

Meeting the 18 Week Access Target



GREEN & KASSAB
SHARING RISK, DELIVERING SUCCESS

From the end of December 2008 no patient will have to wait more than 18 weeks from referral to the start of their treatment.

This will include all stages that lead up to treatment, in other words an integrated patient pathway – spanning outpatient consultation, diagnostic tests and procedures.

Furthermore, Service Commissioners will be accountable for leading and assuring delivery of treatment targets through their contracts.

Green & Kassab believe that delivering the 18 week patient care pathway cannot be achieved by

just doing more of the same or dealing with long waits

Instead we believe that the answer is less dependent on 'structure' and 'position' and much more on:

- owning the problem and the vision for the future;
- developing clinical leadership;
- improving clinical outcomes, quality of care and patient experience;
- managing end to end pathways;
- using resources at the right point in the system and disinvesting inappropriate services and resources;
- creating a financial surplus;
- focusing on the high volume - high risk services – areas such as Echocardiography, Diagnostics and Trauma & Orthopaedics etc.

Our delivery team is multidisciplinary and comprises clinical professionals, service managers and lean experts.

“Brilliant process management is our strategy.

We get brilliant results from average people managing brilliant processes.

We observe that competitors often get average (or worse) results from brilliant people managing broken processes”

Toyota’s Lean Strategy

Green & Kassab can work with your Trust in a number of ways:

- to develop your in-house capability by coaching, shadowing, mentoring and running bespoke training programmes to overcome specific project challenges;
- provide interim consultants to complement or uplift your in-house capability and capacity;
- undertake the complete programme and deliver the desired outcomes.

If you would like to know more about how Green & Kassab could assist you then please contact me:

Gerry Kassab on
01903 234134 or email me on
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I very much look forward to hearing from you.



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