



University Hospitals of Leicester   
NHS Trust



Asteral has made our clinical services more efficient and more sustainable. They have improved the quality of our management data and significantly reduced our costs without compromising on quality or innovation.”

*Darren Turner, General Manager  
(Cardiology - UHL)*

## ASTERAL SELECT CONSUMABLE MANAGEMENT SERVICE

Asteral has the proven capability and capacity to deliver a reliable, efficient, and patient-focussed clinical consumable management service (CMS). Asteral's CMS which forms part of an outsourced managed service can save NHS Trusts up to 30% on their clinical consumable and device expenditure on a vendor-neutral basis.

Asteral has designed its own CMS IT infrastructure to provide integrated procurement, inventory management and procedure-level costings for Cardiology and Interventional Radiology services.

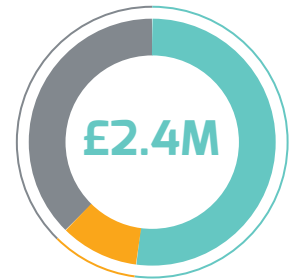
Asteral is one of the largest independent buyers of clinical consumables and devices in the UK and has achieved economies of scale that lead to real procurement savings and cost avoidance for our NHS customers.

Asteral has a catalogue of over 3,000 clinical consumables and devices sourced from 65 suppliers in line with its ethos of vendor-independence and clinical choice. Asteral's CMS dovetails clinical flexibility with operational efficiencies without compromising research and innovation.



### + Asterol Select – CMS Savings (£K)

- + **£1,255K**  
Managed Service & Outsourcing Efficiencies
- + **£254K**  
Cost Avoidance
- + **£898K**  
Procurement Savings & Buying Power



#### LONGSTANDING PARTNERSHIP

Responsible for the Glenfield, General and Royal Infirmary hospitals, University Hospitals of Leicester NHS Trust (UHL) is one of the biggest and busiest NHS Trusts in the country. UHL serves the one million residents of Leicester, Leicestershire and Rutland as well as nationally-recognised specialist services including Cardiology and Interventional Radiology.

Asterol's original contract with UHL was signed in 2003 and was the first vendor-independent managed equipment service (MES) covering the funding, procurement, installation and management of £5M of Radiology and Cardiology equipment. Building upon the savings and efficiencies achieved, the Trust awarded Asterol a second MES in June 2007 for a further £24M of equipment and associated facilities.

#### UNIVERSITY HOSPITALS OF LEICESTER (UHL)

In 2015, as an integrated part of the longstanding managed service at UHL, Asterol launched its innovative CMS. Asterol now manages all the clinical consumables and devices for nine interventional catheter laboratories across UHL and the East Midlands Congenital Heart Centre.

Asterol's CMS ensures that high-quality clinical consumables and devices are provided to the Trust's Interventional Radiology, Interventional Cardiology, and Electrophysiology suites in the right quantities at the right time. This enables UHL's clinical teams to deliver compliant, sustainable, and patient-centric services.

In addition to providing operational efficiencies Asterol's CMS has reduced UHL's consumables and devices spend by 29% compared to the previous year – **a saving of £2.4M.**

Without compromising clinical choice or vendor-led innovation, significant cash savings were achieved through Asterol's:

- procurement expertise and buying power,
- cost avoidance techniques, and
- managed service and outsourcing efficiencies.

## DELIVERING EFFICIENCIES & INNOVATIONS

Asteral's CMS ensures that clinical consumables and devices are provided in the quantities required for UHL's high-quality clinical services to be sustained. The CMS includes full-time on-site stock management staff as well as a complete inventory management system which ensures there is zero stock obsolescence and a reduced on-site stock holding. Asteral's local team is supported by a central procurement and logistics function to further reduce UHL's overheads. As consumables or devices are ordered a synchronous order for replacement stock is automatically generated and the associated cost assigned to the Trust's patient-level costing system (PLICS) increasing efficiency and eliminating stock obsolescence.

### UHL Efficiencies:

- No stock wastage by managing stock expiry.
- Real-time device consumption records.
- Reduced on-site stock and associated storage facilities.
- Reduced re-implantation rates through device lifetime tracking.

Asteral's CMS encourages NHS providers to: explore latest technologies, new products, and participate in clinical trials.

### UHL Innovations:

- Procedure-level costings through handheld scanners.
- Introduction of leadless pacemakers.
- First in UK & Ireland performing Topera<sup>®</sup> FIRMap<sup>®</sup> procedures.
- One of three UK sites performing novel Acutus Medical AcQMap<sup>™</sup> 3D mapping procedures.
- First site in Europe to perform robotic ablation.
- Limited release site for Biosense Webster Carto<sup>®</sup> nMarQ<sup>®</sup>.
- Limited release site for Thermocool SmartTouch<sup>®</sup> SF.
- Training centre for St Jude Medical EnSite<sup>™</sup> Array<sup>™</sup>.
- Limited release site for St Jude Medical EnSite<sup>™</sup> Precision.
- All the cardiac interventional labs have access to integrated OCT co registration.
- Screening centre for Boston Scientific Sub-Q implantable cardioverter-defibrillators.

## UHL ANNUAL PROCEDURE STATS

1,044	Pacemakers
208	Implantable cardioverter-defibrillators (ICD)
108	Cardiac resynchronisation therapy pacemakers (CRT-P)
186	Cardiac resynchronisation therapy defibrillators (CRT-D)
130	Transcatheter aortic valve implantations (TAVI) both apical and trans-femoral
3,500+	Percutaneous coronary interventions (PCI)





**Asteral Head Office**  
Units 4-6, Ely Road,  
Theale Commercial Estate,  
Theale, Reading,  
RG7 4BQ

Asteral has successfully integrated consumable and device management as an innovative option within its market-leading managed service: **Asteral Select**.

#### CONTACT

Discover even more reasons to choose **Asteral Select** by contacting us today:



**0118 900 8000**



**info@asteral.com**



**www.asteral.com**