

BLONAY BUSINESS PLANNING DAYS

NHS TRUST LEADERS NEEDING TO CUT COSTS NOT PERFORMANCE A day or half-day off-site/on-site with your team for a **fresh look at the Trust plan** and a **health check on team dynamics**

**Run by an experienced management team workshop facilitator, strategist & cost analyst
who knows NHS Trusts and PbR**

Supported by IT-based interactive tools or business modelling

"What you now need is a way of balancing ... financial performance with quality outputs... health outcomes, patient satisfaction ... to identify where improvements can work together, and to evaluate trade-offs in an informed way" **Jamie MacAlister, "Towards a healthier medical service" Financial Times, 24/09/2009**

You may be facing one or more of these issues:

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- Need to find ways of reducing costs without undermining effectiveness or morale
- Need a clearer vision balancing financial governance with health outcomes and patient satisfaction
- Pressures or conflicts may be affecting team dynamics
- Need more effective ways of planning – and keeping track of plans
- Feel out of touch with staff or patient perspectives

My proposition includes a combination of the following to be agreed:

- Time with you to set the aims of the "day"
- Meeting each member of the team, one-on-one, to understand their perspectives
- Research and data gathering as required, for a financial or business model to help support the discussions on the "day"
- Facilitating some or all of the discussions to meet the agreed aims
- Feedback to you on team dynamics and suggestions for improvements
- A report on the output from the "day", including any agreed actions, milestones and accountabilities
- A follow-up session with you and/or your team later to check progress

Approximate cost (depending on scope): £5000 plus VAT and expenses

My experience

I have been a management consultant for 20 years, 12 years with PricewaterhouseCoopers and 8 years running my own business planning consultancy, often working on performance improvement or cost reduction issues with Boards or management teams. In the last two years, I have worked extensively with NHS Trusts on financial analytics and performance improvement.

Sample feedback I have received from CEOs and senior managers of mid-sized organisations

*"As a result of your involvement, we have sharpened our focus... you demonstrated considerable skill in getting participants in the strategic discussions to identify and make trade-offs and as a result, **a conclusion was reached that all could buy into**"*

*"You brought discipline to our thoughts regarding future strategy. This has led to a re-structuring ... with **excellent results to date**"*

*"Jamie was instrumental in setting up the strategic review process with the Directors of the Company,... conducted himself with the **highest levels of professionalism, integrity and competence** and comes highly recommended"*

*"I believe the **whole day was a huge success** which in part was due to the contribution provided by you and your team"*

*"The meeting was **great fun** and even succeeded in **clearing some of the undercurrents of bad feeling** ... we are now **much more of a team than we were.**"*

*"Jamie showed himself to be not only personable and hard-working, but a skilful facilitator and rapporteur who **focussed participants on the key issues**, and introduced additional resource appropriately".*

Contact

To discuss this further, without committing to anything, please contact me:

Jamie MacAlister, Blonay Business Planning, Phone: 07710 397824

Email: jamie@blonay.co.uk Web: www.blonay.co.uk

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