

**Drive the Benefits of IM&T
Implementation –
Clinical, Financial, Operational**

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Overview

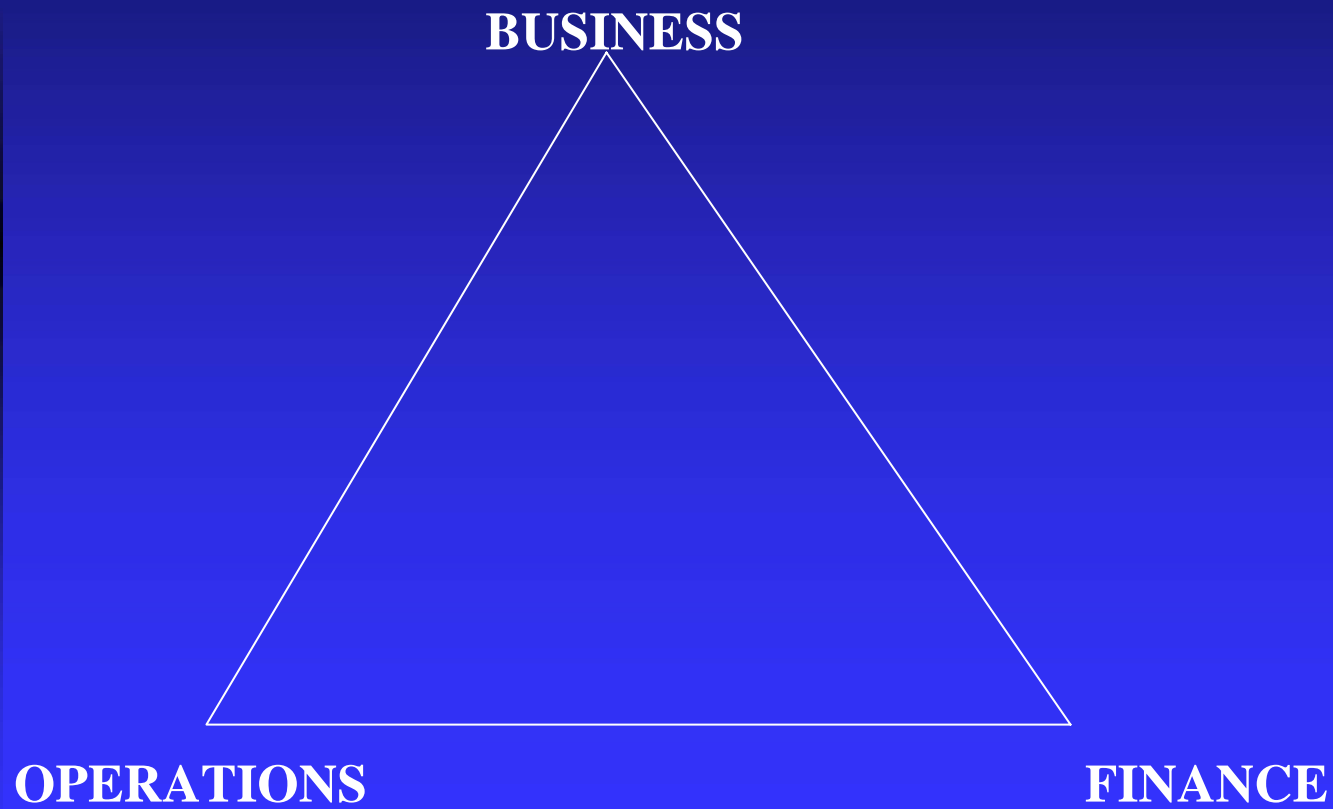
- “IT isn't IT”!
- Real Benefits.
- Build Confidence.
- Keep Cash, Get Cash.

“IT isn’t IT”!

Rule of 3...

- 3rd Date...
- 3rd phrase in sentence...
- 3 Point Triangle of Success...

Rule of 3...



“IT isn’t IT” ...

- IM&T compliments Business Strategy.
 - ◆ Call Centres.
 - ◆ Cheap Flights.
 - ◆ PACS.
- IM&T is not an end in itself.
- Most people don’t understand IM&T anyway – so there is no point speaking the language!

Real Benefits

Real Benefits...

- Next football club for David Beckham?
- NO:
 - ◆ Qualitative – Non-Cash.
 - ◆ Quantitative – Cash.
- Side of A4 and a spreadsheet.

Real Benefits...

- Write them down / Count them.
- Measure them.
- Ensure key stakeholders agree.
- Apply the rule of 3 (Winston Churchill):
 - ◆ Tell them what you're going to do.
 - ◆ Tell them you're doing it.
 - ◆ Tell them you've done it.

It builds confidence and credibility



Build Confidence

Confidence & Credibility

- “IM&T is all Greek to me”.
- “IM&T never delivers”.
- “It’s like flushing money down the toilet”.
- “There are so many failed IT projects”.
- “Look at that NPfIT rubbish!”.

Confidence & Credibility

- Speak many languages (finance, clinical, etc).
- Start small, grow big (acorn theory).
 - ◆ “Every thousand mile journey starts with 1 step”.
- Write Down / Count / Measure.
- *To Succeed, you must risk failure.*
- “Look at that NPfIT rubbish!”
 - ◆ NPfIT should not be the majority of what you do.
 - ◆ Accept it for what it is – move on.

Confidence and Credibility

Strategy.

Communicate.

Deliver.

Keep Cash, Get Cash

Protect Investment

- Deliver projects that make a difference – initially size doesn't matter.
- Show value – write / count / measure.
- Show your baseline value – should you get you revenue budget each year?
- Be corporate – hit CRES, I&E, etc.

Gain Investment

- Clinical link.
 - ◆ Makes being a clinician easier.
 - ◆ Aids research and audit.
 - ◆ Supports new models of care.
- Financial link.
 - ◆ Supports changes to workforce.
 - ◆ Saves Money, redesigns process.
 - ◆ Reduces revenue burden.
- Operational link.
 - ◆ Delivers 18 week solution.
 - ◆ Contracting / Commissioning.
 - ◆ Improves patient experience.

Summary

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- Apply the rule of 3: Clinical, Operational, Finance for the NHS.
- Write down, count and measure benefits.
- Speak many languages – be understood.
- Communicate – early and often!
- Be central to the organisation – not an add on.

Deliver!

Thank you for your time –

ANY QUESTIONS?

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