



NHS ENGLAND'S LONG-TERM PLAN

OPPORTUNITIES FOR SWEDISH COMPANIES

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- ▶ The National Health Service (NHS) England recently published its long-term plan, setting out an ambitious path for the years ahead. To deliver on the plan, the NHS will take a personalised and preventive approach to healthcare alongside a focus on major conditions. This will be supported by investment in staff, technology to enable a strong digital shift, as well as funding to secure a sustainable financial path for the future. Key areas of investment outlined in the plan are:
 - Preventive care spending on- primary medical and community health services will be at least 4.5 GBP billion higher in five years.
 - A new investment fund of at least 2.3 GBP billion will enable mental health services to grow faster than the overall NHS budget
 - In the same period, 2.5 million more people will benefit from personal health budgets and new support for managing their own health.
- ▶ Apart from investments, ambitious savings and cost containment plans are also announced in the Plan. NHS England promises every patient the right to online 'digital' GP consultations over the next five years. This is expected to generate an estimated saving of over 1 GBP billion per year in averted expenditure by avoiding up to a third of current outpatient appointments
- ▶ The NHS long-term plan could provide significant opportunities for Swedish companies; however they need to act now. In the plan, NHS England sets out 2019/20 as a transitional year, during which the local NHS and its partners will have the opportunity to shape local implementation for their populations. As a result, companies that establish a presence in the UK will be better placed to support the NHS in achieving its ambitious targets



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NHS ENGLAND'S LONG-TERM PLAN AND OPPORTUNITIES FOR SWEDISH COMPANIES

NHS England recently published its long-term plan in which it sets out an ambitious path for the future. The road ahead presents many opportunities for Swedish companies operating in the UK or thinking about expanding to the UK, particularly as the NHS's places a heavy emphasis of making better use of data and digital technology. The long-term-plan however also sets out significant coordinating issues, specifically in the area of purchasing which might become an obstacle in the future for companies looking to enter the UK. Swedish Companies that act now will be in a better position to support the NHS in its future endeavours.

THE NHS IS THE LARGEST SINGLE-PAYER HEALTH CARE SYSTEM IN THE WORLD

The NHS is the largest single-payer health care system in the world with NHS England being the single largest part of that system. NHS England alone has a turnover of approximately 125 GBP million, serving around 54.3 million people and employing around 1.2 million people.

THE NHS REMAINS A SYSTEM UNDER PRESSURE

Three major trends stand out as potential challenges for the NHS.

As with most developed countries, the UK has an increasingly ageing population. In 2016, UK

citizens aged 65+ increased by 2%, to represent 11.4 million people or 18% of the population in 2017. This and the growing prevalence of chronic diseases has increased the number of patients in health care facilities.

Second, the UK health care system (together with Poland and Sweden) has the worst accessibility among European healthcare systems.

Finally, the UK faces potential workforce shortages from the repercussions of Brexit and closures of facilities due to reorganisation. Workforce shortages has been cited by the King's Fund as "currently the biggest challenge facing the health service".

NHS ENGLAND'S LONG-TERM PLAN SETS OUT AN AMBITIOUS VISION FOR THE FUTURE

The long-term plan is an ambitious attempt to tackle the problems facing the system. The plan sets out three main objectives that it claims will save half a million lives:

1. Making sure everyone gets the best possible start in life
2. Delivering world-class care for major health problems
3. Supporting people to age well.

To deliver on these ambitions, the NHS aims to take a clear, preventive and personalised approach. NHS England will focus on major conditions prevalent in England. Top clinical priorities set out by the plan include: cancer, cardiovascular disease, maternity and neonatal health, mental health, stroke, diabetes and respiratory care. Children and young people's health is also mentioned as particularly important.

The above areas also represent the key areas of investment outlined in the long-term plan:

- ▶ Preventive care spending on primary medical and community health services will be at least 4.5 GBP billion higher in five years
- ▶ A new investment fund of at least 2.3 GBP billion will enable mental health services to grow faster than the overall NHS budget
- ▶ In the same period, 2.5 million more people will benefit from personal health budgets and new support for managing their own health.

Additional areas of investment include NHS staff, an upgrade of the NHS's technology and a strong digital shift, as well as funding to secure a sustainable financial path for the coming years. Notably, digital aspects are in focus with the plan stating that all secondary care providers will become 'fully digitised' by 2024- This includes full implementation of electronic health records.

However, the long-term plan is not just about investments, ambitious savings and cost

containment plans have also been announced. For instance, NHS England has promised that over the next five years, every patient will have the right to online 'digital' GP consultations, with projected estimated savings for the NHS of over 1 GBP billion per year (in averted new expenditure by avoiding up to a third of current outpatient appointments). The plan further promises efficiencies to drive down NHS administrative costs by 700 GBP million by 2023/24.

SIGNIFICANT COORDINATING EFFORTS WILL TAKE PLACE, NOTABLY IN THE AREA OF PURCHASING

To support delivery of the long-term plan, NHS England will implement a new shared operating model and reduce duplication by delegating accountability to shared regional for managing local systems and the providers within them. Through this, NHS England is committing to:

- ▶ An accountability for adopting standards of best practice at Board, Governing Body and local Integrated Care System (ICS) level
- ▶ Improve patient services by improving the quality of the data and information that local systems and providers have access to

By 2022 the centralised NHS procurement organisation - Supply Chain Coordination Limited (SCCL) - aims to:

- ▶ Double the volume of products sourced through it to 80% (NHS England currently spends about 6 GBP billion on hospital consumables each year)
- ▶ Extend the number of nationally contracted products
- ▶ Consolidate the way procurement teams operate

This will enable the organisation to leverage its significant purchasing power to reduce overall expenditure.

Finally, ICSs are given a key role in the plan. Through ICSs, commissioners will make shared

decisions with providers on how to use resources and how to design services and other relevant issues. ICSs will be established across the whole of England from 2021.

THE NHS LONG-TERM PLAN COULD BRING ABOUT SIGNIFICANT OPPORTUNITIES FOR SWEDISH COMPANIES

There are numerous areas outlined in the NHS long-term plan that could present opportunities for Swedish companies. Of particular interest is the area of digitalisation which is central to the plan and an area where Swedish companies are particularly strong. Swedish companies are often world leading in offering both patient facing tools and services, as well as solutions interoperability between different systems. These can be central for the NHS in reaching its ambitious objectives.

Swedish companies that focus on making it in the UK need to act now. In its long-term plan, NHS England sets out 2019/20 as a transitional year during which the local NHS and its partners will have the opportunity to shape local implementation for their populations. Companies that establish a presence in the UK will be better

placed to support the NHS in achieving its ambitious targets.

BUSINESS SWEDEN IS UNIQUELY POSITIONED TO SUPPORT YOUR COMPANY SUCCEED IN THE UK

Business Sweden's health care team has extensive experience of supporting clients entering the UK market. This has enabled us to build strong networks within the NHS.

Some examples of support we have provided include:

- ▶ Supporting a MedTech equipment manufacturer to grow revenues in the UK
- ▶ Assessment of the UK market potential for a large healthcare service provider
- ▶ Public affairs support to position a MedTech manufacturer as best-of-breed and securing deals
- ▶ Sales acceleration support for a manufacturer of orthopaedic implants

To learn more, contact our team to discuss how we can support your company in growing your global sales.

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