

**SPIR!T**<sup>®</sup>  
ACCESS

Supporting industry to turn  
vision into value



**David Southern**  
m: +44 (0) 7827 011901  
e: [david.southern@spirit-healthcare.co.uk](mailto:david.southern@spirit-healthcare.co.uk)

# SPIR!T®

Launched in 2009, Spirit's ongoing mission is to deliver real value in healthcare – empowering people to take control of their health, make best use of healthcare resources and utilise new technology. We are delivering it with an approach we call 'Refreshing Healthcare'.



# THE GROUP



**SPIR!T**



## IMPLEMENT

Spirit Implement supports the rest of the Group to practically deliver changes across the NHS



## ACCESS

Spirit Access delivers services to industry through supporting you to create and realise value for you and all your stakeholders



## DIGITAL

Spirit Digital develops platforms that support patients and clinicians to better manage long term conditions



## HEALTHCARE

Spirit Healthcare sells our range of products and services healthcare organisations in the UK and beyond



## CLINICAL

Spirit Clinical delivers healthcare services to the NHS. They run 4 GPs practices in the east midlands, deliver diabetes education to over 30 PCOs nationally and run the UK's first diabetes specialist pharmacy.



# THE GROUP – we are different and we are not just saying it!



## GP PRACTICES

We look after over 22,000 patients in 4 GP practices



## DIABETES EDUCATION

We have trained over 4000 patients with diabetes to better manage their condition



## PATIENT PATHWAYS

We have analysed, restructured and implemented multiple patient pathways



## PRIMARY CARE ORGANISATIONS

We are actively delivering services in over 30 PCO's throughout UK



## DIGITAL SOLUTIONS

We have delivered proven digital solutions in multiple CCGs

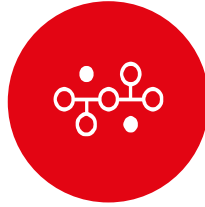


# SPIRIT ACCESS SERVICES



## IMPROVING MARKET ACCESS

Come and sit with us and our clinical colleagues to learn the real needs of patients and develop solutions that add genuine value.



## SIMULATION AND MODELLING

If you need traditional health economic or more sophisticated discrete event simulation? We can help you show the real value of your brands in the patient pathway.



## IMPLEMENTATION

We don't just talk about it we do it. We make change happen in health services every day. Find out how we can do this for your brands.

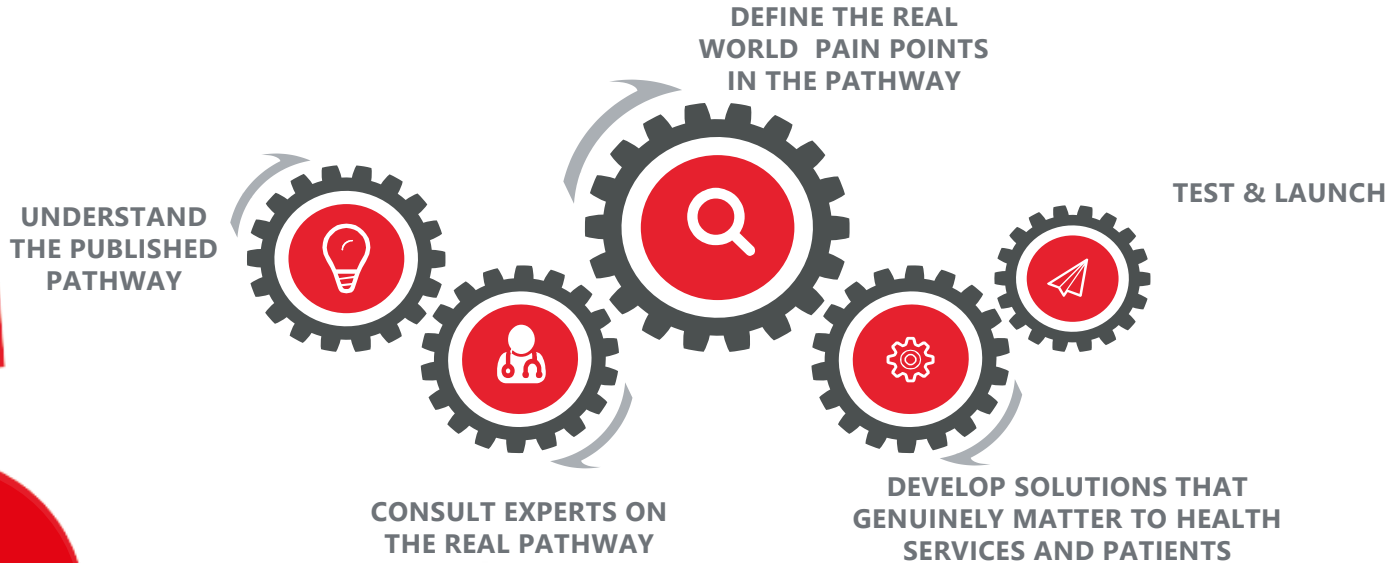


## ANALYSIS

We unpick patient pathways, healthcare data and interview experts to find out exactly what value means to and patients.



# SPIRIT ACCESS IMPROVING MARKET ACCESS



# SPIRIT ACCESS IMPROVING MARKET ACCESS

Come and join us at one of our 'improving market access meetings'

At Spirit Access we are in the brilliant position of having clinical colleagues with in the business which means we have quick and reliable access real world experience of patient pathways



Choose your patient pathway and a date

## MEETING PREPARATION

We

- Research the chosen pathway
- Collect relevant data
- Invite selected experts
- Generate initial ideas for discussion

## IMPROVING MARKET ACCESS MEETING

- Step 1 – Analyse published pathway
- Step 2 – Consult experts on the real pathway
- Step 3 – Identify the problems
- Step 4 – Consider solutions
- Step 5 – Develop action plan

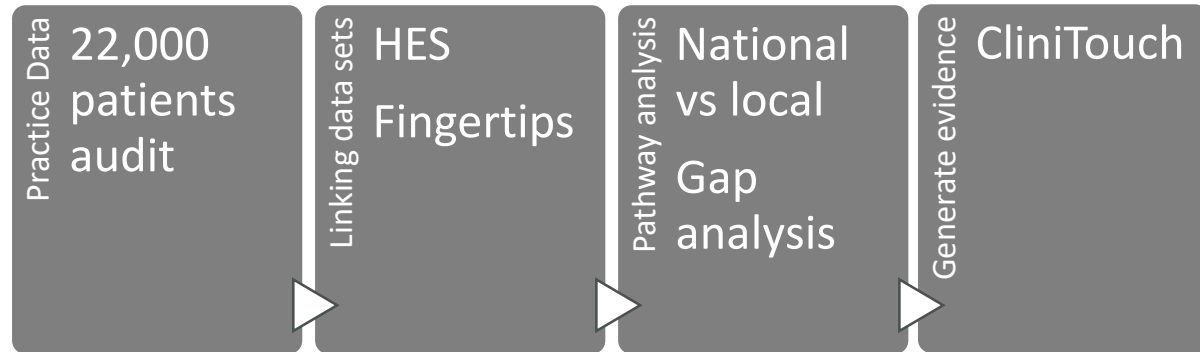
## IMPLEMENT CHANGE

We will work with you to implement the changes identified in the action plan.



# ANALYSIS REAL-WORLD DATA

Understand what is really happening in your pathway: A UK Example





# CREATE AN INTERNATIONAL **CASCADE OF ACTIVITY**

**Analyse data in Spirit Primary  
Care practices**

**Review impact and economics of  
the existing pathway**

**Build a case for change**

**Pilot changes and demonstrate  
real word outcomes in practices**

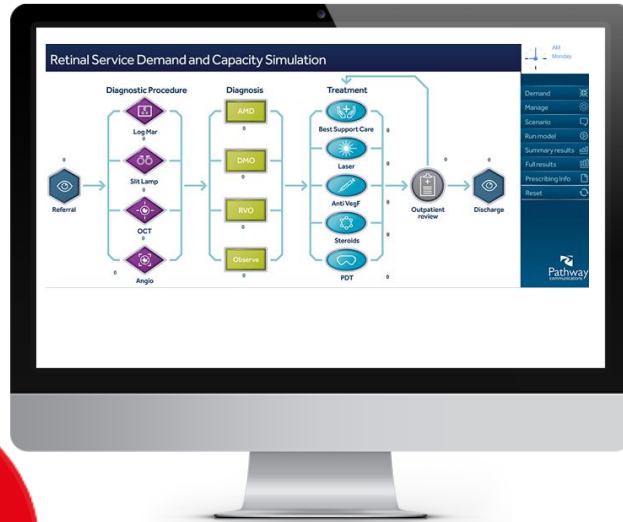
**Roll it out across the UK and  
internationally**



# SIMULATION AND MODELLING

Understand what is really happening in your pathway

## SIMULATION



Where strong data doesn't exist we build discrete event simulations to support organisations in their decision making

Enabling users to accurately reflect reality and predict the impact of change

Adapt the simulation to local situations

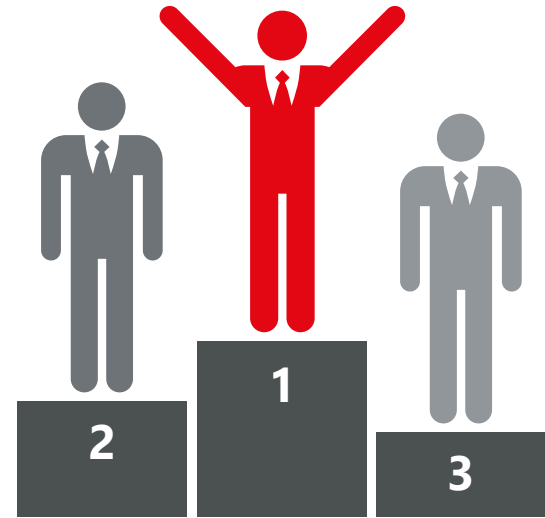
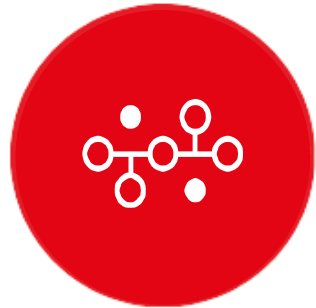
Test the impact of change in the safety of virtual environment

# SIMULATION AND MODELLING

Understand what is really happening in your pathway

## MODELLING

With our in house health economist and expertise we can support you to facilitate local, national and international healthcare decision making.



# SPIRIT IMPLEMENT

We don't just talk about it we do it

## EXPERIENCE

We have over a 100 years healthcare management experience in our team

01

## BENEFIT PATIENTS

Ensure the value of your product reaches the patient

02

## MAKING IT HAPPEN

We work with to implement change in healthcare systems

03

## CHANGE MANAGEMENT

We understand healthcare culture and how to get things done

04

## PUBLISH THE EVIDENCE OF SUCCESS

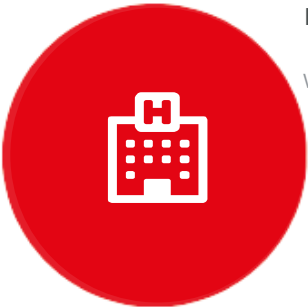
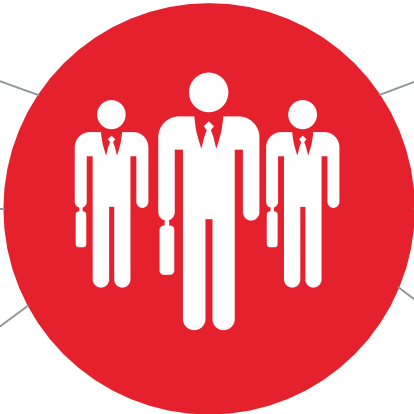
We love to shout about what we have done

05

## BENEFIT HEALTH SERVICES

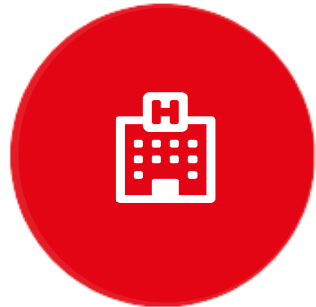
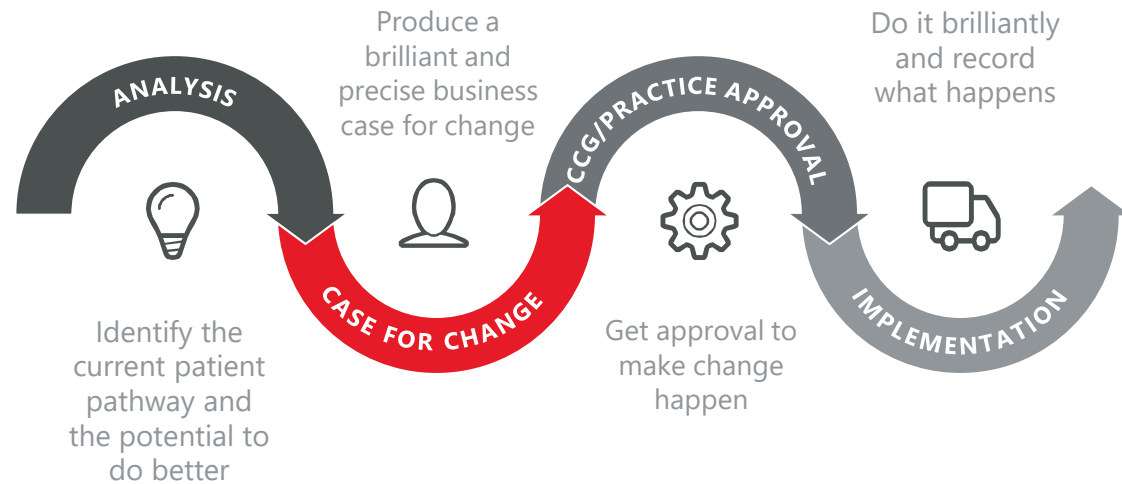
Help health services realise the value of your products

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# SPIRIT ACCESS: THE PROCESS




We implement at a practice level



**GET IN TOUCH  
IF YOU WANT TO KNOW MORE**



**Contact us:**

-  Spirit House, Saffron Way, Leicester, LE2 6UP, UK
-  +44 (0) 7827 011901
-  [David.southern@spirit-healthcare.co.uk](mailto:David.southern@spirit-healthcare.co.uk)

