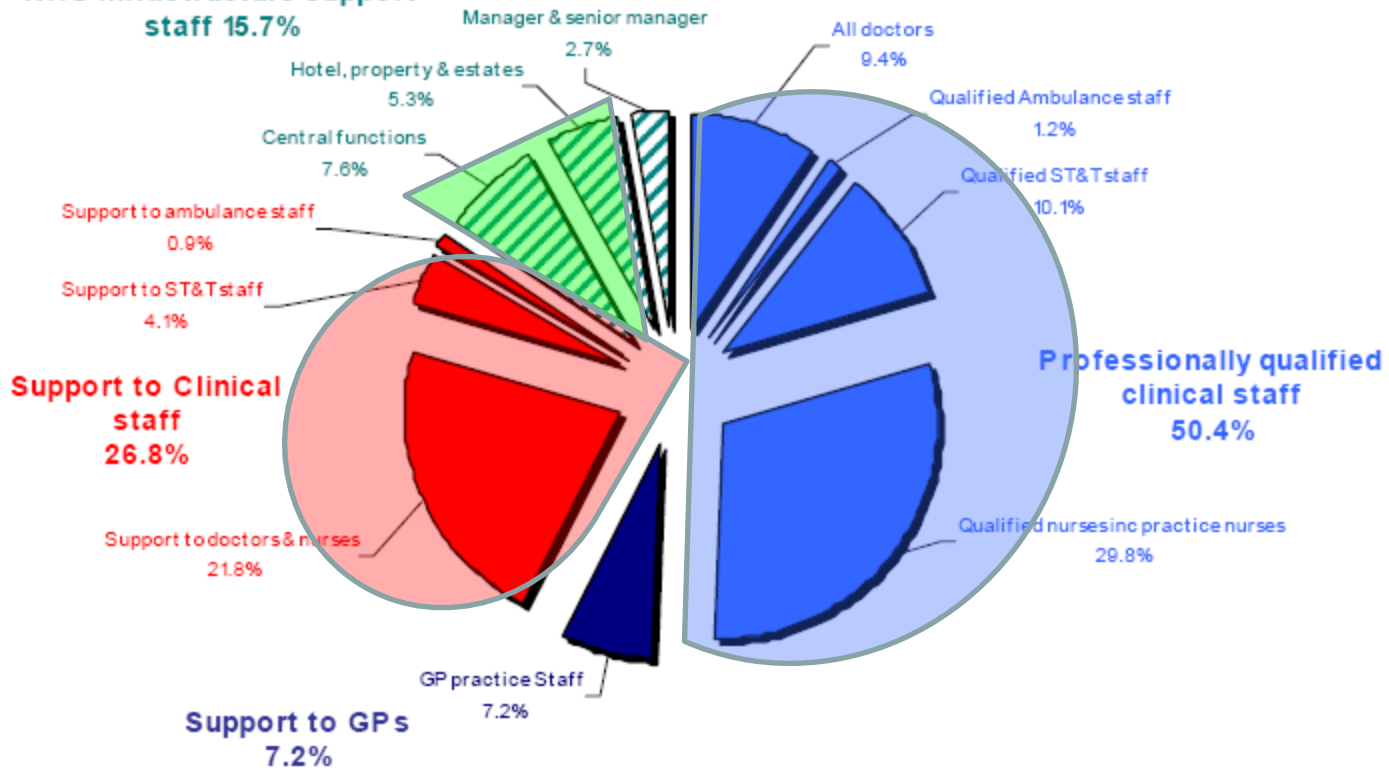


Roy

Lilley

NHS Infrastructure support staff 15.7%



The slide features a dark background with several overlapping, semi-transparent red and grey circular and rectangular shapes. A prominent red horizontal bar is centered across the middle, containing the title text. In the bottom left corner, there is a smaller red horizontal bar containing the website URL. The overall design is modern and abstract, with a focus on geometric forms and a color palette of red, grey, and black.

McKinsey's **12 ideas**



No: 1

**Reduce the tariff to enable
strategic health authorities
and primary care trusts to
push through efficiency savings**

No: 2

**PCTs renegotiate GP and
provider arm contracts to drive down
costs**

No: 3



Deal with the range of productivity among GPs.

The least productive GPs have only 77 appointments per week, while the average is 126. If the worst improved, the same number of patients could be seen with 3,500 fewer GPs, saving the NHS almost £400m a year.

No: 4



Stop or reduce elective procedures that are ineffective (*eg tonsillectomy*), *cosmetic (eg tattoo removal)*, *have a narrow margin between risk and benefit (eg knee joint surgery)* or *where other interventions should be tried first (eg hysterectomy for non cancerous heavy menstrual bleeding)*

No: 5



Reduce routine referrals to outpatient appointments

No: 6

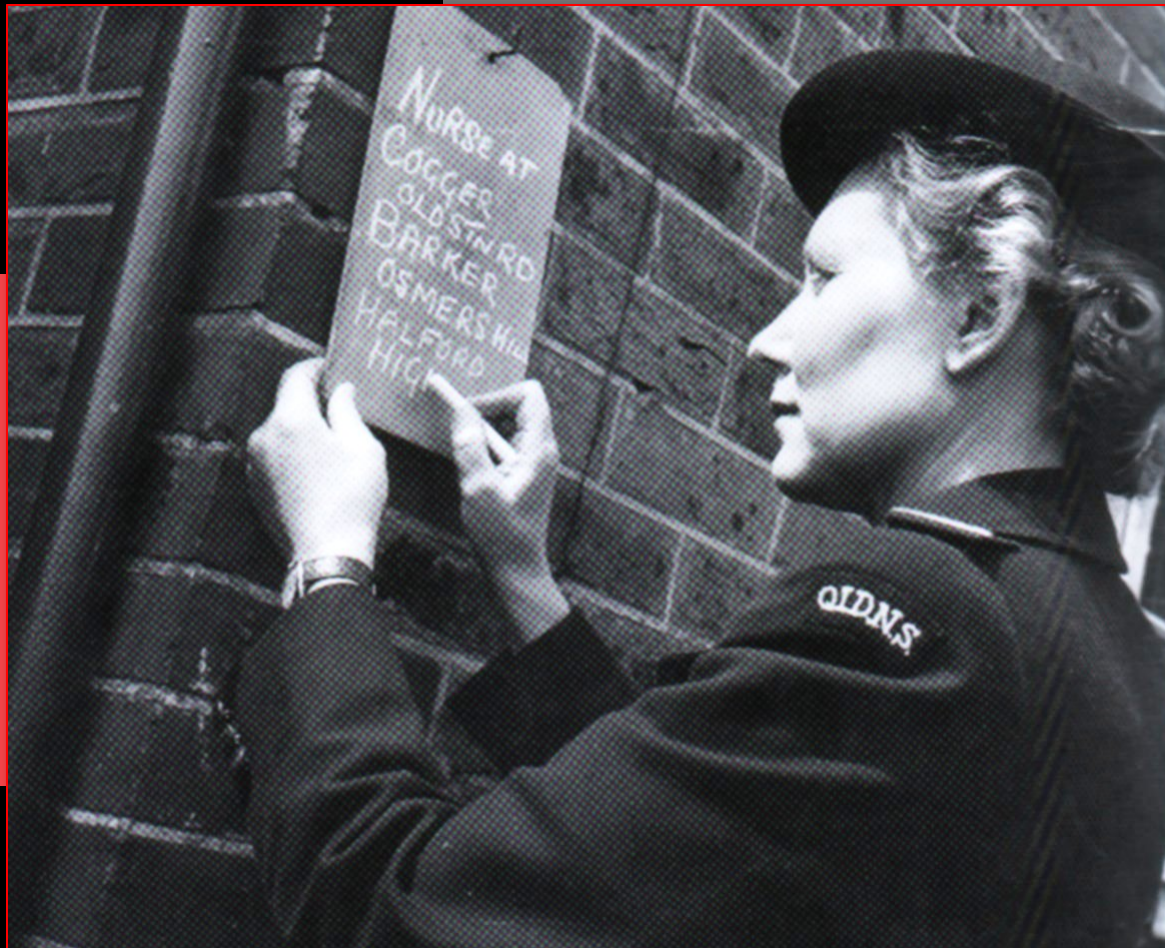


**Reduce variability in
outpatient referrals**

No: 7



Increase nurses' patient facing time. *For example the number of district nurses could be reduced by 15 per cent if the average number of visits increased from 5.6 to 6.6 per day.*



No: 8



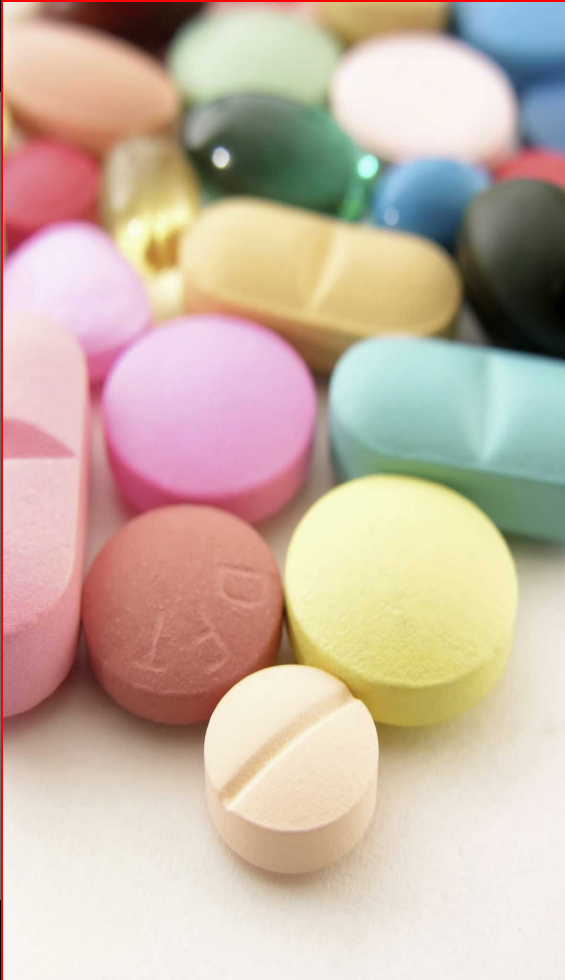
Increase clinical productivity. *The least productive 10 per cent of doctors and nurses see a fifth of the patients seen by the most productive 10 per cent.*

No: 9

Increase the rate of patients treated as day cases. In some specialties, such as gynaecology and breast surgery, the rate could be increased by 40 per cent.



No: 10



Reduce the variation in prescribing by PCTs. *The amount they spend on prescribing per weighted head of population ranges from £85 to £192. If they all moved closer to the average - £151 - they could save £600m a year.*

- .
- .

No: 11



Reduce spending on supplies by £1.9bn. *For example, GP supplies could be 15 per cent cheaper if they used national procurement contracts and the NHS Purchasing and Supply Agency. In some areas of procurement, eg, microfilming and waste, the NHS is paying more than 40 per cent over the odds.*

No: 12



Don't waste NHS space. Spare land and buildings can be sold to make £8.3bn and underused space should be put out of use to save £400m on heating and maintenance. Hot desk more. Cut the square meter to bed ratio.

McKinsey's 12 ideas

**YOU
DECIDE**

You decide