

Update for LPCs

December 2023 – January 2024

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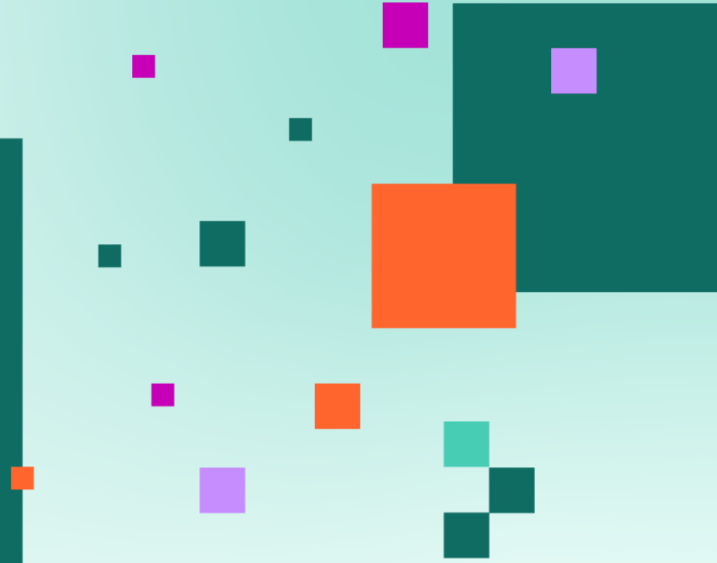
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Introduction

In this update

- The November meeting of the Committee
- Recovery Plan Deal

The November meeting of the Committee



Meeting summary

- The full Committee met in London on 22nd and 23rd November.
- Considered implementation issues relating to Pharmacy First and other changes, as well as negotiation priorities for 2024/25
- Agreed governance changes and development of strategy
- We discussed sector opinion polls which had been undertaken to inform the meeting.
- The results hearing from over 4100 premises
- The feedback was used to help shape the committee discussion on 2024/25.

Plenary on Negotiation Asks

The Committee considered the core asks, priorities and red lines for us to take into the upcoming negotiations on the Community Pharmacy Contractual Framework (CPCF) for 2024/25. Recent polling of pharmacy owners as well as Committee Members' own experiences helped shape the discussion, which centred around the following themes:

- Pushing for increased core funding (including issues around excess margin and the increasing number of price concessions);
 - Allowing more professional discretion;
 - Improving funding distribution; and
 - Easing workload through operational changes.
- Our priorities and red lines will be revisited once we have received the mandate for these negotiations from the Department of Health and Social Care (DHSC) and NHS England.

Subcommittees and detailed work

Minutes of previous meetings are published on our website

<https://cpe.org.uk/our-work/about-us/our-meetings/>

OUR ENGAGEMENT HIGHLIGHTS IN NUMBERS...

At **Community Pharmacy England** we are working hard to better engage with all the pharmacy owners we represent. Here's how we did this autumn – but please keep sharing your ideas for how we can do better.

5.4K

pharmacy branches represented in our pre-Committee polling results

100+

attendees were present at our annual LPC Conference, meaning 48 out of 55 LPCs were represented

500K

website visitors

5.7K

engagements with posts on our main X/Twitter account

250+

people (including pharmacy owners, pharmacy professionals and more) visited our exhibitor stand at the Pharmacy Show

70

appearances in the pharmacy press

280+

people attended our medicines supply and concessions briefing webinar

8

speaking engagements by our CEO



These figures cover September and October 2023

OUR EXTERNAL HIGHLIGHTS IN NUMBERS....

35+



party conference events attended by our team



10



meetings or roundtables participated in at the political party conferences

50



key stakeholders in total attended our Labour and Conservative party conference events

60



influential stakeholders attended our Parliamentary launch of the Vision for Community Pharmacy



15



appearances in the national press



6



major think tanks engaged: Nuffield Trust, The King's Fund, The Fabian Society, Tony Blair Institute for Global Change, Policy Exchange and Institute of Public Policy Research



22+



meetings about the vision with MPs and key policy makers since its publication

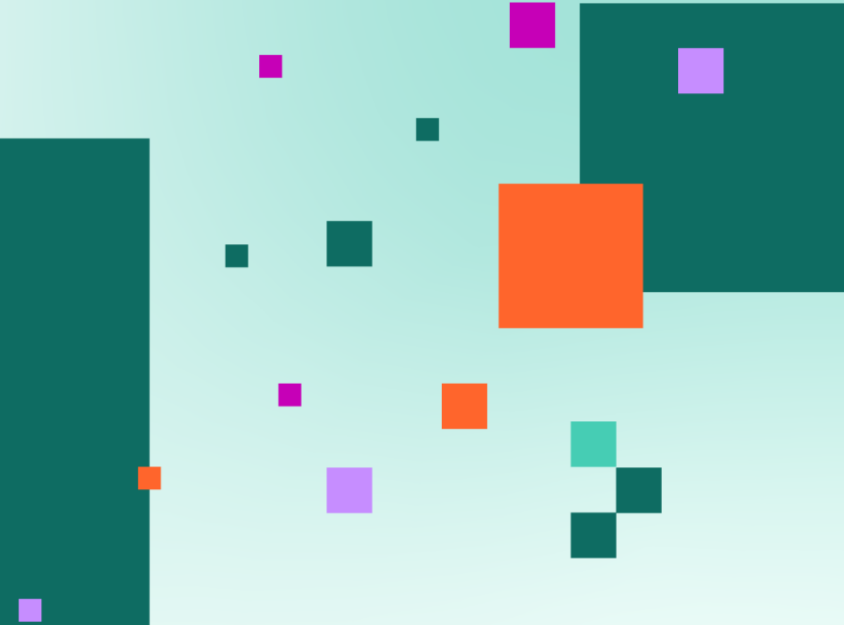
3.9K



engagements with posts on our public affairs X/Twitter account

These figures cover September and October 2023

Recovery Plan Deal



In this update

- What's been agreed
- How we got there
- Guidance and implementation
- Initial considerations for LPCs/locally
- Questions

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

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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

Our next steps

- A tripartite implementation group is working through topics such as:
 - communications
 - digital requirements
 - roll-out plans for pharmacy and NHS 111
 - advising on plans for monitoring, delivery and evaluation of services
- Further information and outputs of this work will be communicated ASAP to pharmacy owners and with LPCs via regular CLOT discussions
- Vital work continues as we prepare for the negotiations on the CPCF from April 2024, which we expect to begin imminently
- We are continuing work to develop a longer-term strategy for Community Pharmacy England to help create a better future for the sector
- We'll be looking to take forward the Vision for Community Pharmacy and are working to influence all political parties ahead of the next General Election

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

What does this mean for LPCs

- From our July opinion poll of pharmacy owners, we know there is pressure to access the funding and appetite to provide new services – 86% of respondents to our opinion poll reported that they were positive about providing a Pharmacy First service
- Making a success of Pharmacy First is vital to the long-term future of the sector. Local support for implementation will be critical
- LPCs are asked to review their priorities for Qtr. 4 2023/24 and for 2024/25 to include supporting the changes to the CPCF

How can LPCs help?

Supporting implementation through:

- Work with ICBs – particularly the CPCs and Chief Pharmacists
- Briefing local GPs via LMCs
- Supporting owners and their teams to implement the services with any local information and signposting to our resources

Protecting existing local service income:

- Where existing PGD services exist, seeking to repurpose the funding with complementary arrangements and any transitional considerations

Next steps for LPCs

- Discuss at your next Committee Meeting in November and/or January to seek support for the use of LPC resources
- Consider what LPC support plans might look like
- Can you support regional CPPE events?
- Further information and the latest implementation information will be provided at the next CLOT meeting on 7th December
- LPC Chief Officers will be asked to share ideas and discuss planning for implementation

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Questions