

## Modelling the potential of digitally-enabled processes, transparency and participation in the NHS

NHS England – Directorate for Patient and Information

Evidence summary April 2014

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#### The aim of this work is to:

- Provide an evidence base to inform better investment decision making in relation to the use of data, patient participation and transparency.
- Support NHS England's vision of modernising customer services through patient participation, better data and effective use of information technology.

### In this project we are delivering four end products



An estimate of the potential opportunity from data and transparency on the NHS across both demand and supply



A review of the evidence base for the potential of data and transparency interventions both nationally and internationally



An adaptable model documenting all levers and assumptions for future forecasting work



A document summarising the analysis of costs and benefits and prioritisation of the digital interventions

#### The aim of this work is to ...

- Codify the existing evidence base to inform better investment decision making in relation to the use of data, patient participation and transparency
- Estimate the potential impact and costs to identify the major interventions that can be scaled up
- Highlight the limitations of technology alone and the need for enabling changes
- Make recommendations on who should do what in the system to realise this potential
- Clearly differentiate between a "baseline" scenario extrapolating the impact of existing technologies and a "bold" scenario looking to the future of nascent technologies

#### This work does not...

- Attempt to be a substitute for local area business case modelling
- Attempt to be a strategy for the Patients and Information Directorate
- Consider the portfolio of P&Is current initiatives



## The new digitally-enabled NHS could look different to the NHS today

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## We have applied the following methodology to estimate the potential of digitally enabled transparency and participation

#### **Supply levers**

 Analysis of levers and interventions derived from Monitor work (e.g., acute efficiency, primary care efficiency)

#### **Demand levers**

 Patient-directed levers and interventions leading to reduced demand (i.e., less consumption of care due to self-care and less disease prevalence due to healthier lifestyles)



#### **Modelling approach**

Economic model with a NHS base line and a documentation of all levers and assumptions

### This work is set in the context of the NHS facing a serious funding gap



### The IT expenditure in the NHS has been relatively high



Spend on IT by providers as a percentage of total healthcare expenditure, 2011

All IT spend		External: c	outsourcing, and support <sup>1</sup>	Internal: IT staff salaries and benefits <sup>2</sup>		Data centres, devices, infrastructure, software <sup>3</sup>		Telecoms <sup>4</sup>	
Finland	3.9%	Finland	1.9%	UK	1.1%	UK	0.7%	Finland	0.6%
UK	3.3%	Sweden	1.3%	Denmark	0.7%	Canada	0.7%	Sweden	0.5%
Sweden	3.1%	UK	1.0%	Finland	0.7%	Sweden	0.7%	Australia	0.4%
Denmark	2.5%	Denmark	0.9%	Australia	0.6%	Finland	0.6%	Ireland	0.4%
Australia	2.2%	Australia	0.9%	Canada	0.6%	Denmark	0.5%	Spain	0.4%
Canada	2.0%	Norway	0.6%	Sweden	0.6%	Ireland	0.3%	' Italy	0.4%
Norway	1.8%	Canada	0.5%	Norway	0.5%	Australia	0.3%		0.470
Ireland	1.7%	Spain	0.5%	Ireland	0.4%	Norway	0.3%	UK	0.4%
Spain	1.4%	Ireland	0.4%	Spain	0.3%	Spain	0.2%	Denmark	0.4%
Italy	1.1%	Greece	0.1%	Italy	0.3%	Portugal	0.2%	Norway	0.3%
Portugal	1.0%	Italy	0.3%	Portugal	0.2%	Italy	0.2%	Portugal	0.3%
Greece	0.6%	Portugal	0.2%	Greece	0.1%	Greece	0.1%	Greece	0.3%
Ø 2.0%		ç	Ø 0.7	Ø	0.5	Ø	0.4	Ø	0.4

1 Consulting, implementation, IT outsourcing and business process outsourcing, software and hardware support

2 Salaries and benefits paid to the information services staff of an organisation

3 Data centres, devices, and enterprise applications, infrastructure, and industry-specific software

4 Fixed network services and mobile services.

## We are modelling the opportunity to use the NHS IT assets better in supply efficiency (unit costs) and demand reduction (volume)



#### Net benefit of technology interventions across settings

Net benefits, 2020/21, £bn unless indicated<sup>1,4</sup>



1 Values for individual interventions are duplicative, in the total this duplication has been removed and hence the interventions do not sum above to the total. They represent the potential of the intervention if it were done in isolation. They therefore also are not calculated here on the basis of reduced volumes in the future from the demand management levers, whereas the totals are 2 21/22 supply savings made on new demand baseline after demand reductions taken into account

3 Negative numbers represents the investment (i.e., "costs") needed to make the savings in the acute sector by investing in primary and community services. They are represented here for completeness but could also be argued to sit as savings to commissioners that are reinvested.

4 Figures may not add up exactly due to rounding

Impact in year with X% rollout and cost growth

2020/21

#### The gap may be reduced by ~30% by applying the interventions



SOURCE: Call to action projections until 20/21

### We have analysed the net opportunity against the ease of implementation

<ul> <li>High difficulty high saving</li> <li>EHR Acute care</li> <li>Transparency on clinician performance Acute care</li> <li>Patient flow management Acute care</li> <li>Integrated care as a whole</li> </ul>	<ul> <li>Medium difficulty high saving</li> <li>EHR Primary care</li> <li>Physician web messaging Primary care</li> <li>Electronic/telephone triage Primary care</li> <li>Teleconsultations Primary care</li> <li>Mobile working Community</li> </ul>	<ul> <li>Low difficulty high saving</li> <li>Outpatient teleconsultations Acute care</li> </ul>	>0.31bn	Last Modified 13/05/2014 10:03 GMT Sta
<ul> <li>High difficulty medium saving</li> <li>Smoking Primary prevention</li> <li>Obesity Primary prevention</li> <li>Alcohol Primary prevention</li> <li>HBP &amp; LDL Primary prevention</li> <li>EHR Community, Mental Health</li> <li>Transparency Mental Health</li> </ul>	<ul> <li>Medium difficulty medium saving</li> <li>Bar-coding Acute care</li> <li>RFID Acute care</li> <li>Vital sign tracking Acute care</li> <li>Decision aids Acute care</li> <li>Physician web messaging Primary care</li> <li>Geographic assignment of patients and routes Community</li> <li>Self-care; Electronic monitoring of patients' mood Mental Health</li> </ul>	<ul> <li>Low difficulty medium saving</li> <li>E-rostering Acute care, Community, Mental health</li> <li>Procurement Acute care</li> <li>Electronic booking and reminders Acute care, Community, Mental health</li> <li>Remote monitoring Acute care</li> <li>Online booking Primary care</li> </ul>	0.08- 0.31bn	Net opportunity 14:21 G
<ul> <li>High difficulty low saving</li> <li>Referral management Acute</li> <li>Transparency Community</li> </ul>	<ul> <li>Medium difficulty low saving</li> <li>A&amp;E triage Acute care</li> <li>RFID community</li> </ul>	<ul> <li>Low difficulty low saving</li> <li>E-referrals Primary care</li> <li>Booking reminders Primary care</li> <li>Sexual health Primary prevention</li> <li>Procurement Community, Mental Health</li> <li>ICT-based or facilitated interventions Mental Health</li> </ul>	<0.08bn	SMT Standard Time

## There are a number of enabling actions that could be pursued, we identify the following four as the most impactful enabling actions

1) A programme of **joint working** between major arms-length bodies to incorporate a **consistent set of incentives** into their key decisions to enable adoption of the most impactful data and information interventions

2) As part of this, **NHS England** to review what incentives it can put in place to enable adoption and cultural change across the system, particularly with regard **primary care** and done with appropriate partners e.g., CQC.

3) Launch a **communications** exercise to make local decision makers, both commissioners, providers and clinicians aware of the potential impact of data and information as well as engagement with the wider technology industry on solution development

4) Establish a comprehensive **implementation pilot** for a single region as a reference point for wider system, look to fully digitise the system, implementing most impactful interventions across all providers

### BACKUP

#### We estimated the potential benefits in supply...

**BASELINE SCENARIO** 

Lever	High level findings	Potential net impact based on 2020/21 baseline	Confidence (base- line scenario) based on weight- ed evidence assessment
Acute effici	<ul> <li>The interventions with the largest potential and relatively strong-medium evidence impact include         <ul> <li>EHR: while single-provider benefits can yield efficiency savings, further benefits may be driven via data sharing between providers incl. in integrated care</li> <li>Digital lean tools e.g. e-rostering, bar-coding/RFID, procurement and patient flow management tools Patient flow management tools may require linkage to EHR for optimal functionality.</li> </ul> </li> <li>Doctor performance transparency tools, combined with a strong culture of accountability, have a potentia to reduce LOS and readmissions. These tools may be linked to data in the EHR to maximise benefits.</li> <li>Remote monitoring equipment in ICU ("eICU") as well as in the patient's home has the potential to improve quality, avoid complications, allow early discharge and hence reduce length of stay</li> <li>Electronic booking and reminders reduce DNAs and increase administrative efficiency</li> <li>Telephone outpatient appointments increase efficiency</li> </ul>	£3.2-3.9bn	
B Prima care effici	<ul> <li>Large potential benefit is achievable primarily via channel shift         <ul> <li>Avoided GP consultations and home visits via e-triage, telephone triage, physician web messaging and teleconsultations may lead to substantial benefits</li> <li>Relatively more modest benefits are estimated in online booking</li> </ul> </li> <li>EHR: given the wide market penetration of the basic record functionality, some of this benefit may have already been realised; However, more advanced functionality e.g. e-prescribing has been rolled out less broadly. Additionally, interoperability and data sharing with other providers e.g. acute sector, will drive further benefits incl. in integrated care</li> <li>While it is envisaged that data transparency may have benefits for patient care direct evidence for economic impact has not been found</li> </ul>	£1.2-2.8bn	•
Cominity cffici	<ul> <li>The interventions with the largest potential are         <ul> <li>Mobile working solutions to increase the administrative efficiency and reduce travel</li> <li>EHR to increase administrative efficiency, remove duplication and reduce unnecessary appointments and tests</li> <li>Electronic booking and reminders to reduce DNAs and reduce admin</li> </ul> </li> </ul>	£1.4-2.2bn	•
D Ment healt	<ul> <li>The key areas of opportunity are expected to be in</li> <li>EHR</li> <li>Remote mental health interventions (e.g. computerised CBT) and self-care</li> </ul>	£0.7-1.3bn	•

## ... and demand

#### BASELINE SCENARIO

Lever	High level findings	Potential net impact based on 2020/21 baseline	Confidence (base- line scenario) based on weight- ed evidence assessment
Integrat- ed care and screening	<ul> <li>Major impact is assumed from integrated care and less significant from early detection of disease</li> <li>Interventions discussed widely in the literature include interoperable EHR systems, telehealth interventions and SMS reminders</li> <li>Literature does not test the impact of EHR on the benefits of integrated care directly but information sharing between providers is consistently quoted as a key enabler</li> <li>The evidence on telehealth is mixed: some studies (e.g. Airedale) have demonstrated a significant impact on LOS reduction and A&amp;E attendances while others have failed to do so. It should be noted that telehealth is a broad term covering, among others, 24/7 tele-access to a healthcare professional (e.g. Airedale). Remote monitoring has been found to have strongest evidence amongst cardiac patients and the impact has been captured in acute efficiency. It should be noted that the running costs and potentiallty upfort investments in telehealth may be relatively large depending on the details of the implementation</li> </ul>	£1.3-2.5bn	
	<ul> <li>and the technology used.</li> <li>Emerging interventions with currently limited evidence include apps and online information portals</li> <li>In integrated care the full potential of the lever was attributed to digital; information sharing is considered a necessary but not sufficient element. Non-digital costs were accounted for, including required reinvestments in primary and community care</li> </ul>		
Primary preven- tion	<ul> <li>The sub-levers include reducing obesity, smoking, alcohol abuse, hypertension and high cholesterol, and improved sexual health screening</li> <li>Interventions with evidence backing include SMS reminders, computerised CBT for some addictions (smoking, alcohol) and incentive schemes</li> <li>Other emerging interventions include apps and online information portals</li> <li>These interventions have a relatively long time to impact as the benefits of the interventions on health outcomes may take a long time to demonstrate (e.g. lung cancer in smokers)</li> <li>The evidence is relatively weaker than in some of the other levers. This is due to the additional assumptions on uptake of healthy living programmes in the population and the relative scarcity of longitudinal studies linking digital programmes to encourage healthy living to long term impact e.g. on lung cancer rates. Further development of evidence base and evaluation of interventions would be desirable.</li> </ul>	£0.5-0.9bn	

## **Technology investment**

£bn unless indicated<sup>1</sup>





1 One off technology investment costs in integrated care and screening split across supply levers proportional to total supply side investment in EHR

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## Technology investments and running costs

£m

	Initial technology	nitial Initial training and adoption investment		Total unfront	Running	
investment		Training costs Adoption cos		investment	costs 20/21	
Acute	2,020-2,070	310	170	2,490-2,540	580-710	
Primary	420	80	350	860	200	
Community	460-560	40	10	510-610	150	
МН	360-430	30	10	400-460	160-250	
Integrated care	130	30	70	200	890-1820	
Primary prevention	460	20	60	540	100	
Total	3,850-4,060	520	670	5,000-5,200	2,300-3,010	

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SOURCE: Team anaysis

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## Training and adoption costs $\pounds m$

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		Investment		
		<b>1</b> Local training investment (£m)	2 Local adoption investment (£m)	Total change costs (£m)
	Acute efficiency	310	170	480
Supply	Primary care efficiency	80	350	430
levers	Community efficiency	40	10	50
	Mental health efficiency	30	10	40
Demand	Long term cond- itions & screening	30	70	100
levers	Primary prevention	20	60	80
L	Total	520	670	1,180

# Significant investment has already been made in IT in ILLUSTRATIVE NHS England; the question is how to ensure the benefits are captured



1 Acute Trusts with specialised and community care, Mental health trusts

- 2 GP practice including clinical systems and admin services (estimate)
- 3 Former DH's Informatics Directorate and CfH 'Connecting for Health' (successor of 'National Programme for IT); HCS IC (Health and Social Care Information Centre), Some local informatics functions from former SHAs, Data Management Integration Centres 'Connecting for Health' (CfH) is a successor of 'National Programme for IT' (NPfIT) and was part of Informatics Directorate
- SOURCE: EHI Intelligence ('Market by Numbers' report, online database, 2013; UK healthcare market profile to 2016-2017, Feb 2013, Kable (through ReportLinker); HSCIC "Informing better care: our plan for 2013/14"; team analysis McKinsey & Company

### We recommend the following next steps to ensure the digital agenda is embedded in the NHS (1/4)

Hypothesis for discussion

			Example		
		Recommendation	From	То	
	1	Increase funds available for the Tech Fund either by consolidating funding or increase total available, strengthen criteria and benefits framework	Medium strength requirements	Stringent requirements e.g. requirement to demonstrate achievement of efficiency gains as a condition of full award receipt	
	2	CQC to include data quality and use as part of reviews	Inconsistent data quality checking	Include data completeness and qua automated surveillance checks; als comment on effective use of data	ality as part of o inspect and
Across themes (i.e., Mental	3	Create a tariff strategy to reflect shift to digital channels	No digital tariff	Specific tariff for remote OP appoin consultation in care homes, remote appointment monitoring.	tments, tele- primary care
health, community acute, primary	4	Launch a productivity programme underpinned by digital e.g. via IQ resource	No specific digital-enabled productivity programme	Robust and widely rolled out programme driving digital in acute	
printary care, prevention)	5	Create an engagement strategy to support increased adoption by clinicians	Lack of knowledge on tools that may drive adoption	A strategy to overcome key barriers e.g., professional programmes device collaboratively with the Royal Colle	s to change and eloped ges
	6	Strengthen information governance by creating a clear set of rules and standards around data	Information governance unclear and restrictive	Information governance simple and enabling for integrated data	
	7	Deaneries to set digital standards required for training	No requirements for digital standards	Specify requirements for training e. computerised scheduling,	g.,

### We recommend the following next steps to ensure the digital agenda is embedded in the NHS (1/4)

#### Hypothesis for discussion

		Example		
	Recommendation	From	То	
	8 Review the standard acute contract and incorporate digital requirements	Limited digital related requirements	e.g. requirements for all patient- related data to be linked to the NHS number, data sharing with other providers	
	9 Specify digital elements of both financial and clinical failure regimes	No digital requirements	e.g. implementation of digital lean solutions (e-rostering, supply chain management, procurement)	
	10 Create toolkit and central resource to support hospitals in their procurement	Mixed ability of trusts to procure value for money digital solutions	Easy access to procurement support	
Acute efficiency	11 Create an engagement strategy to support increased adoption by clinicians	Lack of knowledge on tools that may drive adoption	A strategy to overcome key barriers to change and e.g., professional programmes developed collaboratively with the Royal Colleges	d

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#### Hypothesis for discussion

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## We recommend the following next steps to ensure the digital agenda is embedded in the NHS (2/4)

		Example		
	Recommendation	From	То	
	12 Introduce conditionality into GP SoC to implement digital solutions as part of the contract	An inconsistent approach to driving digital in primary care	E.g. requirement for funds to roll out e-prescribing, data sharing among all providers, online booking and test/lab results viewing, facility for teleconsulta- tions, automatic repeat prescriptions	
Primary care efficiency	13 Change GP contract to include requirement for the provision of digital services and link QOF rewards to uptake	Contract has limited requirements for digital channels	E.g. requirement for each GP practice implement EHR fully, including e-prescribing, data sharing among all providers, online booking and test/lab results viewing, facility for teleconsulta- tion, automatic repeat prescriptions	
	14 Create toolkit to help GP practices drive adoption of digital among patients	Limited help with understanding how to increase adoption of digital channels	E.g. a toolkit to drive adoption including potentially using patient navigators to signpost digital channels, e-triage embedded in the online booking system and reducing availability of non-digital channels	

#### Hypothesis for discussion

## We recommend the following next steps to ensure the digital agenda is embedded in the NHS (3/4)

		Example	
	Recommendation	From	То
Integrated care	15 Create a commissioning strategy for high potential digital solutions that require scale for economic benefits	Local subscale examples of success (e.g. Airedale)	Scaled solutions e.g. regional
	16 Make disbursement of the Better Care Fund conditional on the implementation of digital technology	TBD	Digital requirements clearly specified e.g. data sharing, availability of teleconsultations for LTC patients
	17 Support CCGs in the development of reimbursement schemes to incentivise integrated care	PbR and block payments	E.g. capitated payments or payment for results
Primary and self care Cont.)	<ul> <li>18 Accelerate development and adoption of lifestyle support/behaviour change tools</li> <li>National testing and certification</li> <li>Promotion of adoption of apps validated elsewhere</li> <li>Incentives for clinician engagement</li> </ul>	A broad set of tools not utilised to the full potential	Significantly increased adoption of primary prevention digital tools
	<b>19</b> Develop motivational segmentation/activation profiling of the population, validate routine measurement and embed into commissioning and delivery	Whole population approaches	Targeted approaches tailored for different motivational segments

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#### Hypothesis for discussion

## We recommend the following next steps to ensure the digital agenda is embedded in the NHS (4/4)

	Recommendation		Example		
			From	То	
	20 Promote of uptake of schemes and priva	development and lifestyle incentive by convening NHS te sector players	Subscale, non-viable local efforts and a reticence to engage with incentives	A national effort at scale ensuring viable economics	
Prevention and self care (Cont.)	21 Strengthe identify an interventi individual approach behaviour demograp	en ability to nd target ons at risk Is, using 'big data' es combining ral with socio- ohic data	General population- level approaches with limited cost-benefit	Targeting of interventions at micro level, e.g. individual high-risk families	
	22 Identify oppor accelerate dep 'nudge'-type a the enabling e using digital t	pportunities to e deployment of ype approaches in ing environment ital technology	Costly population- level campaigns with limited impact on behaviours	Cost-effective changes e.g., to defaults which deliver rapid and sustainable change	

### The digital interventions define the 8 "digital moves"

	1 Acute Care				2 Primary care	3 Community care	4 Mental health	# Modified 13
	Acute efficiency <sup>1</sup>				Primary care efficiency <sup>1</sup>	Community care efficiency	Mental health efficiency	3/05/20
Supply efficiency levers	•				Transparency on outcomes			14 10:03 G
	B Connected EHRs			₹s				VIT Standard
			•	Automation of hospitals	C Patient self services			rime Printed 290
					D Shift to lower cost channels	G Workforce efficiency	measures	
								)4/2014
Demand levers	5 Integrated care							14:21 GMT
		E Connected care			e			Standard
	6 Primar	ry prevention						lime
			<b>F</b> Prevention and		I Healthy digital natives			
								_