

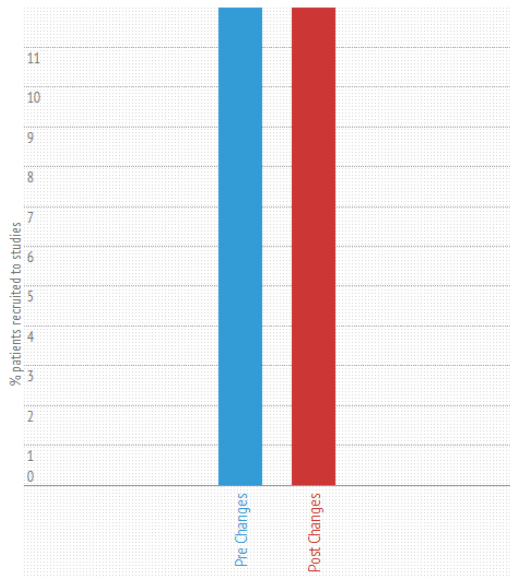
Salford Analysis

North West DeNDRoN Leaner Working Project

Following the implementation of clinic recruitment pre-screening



% patients recruited to Salford MS Genetics clinic, pre and post Leaner Working changes



The graph to the left shows that, despite reducing the time staff spent in clinic, the % of recruits still remained the same, at a rate of 12%.

This therefore shows that the ways of working leaner, i.e. the Network's move to pre-screening clinics rather than embedding staff in clinics, still allowed the Network to maintain its recruitment levels.

The data below shows a comparison of the Salford MS Genetics clinic before and after the changes made. The figures demonstrate that the number time spent in clinic has reduced, and consequently cost savings have been made, cost per recruit has reduced and yet recruitment has been maintained.

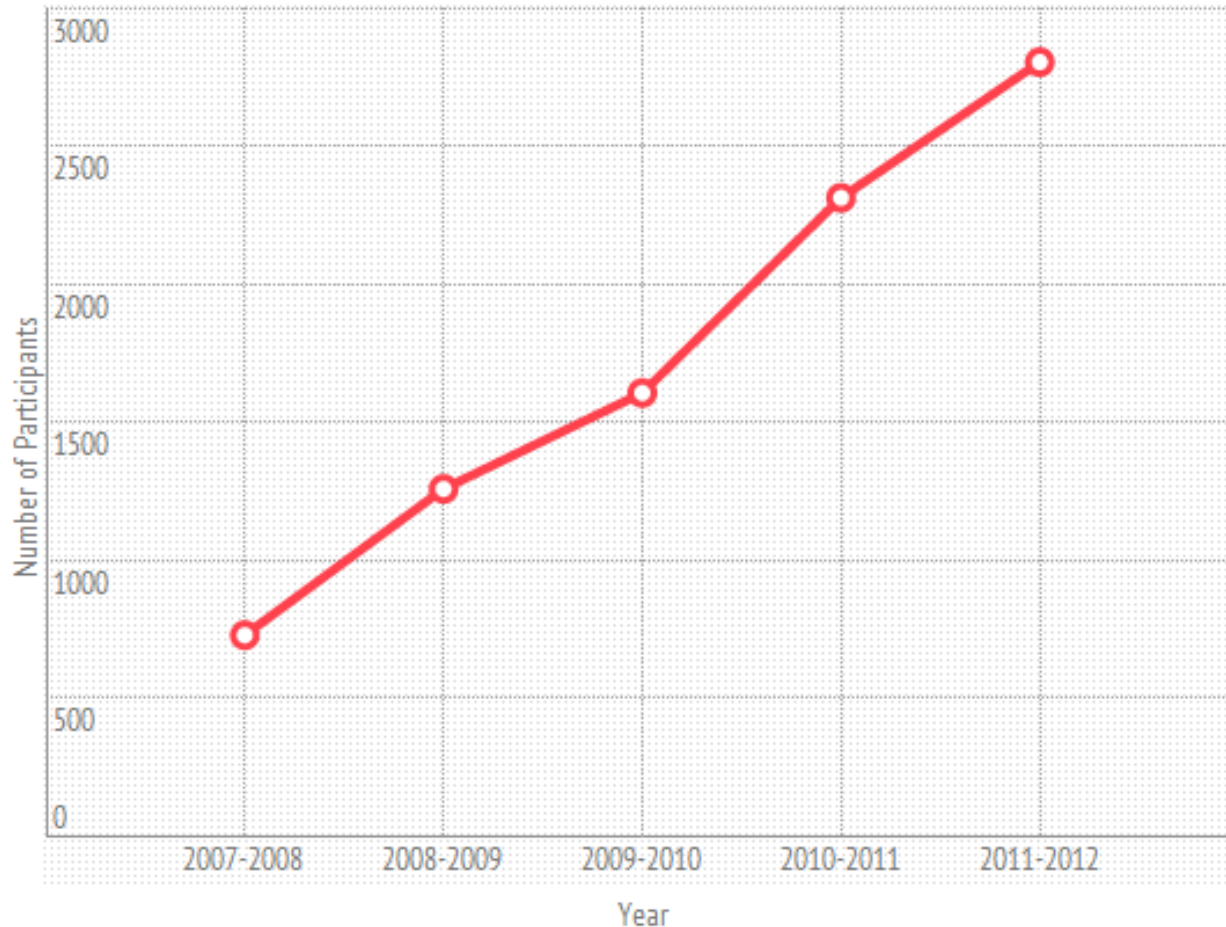
Salford MS Gen clinics Pre Changes (Jan – Apr 2012)

Number of clinics	10
Total time on this clinic (hrs)	96.50
Total cost	2302.50
Average time to recruit	2.54
Average cost of each recruit	60.59
Number of screens	319
Number of recruits	38

Salford MS Gen clinics Post Changes (Apr – Jul 2012)

Number of clinics	10
Total time on this clinic (hrs)	43.00
Total cost of clinic	1117.50
Average time to recruit	1.65
Average cost of each recruit	42.98
Number of screens	217
Number of recruits	26

Number of participants recruited to DeNDRoN NW portfolio studies, 2007-12



This graph shows the how the Network has grown recruitment since its inception, highlighting how momentum has been maintained despite no growth in funding.