

Challenges in establishing or expanding an OPAT service

Chief Finance Officer view - talking finances

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Points to consider in developing a strong financial case

- Impact on bottom right-hand corner
 - For your organisation – not just your service
 - For the SYSTEM
- Capital requirements including funding options
- Impact on other targets
 - 4 hour
 - Cancer
 - 18 weeks
- Risks being mitigated
- Non financial benefits eg reduced length of stay, reduced occupancy rates (and can these actually be valued)

Presenting a convincing argument

- Make sure your Finance Business Partner properly understands the proposal
- Examples of what you want to change and why
- Supporting evidence
- Benchmarking – Carter / Model Hospital
- Sign off from aligned / supporting services
- Commissioner support

- Have a Clinician who is involved in delivering the service present the case supported by the management team – not the other way around.