



CASH

Contenance Assessment Support from HARTMANN

Identifying cost saving potential in Care Homes



Background

The service

PAUL HARTMANN Ltd has provided a Home Delivery Service to Sunderland Teaching Primary Care Trust (TPCT) since 2002. The TPCT services a mostly urban area with a population of over 283,000. The Delivery Service supplies continence products to 4,000 clients, of which 70% are in the Community, 13.5% are in Nursing Homes and 16.5% live in residential accommodation.

Headquarters of Sunderland Teaching PCT



Continence policy

The TPCT policy with regard to the provision of continence pads is up to 5 per client per day. A full range of continence products is available on the Home Delivery Service, dependent upon the patients' needs. Their choice for fixation pants is the MoliPants Soft range, which is HARTMANN's highest quality range of fixation pants. Pull-up products should only be supplied on a short-term basis for toileting programmes.

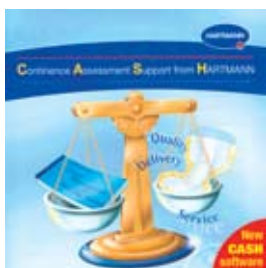
Reasons for the study

The dilemma

Sunderland TPCT was concerned that the cost base in the Care Homes was considerably higher than that in the Community. Many of the clients had not been reassessed for a while and it was felt that continence products (pull-ups especially) were being used inappropriately. They needed to introduce a system to help review current usage whilst ensuring that the most appropriate product is chosen for each Care Home client.

The solution

CASH – Continence Assessment Support from HARTMANN



It can be difficult to assess the total and average void for a client who is incontinent and this is information which is vital in choosing the correct absorbent products. Sunderland TPCT and PAUL HARTMANN Ltd worked in partnership to implement such an initiative; Continence Assessment Support from HARTMANN (CASH). An additional objective was also to reduce the spend on continence pads for the Continence Service.

Implementation

In discussions with the Continence Advisors at the TPCT, the 5 Care Homes with the highest spend were identified and then a programme of pad weighing and its evaluation was carried out in October and November 2008.

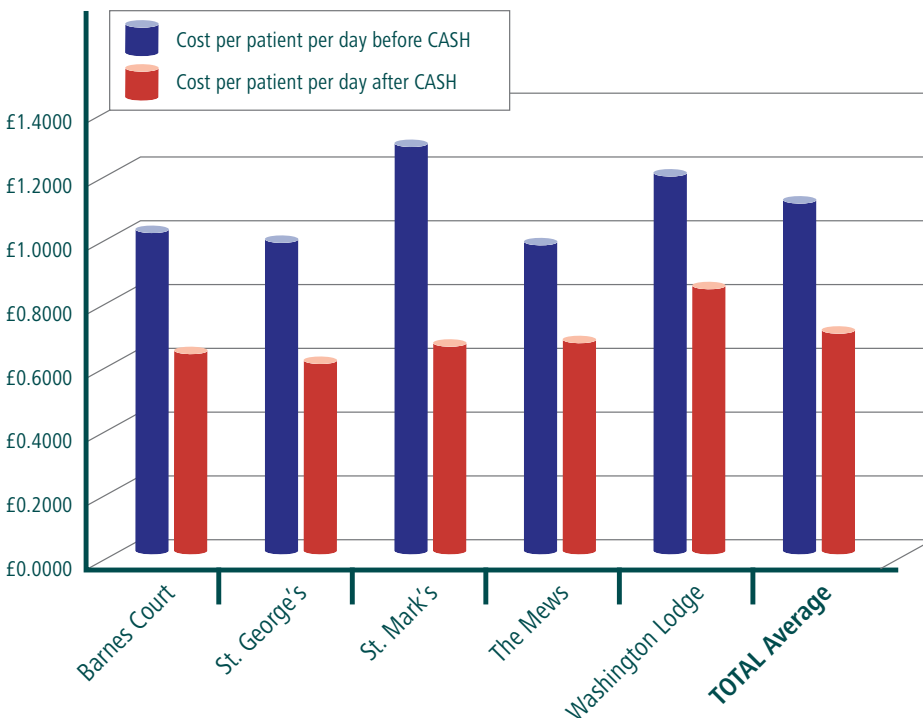
The CASH system operates as follows. Full written instructions and all equipment necessary to carry out the assessments are provided to the Home in order to prepare them for the CASH session. All used products need to be collected by the Care Home staff over a 24 hour period. The products are then weighed individually and other information recorded such as whether or not there was leakage or faecal soiling.

The objective is to provide the optimum product for each client based on their continence needs. It can also help to identify training requirements in the Home. For example, if a lot of product leakage is recorded this would require further investigation.

Results

Sunderland TPCT and PAUL HARTMANN Ltd worked in partnership to evaluate the results. After each CASH session, the data was loaded into a software package. An average and total void for each client assessed was then calculated, and in conjunction with other information recorded, a product recommendation was then made. By implementing the recommended product changes in the 5 Care Homes, a saving of £17,406.85 a year is estimated to be achieved. This equates to a saving of 37.1%.

Impact of pad weigh

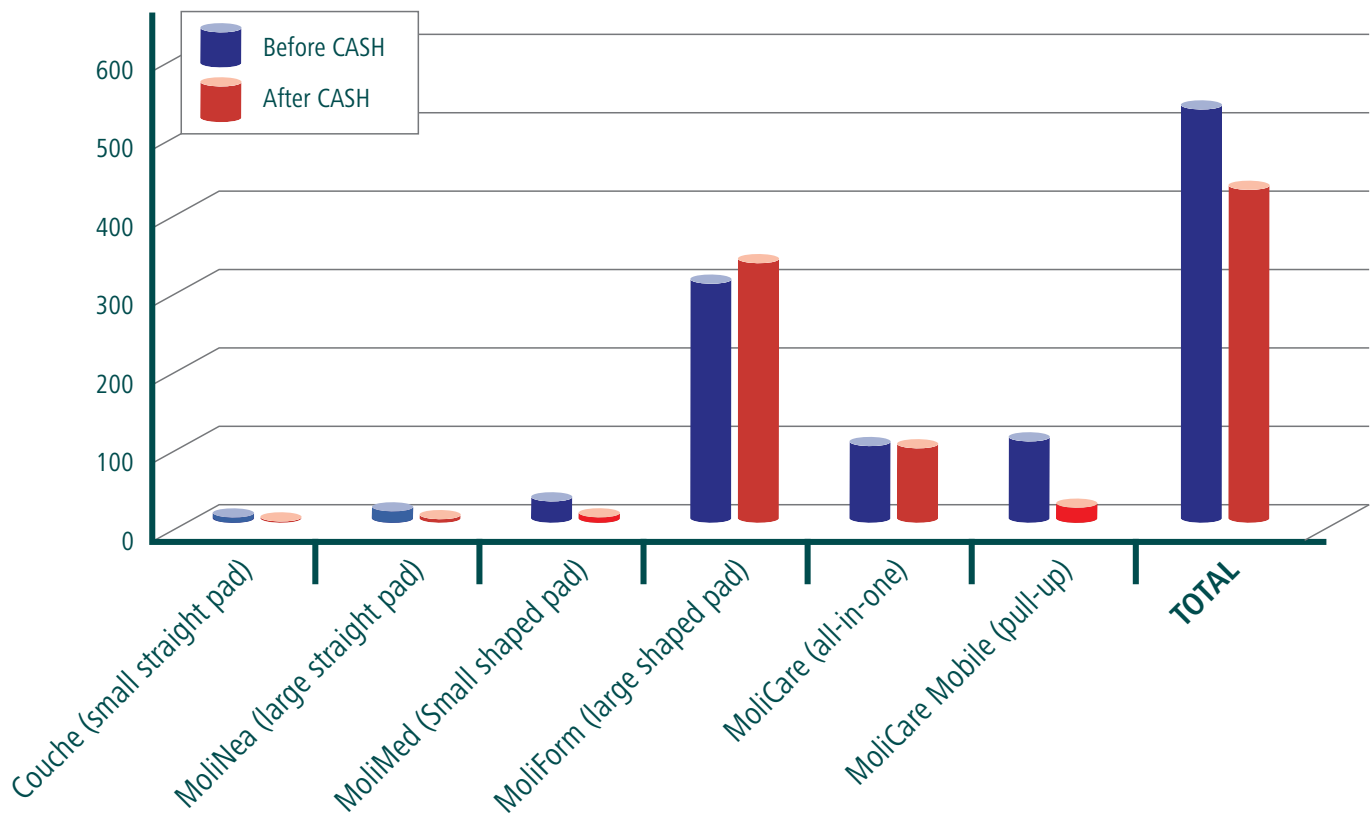


When asked for her opinion on the substantial cost savings made by the CASH projects Jackie Thomas, Contenance Nurse at Sunderland TPCT, said: "The result of the CASH projects in 2008 showed a huge amount of savings, in total this is a sum of £17,500 per year! And you have to bear in mind the CASH sessions were only carried out in 5 Care Homes. Therefore we are planning to continue the HARTMANN CASH sessions in the year 2009 in further Care Homes".

As well as reducing overall product spend, the CASH sessions also identified other areas of concern such as inappropriate use and storage of pads. During the CASH sessions, waist and hip measurements of the patients were noted and compared to the sizing of their current product allocation. Results showed that 56 of 113 patients reviewed were using incorrectly sized all-in-ones, pull-ups or fixation pants.

The CASH sessions enabled these issues to be addressed and lead to an improvement of the patients' care in the Care Homes. As Jackie Thomas comments "The CASH projects help to identify continence product related problems in the Care Homes, like the misuse of products. And this gives us the chance to follow these up and make sure the Care Home staff will receive the right education".

Product type comparison before and after CASH



Conclusion

The successful implementation of CASH into the Home Delivery Service provision from HARTMANN to Sunderland TPCT has resulted in considerable savings for the Continence Service as well as being beneficial to the patients themselves.

When asked for her opinion on the £17,500 savings potential for the Continence Service in Sunderland TPCT Joan Dryden, Senior Clinical Nurse Specialist at Sunderland TPCT, stated that it was "marvellous!" Joan is happy to support future CASH projects in Sunderland and it is hoped that through effective planning and working in partnership to continue these sessions, further benefits will be realised.



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