



# Health Credentials

2020



**By supporting all IT, digital and organisational-related change, we aim to be the first choice consultancy and interim resourcing partner for local and central public service organisations - consistently delivering supplier agnostic and vendor neutral solutions to improve services and drive efficiencies for citizens, whilst enhancing and developing our clients' knowledge.**

**Brining together a team of highly experienced digital and ICT consultants, Socitm Advisory works alongside an extensive network of professionals operating at all levels.**

**We aim to deliver positive change that maximises our clients' capabilities.**

By transferring know-how to our clients, we enable them to manage future change with minimal further external support. We have direct experience of cloud-based programme and business analysis software and associated methodologies to help deliver better results faster, at lower risk and with greater cost savings.



## Someone you can trust

### Russ Charlesworth

Director of Health & Social Care

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**A highly experienced transformation specialist, Russ is 'Big 4' trained, as well as being MSP, PRINCE2 and CIMA qualified. He develops and leads complex assignments and has over 30 years' experience within 40+ programmes.**

Among many other projects, over the last seven years he has led high-profile assignments such as: building a business case for endoscopy single speciality estate options development at a teaching hospital; creating a funding application to the UK's largest NHS charity to fund a two-year GP practice transformation; gaining the fastest ever approval for a capital investment case to NHS London for a new community-based Joint Health Service Centre (JHSC) facility; handling a 10-year outsourcing contract for Essex's purpose-built Cancer Treatment Centre.

Additionally, Russ has: been programme manager then programme director of East Sussex County Council's Digital and Agile Working Change programme, which contributed £90m in savings over 10 years from a 5,300-staff, 19-location organisation; supported a refinance pack development and development of a plan to switch 350+ CT, MRI and PET machines within five European-operating subsidiaries from balance sheet to P&L for Alliance Medical Europe.

 Visit Russ' LinkedIn profile [here](#).

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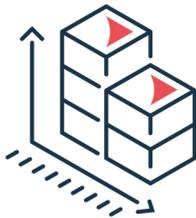
*Seventy years on, the NHS still represents a fantastic example of this country's ambition. Our generation must lead the response to the perfect storm conditions that health and social care now faces. Altered demographics, on-going social inequality and unprecedented technological advances require us to make intelligence decisions. These decisions will provide the single biggest influence on health and social care changes everyone's demanding. **Socitm Advisory** works closely with policy makers and practitioners to help organisations select and deploy trusted, strategic and cost-effective solutions.*

# Our experience

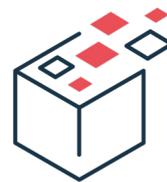
**We have been involved in 25 health and social care customer initiatives over the last eight years.** Our engagements have typically included elements of the following:



Investment and business case management



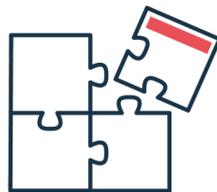
Programme management



Procurement, re-design or implementation of complex clinical services



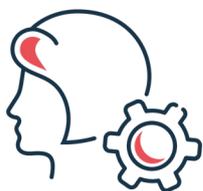
Independent sector provider / NHS deal brokerage



Service integration (e.g. CCGs, CSUs, NHS trust / private sector providers)



Roll-out of national strategic initiatives (e.g. STP, LDR)



Change management and coaching



Digital initiatives, including prevention management and personalised healthcare devices



Market analysis, including regional commissioning PBR negotiation

# Clients we have worked with



## NHS England

### Model re-design

Leading a pilot project to transfer successful web-based GP consultation experience into UCC settings, including summary care record integration, virtual triage, enhanced online system checking and change preparedness support.



## King's College Hospital NHS Foundation Trust

### NHS private patient services development

Retained by one of the largest London teaching hospitals to further develop its services; including the number and type of consultants undertaking private procedures for London and ME patients.



Hertfordshire Community  
NHS Trust

## North Essex and Hertfordshire, HCT and HPT

### NHS estate strategy development, including business case for three new Regional Community Health Hubs

Working across acute, MH, community health and primary care segments, we are delivering five-facet OBC and FBCs for facilities that support new models of health and social care service delivery.



## SCWCSU

### Commissioning Support Unit - Customer benefits realisation review

We helped executive and programme delivery teams recognise that change and benefits delivery needed to become a core, differentiating competence of the CSU to generate new income streams.



## Mind BLMK, SCWCSU

Strategy and transformation programme (SPT) and local digital roadmap (LDR) development

Working across 11 acute, MH and community trusts, five councils, primary care providers and an IT shared services provider, we developed a three-year digital strategy, suggested best practice designs, funding proposals and implementation plans to transform the local health economy and meet NHSE objectives.



## The Hurley Group, Guy's & St Thomas' Charity

Partnering with the NHS for primary care impact

We managed the development of a business case and funding application for the UK's largest healthcare charity funding committee. Case development of a 10-practice, 700,000-patient GP transformation programme, including liaison with CCG clinical leads, used of funds, supporting evidence as to how new digital solutions assist in accelerating patients online, identification working practice change and capacity reallocation.



## London Borough of Croydon Council, Staffordshire County Council

Better Care Fund and integrated commissioning

Supported the SROs for the Better Care Fund and integrated commissioning, linking health and social care in new integrated commissioning structures across local government bodies and CCGs. Underpinning this was the establishment of a number of s.75 agreements and significant partnership work to develop shared understanding.



**Bedfordshire**  
Clinical Commissioning Group

## **NHS Bedfordshire Clinical Commissioning Group**

### Clinical Commissioning Group (CCG) re-prioritisation of IT spend

Worked with finance leads to re-prioritise regional GPIT investment and gain clinical support for new community services re-design following FY16/17 'correction' settlement to address previous financial deficits.



## **Royal Borough of Windsor & Maidenhead**

### Outcome-based commissioning

Helped develop ground-breaking approaches for implementing outcome-based commissioning on an integrated basis across health and adult social care delivery for over 65s. Work further developed the model launched in Wiltshire to help evidence how providers can increase independence and positive outcomes for customers while reducing long-term costs for health organisations and local authorities.



## **King's College Hospital NHS Foundation Trust**

### Acute Service Line business case

Created an endoscopy single speciality day care business case for an NHS teaching hospital to respond to 50 to 55-year old male routine bowel screening changed from April 2016. Extended to include a review of referral management ahead of new foetal medicine unit launch.



**Southwark**  
Clinical Commissioning Group

## **NHS Southwark Clinical Commissioning Group**

### New commissioning contract support

Produced the financial model and bid strategy for a £10m+ winning bid for Community Dermatological Services for a three-year contract in south east London boroughs.



## Royal Borough of Windsor & Maidenhead, West Sussex County Council, Wokingham Borough Council

### Better Care Fund and integrated commissioning

Supported county councils and their health partners to develop strategies for physical disability, carers support and frail elderly. Led a workgroup of unitary authorities and their health partners to re-provision high needs individuals to comply with the Winterbourne Review requirements. Developed market position statements with and for councils, involving consultation with CCGs, providers, staff and user groups.



## Association of Directors of Adult Social Services

### National Care Funding Calculator

Supported the National Project Manager in the development of this national tool with support of all nine English regions. The tool is based on national cost research in collaboration with authorities and providers, and delivers a guide price based on individual service user needs. To date, the tool has delivered savings in excess of £65m for authorities in London, South West, West Midlands and East Midlands regions. A version of use with childrens services has since been deployed by iESE.



## Association of Directors of Adult Social Services

### Efficiency framework

Working with ADASS at national level, we helped to develop the 'Efficiency Framework' as defined by adult social care directors, into an interactive, web-based tool. The tool sets out what efficient adult social care delivery looks like, and is supported by proposed metrics and examples of good practice. The work required close collaboration with the Department of Health, the Social Care Institute for Excellence, the Local Government Association and ADASS.



V O D G

C&C  
where inspiration lives

living  
dying Well

## English Community Care Association, Voluntary Organisations Disability Group, Central & Cevil, Living Well Dying Well

Private and voluntary sector providers

Provided advisory services including policies review for a care home group, business development and support for a voluntary organisation in their bid for council-owned land for community development, strategy and business development advice for a charitable organisation offering end of life care, care funding insight for LD providers, prepaid card use investigation for local authorities, and delivery of care funding calculator training of voluntary sector providers.



NHS  
Property  
Services

NHS  
England  
London Region

## Enfield Council, NHS Property Services, NHS London, North Central London PCT

Business and investment case delivery

Reporting to the group CFO, we developed a full business and capital investment case in conjunction with a London borough, PCT commissioners and legal advisers to develop a community-based joint service centre incorporating a GP practice, community dental services, day case facilities, community hall and library. Also led and delivered 23 disposal options appraisals and business cases for surplus NHS property and land across north London to the newly formed NHS Property Services.



NHS  
Mid Essex  
Clinical Commissioning Group

## BTUH, NHS Essex

Major outsourcing contract

Supporting the commercial director and CFO, we led the outsourced contracting process for a major Cancer Treatment Centre. Work included forensic understanding of market supply, demand, pricing, costs and margins. Delivery included assembling legal and procurement opinion, and case recommendation production for board appraisals and approval purposes.



**Local Government Association**

Shared services model options appraisals

Ran a national review of shared service solutions for Adult Social Care. Scope included high-level requirements analysis, consultation with 20+ local authorities, 10+ care providers, registered charities and industry bodies, investment case, soft market testing, solution design, features prioritisation, enterprise system integration including case management, finance and personalisation variants.



**Circle Health**

Private hospital group cost improvement

Supported the CFO of a private hospital group with operating cost reduction options development, appraisal, recommendations and implementation programme and mobilisation/transition support.



**Circle Health Bath, BMI Swansea, NHS North Bristol, NHS Maidstone, 5 LIFT Schemes**

Healthcare facility funding

Awarded mandate to source equity/debt funding for three new Eire-based private healthcare facilities and senior debt for an NHS Foundation Trust 'buy-back' of an ISTC facility. Full lifecycle hospital and primary hospital and primary care funding projects from OBC to financial lose and lifecycle monitoring.



**Fujitsu**

National Programme for IT (NPfIT)

Advised on programme, contract and service termination options including transition arrangements and commercial settlement.

LUTON &  
DUNSTABLE  
UNIVERSITY  
HOSPITALKing's  
College  
Hospital  
NHS Foundation TrustUniversity Hospitals Bristol  
NHS Foundation TrustImperial College Healthcare  
NHS TrustBarts Health  
NHS TrustMilton Keynes  
University Hospital  
NHS Foundation Trust

## Luton and Dunstable University Hospital, Various NHS Trusts

NHS Trust Private Patient Unit (PPU) services

Prepared business and implementation scenario cases for six NHS Foundation Trust boards in private patient services development, including risk and options appraisals and senior clinical and non-clinical workshop facilitation.



### Improvement

## NHS Improvement (NHSI)

Funding market interpretation

Funding market interpretation of legal opinion on the Health Act (2009) in respect to the NHS Foundation Trust failure regime. The exercise also extended to the 'deed of safeguard' removal for NHS FTs proposed in the Health Act (2012) in relation to impact on covenant strengths, funders perceptions of risk and likely mitigation.



## Get in touch

Would you like to discuss your organisation's technology and change challenges? We'd be delighted to offer our advice, so please get in touch.

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