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# Change in Blood Collection Systems across all Trusts in NI

## SITUATION

- Change in Blood Collection Systems across all Trusts in Northern Ireland due to Contract renewal.
- Main aims were to ensure continued "Value for Money" for the Trusts and also ensure improved patient outcomes with the introduction of new higher performance Blood Collection products.
- Over 2,000 end users including every Ward in all hospitals in Northern Ireland, GP surgeries, Treatment rooms in Health Centres and Community Nursing teams.
- Over 11 million Blood tubes and Collection systems used regionally and distributed to over 400 locations by the BSO team at Campsie Warehouse.



## TASK

- Establish strong Partnerships with clear accountability for the introduction of this change given the large scope of end users impacted in both the Primary and Secondary Care sectors
  - Establish clear communication channels to notify this change
  - Respect and support the diverse supply routes and requirements of all service users
  - Challenge current practices and establish trust for the introduction of new innovative solutions
- Links to be established with key BSO teams to ensure seamless transition by respecting constraints and timelines of others.
  - Establish accountability for potential high value residual stock at BSO Campsie Warehouse.
- Develop professional partnerships both internally with various BSO groups and also externally with new supplier.



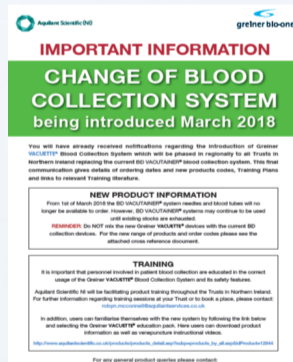
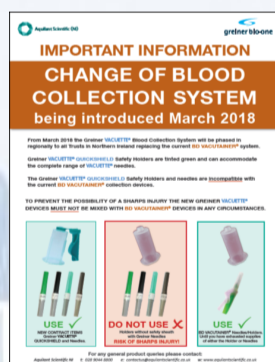
## ACTIONS

Working in Partnership and professional Communication were key attributes to the success and implementation of this project.

- Communication Programme was developed to include notification of Change, key product differences, alerts for end users to deplete current stocks and training links.

## RESULTS

- Seamless switch from one supplier to the other on Go Live date without any supply interruptions to end users
- 10.3% savings attained on the project with £1.1 million of cost savings
- Professional Training Programme rolled out for all end users and introduction of new innovative web based education portal to support ongoing education.
- Accountability for full reimbursement from new supplier for residual stock value at BSO warehouse
  - Disposal of residual stock from previous contract to Overseas Aid
  - Extended Networks, strong professional Partnerships and respect established within BSO teams for future Projects and Change initiatives.



- Over 4,000 flyers distributed by BSO team at Campsie warehouse with deliveries prior to Go Live date to communicate change to end users.
- Notifications and Product Cross Reference table placed on Home page of eProcurement communicating the change and emails sent in advance to all end users who order products on eProcurement
- Worked in partnership with BSO Customer Helpline group who are responsible for GP's to send notification of the change via the GP's intranet and IT systems
- Developed professional and innovative website with the new Supplier to include an education portal containing brochures and videos to educate end users on the new products and blood taking techniques.
- Prior to Go Live daily count down on stock levels at BSO Campsie Warehouse in order to minimise residual stock value

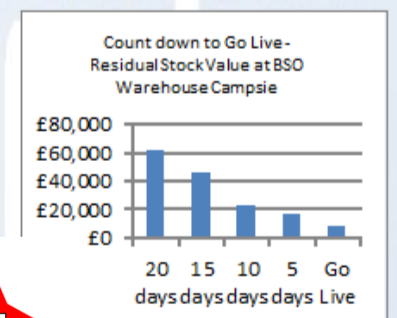
The VACUETTE® Education Pack

[Available in Northern Ireland]

Supporting documents

- Brochures (15)
- Images (2)
- Videos (3)

- Blood Collection techniques Dittman (PDF) - 573 Views
- Blood Culture - SBCS IFU (PDF) - 247 Views



**Over £ 1.1 m Savings**

