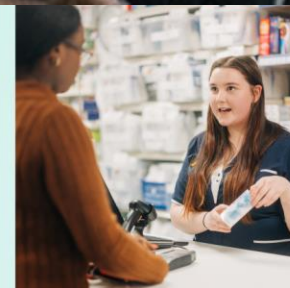


Pharmacy First and the Recovery Plan: Slides from webinar



Agenda

1. Setting the scene
2. What's been agreed
3. How we got there
4. Guidance and support for implementation



Setting the scene

Current climate

- Years of financial squeezing now pushing sector to the brink
- Many pharmacy owners battling for survival
 - Consolidations, cashflow and closures
 - Workforce pressures and increases to the NLW
- Heading into a really difficult winter
- It's extremely hard to be optimistic about the future at the moment

What you told us (November polling)

- Medicine market instability is most intense pressure but workforce costs still dominant
- 79% are neutral about or ill prepared for meeting the coming demands for winter
- Winter pressures already begun – biggest workload increase due to knock-on effects from General Practice
- Concerns focused around:
 - financial challenges
 - workforce issues
 - medication and supply chain concerns
 - operational challenges and workload

New opportunity

- Pharmacy First service and other changes were agreed in the Recovery Plan negotiations
- £645m investment is a critical funding injection – the first good news in 10 years
- Pharmacy First is the most strategically significant service in many years, which is a welcome vote of confidence from Government and the NHS
- It gives us something to build on in the future, bringing much bigger prizes if we show we can make this work

What you told us

- In July, 86% were positive about providing a Pharmacy First service
- This month, we heard you are motivated to take on new roles and activities, particularly around preventing ill health and supporting wellbeing
- Over 90% believed that the Community Pharmacy Vision (which advocates Pharmacy First) will have a positive impact on pharmacies, staff, patients, their local community, the NHS, and ICS

We continue to fight for sustainable funding

- This funding won't solve pharmacy's funding crisis, and we are continuing to call for an increase to core funding
- We'll soon enter negotiations on the 2024/25 CPCF
- The Committee met last week and discussed our key asks, priorities and red lines
- We're also continuing to press for further investment through our influencing and advocacy work
- But a national Pharmacy First service helps strengthen our case, and the imperative for, sustainable funding in future

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What's been agreed

Pharmacy First – service details

- To launch on **31st January 2024** (subject to IT being ready)
- Advice and treatment for **seven common conditions** (Sinusitis; Sore throat; Acute otitis media; Infected insect bite; Impetigo; Shingles; Uncomplicated UTIs in women)
- It includes **self-referring patients**, plus referrals (existing CPCS routes)
- **CPCS** will be **incorporated** into the new service (referrals still required)
- Distance selling pharmacies to be able to provide six clinical pathways, only via video consultations

Pharmacy First – payments

- **Initial fixed payment of £2,000** available to claim ahead of service launch date (reclaimed if pharmacy doesn't provide 5 consultations by end of March 2024)
- **Monthly fixed payments of £1,000**, subject to meeting a minimum activity threshold (see opposite)
- **£15 payment** per consultation
- New tripartite implementation group to scrutinise uptake and activity volumes of Pharmacy First and to **set caps for the second half of 2024/25**

Month	Minimum number of consultations
Feb 2024	1
March 2024	5
Apr 2024	5
May 2024	10
June 2024	10
July 2024	10
Aug 2024	20
Sept 2024	20
From Oct 2024	30

Pharmacy Contraception Service

- Expansion of Pharmacy Contraception Service enabling pharmacists to **initiate oral contraception**, as well as continuing to provide ongoing management of oral contraception initiated elsewhere
- Pharmacies **need to provide both elements** of the service
- To begin from **1st December**

Roll-out

- Those currently providing the service will have a transition period until 29th February 2024
- Those not yet providing will need to offer the full, expanded service from when they first register to provide it
- Updated service spec, PGDs and resources now available

Hypertension Case-Finding Service

- Re-launch of Hypertension Case-Finding Service to make **better use of skill mix** and **increase provision of ABPM**
- All **suitably trained and competent pharmacy staff** will be able to provide the service
- To begin from **1st December**

Roll-out

- Updated service spec and resources now available

Funding and regulatory changes

- Up to £30m per year for Contraception and Hypertension services will be funded from existing CPCF funding, with an **additional £75m per year** from Recovery Plan fund
- **£76m fee over-delivery written off** for 2021/22 and 2022/23
- **£36m fee over-delivery permitted** for 2023/24
- DHSC and NHSE will **review separate terms of service** for distance selling pharmacies

Timeline

16th NOVEMBER:

Agreement announced

1st DECEMBER:

- Updated Contraception and Hypertension services re-launch

- Claims open for Pharmacy First initial fixed payment

31st JANUARY:

Pharmacy First launches

22nd NOVEMBER:

Contraception & Hypertension service specs & PGDs published

27th NOVEMBER:

Pharmacy First service spec & Clinical Pathways published (PGDs to follow later in the week)

DECEMBER – JANUARY:

Series of webinars on new services

LATE FEBRUARY – MARCH:

Public campaign for Pharmacy First begins



How we got there

Influencing and strategy

- In March 2022 we made a comprehensive bid for a Pharmacy First service
- And briefed it in with successive Ministers and advisors through 2022
- We then launched an extensive influencing campaign to build support for the service
- The resulting investment is a crucial first step in recognising and properly funding the enormous amount of healthcare advice that pharmacies provide

Our negotiating strategy was driven by our aims to:

- incentivise sign-up for any new services
- generate capacity
- reduce risk for pharmacy owners
- establish conditions for business growth

Improvements secured

- **The writing-off of previous funding over-delivery:** worth £112m
- **Protecting baseline CPCF funding:** new money must be accessible ASAP
- **The inclusion of an upfront payment for Pharmacy First:** £,2000 per pharmacy
- **Increasing service fees:** monthly payments to support ongoing capacity
- **Reducing activity thresholds:** more achievable thresholds
- **Supporting implementation:** IT systems ready and greater use of skill mix
- **Revised deadline for bundling of services:** delayed linking payment for Pharmacy First to provision of HCF and Contraception services
- **Service caps:** different approach to cost control mechanisms

Reaching final agreement

- It took many months to work through each of the elements in detail
- We pushed back on numerous points to get the best possible deal
- Progress was slowed at points by the complex matrix of Government stakeholders
- This deal does not address the chronic sector underfunding but does give pharmacy owners an opportunity to significantly improve their cashflow
- Gives hope for the future that Government is willing to pay for the solutions pharmacies can offer

Our Position on the agreement

- **Unanimous agreement** that this is way forward for the sector
- **Funding and operational pressures remain** – and must be resolved
- Implementation will be a **huge challenge**...
- ...but **the success of Pharmacy First is critical** to pave the way for further clinical services development and investment
- Support delivery of **Contraception and Blood Pressure Services**
- **Much work ahead** on monitoring, integration, communications, caps



Guidance & support for implementation

Ongoing work and support

- There is now a huge amount of information for pharmacy owners to absorb as part of preparing for the start of the service
- **Guidance and resources:** Pharmacy First guidance and resources being developed; webinars being planned
- **Training and development:** This is a key element and we're working with CPPE to support pharmacy owners
- **Local implementation:** Working with LPCs as they make their plans to support implementing the new service at a local level, as well as having conversations with ICBs and briefing LMCs

Webinar series (supported by NHSE and CPPE)

- **Early December:**
 - Contraception Service 1 – helping existing service providers to expand
 - Pharmacy First 1 – outlining details and how the service will work
- **January 2024:**
 - Hypertension Service – how to make greater use of skill mix and tackling ABPM conversion
 - Contraception Service 2 – getting going, for those not yet started
 - Pharmacy First 2 – further detail and getting ready to launch

External communications

- NHSE is developing a public-facing campaign that aims to:
 - increase awareness of Pharmacy First
 - begin to prompt long-term behavioural change
- We're feeding into messaging, e.g. the need to promote professional competence of pharmacy teams
- TV adverts plus media, physical sites and social media tie-ins
- Launching late February with potential for future waves of activity
- NHSE also preparing specific comms for GPs and primary care