

<p><b>NHS NORTH CENTRAL LONDON</b></p>	<p><b>BOROUGHES</b> BARNET, CAMDEN, ENFIELD, HARINGEY, ISLINGTON</p> <p><b>WARDS:</b> ALL</p>
<p><b>PRESENTATION TITLE:</b> Financial Management of Acute Contracts (Demand/ contract management)</p>	
<p><b>PRESENTATION OF:</b></p> <p>Simon Currie Interim Director of Contracts NHS North Central London</p>	
<p><b>FOR SUBMISSION TO:</b></p> <p>North Central London Joint Health Overview &amp; Scrutiny Committee</p>	<p><b>MEETING DATE:</b></p> <p><b>22<sup>nd</sup> October 2012</b></p>
<p><b>EXECUTIVE SUMMARY OF PRESENTATION:</b></p> <ul style="list-style-type: none"> <li>• <i>This presentation describes the issues that are relevant to the management of acute contracts from a financial perspective.</i></li> <li>• <i>The presentation provides background information on the acute contracting process including the basis of contract payments, and the annual and monthly contract cycle.</i></li> <li>• <i>The presentation covers the factors that influence expenditure with acute trusts both from a supply perspective and a demand perspective, and the steps that commissioners take to mitigate the financial risk.</i></li> <li>• <i>The demand side perspective covers those factors which are largely external to the trust, such as the referral thresholds and patterns of GPs, the quality of care provided by community based providers such as care homes, patient health factors and patient behaviours. The presentation describes the ways in which commissioners seek to influence demand side factors through focussing on the quality of community service provision, through health promotion (including vaccinations), avoiding acute exacerbations of chronic conditions and through patient education.</i></li> <li>• <i>The supply side perspective covers those factors which an acute trust influences that impact on the level of commissioner expenditure. This includes activity carried out which could be avoided (such as cosmetic surgery), opening up additional capacity/services, and includes pricing factors. The presentation describes the ways in which commissioners seek to influence supply side factors, principally by using contract levers.</i></li> </ul>	
<p><b>Simon Currie</b> <b>Interim Director of Contracts</b> <b>10<sup>th</sup> October 2012</b></p>	