

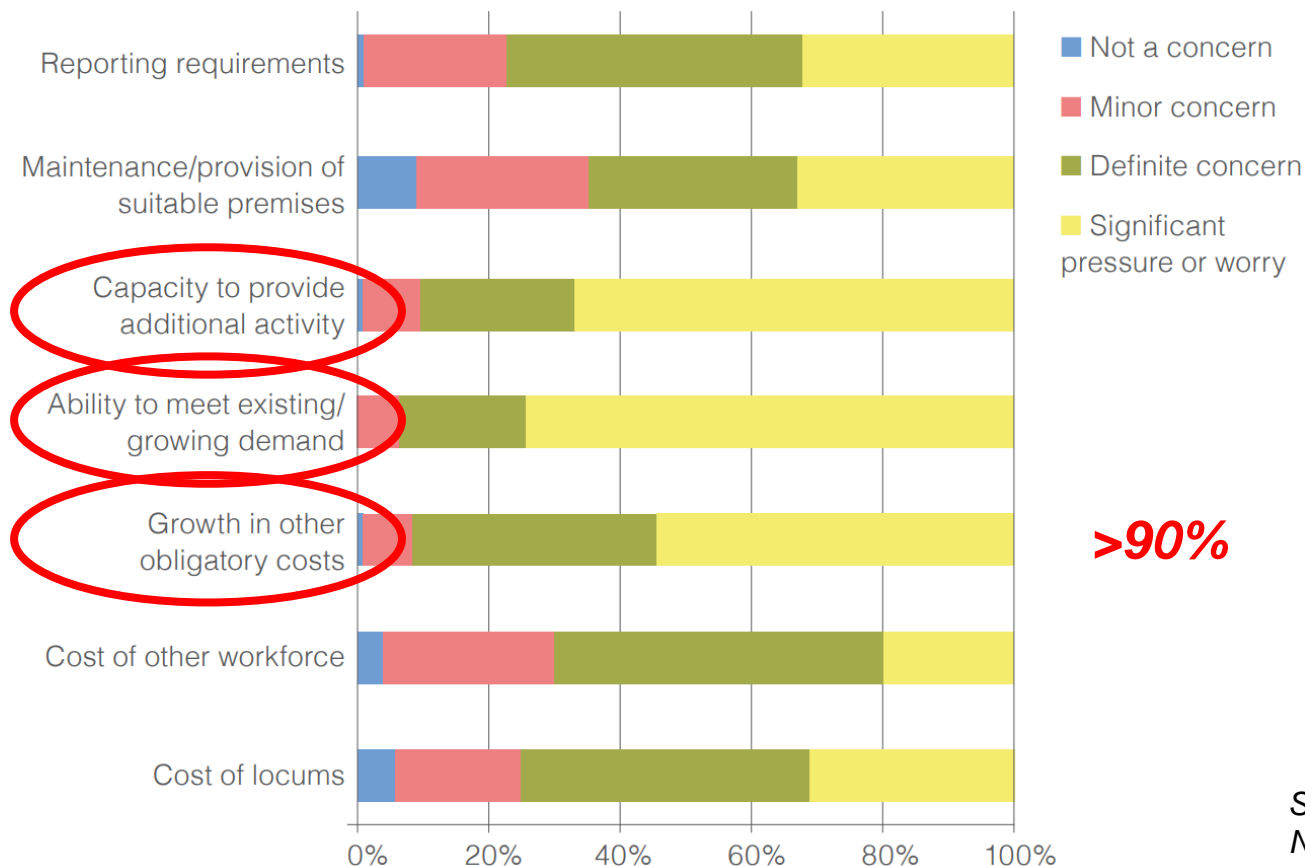
# Has General Practice got the Finance Skills it Needs?

Sam Sherrington – Executive Nurse, NAPC

Jo Parris - Programme Manager, Future-Focused Finance

# Survey findings [1/2]

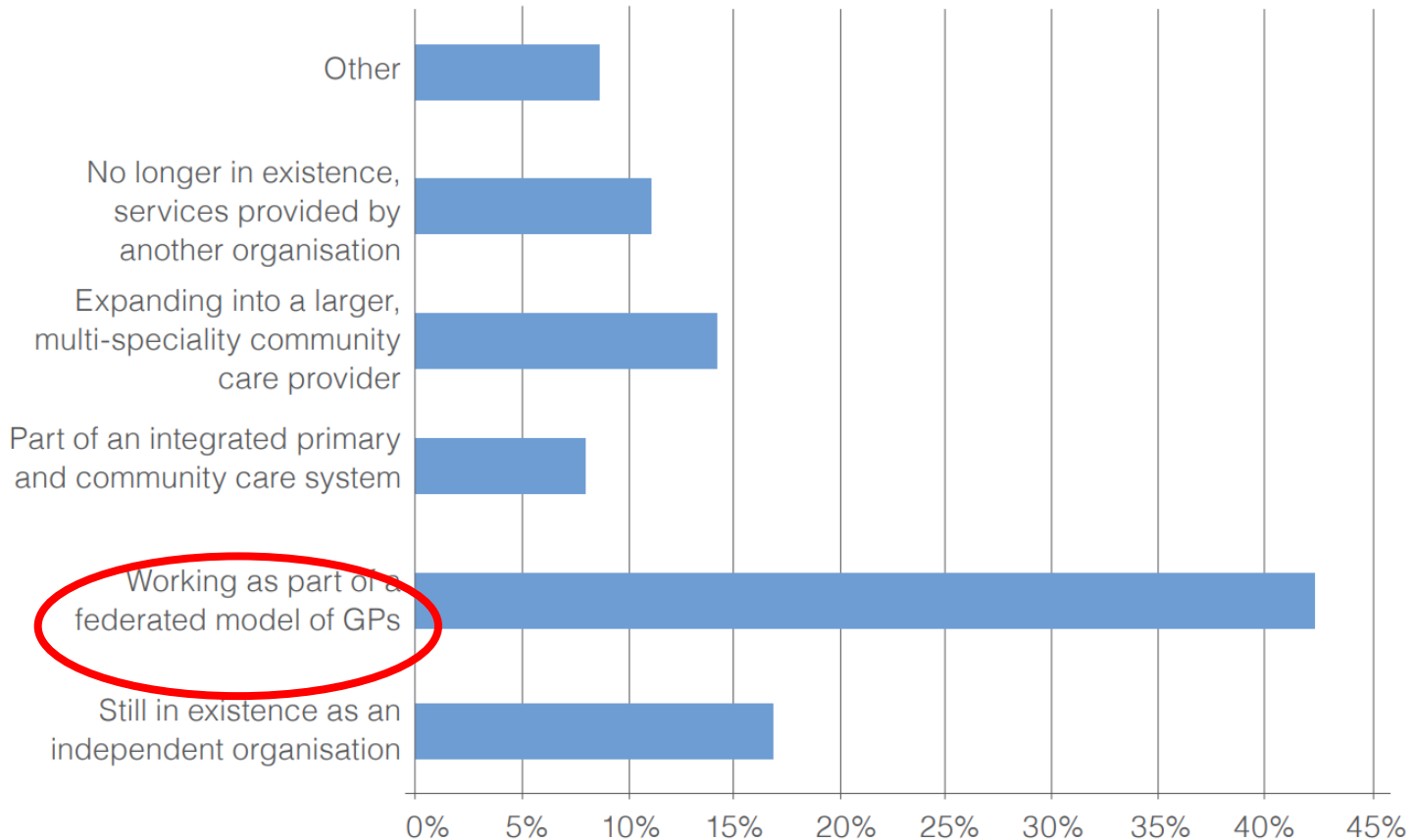
How confident are you in the **financial outlook** for your practice in 2-3 years time.?



Surveys conducted  
Nov 16 and Feb 17  
n=356

# Survey findings [2/2]

Where do you see your practice in five years' time?



Surveys conducted  
Nov 16 and Feb 17  
n=356

## Helping general practice move into the future

- CCGs undertake detailed **capacity planning** for work transferring to primary care and implement governance processes to ensure training and recruitment needs are properly addressed in advance;
- CCGs and/or LMCs proactively engage in discussions with single practices to address their concerns and support them with the strategic planning needed to **join with others**;
- CCGs consider providing **non-recurrent funding**, and professional advice, to support the development of federations and alliances;
- CCGs work with federations and alliances to find the most efficient ways of releasing **back-office savings**;
- Before tendering contracts, commissioners work with federations and alliances to help them **make informed decisions** about bidding for additional work and to minimise the need for subcontracting to individual practices.

## Financial knowledge and support needs

- Organisations contracting with general practice recognise the commercial realities of general practice and ensure payment for additional services is **simplified and aligned** to the underlying cost profile of their delivery;
- Commissioners consider how performance information can be collected centrally from **existing data** sources to minimise the burden on general practice;
- CCGs provide support and appropriate **costing information** to ensure decisions on new pathways are financially robust.

## Strengthening CCG relationships

- CCG primary care teams **review staff knowledge** of primary care contracts and finances and, where necessary, arrange additional training;
- CCGs identify a **named point of contact** for each practice to resolve ad hoc queries and concerns, referring matters on to NHS England only when absolutely necessary;
- Locality meetings have jointly **pre-agreed agendas**, covering strategic and operational matters, to ensure the right attendees;
- CCGs work with general practice to develop mutually beneficial **gain share** arrangements where possible;
- CCG primary care teams **spend time with practices** to understand their specific concerns better.

## Using information better

- CCGs work with practices to interpret data and provide a summary **dashboard of information** relevant to the management of a practice;
- NHS England to urgently look to resolve the **performance issues** with CQRS and PCSE.

# Question to the audience

Which recommendations should we  
prioritise putting into action?



# All recommendations

- Helping General Practice move into the future
- Financial knowledge and support needs
- Strengthening CCG relationships
- Using information better

# How to get involved

To find out how to get involved and  
for further information, please visit:

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