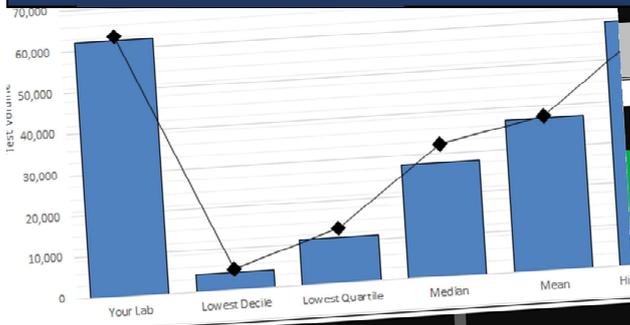




The Benchmarking Partnership



Vitamin D Testing		Your Lab	Lowest Decile	Lowest Quartile
Total Tests - 25 Hydroxy Vitamin D		62,224	4,214	11,009
Vitamin D Volume as a % of Sodium Volume		8.43%	0.65%	1.78%
Total Cost of Vitamin D (Based on Average £15)		£933,360	£63,205	£165,128
Potential Vitamin D Cost Savings By Reducing Ratio to PG Range:			£861,033	£736,244

Key Contributing Factors			Relative Position vs Peer Group (PG)	
Total Cost Per Test	£0.54	Lowest		
Total Tests In-House	7,599,079	Lowest		Highest
Complexity Index	1.11	Lowest		Highest
% Workload From Primary Care	48.0%	Lowest		Highest
% Workload Referred Out	0.2%	Lowest		Highest
Total Expenditure	£4,073,554	Lowest		Highest
Pay : Non Pay Ratio	0.66	Lowest		Highest
Average Pay Cost Per WTE	£30,646	Lowest		Highest
Total Pay Cost Per Test	£0.21	Lowest		Highest
Total Non Pay Cost Per Test	£0.32	Lowest		Highest
Total WTE Staff	52.72	Lowest		Highest

National Pathology Benchmarking Service

The long-standing National Pathology Benchmarking Service has been completely re-built from the ground-up to enable your Pathology/Laboratory service to:

- Gain access to essential workload, staffing and cost efficiency data using an advanced peer grouping methodology based on size, complexity and service delivery model to provide relevant and meaningful comparison
- Provide independently verified evidence of your performance successes to your stakeholders and senior management teams
- Gain a clear understanding of the key factors impacting on your overall cost efficiency, including those which cannot be changed or influenced
- Identify areas where further cost efficiency improvements could be made
- Take the first steps towards understanding where your best demand optimisation and workload re-profiling opportunities might exist
- Access detailed staffing and skill mix data as a crucial tool to aid your workforce planning strategies

Discover how the new benchmarking service can help your laboratory....

www.thebenchmarkingpartnership.com

Process Overview Highlights

Fair and relevant comparison on an “apples with apples” basis is achieved through our most advanced peer grouping system ever:

- *Separate peer group for each discipline, all of which are created based on workload volume, complexity, and service delivery model*
- *New: Peer groups are no longer pre-set; each one is now generated individually around the data provided by the laboratory to ensure that the closest matches are found*
- *New: Peer group overview data will show how each department compares to the overall national dataset for each of the key component measures*



Streamlined data collection process maximises bang-for-buck in the balancing of data collection requirements vs value provided by the reports:

- *Shortest and most compact questionnaires since the programme began in 1994*
- *Help and support available from the benchmarking team throughout the process*
- *Multiple opportunities to review draft reports, submit amended data where required, and ‘sign off’ your data prior to production of final version reports*



Fully confidential process, with no sharing of your identifiable data to anybody outside of your laboratory:

- *Peer groups are fully anonymised, with only the ranges of responses from the peer group detailed within the reports*
- *Reports and any data-related queries/follow-up analyses etc for your laboratory will be sent only to the designated contact(s) within your laboratory*



Brand new compact and clear report layout with a range of visual indicators help you to quickly and easily identify the key messages from your data:

- *Reports focus on comparing data from your laboratory, with neutral ‘hot spot’ colour coding highlighting your data against the range of responses from your comparable peer group*
- *Accompanying charts help to visualise key indicator comparisons across your peer group*
- *New: “Relative Position” indicator bars for each measure allow for a quick ‘at-a-glance’ overview of your comparative performance within each section*



Key Performance Sections Summary

Each of the three major sections of the reports have been revamped and expanded to deliver a wealth of key performance and contextual data:

Workload section provides comparative analyses of volume, casemix and complexity, and highlight where you might be able to generate cost savings through standardisation, consolidation, or conformance with best practice:

- Test volume data for individual tests, including new demand optimisation tools
- Workload complexity, source of workload, and new analyses of inward and outward referrals
- Turnaround times data for selected key marker tests
- New: Separate analyses for primary and secondary care test rate per patient/hospital visit

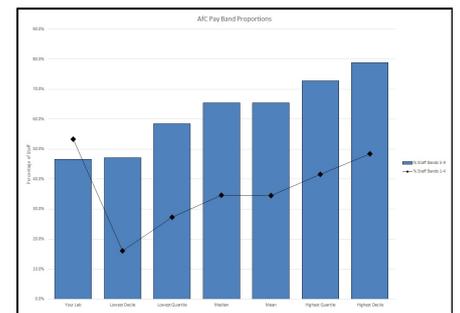
Staffing and skill mix analyses will show you how your workforce compares with your peers, and how your most valuable resource contributes towards the output and cost efficiency of your department:

- Staffing data analysed at both job role and pay band levels
- Productivity data show output by job role and pay band
- New: Expanded skill mix data for key job roles dig deeper into the detail for Medical Staff, Biomedical Scientists, Clinical Scientists, and Laboratory Support Workers
- New: Expanded data analyses for trainees

New finance section will help you to understand the key drivers behind your cost per test/request, and will highlight the bigger picture in terms of cost per capita and wider organisation spend:

- Cost per test/request is shown in context of key contributing factors to ensure that it is never presented in isolation, and helps you to understand why it may vary from that of your peers, and where changes to your service could impact on it
- "Normalised" cost per test/request is also included as a recalculation of financial efficiency to remove the potential impact of things such as additional panel/profile tests and the impact of recruitment and staffing issues on overall costs
- New: Wider organisation spend and cost per capita data are provided within each report to show financial context and comparative spend per head of population at Trust/Organisation, Overall Laboratory, and Discipline levels

Top 30 Test Rate Relative to System Compared With Peer Group	Year Lab	Peer Group Data Range						% of PG Performance	Relative Position vs PG
		Min	Q1	Q2	Q3	Max	Target		
[Plasma/Serum/Whole] - CR (Creative Asset)	4.2%	0.4%	1.0%	2.0%	3.0%	4.0%	3.0%	Lowest	Highest
[Plasma/Serum/Whole] - BMY (Glycated)	1.7%	0.1%	0.5%	0.7%	0.9%	1.0%	1.0%	Lowest	Highest
[Urea/creatinine/Serum] - Serum free light chain	1.8%	0.0%	0.5%	0.8%	0.8%	1.0%	1.0%	Lowest	Highest
[Plasma/Serum/Whole] - Protease	1.2%	0.7%	0.8%	1.0%	1.0%	1.0%	1.0%	Lowest	Highest
[Urea/creatinine/Serum] - Protease electrophoresis	2.8%	1.0%	1.8%	2.0%	2.0%	2.0%	2.0%	Lowest	Highest
[Plasma/Serum/Whole] - HbA1c	27.8%	0.1%	22.0%	27.0%	27.0%	22.0%	27.0%	Lowest	Highest
[Plasma/Serum/Whole] - Urea	148.0%	80.0%	90.0%	100.0%	100.0%	100.0%	100.0%	Lowest	Highest
[Plasma/Serum/Whole] - F11	2.1%	0.0%	0.5%	1.0%	1.0%	1.0%	1.0%	Lowest	Highest
[Plasma/Serum/Whole] - Magnesium	0.1%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	Lowest	Highest
[Plasma/Serum/Whole] - Hemoglobin	0.23%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%	Lowest	Highest
[Urea] - Creatinine	0.10%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest
[Urea] - Cholesterol	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest
[Plasma/Serum/Whole] - T1 (Iron)	1.9%	0.4%	0.6%	0.7%	0.7%	0.7%	0.7%	Lowest	Highest
[Plasma/Serum/Whole] - Creatinine	0.41%	0.0%	0.2%	0.3%	0.3%	0.3%	0.3%	Lowest	Highest
[Plasma/Serum/Whole] - Potassium	0.51%	0.0%	0.0%	0.1%	0.4%	0.4%	0.4%	Lowest	Highest
[Plasma/Serum/Whole] - Lactate	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest
[Plasma/Serum/Whole] - SG (Non-Iron)	1.4%	0.0%	0.7%	0.8%	0.8%	0.8%	0.8%	Lowest	Highest
[Plasma/Serum/Whole] - F16 (Iron)	4.4%	1.4%	1.6%	1.6%	1.6%	1.6%	1.6%	Lowest	Highest
[Urea] - Aspartate (Creatinine/Aspartate)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest
[Urea/creatinine/Serum] - IgA	0.9%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	Lowest	Highest
[Plasma/Serum/Whole] - ALT	66.4%	11.0%	17.0%	20.0%	20.0%	20.0%	20.0%	Lowest	Highest
[Plasma/Serum/Whole] - HbA1c (Total)	63.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest
[Plasma/Serum/Whole] - Cholesterol Proteins	46.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest
[Plasma/Serum/Whole] - Lactate	57.0%	27.0%	30.0%	31.0%	31.0%	31.0%	31.0%	Lowest	Highest
[Plasma/Serum/Whole] - Total Protein	64.3%	1.7%	2.0%	2.0%	2.0%	2.0%	2.0%	Lowest	Highest
[Urea/creatinine/Serum] - SG	2.27%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	Lowest	Highest



WTE Staff by Pay Band	Year Lab	Peer Group Data Range						% of PG Performance	Relative Position vs PG
		Min	Q1	Q2	Q3	Max	Target		
A01	1.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest
A02	22.7%	0.0%	7.0%	11.0%	16.0%	17.0%	17.0%	Lowest	Highest
A03	4.2%	0.0%	2.0%	4.0%	6.0%	14.0%	14.0%	Lowest	Highest
A04	19.0%	0.0%	1.0%	8.0%	7.0%	11.0%	11.0%	Lowest	Highest
A05	14.6%	1.2%	4.2%	12.0%	14.0%	14.0%	14.0%	Lowest	Highest
A06	18.9%	12.0%	16.0%	16.0%	16.0%	16.0%	16.0%	Lowest	Highest
A07	5.9%	0.4%	12.0%	12.0%	14.0%	14.0%	14.0%	Lowest	Highest
A08	9.9%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	Lowest	Highest
A09	1.2%	0.0%	1.0%	1.0%	1.0%	1.0%	1.0%	Lowest	Highest
A10	0.9%	0.0%	0.0%	0.0%	1.0%	1.0%	1.0%	Lowest	Highest
A11	0.9%	0.0%	0.0%	1.0%	1.0%	1.0%	1.0%	Lowest	Highest
A12	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	Lowest	Highest

Pay Band Proportions Summary	Year Lab	Peer Group Data Range						% of PG Performance	Relative Position vs PG
		Min	Q1	Q2	Q3	Max	Target		
% Staff Bands 6-9	6.9%	1.0%	4.2%	8.2%	10.0%	14.0%	14.0%	Lowest	Highest
% Staff Bands 5-9	46.4%	47.0%	48.0%	48.0%	48.0%	48.0%	48.0%	Lowest	Highest
% Staff Bands 1-7	40.3%	35.0%	41.0%	56.0%	54.0%	61.0%	61.0%	Lowest	Highest
% Staff Bands 1-4	53.4%	35.0%	37.0%	34.0%	34.0%	41.0%	41.0%	Lowest	Highest

Cost Per Test	Year Lab	Peer Group Data Range						% of PG Performance	Relative Position vs PG
		Min	Q1	Q2	Q3	Max	Target		
Total Cost Per Test	£0.54	0.45	0.45	0.45	0.45	0.45	0.45	Lowest	Highest

Key Contributing Factors	Year Lab	Peer Group Data Range						% of PG Performance	Relative Position vs PG
		Min	Q1	Q2	Q3	Max	Target		
Total Tests In-House	7,999,079	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
Complexity Index	1.11	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
% Workload from Primary Care	48.0%	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
% Workload Referred Out	0.2%	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
Total Expenditure	£6,073,554	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
Pay : Non Pay Ratio	0.66	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
Average Pay Cost Per WTE	£30,646	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
Total Pay Cost Per Test	£0.21	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
Total Non Pay Cost Per Test	£0.32	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
Total WTE Staff	52,72	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	

Staffing and Skill Mix Factors	Year Lab	Peer Group Data Range						% of PG Performance	Relative Position vs PG
		Min	Q1	Q2	Q3	Max	Target		
BMS : Laboratory Support Staff (BMS/ASPI) Ratio	0.81	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
% Staff at Bands 1-4	53.4%	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
% Staff at Bands 1-7	40.3%	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
% Staff at Bands 8-9	6.9%	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
% Medical Staff	0.0%	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	
% Trainees (Clinical Scientist and BMS)	0.0%	Lowest	Lowest	Lowest	Lowest	Lowest	Lowest	Highest	



The
Benchmarking Partnership

National Pathology Benchmarking Service – Pricing Information

Standard Subscription - £2,990 (+VAT)

Allows submission of one multi-disciplinary questionnaire, and Includes one report for each of the following disciplines (where data have been submitted), focusing on data for your laboratory compared with each of your discipline-specific peer groups:

- *Clinical Biochemistry*
- *Haematology (including Blood Transfusion)*
- *Immunology (where provided)*
- *Combined Blood Sciences*
- *Microbiology and Infectious Diseases (including Virology)*
- *Histopathology and Cytology*

Single-discipline only subscriptions are also available

Discounts and free additional overview analyses available for networks

For all enquiries, or to arrange a no-obligation Q&A session with a member of our team to find out whether this service might be right for you, please contact us at:

enquiries@thebenchmarkingpartnership.com

www.thebenchmarkingpartnership.com