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emis health



emis care



emis group



Patient



egton

# Why is there a need for change?

## *Key challenges facing primary care*



Ageing Population



Increasingly complex patient diagnosis



Increase in Population Growth



Changing user expectations



Slower than required growth of healthcare professionals

- **Increase in GP consultations** from 260,000,000 to 360,000,000 per year in last 10 years
- **Increase in clinical workload in general practice of over 40% since 2008**

# 2018/19 commitments

NHS Mandate, GMS Contract and National Information Board

**30%**

of your patient population signed up for GP online services  
Practices <10% must work with NHSE/CCGs to ensure they reach at least 10%

**'A contractor must promote and offer to its registered patients, in circumstances where the medical records of its registered patients are held on the contractor's computerised clinical systems, the facility for any such patient to access online all information from the patient's medical record which is held in coded form.'**

## Three key online services offered to patients




# Nursing appointments


## Scenarios – releasing time




### Long Term Condition patient has a future nursing appointment for 4 weeks time




The appointment is not enabled to book online, therefore reception staff made the booking



20 minute appointment made up of 2 consecutive 10 minutes



Patient wishes to book GP appointment for that week – he is unable to do so if configuration is set to 1 or 2 appointments bookable regardless or not if the nursing appointment not being available for online booking



Amend configuration within the clinical system this will allow patients to book more appointments

# Nursing appointments

## Scenarios reducing DNA's COST

- 21 year old – Asthma review appointment on Friday
- Realised 9pm on Thursday she could not attend because of additional work commitments

### Without online access

- Rings at 8am on Friday, in long queue/constantly engaged
- Patient gives up

**= DNA**

### With online access

- Appointment was made by reception staff as not made available for online access
- Cancels the appointment via her online app

**= NO DNA**

# Savings ALERT

\*based upon POMI utilisation appts/repeat meds only – 2 mins per transaction

**Woolton House Medical Centre** extra resource required - at least 495 hours annually

**Grassendale** extra resource required – at least 300 hours annually

*Did you know, these practices would need to recruit more staff without their current online services?*

**Brownlow Group Practice** extra resource required - at least 330 hours annually



Microsoft Excel  
Worksheet



# How to promote GP Online Services To your patients



# What to ask patients

Do you use the internet?

Do you have a smart phone?

Would you like to book your appointment online?

Did you know you can get test results online?

Would you like to do your repeat prescriptions online?

Do you have someone that can help you get online?

Did you know you can find out what immunisations you've had online?

Do you know anyone using GP online services?

Would you benefit from using online services?

# Increasing online registrations case study

## JUBILEE MEDICAL CENTRE | NHS LIVERPOOL CCG

### Key success factors

- Persevere! We've been promoting online registration for many years. Receptionists are key; we have been lucky enough to have a team that understand the benefits to patients of online access and take opportunity to promote online access during every patient encounter.
- Incorporated issuing new patients with a pin for online access in to our new patient registration protocol
- Text patients to remind them to activate their online account.
- Target patients with chronic diseases 48 before they have booked appointments - invite them to join by text, and have their pin set up when they book in to reception.

- **Reduction in phone calls and visits to the** Target patients with chronic diseases 48 before they have booked appointments - invite them to join by text, and have their pin set up when they book in to reception.
- Make appointments available online before they become available to be booked in person (our embargoed appointments release at 6:30 evening before for online booking, patients ringing won't be able to book those appointments until 08:00 the following morning
- Target patients on repeat medications, who can request prescriptions online instead of coming in to the surgery

Practice number

**N82083**

April 2018 =

**66.3 %**

No. patients = 8,674  
Deprivation Level 2

Region = North

# Increasing Online Registrations case study

## Newgate Medical Group | Bassetlaw CCG

### Key success factors

- All PPG Members and Staff registered for online services - used app for mobiles/tablets as well as computers
- Involved PPG Group
  - PPG Group promoted in reception during clinic times
    - Promotion of app as well as website
    - Awareness of the content of the patient online leaflets
    - Distribution of patient online leaflets
  - Dependency
    - one member of staff dedicated to support registrations if required
    - Ensure promotional material is replenished

### April 2016

- 3.8% (1197) Patients Registered for one or more online services
- leaving a short fall of 1,819 Patients

### Feb 2018

- 20% - over 6,000 Patients Registered

April 2016 = 3.8%

April 2017 = 14.0%

Feb 2018 = 20%

No. Patients = 30,282

Deprivation scale = 2

No. Patients >75 years = 11.0 %

# Increasing Utilisation

Over 150 high level case studies across the country have been carried out, including over 80 in the North, hints to increase utilisation include:

- Release appointments equally to all access channels – some practices release a few earlier for online patients to include the channel shift – a patient telephoning or visiting a practice should have the same appointments available to them as an online patient and vica-versa
- Cease taking repeat prescription requests over the telephone as per MDU's guidance; it maybe some Practices will find their Indemnities do not cover them for taking repeat medication requests over telephone/answer phone
- Encourage LTC patients to use online services for monitoring their condition by accessing their test results – target patients who regularly need this information
- Release Flu Clinic appointments/specific clinic appointments online
- Patients can cancel any appointment online regardless if it is enabled for online – inform patients in DNA letters that this is an option

## Key success factors

### **Appointed an apprentice as “POL Champion”**

- Spends 1 hour per day in the waiting room
- Targets patients with smart/mobile phones
- Front desk staff — “spot the mobile phone user”!
- Show patients how to access system on phone and signs up at same time where possible
- Opportunistic – make most of engagement events/flu clinics etc

# Making the most of FREE promotional materials



**Less time in waiting rooms**  
**Less time on hold**

**CCGs and practices all over the country are making use of the free to order promotional materials.**

**Others ways of reminding patients about GP online services:**

- Text reminder (include on appt text)
- Email reminder
- Prompts on the website
- Prompts on new patient registration forms
- Messages on the waiting room screen
- On letter headers/footers
- In a newsletter

# Practice Online Data in the Public Domain – Power BI



## Patient online management information (POMI)

Online services by practice



1) Select reporting period

2) Search for your GP practice

31 May 2017

All

Your practice's clinical system is supplied by:

EMIS

Which online services are offered by my practice?

Appointment booking/cancellation:

Yes

Repeat prescription ordering:

Yes

View detailed coded record:

Yes

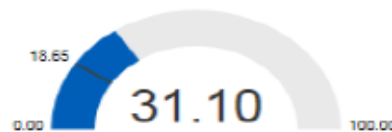
What percentage of patients are registered to use these services at my practice?

Appointment booking/cancellation:

Black lines represent overall England figures



Repeat prescription ordering:



View detailed coded record:



How many times were the services used this month?

● Number of times online appointment booking/cancellation used, ● Number of times online repeat prescription ordering used, ● Number of times online detailed coded record view used,







# Patient Access



## New and Improved Patient Access Launching **May 2018**



### Patient registration supported by

- In-Practice promotion (poster, flyers, content for GP practice tv screens)
- Patient emails and SMS
- National and Regional PR and promotions



**4,500 +**

Practices and growing



**4.8M** patients per month using Patient Access

# Overview

## Features & Benefits



Free to all GP practices using EMIS Web.



Control what you share with feature-rich care record sharing



Easy configuration ensures you're in line with GMS contract requirements



Saves time for busy clinicians and reception staff



Empower patients to become a partner in their own care with Apple HealthKit integration



Easily keep up to date with secure two-way messaging between clinicians and patients.

## Efficiency you can see

Patient Access allows clinicians to be more efficient in providing care, while patients are quickly able to receive the help they need without having to travel to the practice.

Reduce long reception  
Telephone queues

Appointments can also  
Be cancelled online

Availability  
24-hours a day

# Patient Empowerment

With Patient Access, you can change how your patients approach their care. Patients can view their medical record and keep track of their conditions, allowing them to gain a deeper understanding of their wellbeing.



## New & Improved Features and Benefits for patients

- Book face-to-face or remote appointments with their GP, nurse or clinician at the click of a button
- Request repeat medication with automated delivery of prescription to preferred pharmacy
- Message their GP Practice from within Patient Access
- Keep track of their medical records, including problems, test results, immunisations and allergies
- Securely share their information with healthcare professionals outside your practice
- Act as a proxy for their dependent(s)



**Patient Access**

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