

# **We have had 2 healthcare revolutions, with amazing impact**

**The First was the public health revolution**



**The Second has been the technological revolution supported by 50 years of increased investment & 20 years of evidence based medicine, quality and safety improvement eg**

- Antibiotics
- MRI & CT
- Coronary artery bypass graft surgery
- Hip & knee replacement
- Chemotherapy
- Radiotherapy
- Randomised controlled trials
- Systematic reviews

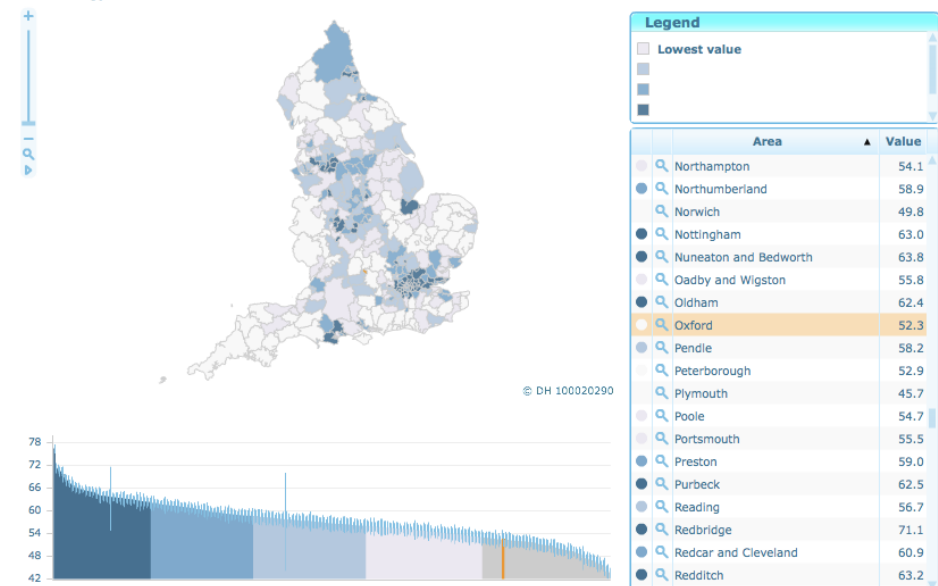
after 50 years of progress all societies still face three massive problems.

The first is unwarranted variation in healthcare ie  
"Variation in utilization of health care services that cannot be explained by variation in patient need or patient preferences."

Jack Wennberg

Variation reveals the other two problems

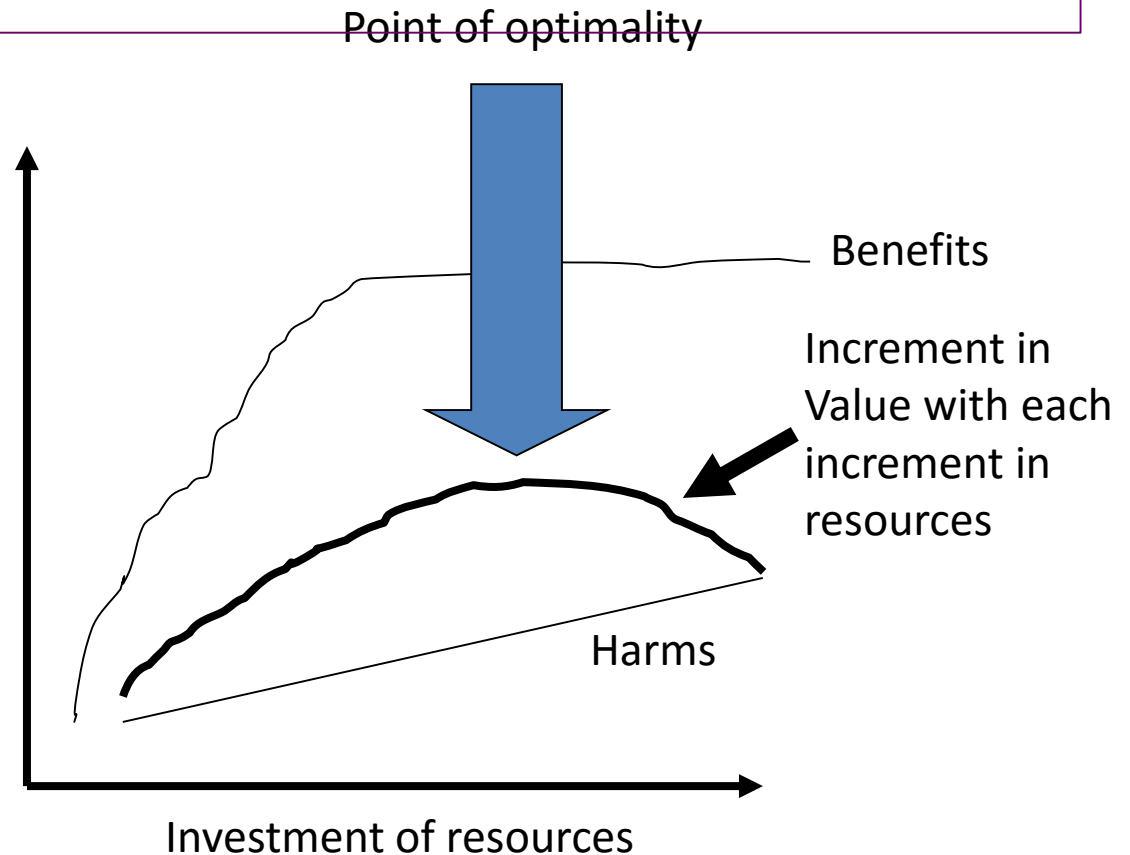
Percentage of all deaths in an area that occur in hospital, by local authority, 2006–2008



**The first is OVERUSE of lower or zero value interventions which results in**

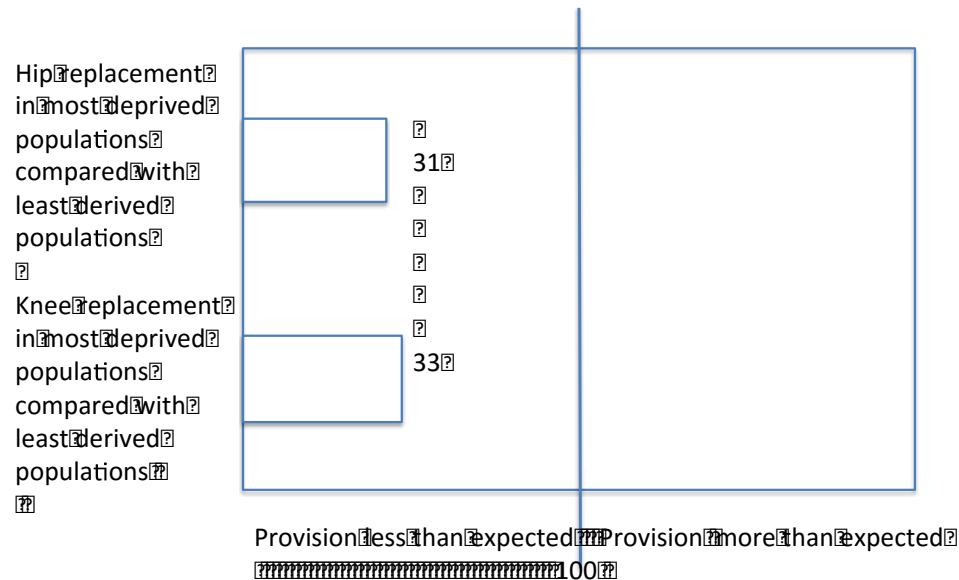
**1. waste of resources**

**2. harm**



**The second is Underuse** of high value interventions which results in

1. Preventable disability and death eg if we managed atrial fibrillation optimally there would be 5,000 fewer strokes and 10% reduction in vascular dementia, and
2. inequity



## Republished editorial from The BMJ

Republished editorial from *The BMJ*

### Arthroscopic surgery for degenerative knee: Overused, ineffective, and potentially harmful

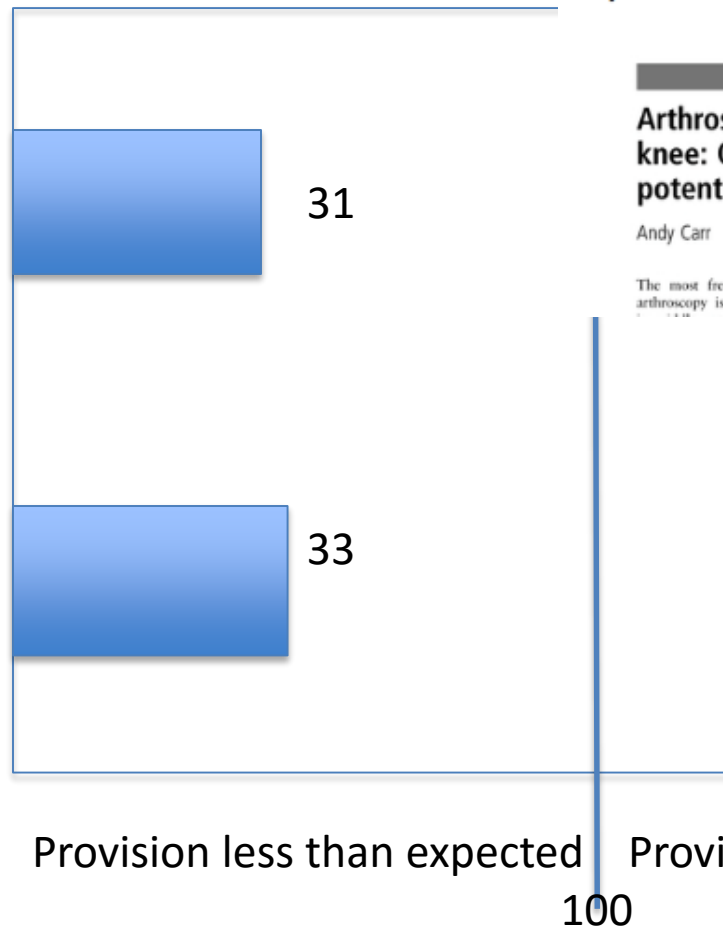
Andy Carr

The most frequent indication for knee arthroscopy is degenerative joint disease poorly described and given at a suboptimal dose.

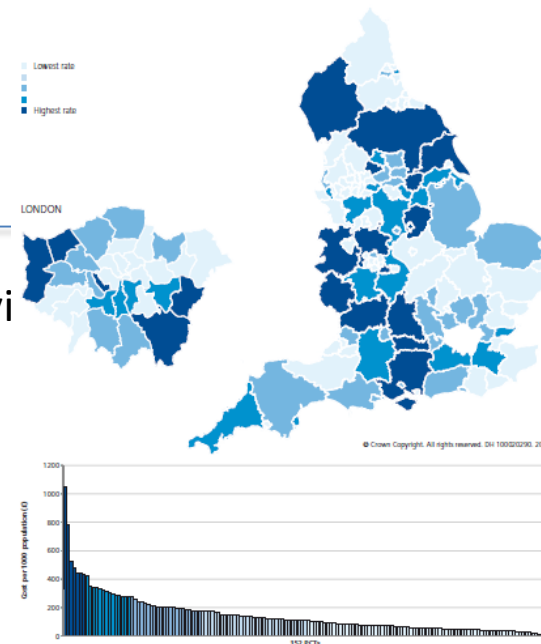
variety of factors that alter beliefs and expectations.<sup>12</sup> Importantly, Thorlund and colleagues also review the harms associated with arthroscopic knee surgery. They were unable to identify harm from randomised trials alone because the trials were too small, so they did a wider review including observational studies. These studies were heterogeneous and inconsistent, but the risks associated with non-surgical treatment including exercises are clearly

Hip replacement  
in most deprived  
populations  
compared with  
least deprived  
populations

Knee replacement  
in most deprived  
populations  
compared with  
least deprived  
populations



**THERE IS ALSO TRIPLE WHAMMY HEALTHCARE !**  
**OVERUSE +**  
**UNDERUSE +**  
**UNWARRANTED VARIATION**



In the next decade need and demand will increase by at least 20 % so what can we do?

Well, we need to continue to

1. Prevent disease, disability, dementia and frailty to reduce need
2. Improve outcome by provide only effective, evidence based interventions
3. Improve outcome by increasing quality and safety of process
4. Increase productivity by reducing cost

These measures reduce need and improve efficiency

**BUT we also need to increase value**

# The Aim is **triple value**

- Allocative, determined by how well the assets are distributed to different sub groups in the population
    - Between programme
    - Between system
    - Within system
  - Technical, determined by how well resources are used for outcomes for all the people in need in the population
  - Personalised value, determined by how well the outcome relates to the values of each individual
- waste is anything that does not add value and we need to develop a 'culture of stewardship' to ensure the NHS will be with us in 2025 and 2035**

# THE RIGHTCARE METHOD OF INCREASING VALUE FOR POPULATIONS AND INDIVIDUALS IS BY

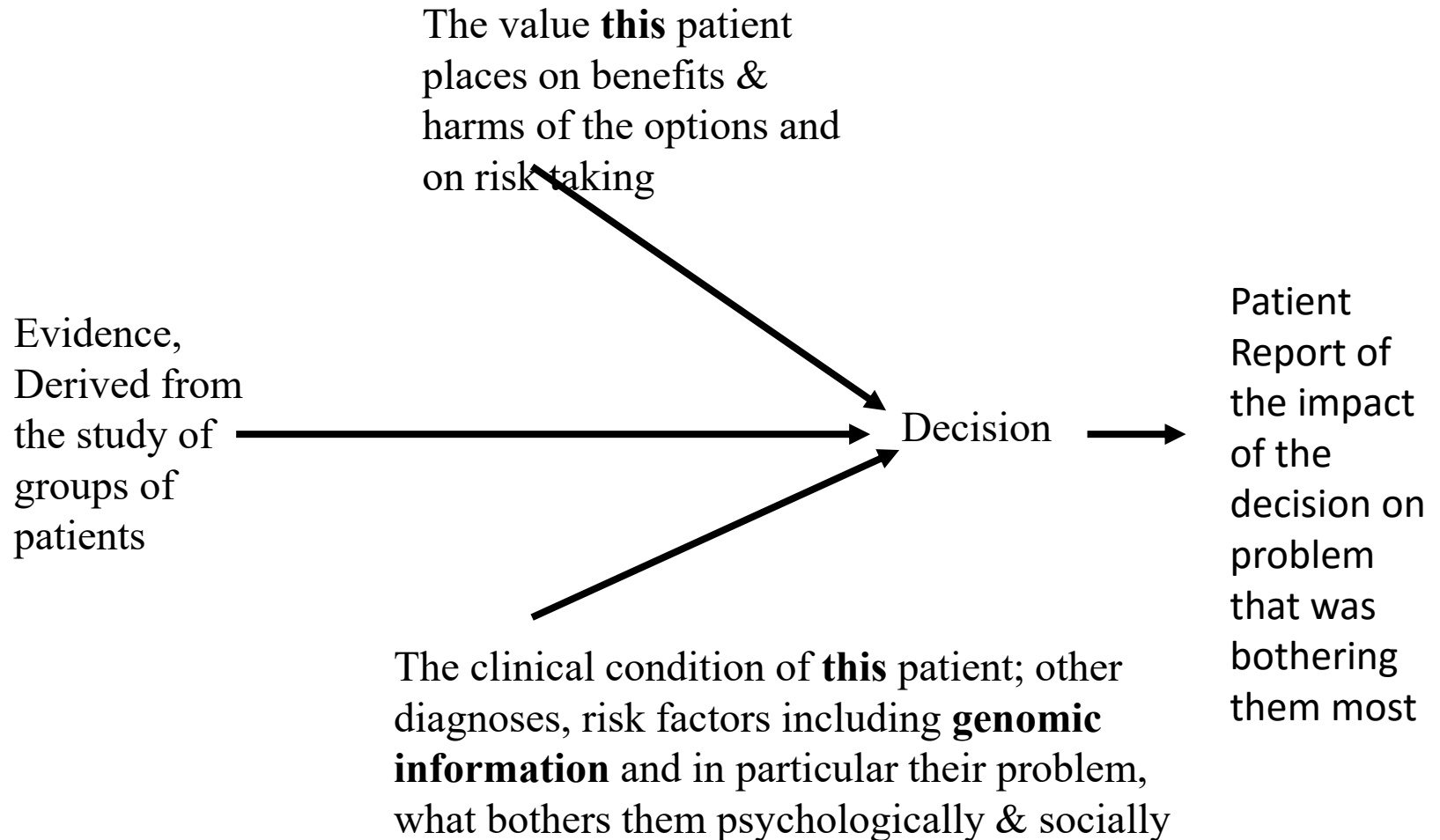
## **CITIZENS & COMMISSIONERS**

1. Ensuring that every individual receives high personal value by providing people with full information about the risks and benefits of the intervention being offered and relating that to the problem that bothers them most and their values and preferences
2. Shifting resource from budgets where there is evidence from unwarranted variation of overuse or lower value to budgets for populations in which there is evidence of underuse and inequity
3. Ensuring that those people in the population who will derive most value from a service reach that service
4. Implementation of high value innovation funded by reduced spending on lower value interventions for the population
5. Increased rates of higher value intervention eg helping a higher proportion of people die well at home funded by reduced spending on lower value care in hospital in that population



THE RIGHTCARE METHOD OF INCREASING VALUE FOR POPULATIONS AND INDIVIDUALS IS BY

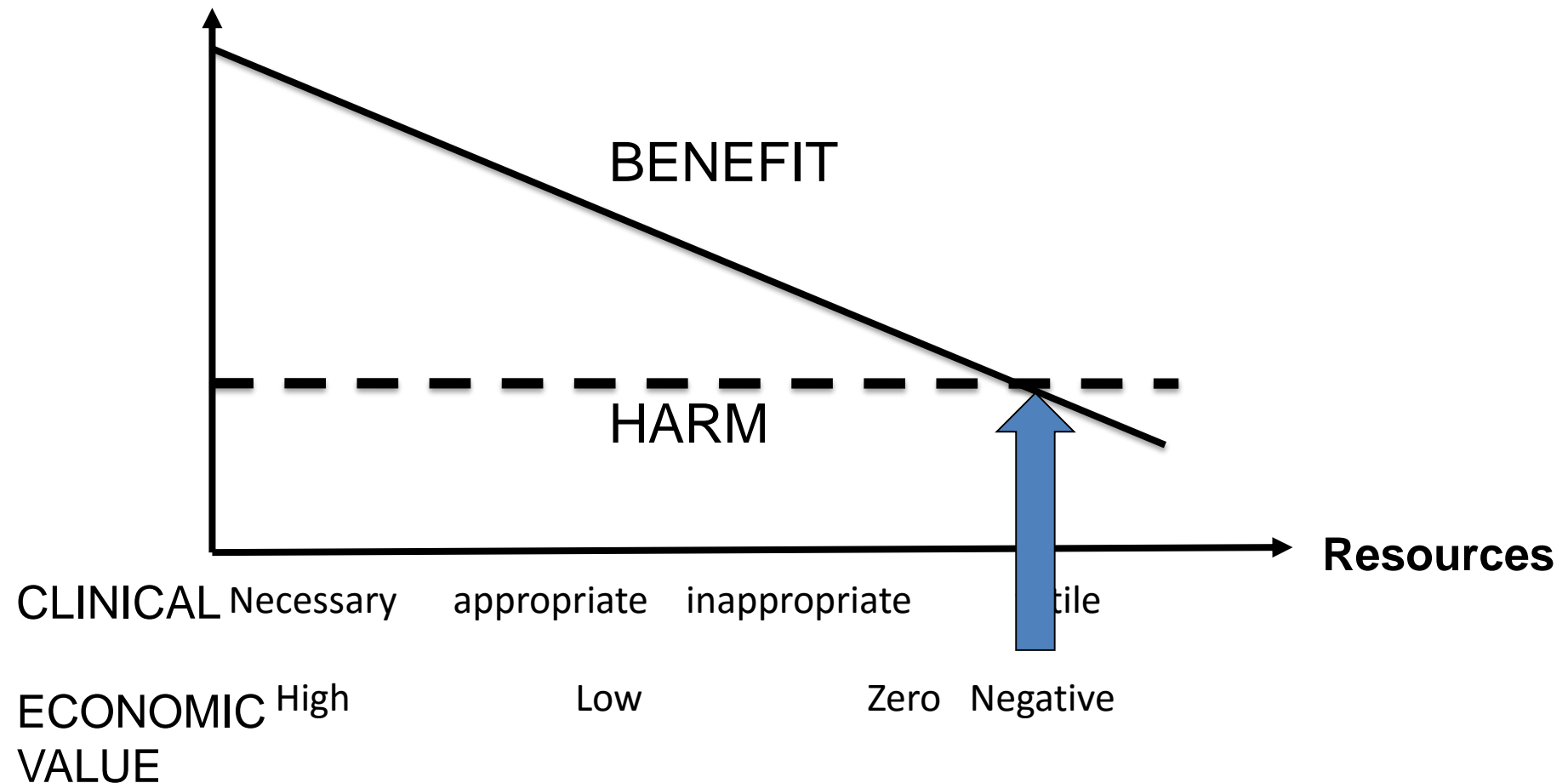
1. Ensuring that every individual receives high personal value by providing people with full information about the risks and benefits of the intervention being offered and relating that to the problem that bothers them most and their values and preferences



And if genomic information is included the term used is usually precision medicine rather than personalised medicine

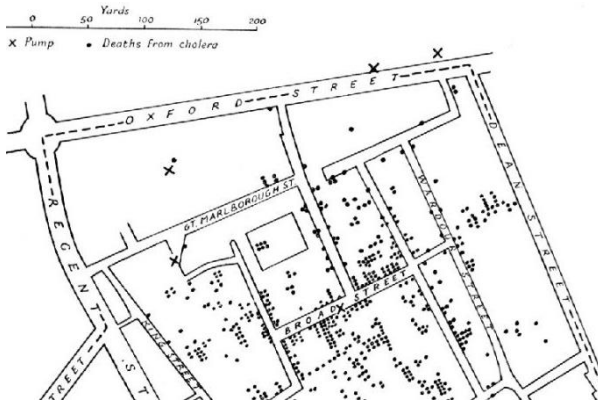
OLD PARADIGM	NEW PARADIGM
Healthcare means what the NHS provides	Healthcare means what you do for your self
We give people information about disease prevention	Everyone, including people diagnosed with a serious disease, is offered the opportunity to develop a personal health improvement plan
The patient presents for a consultation and tells her 'history'	The person who perceives a need is asked to respond to a set of questions such as 'what is bothering you most?' What do you hope the NHS can do about what is bothering you most?'. Also if they have defined a problem such as pain they can be asked to complete a tried and tested questionnaire
The whole issue including explanation of technical terms is covered in the consultation	If appropriate the patient is sent learning resources about the condition and the evidence before the consultation
In the consultation the clinician often has to look at the screen	The clinician's attention is focused on the person with empathy not evidence as the principal consideration
For significant events eg hip replacement some patients are linked to a decision aid	All offers of tests or treatments are accompanied by information using evidence based methods to prevent framing eg
Treatment consists of pills or operations	Treatment also includes positive psychology and stress management and health promotion
Outcome rarely measured	Outcome routinely measured

As the rate of intervention in the population increases, the balance of benefit and harm also changes for the individual patient



# We are now in the third healthcare revolution

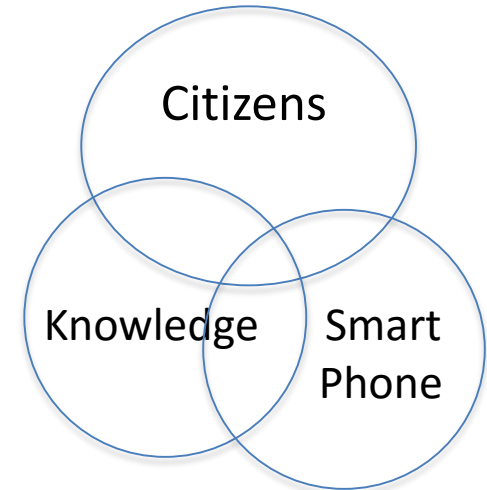
## The First



## The Second

- Antibiotics
- MRI
- CT
- Ultrasound
- Stents
- Hip and knee replacement
- Chemotherapy
- Radiotherapy
- RCTs
- Systematic reviews

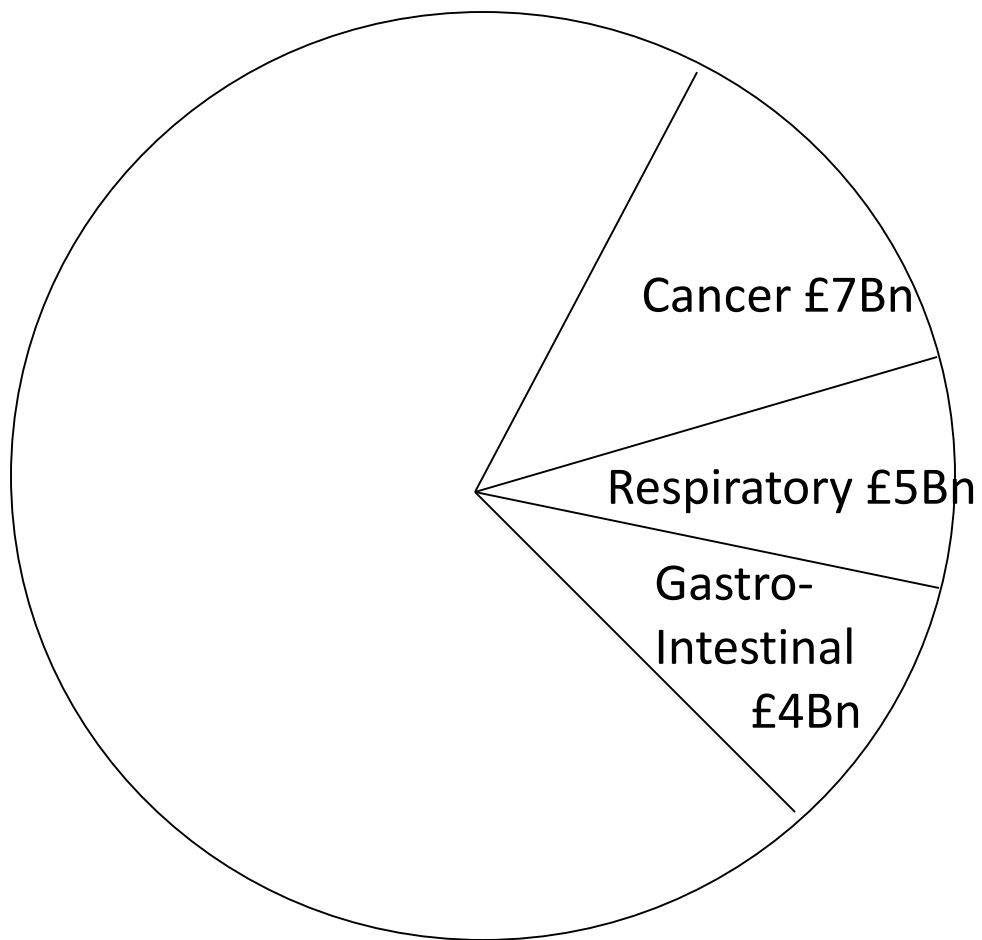
## the Third



THE RIGHTCARE METHOD OF INCREASING VALUE FOR  
POPULATIONS AND INDIVIDUALS IS BY

2. Shifting resource from budgets where there is evidence from unwarranted variation of overuse or lower value to budgets for populations in which there is evidence of underuse and inequity

”



£11Bn!

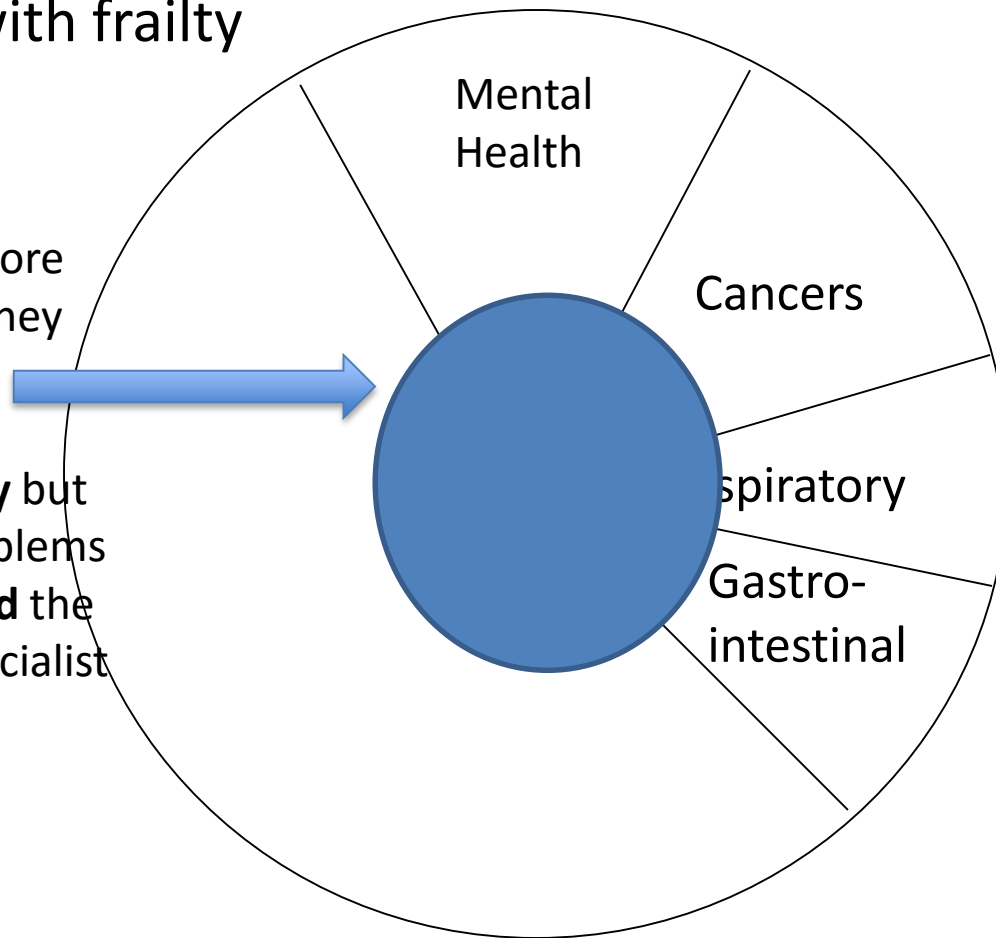
At this point Gps' will say  
“but lots of people have  
more than one disease”



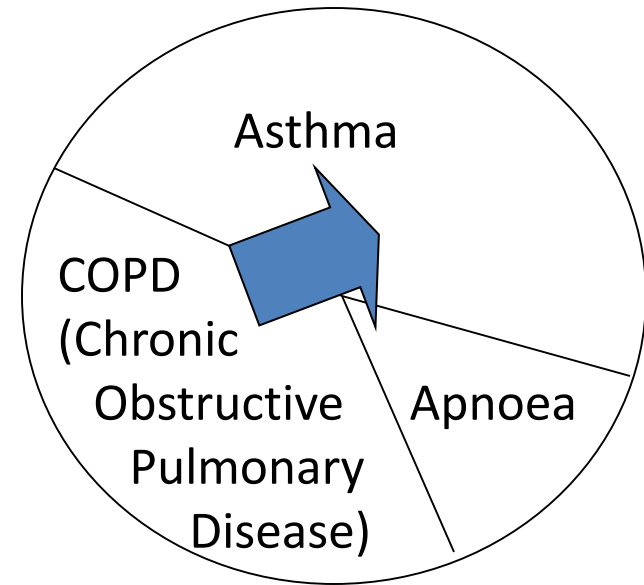
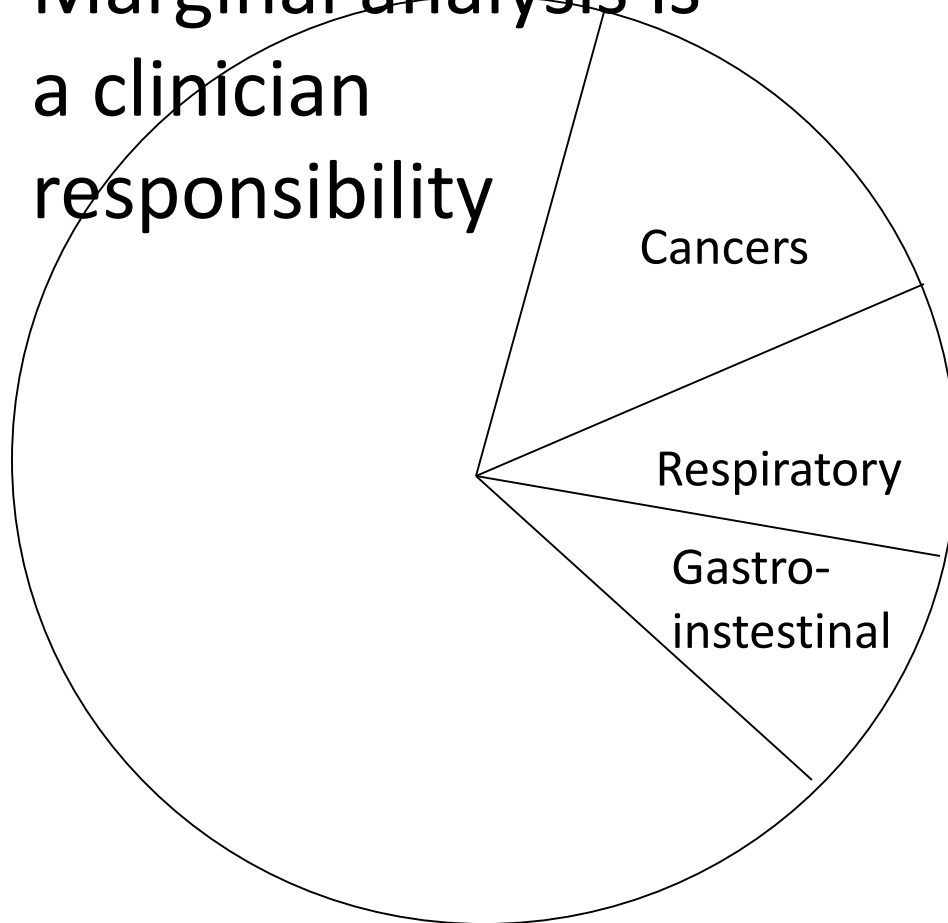


## 2. We are working to develop programme budgets determined by characteristic such being elderly with frailty

Many people have more than one problem ; they have complex needs. GP's are skilled in managing **complexity** but when one of the problems becomes **complicated** the Generalist needs Specialist help



Within Programme,  
Between System  
Marginal analysis is  
a clinician  
responsibility

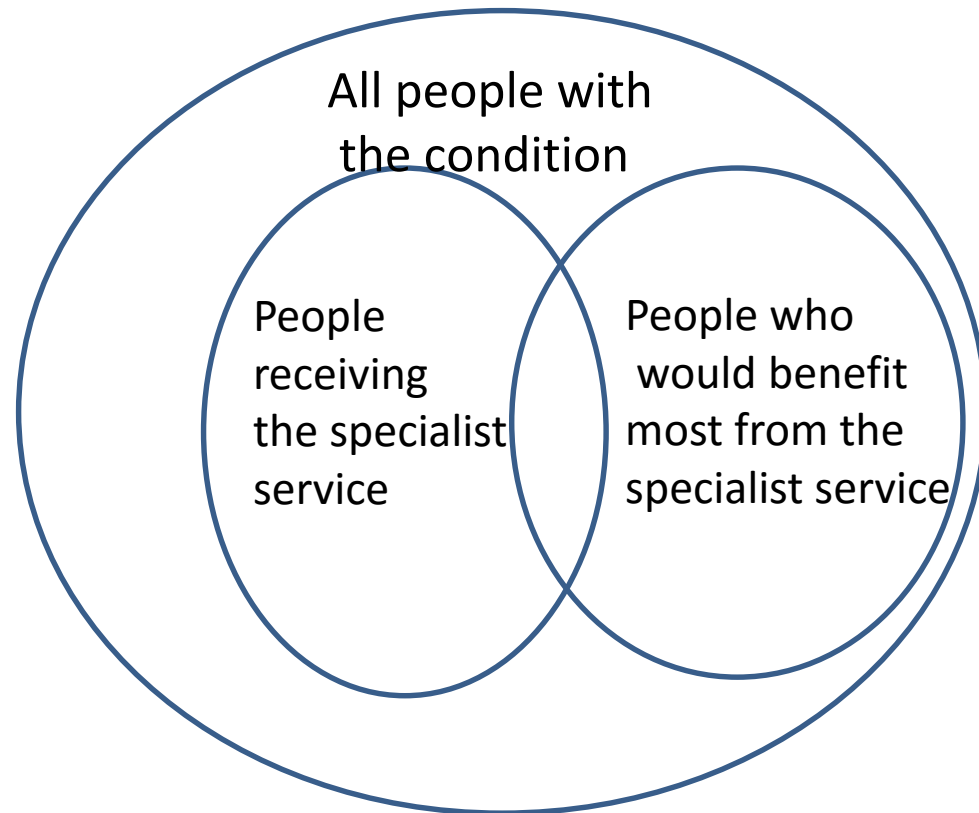


# THE RIGHTCARE METHOD OF INCREASING VALUE FOR POPULATIONS AND INDIVIDUALS IS BY

1. Ensuring that every individual receives high personal value by providing people with full information about the risks and benefits of the intervention being offered and relating that to the problem that bothers them most and their values and preferences
2. Shifting resource from budgets where there is evidence from unwarranted variation of overuse or lower value to budgets for populations in which there is evidence of underuse and inequity

3. Ensuring that those people in the population who will derive most value from a service reach that service

3. Ensuring that those people in the population who will derive most from a service are in receipt of that service if necessary by reducing the number of people seen by that service directly



This requires clinicians including specialists to become population focused as well as delivering high quality care to referred patients and the surgical services initiative which is part of the Efficiency programme will develop this approach

## THE RIGHTCARE METHOD OF INCREASING VALUE FOR POPULATIONS AND INDIVIDUALS IS BY

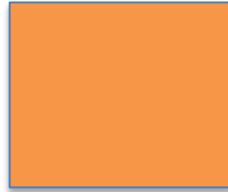
4. Implementation of high value innovation funded by reduced spending on lower value

interventions for the population

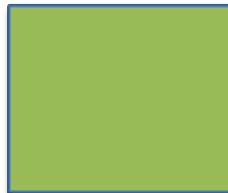
5. Increased rates of higher value intervention eg helping a higher proportion of people die well at home funded by reduced

4. Implementation of high value innovation eg troponin in heart disease funded by reduced spending on lower value intervention in the cardiovascular programme budget

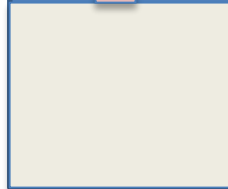
Resources required for the innovation



Innovation adopted



Resources freed by reducing lower value activity

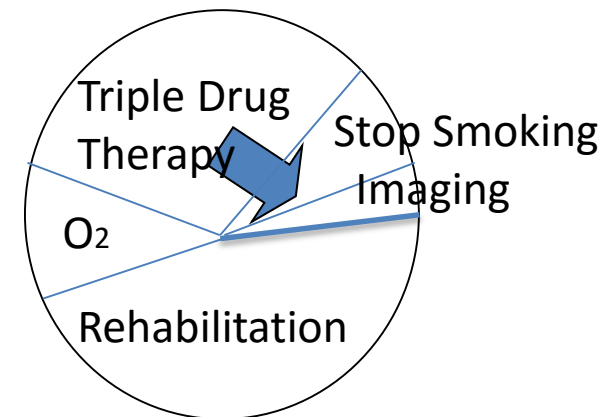
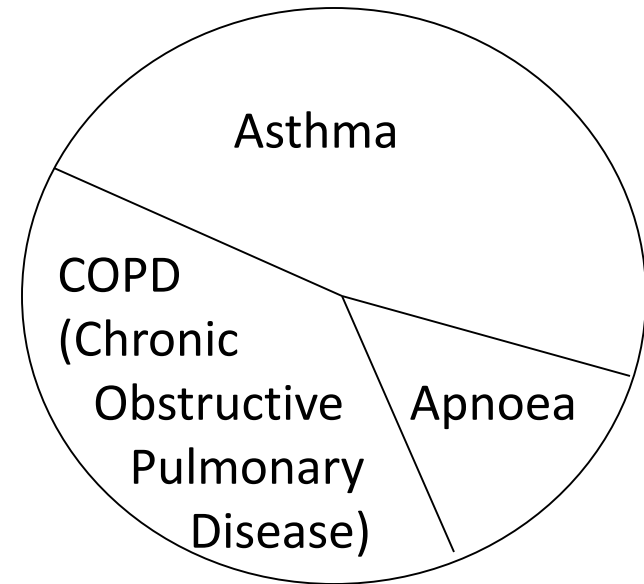
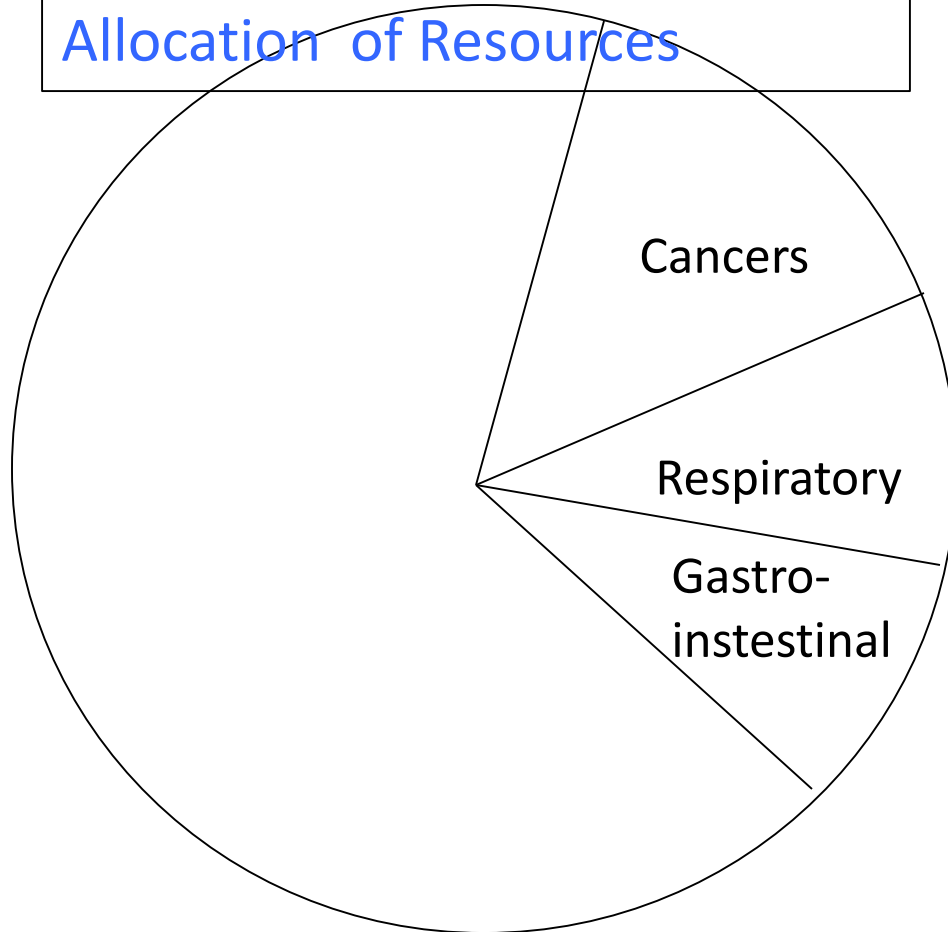


and control of innovation of uncertain value by using the IDEAL method

## THE RIGHTCARE METHOD OF INCREASING VALUE FOR POPULATIONS AND INDIVIDUALS IS BY

1. Ensuring that every individual receives high personal value by providing people with full information about the risks and benefits of the intervention being offered and relating that to the problem that bothers them most and their values and preferences
2. Shifting resource from budgets where there is evidence from unwarranted variation of overuse or lower value to budgets for populations in which there is evidence of underuse and inequity
3. Ensuring that those people in the population who will derive most value from a service reach that service
4. Implementation of high value innovation funded by reduced spending on lower value interventions for the population
5. Increased rates of higher value intervention eg helping a higher proportion of people die well at home funded by reduced spending on lower value care in hospital in that population

Optimise resource use for each system by carrying out Within System Marginal Analysis Using the STAR tool – Socio Technical Allocation of Resources





How well the individual felt they had been able to express what was bothering them most

How well they felt they had been listened to

How much the decision making took into account what mattered most to them

## 5. Increasing rates of higher value intervention funded by reduced spending on lower value eg

### HIGHER LEVELS OF

- district nurses
- identification and treatment of people with atrial fibrillation
- promotion of activity among people with long term conditions
- prevention of a second fracture in people with fragility fractures

### LOWER LEVELS OF

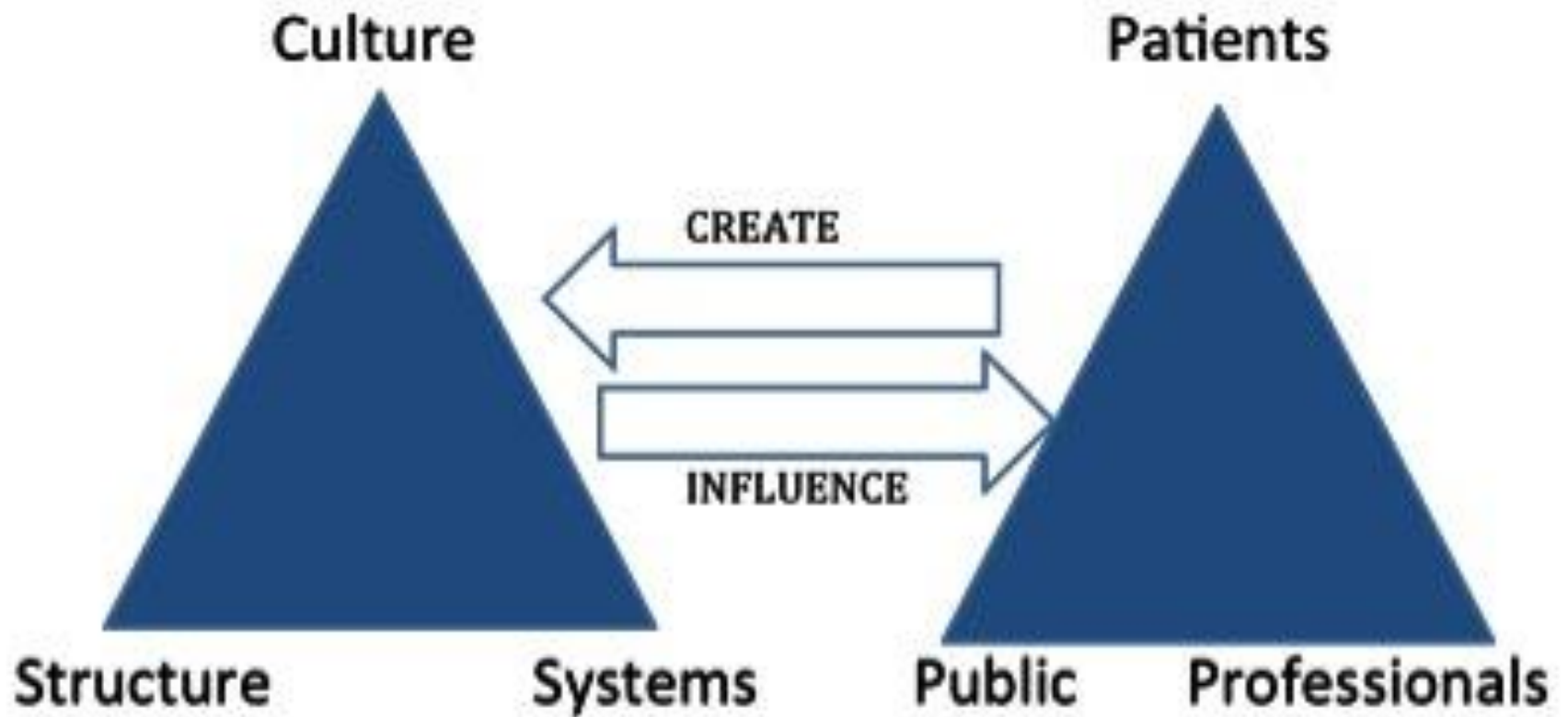
- Polypharmacy
- Knee ligament arthroscopy
- Unnecessary hospital follow ups
- Non generic prescribing

We need

new systems

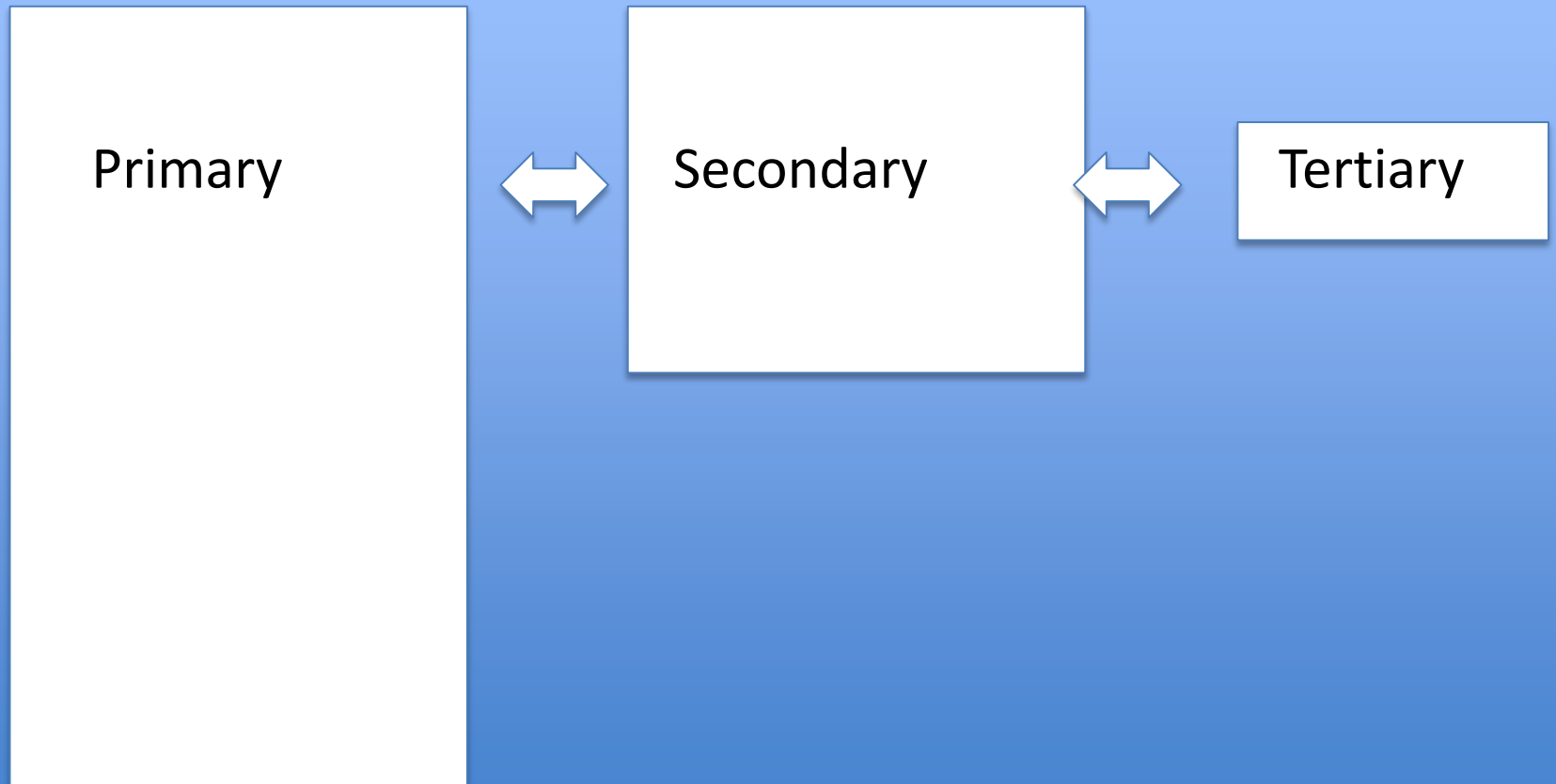
a new culture

New skills



1. Is the service for people with seizures & epilepsy in Manchester of higher value than the service in Liverpool?
2. Who is responsible for service for all the women with pelvic pain in South Yorkshire?
3. How many liver disease services are there in England and how many should there be?
4. Which service for people at the end of life in the North West provides the best value?
5. Is the service for people with asthma in Cumbria of higher value than the service in Northumberland?
6. Who is responsible for the quality outcome and value of the service for people with depression in Manchester?

# The Care Archipelago



# The Commissioning Archipelago

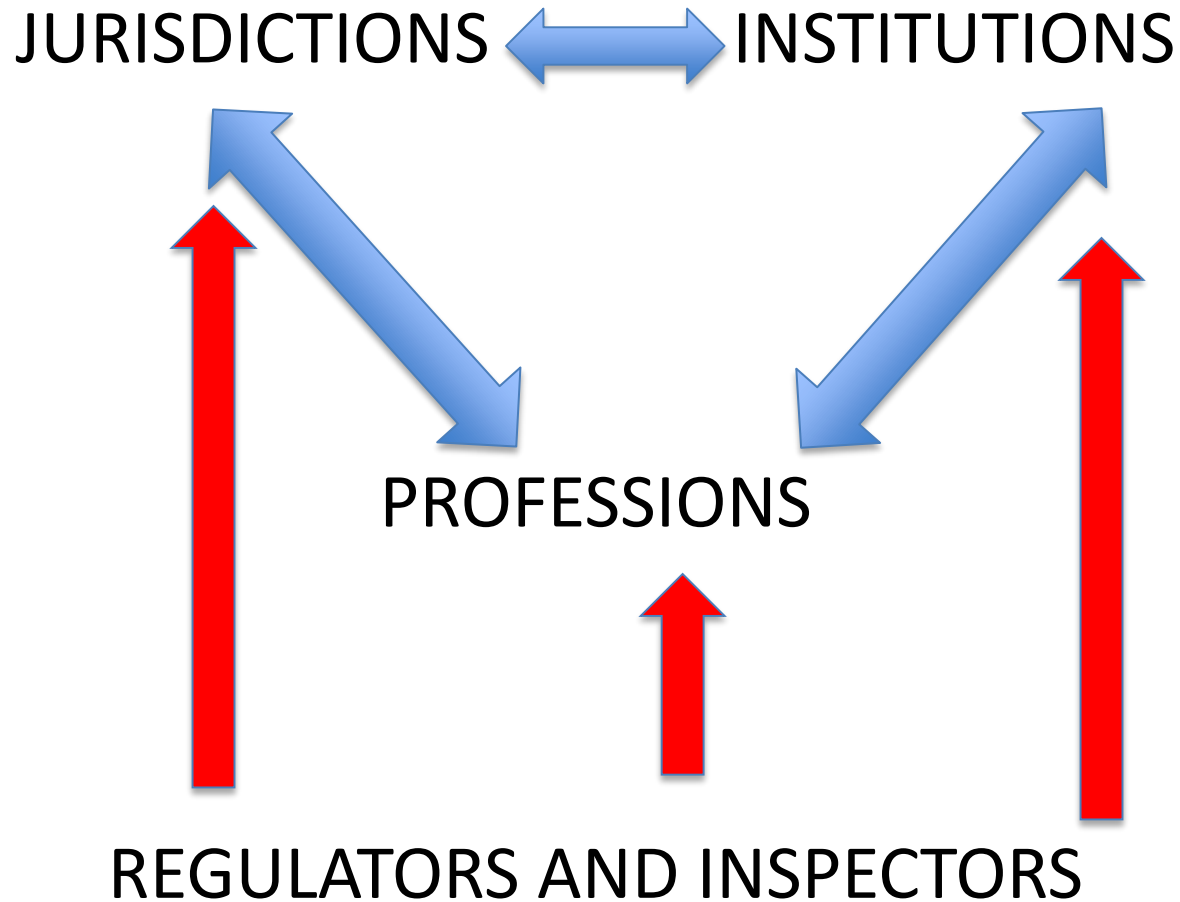
GP/  
Pharmacists/  
optometrists

152  
Local  
Authorities

211 CCG's

Public  
Health

Specialist  
commissioning



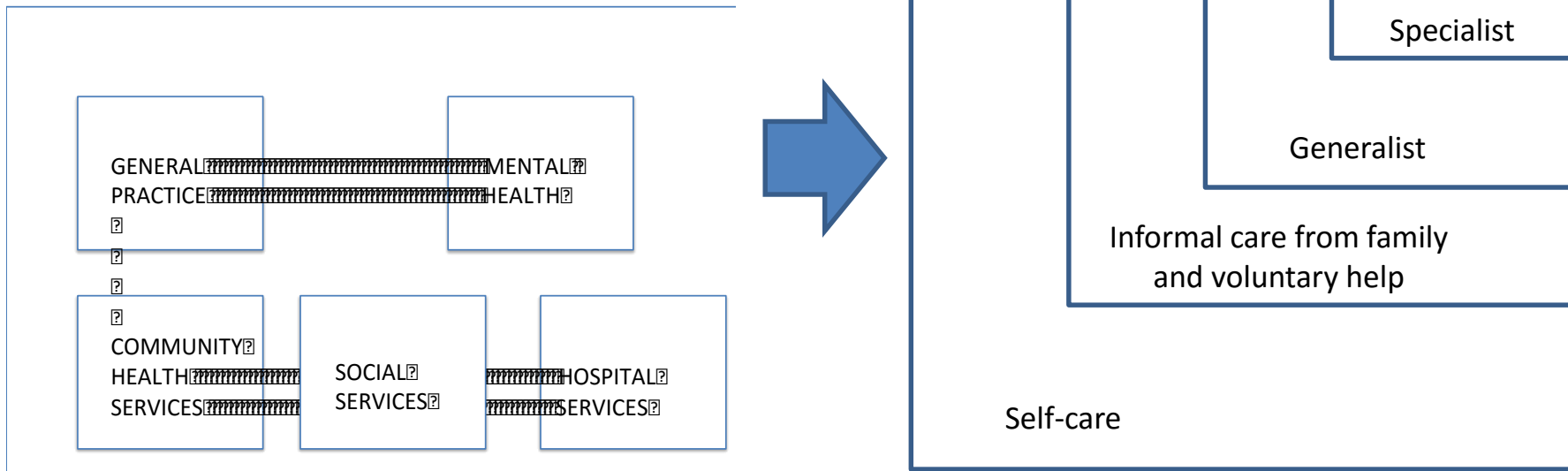
Complexity is the dynamic state between order and chaos

Kieran Sweeney, Complexity in Primary care



New Models of care will ensure that People receive care that is co-ordinated around their needs and supports them to live the lives they want to lead

### The Care Archipelago



Population healthcare focuses primarily on delivering care to populations defined by a common need which may be a symptom such as breathlessness, a condition such as arthritis or a common characteristic such as frailty in old age, not on institutions , or specialties or technologies. Its aim is to maximise value for those populations and the individuals within them and New Models of Care are evolving to meet the needs of populations and individuals

# Chaos.....Complexity.....Order

Services for homeless  
people

Services for people  
With physical and mental  
Co-morbidity

People who are  
elderly and frail

People with pelvic pain  
People with dizziness

People with multiple morbidity  
who are alert and online

People with atrial fibrillation  
young men with lower limb  
fractures from football

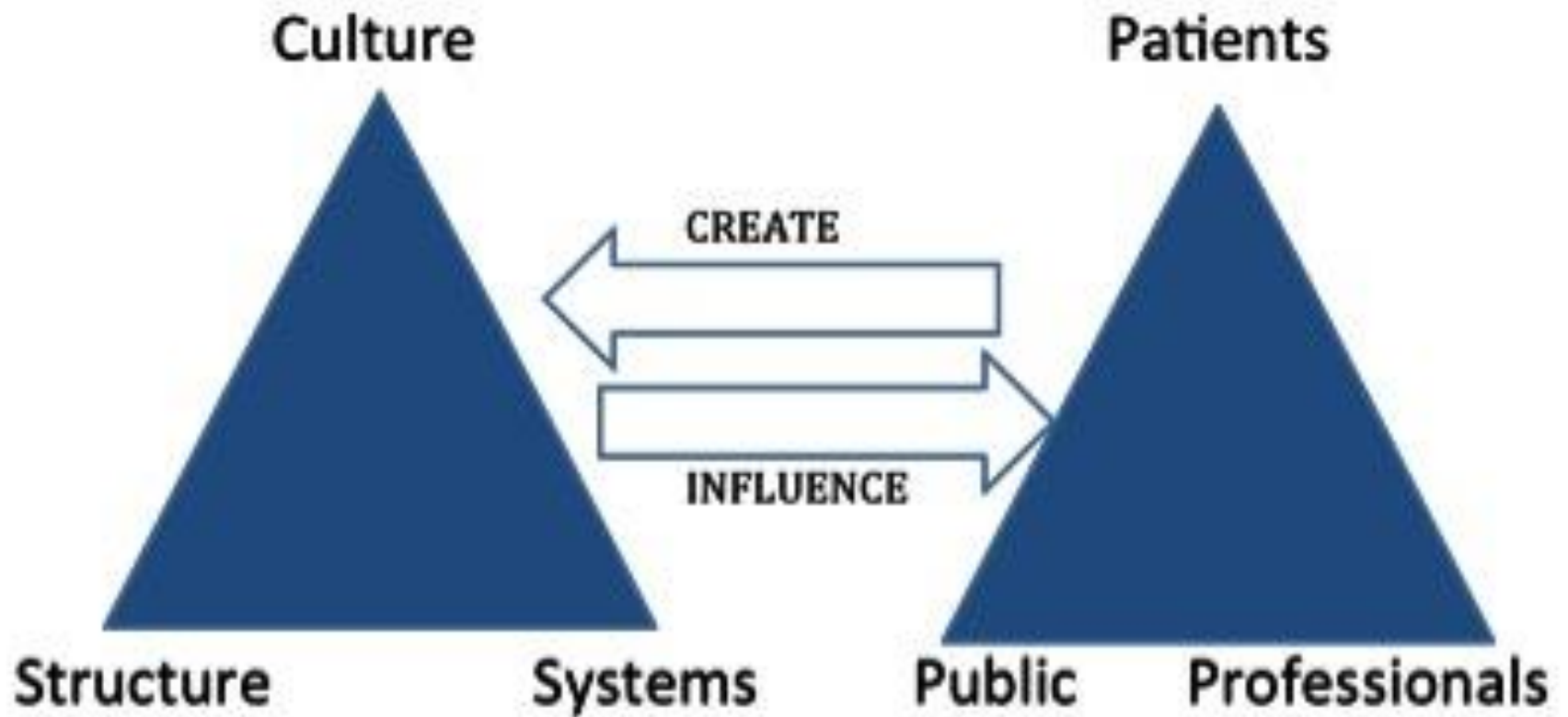
Screening for cervical ca  
Immunisation



Work like an ant colony; Neither markets nor bureaucracies can solve the challenges of complexity

## Newborn Screening for Sickle Cell Disorders Programme Standards

NEWBORN PROGRAMME OBJECTIVES:	CRITERIA	STANDARDS	
		Minimum (Core)	Achievable (Developmental)
<b>Programme Outcome</b>			
Best possible survival for infants detected with a sickle cell disorder by the screening programme	Mortality rates expressed in person years	Mortality rate from sickle cell disease and it's complications in children under five of less than four per 1000 person years of life (two deaths per 100 affected children)	Mortality rate in children under five of less than two per 1000 person years of life (one death per 100 affected children)
<b>Programme Outcome</b>			
Accurate detection of all infants born with major clinically significant haemoglobin disorders*	Sensitivity of the screening process (offer, test and repeat test)	99% detection for Hb-SS 98% detection for Hb-SC 95% detection for other variants	99.5% for Hb-SS 99% for Hb-SC 97% for other variants



# WE NEED A NEW CULTURE

## Ban old language

PrimarySecondaryAcuteCommunityManagerOutpatientHubandSpoke

---

## Introduce new language

A **SYSTEM** is a set of activities with a common set of objectives and outcomes; and an annual report.  
Systems can focus on symptoms, conditions or subgroups of the population  
(delivered as a service the configuration of which may vary from one population to another )

A **NETWORK** is a set of individuals and organisations that deliver the system's objectives  
(a team is a set of individuals or departments within one organisation)

A **PATHWAY** is the route patients usually follow through the network

A **PROGRAMME** is a set of systems with a common knowledge base and a common budget

“Waste (muda) is anything that does not add value to the outcome” Taiichi Ohno

ohno

Previous

Next

Zoom

Move

Text

Select

Annotate

Sidebar

Search

BetterValueHealthcare Podcast Library

Signed in as [Muir Gray](#) | [Subscribe in iTunes](#) | [Back to playlist](#) | [Sign out](#)

Released Wednesday 14 December

## What does Toyota mean by the word waste?

Book review by Sir Muir Gray

The book cover for 'Taiichi Ohno: Toyota Production System Beyond Large-Scale Production' features the author's name 'Taiichi Ohno' in large white serif font at the top. Below it, a grid of small squares in yellow, orange, and red is arranged in a pattern that tapers towards the bottom. At the bottom, the title 'TOYOTA PRODUCTION SYSTEM Beyond Large-Scale Production' is written in a smaller white font.

The Toyoda family played a dominant part in the history of the Toyota Motor Corporation, always honourable and positive, but there were other key people apart from family members who made the company what it is today.

The most famous of these is **Taiichi Ohno**, charismatic, ferocious and relentless personality who developed the Toyota Production System and waged unrelenting war on *muda*.

The stories are legion. For example, when he thought there was too much inventory space beside a production line, one of the seven types of wastes, he got an electric saw and simply cut the twelve foot high stacks of shelves down to six feet, thus reducing the inventory space by 100% – problem solved.

His book **The Toyota Production System** should really be

A black and white portrait of Taiichi Ohno, a middle-aged man with dark hair, wearing a suit and tie, looking directly at the camera.

0:00

[Download mp3](#)

[Access learning record](#)

Microso



# We need a new set of skills and tools

what is the relationship between value and efficiency?

What is the relationship between value and quality ?

what is meant by the optimal use of resources?

How would you assess the culture of an organisation?

