



NHS Budget Cuts

A Minimally
Invasive
Solution

The ongoing world financial crisis has manifested itself in the NHS by considerable reductions in budgets.



The NHS is expected to make savings of between £15- £20bn over the next 3 years.^①

Will “Front-line services” be protected from the worst of these constraints?

In the context of the ‘New World’ of public financial accountability in the wake of the financial crisis and the MP’s expenses scandal, it is a realistic assumption that the “frontline” NHS will be expected to make every effort to reduce cost without any reduction in the quality of outcomes.

It is into this arena that Elemental Healthcare Ltd introduces its range of cost saving products for Laparoscopic Surgery. We offer equivalent or better products for very significant cost reductions.

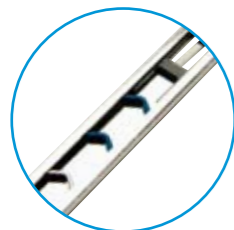
Elemental has one overriding “mission”. It is to use innovation and paradigm-shifting technology to provide equivalent or better products whilst reducing the overall cost of the surgical intervention.



This reduction in cost is achieved primarily by the introduction of reusable elements into a surgical area that currently is dominated by expensive ‘throw-away’ devices. The rationale behind the reusable parts of the products sold by Elemental Healthcare is threefold:

1

Less product to throw away means less cost to the customer.



2

Reusable elements are more durable, higher quality and have better ‘feel’.



3

Less product to throw away means a lower cost of disposal, and a lower cost to the environment through landfill or incineration.



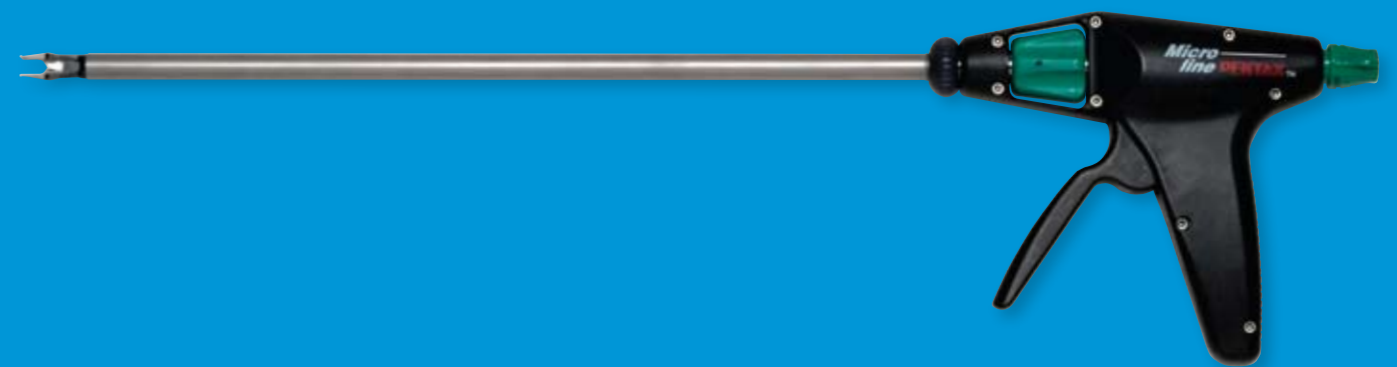
One of the most common Laparoscopic procedure’s performed in the UK is the removal of the Gall-Bladder.

An essential device used in this procedure (Cholecystectomy) is a ‘multi-fire clip-applier’.

It seals the blood vessels and the duct to the Gall-Bladder to allow it to be safely removed. Over 60% of Lap Cholys in the UK use a fully disposable clip applicator at a cost for the device of around £120 ea. The cost of disposal of the used devices to the NHS and to the environment is not known.

Elemental Healthcare sells an almost identical device, made of high grade reusable materials that lasts for hundreds of procedures. It uses a tiny disposable metal cartridge for each operation which costs less than 50% of the cost of a disposable device.

Experience shows that surgeons like this Elemental product and if it were used across the NHS, it would save the tax-payer over £2.8 Million.



Currently approximately 10% of the Cholecystectomy market is with the Elemental semi-reusable clip-applier. Why is the product not used more?

Contract lock-out

Many hospitals in the NHS have a long history of doing business with one of two major suppliers. These suppliers sign the NHS hospitals into deals that require them to purchase a broad basket of products, often at poor discounts, in order to secure a discount on a limited range of products available only from either of the two suppliers. This effectively prevents the NHS from taking advantage of more innovative products or cheaper deals and preserves the “Disposable Only” culture of a large part of the NHS.

“Disposable Only” Culture

Many hospitals in the NHS have chosen to use as much disposable product as possible in the belief that it somehow guarantees better quality and less risk of infection. All NHS Laparoscopic procedures use reusable equipment of one sort or another and this practise has little or no evidence-based data to support it.

Inertia

Often Hospital procurement departments are many steps divorced from the actual usage of product in the theatre suite. The change from one product to a preferred and less expensive one becomes tied-up in long established procedures that slow innovation to the frustration of all parties concerned.

Less product to throw away means a lower cost of disposal, and a lower cost to the environment.

Elemental Healthcare provides a broad range of reusable and semi-reusable products that cut the cost per use over a wide range of laparoscopic products. In this difficult financial period, it is important to make savings for the tax-payer wherever it is safe and prudent to do so. The products from Elemental Healthcare, if applied across the UK healthcare system could save tens of millions of pounds with no reduction in the quality of the outcome or of the operative experience for the surgeon. In many cases, surgeons prefer to use these products.

20x
less waste
by weight

30x
less waste
by volume

LESS
EXPENSIVE!



One years Lap Chole waste from Elemental Healthcare



Waste from 100 Lap Chole's using fully disposable instruments

An NHS University Hospital on the South coast changes to the ML10 reusable multifire clip applier in late 2008.

2009 Clip Applier usage – 550

 2009 cost of ML10 £27,500

 2009 cost equivalent fully Disposable clip applier £68,750

2009 Saving £41,250

A London Hospital changes to YelloPort+, a semi-reusable trocar system in April 2008.

2009 cost of YP+ £15,000

 2009 cost equivalent fully disposable trocar system £55,000

2009 Saving £40,000

YelloPort+ vs Fully Disposable Trocars

Procedures	Disposable Cost	YelloPort+	Saving
100	£21,600.00	£5,640.00	£15,960.00
200	£43,200.00	£11,280.00	£32,040.00
300	£64,800.00	£16,920.00	£47,880.00
400	£86,400.00	£22,560.00	£63,840.00
500	£108,000.00	£28,200.00	£79,800.00

Microline ML10 vs Fully Disposable Clip Appliers

No. Cases per annum	1	100	200	300	400	500	600
Typical Fully Disposable Clip Applier	£120.00	£12,000.00	£24,000.00	£36,000.00	£48,000.00	£60,000.00	£72,000.00
10 Clip Cartridge Usage Cost	£54.00	£5,400.00	£10,800.00	£16,200.00	£21,600.00	£27,000.00	£32,400.00
Saving per annum	£66.00	£6,600.00	£13,200.00	£19,800.00	£26,400.00	£33,000.00	£39,600.00

Improve Quality,
Save Money,
Help the Environment



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