

Best Practices –The Christie NHS Foundation Trust: Baxter Partnership

Mike Oliver

President Baxter Canada



Background

- The Christie NHS Foundation Trust treats more than 40,000 cancer patients a year
- For 18 years Baxter has been in partnership with The Christie for the provision of its chemotherapy for delivery to the main hospital site and a number of separate Christie community based clinics in the region
- Clear objectives of the partnership focused on improving the patient experience, reducing drug wastage and reallocation of pharmacy workload to allow great patient focused activity
- Result; a onsite “delivery hub” service model to hold and release the chemotherapy dose upon notification

The Christie Hospital Joint Venture



Factors that led to our partnership

- Capacity issues
- Limited access to capital investment
- Increasing standards requirements for aseptic facilities
- Patient Safety initiatives
- Development of new therapies adding complexity to the product mix
- Increasing patient waiting times

Baxter Solutions

- Just-in-time compounding
- Baxter Hub
 - Baxter staff located on the treatment floor fully integrated
 - Follow the patient into the clinics (The Christie Franchise)
- Follow the patients to their home with Baxter@Home

Impact for the Christie

- 90% of oncology drugs prepared by BAXTER
- Pharmacists can spend more time with patients
- \$800K savings a year (waste management)
- Reduced patient wait time (95% commitment product is delivered in less than 2.5 hrs)

The Christie Hospital Joint Venture – Strategic Partnership

Strategic Relationships

Customer Strategic Imperatives



- Leading cancer care (48 clinical trials)
- Deliver the right drugs to the right patients
- Servicing 80% of patients 'close to home'
- Strengthen clinical pharmacy practice
- Efficiency and patient satisfaction

Baxter Solutions

- Just in time compounding
- Baxter Hub
 - Baxter staff located on the treatment floor fully integrated with the nursing team
 - Cold chain management
 - 37 days stability data allows for dose management
 - Follow the patient into the clinics (The Christie Franchise)
- Follow the patients to their home with the Willow

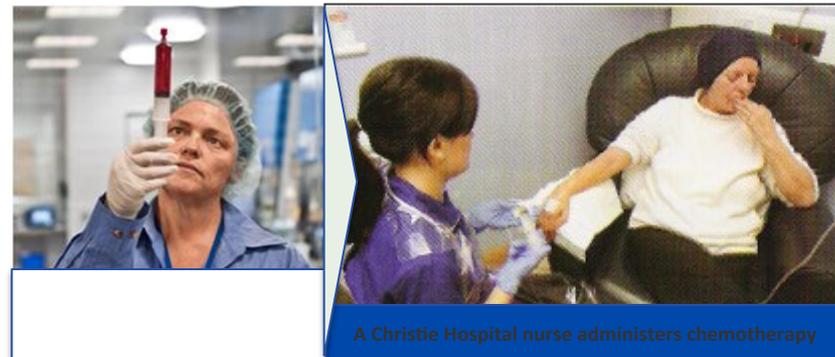
Business Impact

- The Christie
 - 90% of oncology drugs prepared by BAXTER
 - Pharmacists can spend more time with patients
 - \$800K savings a year (waste management)
 - Reduced patient wait time (95% of product is delivered in less than 2.5hrs)
- 19 year relationship
- Baxter as preferred provider
- 88K doses a year



Ownership of the Supply Chain

- One in five doses of Roche's breast cancer drug Herceptin is Baxter compounded (UK market)



- NHS cannot afford to invest in its own high tech compounding capability
- Baxter provides NHS with mAb's with extended stability data (37days vs. 24hrs) driving significant savings (eliminating waste)
- Baxter becomes the preferred partner for compounding mAbs (Branded or BioSimilarars)

