

## Case Study

Isle of Wight CCG reduce mean cost of SMBG strips by £2.34 in just six months, working with Spirit Healthcare<sup>1</sup>.



### Objectives...

Isle of Wight CCG wanted to free up resource to support the accessibility of a new technologies for type 1 diabetes patients, whilst at the same time standardising the use of blood glucose meters and strips for type 2 patients.

### The Situation...

The Isle of Wight CCG commissions healthcare services for the island's 140,000+ residents, working collaboratively with clinicians and healthcare professionals across 16 GP practices, 30 community pharmacies, 100+ care homes and one acute hospital, St Mary's Hospital. In November 2017, in conjunction with the diabetes team at St Mary's, the CCG decided to review its formulary for blood glucose strips. The objectives were twofold: to reduce variance across primary care for type 2 diabetes patients; and to make NHS resource available for the new technology, which had just received NHS Drug Tariff approval.

Prior to the review, the CCG had no formulary position for blood glucose strips, so use across the island was hugely varied. Patients would present with different strips in different care settings, which required a lot of training for both staff and patients. The CCG wanted to provide consistency across the island to make it easier for everyone.

The Isle of Wight CCG met with four manufacturers throughout December 2017 and tested each set of strips, meters and consumables against a defined set of criteria.

Spirit Healthcare's TEE2+ system met all the criteria and offered competitiveness of pricing as well as a robust package of implementation support.



Not only did Spirit feel like it would best suit patients' needs, the company was also very accommodating in being able to support active implementation of the formulary by offering staff and patient training as we needed.



Reduction of the mean cost of SMBG strips by **£2.34 to £11.27** in 6 months<sup>1</sup>

SMBG Unit Price	MAR 18	APR 18	MAY 18	JUN 18	JUL 18	AUG 18
	£13.61	£13.29	£12.55	£11.98	£11.67	£11.27

# 80%

change-over of the target population, delivering consistency across care settings<sup>1</sup>



Resource unlocked for other technology initiatives

## The switch-over initiative was delivered seamlessly and achieved significant results within the first five months.

### Spirit's Response...

Spirit Healthcare and the CCG adopted a phased approach that took place between March and August 2018. This included a Spirit Healthcare led communication plan to practices and patients, and an audit ran by the CCG identifying appropriate patients to be switched. Every practice received at least one training session on the new meter from Spirit Healthcare's specialist diabetes nursing team. Where needed, Spirit Healthcare provided further training sessions in collaboration with GP practices and community pharmacies.

Training for care home staff and patients was also provided in stages, starting in March 2019 and due to be completed by June 2019, when the CCG expected to have complete cover for primary care.



So far, in the majority of cases we have achieved 80% change-over, which was our target.



### The Results...

At the start of the change programme, the mean unit cost on the Isle of Wight was £13.61, which was £1.72 (14.5%) above the English average of £11.89 and in the top 10% of English CCGs.

In the first six months of working with Spirit Healthcare, the CCG reduced the mean cost of SMBG strips by £2.34 to £11.27, putting them just outside the bottom 10% of all CCGs in England.<sup>1</sup>

The reduction in unit cost led to real savings in prescribing costs on the Isle of Wight. The cumulative savings by month based on the mean SMBG unit price is shown below.

Graph 1 Cumulative savings - Isle of Wight (5 Months)



References: 1. data on file Spirit Healthcare, December 2017.