed to get the go ahead from the Trust's 'Safer Sharps Group'.
- The Director of Nursing and Deputy Director of Nursing, who were initially sceptical, needed to be convinced that the switch was in the best interests of the staff and the patient’s safety.
- Storage was a problem. They used a portion of the savings to employ two people as a 'Put-Away Team' i.e. to go around each ward and stock up on a daily basis.
- Some wards complained that the connect tool did not click onto the ecoflac bottle properly. This was overcome by additional training.
- Baxter responded to the trial with a price reduction. They were now only 6p more expensive. However, the hard work already undertaken meant that the Trust considered us ‘too far down the line’ and Baxter were just too late with their counter offer.

Testimonial

'We found that the ecoflac/connect mixing system not only saved us money, but was easy and quick to implement throughout the organisation. The system has proved its worth, not only from a cost saving point of view, but also in its versatility – we have now been able to discharge a number of patients with intravenous antibiotics for them to reconstitute and administer at home.'

Michael Duffy-Price
Principal Pharmacist
Lancashire Teaching Hospitals NHS Foundation Trust
Royal Preston Hospital

Conclusions

Stock management, staff training and on-going support were the most important criteria for them.

Support during the implementation process was of paramount importance to the Trust as they were taking away a product that ‘worked’ and replacing it with an unknown quantity. Michael Duffy-Price did mention that ‘we couldn't have done it without you' highlighting the important role B. Braun Senior Sales Rep Richard Probert played in the implementation.

Next Steps

Work in partnership with the hospital to ensure continued success with the product.
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