

# Soltel

Optimisation Project:  
Save over £100 per  
patient in 2017 optimising  
Salmeterol utilisation  
within your CCG

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ENABLING ANNUAL SAVINGS FOR THE NHS OF

**£8 million**

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## **UNIQUE OPPORTUNITY**

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This impact500 Salmeterol MDI Medicine Optimisation provides CCGs with an early opportunity in 2017 to realise prescribing savings, review prescribing quality and sample the unique implementation capabilities of the impact500 system.



## PRECAUTION MESSAGE TO PRESCRIBERS

Soltel CFC-free Inhaler 25 micrograms contains soya lecithin and is contraindicated in patients who have peanut or soya allergies. This is an identical contraindication to all other generic Salmeterol inhalers.

Be aware prevalence of peanut and associated allergies is extremely low.

[www.nhs.uk/conditions/food-allergy/Pages/Intro1.aspx](http://www.nhs.uk/conditions/food-allergy/Pages/Intro1.aspx)

# Overview

## OBJECTIVE

Salmeterol currently costs the NHS more than £22 million per annum. There is finally a cost-effective brand of Salmeterol MDI available to prescribers. Soltel 25mcg MDI has a list price of £19.95 offering savings of 30% compared to Serevent MDI or generically prescribed Salmeterol MDI. Compared to Serevent Accuhaler the saving is 43%.

This document allows your CCG to immediately realise these savings. impact500 allows safe and effective implementation based on genuine patient needs and insight.

## BACKGROUND OF USE

There are currently more than 63,000 packs per month prescribed in Primary Care across England costing £1.8 million each month.

10% of this utilisation is Serevent MDI, 70% is Salmeterol MDI and the remaining 20% is Serevent Accuhaler. All of which is being reimbursed at the original brand tariff. Soltel MDI is available now, provides dramatic savings for your CCG, has equivalent dosing and costs just £19.95 per pack, a very significant saving.

## COST-EFFECTIVENESS OPPORTUNITY

Over 70 CCGs will save over £40,000 of their prescribing costs in 2017 by using this model (please see page 21 for full list of CCG savings). When combined with our other impact500 respiratory projects CCGs are able to save over £250,000 per year.

## PRESCRIBING OPTIMISATION

Many patients with COPD are inappropriately prescribed combination inhalers whilst many asthma patients may be inappropriately prescribed stand alone LABAs. This impact500 medicine optimisation offers all CCGs the opportunity to review and analyse their long acting bronchodilator prescribing to ensure any best practice optimisations are identified.

## SAFETY OPTIMISATIONS

Your impact500 implementation interface will identify suitable patients and ensure that they are appropriate for optimisation. Patients not on steroid inhalers with asthma and patients with peanut allergy / soya allergy can be readily identified through the impact500 interface. This means your CCG can implement this beneficial medicine optimisation with inbuilt validation.

## RAPID IMPLEMENTATION

To realise these astonishing savings there needs to be an effortless and effective implementation strategy. All the essential requirements to achieve this are enclosed in this impact500 document.

## CONCLUSION

This project allows CCGs to save up to £150,000 from their prescribing budget per annum. Combining this with combination inhaler and LAMA inhaler optimisations offer all CCGs savings over £250,000 per annum. impact500 is available free of charge and will provide all the tools necessary for rapid implementation to ensure the delivery of this optimisation without an increase in workload or cost and without any compromise to patient safety.

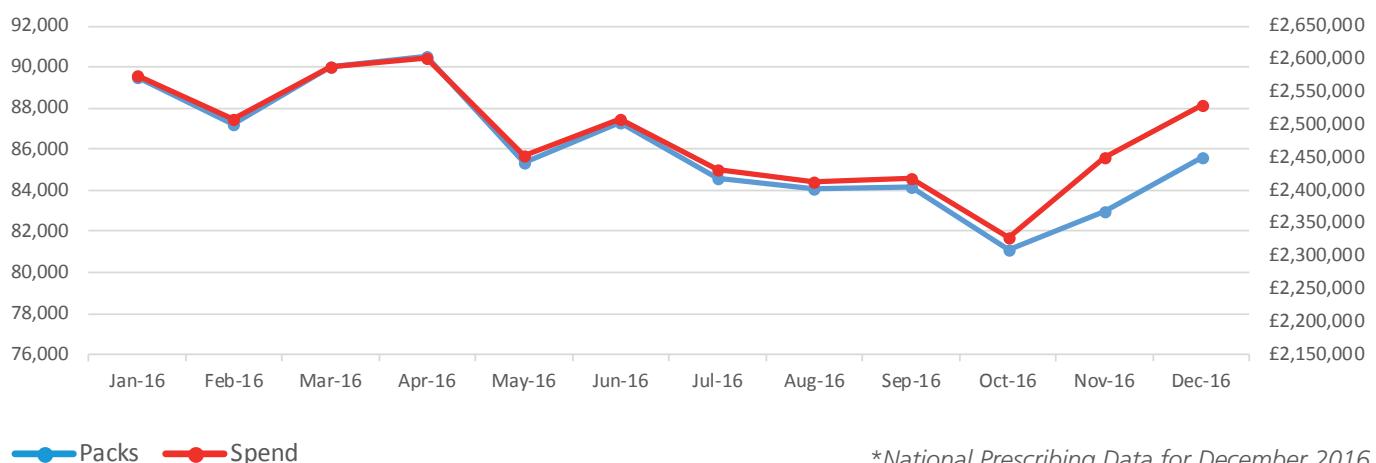
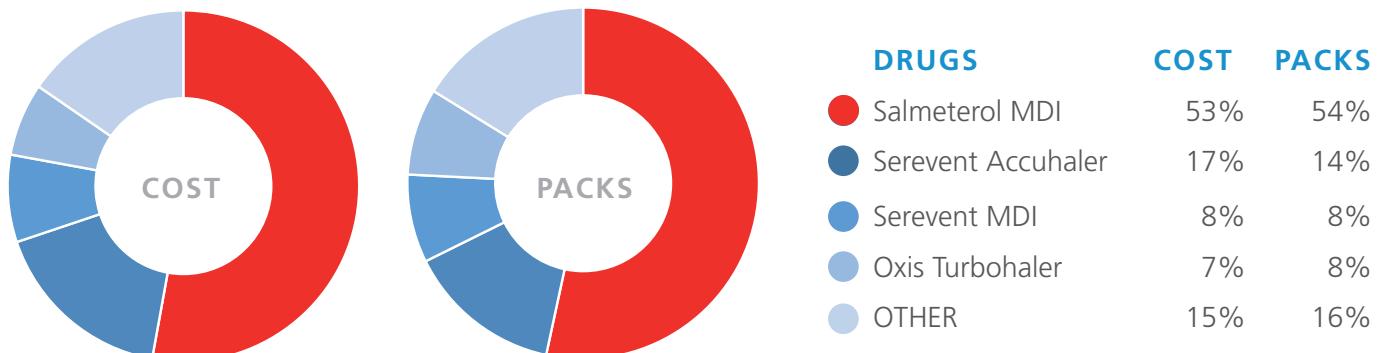
# Soltel Market Analysis

## ANTIMUSCARINIC BRONCHODILATORS

**Cost: Rank 7** £19.3 million/month

**Packs: Rank 47** 0.7 million packs/month

### Class: Long-Acting Beta<sub>2</sub> Agonists



### LABAS TOP PRODUCTS BY EXPENDITURE

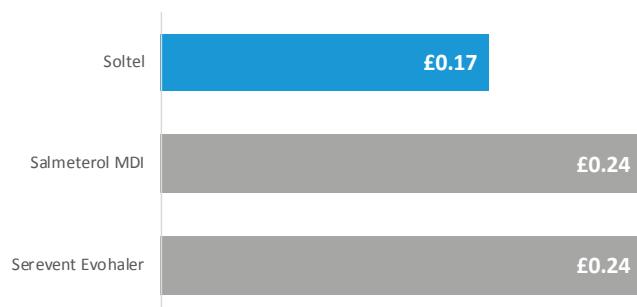
NATIONAL SPEND / PACKS DECEMBER 2016

RANK	DRUG	FEB 2017 TARIFF	COST / MONTH	PACKS / MONTH
<b>TOTAL</b>			<b>£2,326,846</b>	<b>81,052</b>
1	Salmeterol MDI	£29.26	£1,336,500	45,679
2	Serevent Accuhaler	£35.11	£429,711	12,239
3	Serevent MDI	£29.26	£203,181	6,944
4	Oxis Turbohaler	£24.80	£169,827	6,848
5	Easyhaler Formoterol	£23.75	£122,811	5,171
6	Onbrez Breezhaler	£32.19	£121,388	3,771
7	Atimos Modulite	£30.06	£116,362	3,871
8	Foradil	£28.06	£26,461	943

# Salmeterol Tariff Information

FEBRUARY 2017

## SALMETEROL MDI 25MCG / COST PER UNIT



## SALMETEROL 50MCG / COST PER UNIT



## Salmeterol - National Spend and Packs October 2016

### POTENTIAL SAVINGS OF SWITCHING TO LOW-COST SALMETEROL BRANDS

DRUG NAME	DOSE	TARIFF	SPEND OCT 2016	PACKS OCT 2016	COST PER UNIT	POTENTIAL SAVING
<b>TOTAL</b>			<b>£1,969,392</b>	<b>64,862</b>		<b>£675,463</b>
Serevent Evohaler	25 mcg (120 doses) Pack of 1	£29.26	£203,181	6,944	£0.24	£64,649
Salmeterol MDI	25 mcg/dose (120 doses) Pack of 1	£29.26	£1,336,500	45,679	£0.24	£425,271
Serevent Accuhaler	50 mcg/dose (60 doses) Pack of 1	£35.11	£429,711	12,239	£0.59	£185,543
Soltel	25 mcg/dose (120 doses) Pack of 1	£19.95			£0.17	NA

Total savings through utilising Soltel in place of the alternative Salmeterol devices — £500,000 per month\*

\*Please ensure appropriate patient training is given when transferring a patient from an alternative device.

## Key Message

impact500 is here for you to use **free** of charge. It will enable your CCG to identify, deliver and validate targeted cost-effective medicines optimisation whilst ensuring patient safety and legal compliance is absolute.

“Every day that passes is costing your CCG unnecessary expense that should be spent on improving patient care.

Please do not delay in activating your impact500 implementation interface.”

- Dr. Julian Brown (Clinical Lead)

# Soltel CCG Savings Potential

# Potential Savings by CCG

DECEMBER 2016 EPACT DATA

Rank	CCG Name	Salmeterol Packs/Mth*	Potential Annual Savings
	NATIONAL	64,427	£8,051,346
180	AIREDALE, WHARFDALE AND CRAVEN CCG	123	£15,567
191	ASHFORD CCG	105	£12,713
120	AYLESBURY VALE CCG	226	£27,214
172	BARKING AND DAGENHAM CCG	143	£17,380
123	BARNET CCG	202	£26,779
67	BARNSLEY CCG	349	£42,570
127	BASILDON AND BRENTWOOD CCG	200	£25,503
193	BASSETLAW CCG	95	£12,368
158	BATH AND NORTH EAST SOMERSET CCG	154	£19,802
70	BEDFORDSHIRE CCG	322	£40,537
161	BEXLEY CCG	145	£19,078
22	BIRMINGHAM CROSSCITY CCG	590	£74,549
142	BIRMINGHAM SOUTH AND CENTRAL CCG	166	£22,477
129	BLACKBURN WITH DARWEN CCG	191	£24,849
157	BLACKPOOL CCG	156	£19,815
26	BOLTON CCG	537	£66,803
210	BRACKNELL AND ASCOT CCG	38	£5,228
209	BRADFORD CITY CCG	47	£5,672
108	BRADFORD DISTRICTS CCG	250	£30,808
176	BRENT CCG	122	£16,297
98	BRIGHTON AND HOVE CCG	243	£33,396
27	BRISTOL CCG	506	£62,989
85	BROMLEY CCG	285	£35,420
68	BURY CCG	314	£41,889
111	CALDERDALE CCG	239	£29,649
12	CAMBRIDGESHIRE AND PETERBOROUGH CCG	814	£100,628
117	CAMDEN CCG	235	£28,430
175	CANNOCK CHASE CCG	124	£16,380
77	CANTERBURY AND COASTAL CCG	307	£37,948
187	CASTLE POINT AND ROCHFORD CCG	103	£14,105
197	CENTRAL LONDON (WESTMINSTER) CCG	83	£11,449
151	CENTRAL MANCHESTER CCG	155	£20,686
74	CHILTERN CCG	325	£39,257
41	CHORLEY AND SOUTH RIBBLE CCG	406	£54,344
47	CITY AND HACKNEY CCG	383	£49,107
6	COASTAL WEST SUSSEX CCG	949	£121,045
174	CORBY CCG	134	£16,585
23	COVENTRY AND RUGBY CCG	562	£73,668
208	CRAWLEY CCG	42	£5,886
32	CROYDON CCG	471	£59,289

\*Analysis was undertaken using February 2017 tariff and December 2016 Epact Data

CCGs in the bottom third for available savings  
CCGs in the middle third for available savings  
CCGs in the top third for available savings

Rank	CCG Name	Salmeterol Packs/Mth*	Potential Annual Savings
	NATIONAL	64,427	£8,051,346
3	CUMBRIA CCG	1,131	£137,026
202	DARLINGTON CCG	79	£9,879
164	DARTFORD, GRAVESHAM AND SWANLEY CCG	139	£18,899
54	DONCASTER CCG	387	£47,026
11	DORSET CCG	866	£105,595
80	DUDLEY CCG	297	£36,550
33	DURHAM DALES, EASINGTON AND SEDGEFIELD CCG	477	£58,626
109	EALING CCG	230	£29,978
37	EAST AND NORTH HERTFORDSHIRE CCG	474	£57,659
30	EAST LANCASHIRE CCG	466	£59,433
94	EAST LEICESTERSHIRE AND RUTLAND CCG	273	£33,799
100	EAST RIDING OF YORKSHIRE CCG	265	£32,273
103	EAST STAFFORDSHIRE CCG	261	£31,897
186	EAST SURREY CCG	102	£14,133
76	EASTBOURNE, HAILSHAM AND SEAFORD CCG	292	£38,940
134	EASTERN CHESHIRE CCG	187	£23,840
155	ENFIELD CCG	156	£20,096
195	EREWASH CCG	97	£11,539
135	FAREHAM AND GOSPORT CCG	199	£23,706
154	FYLDE & WYRE CCG	161	£20,233
56	GATESHEAD CCG	353	£46,527
39	GLoucestershire CCG	444	£55,781
91	GREAT YARMOUTH AND WAVENEY CCG	285	£34,438
52	GREATER HUDDERSFIELD CCG	372	£47,948
78	GREATER PRESTON CCG	285	£37,105
166	GREENWICH CCG	138	£18,366
182	GUILDFORD AND WAVERLEY CCG	118	£15,008
168	HALTON CCG	135	£17,960
50	HAMBLETON, RICHMONDSHIRE AND WHITBY CCG	385	£48,137
198	HAMMERSMITH AND FULHAM CCG	83	£11,379
96	HARDWICK CCG	288	£33,650
138	HARINGEY CCG	194	£23,288
169	HARROGATE AND RURAL DISTRICT CCG	144	£17,562
162	HARROW CCG	148	£19,062
34	HARTLEPOOL AND STOCKTON-ON-TEES CCG	482	£58,552
88	HASTINGS AND ROTHER CCG	276	£35,117
79	HAVERING CCG	282	£36,559
140	HEREFORDSHIRE CCG	184	£22,662
7	HERTS VALLEYS CCG	970	£118,828
89	HEYWOOD, MIDDLETON AND ROCHDALE CCG	266	£34,772
159	HIGH WEALD LEWES HAVENS CCG	144	£19,317
55	HILLINGDON CCG	367	£46,758
122	HORSHAM AND MID SUSSEX CCG	191	£26,814

\*Analysis was undertaken using February 2017 tariff and December 2016 Epact Data

CCGs in the bottom third for available savings  
CCGs in the middle third for available savings  
CCGs in the top third for available savings

Rank	CCG Name	Salmeterol Packs/Mth*	Potential Annual Savings
	NATIONAL	64,427	£8,051,346
188	HOUNSLOW CCG	103	£13,894
110	HULL CCG	228	£29,754
72	IPSWICH AND EAST SUFFOLK CCG	339	£40,049
93	ISLE OF WIGHT CCG	277	£34,176
43	ISLINGTON CCG	421	£52,229
9	KERNOW CCG	940	£111,616
71	KINGSTON CCG	338	£40,078
165	KNOWSLEY CCG	144	£18,545
118	LAMBETH CCG	214	£27,699
51	LANCASHIRE NORTH CCG	386	£48,108
150	LEEDS NORTH CCG	156	£21,009
136	LEEDS SOUTH AND EAST CCG	189	£23,642
82	LEEDS WEST CCG	289	£36,429
153	LEICESTER CITY CCG	167	£20,412
149	LEWISHAM CCG	156	£21,009
104	LINCOLNSHIRE EAST CCG	255	£31,858
130	LINCOLNSHIRE WEST CCG	185	£24,389
20	LIVERPOOL CCG	593	£76,499
201	LUTON CCG	78	£9,908
156	MANSFIELD AND ASHFIELD CCG	167	£19,851
177	MEDWAY CCG	120	£16,144
148	MERTON CCG	170	£21,098
141	MID ESSEX CCG	179	£22,525
160	MILTON KEYNES CCG	153	£19,199
21	NENE CCG	600	£75,386
145	NEWARK & SHERWOOD CCG	172	£21,603
170	NEWBURY AND DISTRICT CCG	147	£17,546
119	NEWCASTLE NORTH AND EAST CCG	226	£27,565
147	NEWCASTLE WEST CCG	175	£21,306
189	NEWHAM CCG	103	£13,894
190	NORTH & WEST READING CCG	106	£13,246
14	NORTH DERBYSHIRE CCG	775	£90,444
16	NORTH DURHAM CCG	653	£80,114
106	NORTH EAST ESSEX CCG	250	£31,370
125	NORTH EAST HAMPSHIRE AND FARNHAM CCG	203	£25,979
46	NORTH EAST LINCOLNSHIRE CCG	417	£51,080
114	NORTH HAMPSHIRE CCG	238	£29,117
107	NORTH KIRKLEES CCG	247	£30,964
143	NORTH LINCOLNSHIRE CCG	174	£22,388
152	NORTH MANCHESTER CCG	145	£20,552
65	NORTH NORFOLK CCG	362	£43,672
95	NORTH SOMERSET CCG	270	£33,745
44	NORTH STAFFORDSHIRE CCG	417	£52,133
73	NORTH TYNESIDE CCG	315	£39,755

\*Analysis was undertaken using February 2017 tariff and December 2016 Epact Data

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CCGs in the middle third for available savings  
CCGs in the top third for available savings

Rank	CCG Name	Salmeterol Packs/Mth*	Potential Annual Savings
	NATIONAL	64,427	£8,051,346
132	NORTH WEST SURREY CCG	175	£24,184
1	NORTH, EAST, WEST DEVON CCG	1,270	£155,995
10	NORTHUMBERLAND CCG	917	£110,099
121	NORWICH CCG	217	£26,981
75	NOTTINGHAM CITY CCG	312	£38,998
101	NOTTINGHAM NORTH AND EAST CCG	270	£32,130
200	NOTTINGHAM WEST CCG	80	£9,920
83	OLDHAM CCG	280	£35,915
2	OXFORDSHIRE CCG	1,183	£139,044
92	PORTSMOUTH CCG	281	£34,201
163	REDBRIDGE CCG	139	£18,899
199	REDDITCH AND BROMSGROVE CCG	80	£10,552
58	RICHMOND CCG	365	£45,551
42	ROTHERHAM CCG	436	£52,501
167	RUSHCLIFFE CCG	149	£18,331
45	SALFORD CCG	404	£51,593
102	SANDWELL AND WEST BIRMINGHAM CCG	241	£32,049
48	SCARBOROUGH AND RYEDALE CCG	416	£48,301
4	SHEFFIELD CCG	1,053	£127,259
24	SHROPSHIRE CCG	557	£69,248
205	SLOUGH CCG	55	£7,619
173	SOLIHULL CCG	131	£17,303
28	SOMERSET CCG	515	£62,309
105	SOUTH CHESHIRE CCG	249	£31,820
13	SOUTH DEVON AND TORBAY CCG	802	£97,813
81	SOUTH EAST STAFFS AND SEISDON PENINSULAR CCG	298	£36,452
57	SOUTH EASTERN HAMPSHIRE CCG	369	£45,647
99	SOUTH GLOUCESTERSHIRE CCG	275	£32,969
128	SOUTH KENT COAST CCG	202	£25,305
185	SOUTH LINCOLNSHIRE CCG	115	£14,603
179	SOUTH MANCHESTER CCG	113	£15,783
112	SOUTH NORFOLK CCG	244	£29,646
206	SOUTH READING CCG	55	£6,847
116	SOUTH SEFTON CCG	231	£28,545
15	SOUTH TEES CCG	660	£81,878
35	SOUTH TYNESIDE CCG	471	£58,306
133	SOUTH WARWICKSHIRE CCG	167	£23,922
124	SOUTH WEST LINCOLNSHIRE CCG	211	£26,311
139	SOUTH WORCESTERSHIRE CCG	183	£22,832
36	SOUTHAMPTON CCG	472	£57,716
171	SOUTHEND CCG	130	£17,472
5	SOUTHERN DERBYSHIRE CCG	1,039	£125,624
137	SOUTHPORT AND FORMBY CCG	188	£23,601

\*Analysis was undertaken using February 2017 tariff and December 2016 Epact Data

CCGs in the bottom third for available savings  
CCGs in the middle third for available savings  
CCGs in the top third for available savings

Rank	CCG Name	Salmeterol Packs/Mth*	Potential Annual Savings
	NATIONAL	64,427	£8,051,346
69	SOUTHWARK CCG	325	£41,504
61	ST HELENS CCG	335	£44,867
87	STAFFORD AND SURROUNDS CCG	284	£35,238
59	STOCKPORT CCG	351	£45,462
29	STOKE ON TRENT CCG	475	£59,455
25	SUNDERLAND CCG	550	£68,396
113	SURREY DOWNS CCG	231	£29,317
204	SURREY HEATH CCG	56	£7,941
203	SUTTON CCG	74	£9,039
211	SWALE CCG	42	£5,043
144	SWINDON CCG	169	£22,250
49	TAMESIDE AND GLOSSOP CCG	393	£48,258
17	TELFORD AND WREKIN CCG	643	£77,101
192	THANET CCG	92	£12,525
63	THURROCK CCG	360	£43,870
60	TOWER HAMLETS CCG	371	£45,239
19	TRAFFORD CCG	483	£76,706
18	VALE OF YORK CCG	635	£76,769
84	VALE ROYAL CCG	286	£35,602
40	WAKEFIELD CCG	461	£55,013
97	WALSALL CCG	270	£33,604
194	WALTHAM FOREST CCG	95	£12,298
126	WANDSWORTH CCG	201	£25,755
181	WARRINGTON CCG	119	£15,190
184	WARWICKSHIRE NORTH CCG	125	£14,667
38	WEST CHESHIRE CCG	470	£56,861
131	WEST ESSEX CCG	196	£24,284
8	WEST HAMPSHIRE CCG	933	£114,203
31	WEST KENT CCG	452	£59,343
178	WEST LANCASHIRE CCG	129	£15,956
62	WEST LEICESTERSHIRE CCG	368	£44,132
183	WEST LONDON (K&C & QPP) CCG	107	£14,692
86	WEST NORFOLK CCG	287	£35,293
115	WEST SUFFOLK CCG	239	£28,807
66	WIGAN BOROUGH CCG	335	£42,691
53	WILTSHIRE CCG	376	£47,412
207	WINDSOR, ASCOT AND MAIDENHEAD CCG	51	£6,119
90	WIRRAL CCG	282	£34,664
196	WOKINGHAM CCG	91	£11,500
64	WOLVERHAMPTON CCG	353	£43,790
146	WYRE FOREST CCG	176	£21,558

CCGs in the bottom third for available savings

CCGs in the middle third for available savings

CCGs in the top third for available savings

# Sign Up Form

The impact500 Team would be delighted to speak with you on 01603 327 575  
Or fill in the application form...

Return completed forms via any of the options below -

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Fax: 08452 802301  
Visit: [www.ccgprescriber.org](http://www.ccgprescriber.org)  
Post: impact500 Team, Ecotec Business Park, 37A Turbine Way, Swaffham, PE37 7XD

**Name** \_\_\_\_\_

**CCG** \_\_\_\_\_

**Job Title** \_\_\_\_\_

**Telephone Number** \_\_\_\_\_

**Email Address** \_\_\_\_\_



Sign Up for impact500



I need more information please send to my contact details above



Book a web demonstration for my team. Please send more information and date options.

**Preferred Method of Contact** \_\_\_\_\_

# impact500

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Company Number: 05404915

Data Protection Ref No: Z2536681

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The target product within this impact500 project has been identified by CCG Prescriber and represents optimum value for the NHS at the time of publication (February 2017). This optimisation project will be reviewed on a six monthly cycle. Safe Dispenser Ltd may benefit directly from utilisation of the product identified within the impact500 Projects.

