

# Case Study: Sheffield Teaching Hospitals NHS Foundation Trust saved £10,500 on Gelling Fibres Product Switch



## Background

The Dressings and Wound Care Options Paper, published by The Shelford Group in January 2018, outlined potential savings for a product switch within the Gelling Fibres Market to the KerraCel brand by Crawford Pharmaceuticals (now KCI). Sheffield Teaching Hospitals, following the guidance in the Options Paper, saw the opportunity to implement a straightforward product switch which would generate further savings.

## Objectives

- Increase savings achieved on Gelling Fibre purchases.
- Maintain product quality and usage levels.
- Ensure that product continues to be clinically acceptable and fit for purpose.

## Process

Meetings took place between the Procurement Department and Tissue Viability Wound Group to discuss support and product implementation. Crawford Pharmaceuticals also supported by presenting to key stakeholders within the trust.

Having taken The Shelford Group recommendations in to consideration, the trust agreed that further evaluations would not be necessary. Instead, they opted to roll out the alternative product on a trial basis whilst providing the opportunity for users to submit feedback. The feedback was regularly reviewed by the trust to ensure that the product met clinical requirements.

## Outcome

Sheffield Teaching Hospitals have been using KerraCel Gelling Fibre since August 2018 and haven't received any complaints, or seen any increases in product usage, during this time.

By switching products, the trust has achieved an annual saving of £10,500 (based on a total annual spend of £19,000). This included sales made by Procurement and Pharmacy. The change also allowed a standardisation of route into the trust.

“ The Implementation was well planned and well supported by Crawford Pharmaceuticals. A poster was produced specific to our requirement and ward to ward training took place. Representatives were flexible in their approach and respectful of clinical staff. ”

## Key Benefits

- High level of support provided by the supplier which allowed for a smooth transition.
- Additional savings achieved without impact to product usage or clinical requirements.
- Trial usage and user feedback allowed for the switch to be implemented without product evaluation by Sheffield Teaching Hospital.

There is a National Pricing Matrix (NPM) available by Crawford for KerraCel Gelling Fibres which provides an opportunity to save a further 10%.

# Contact

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