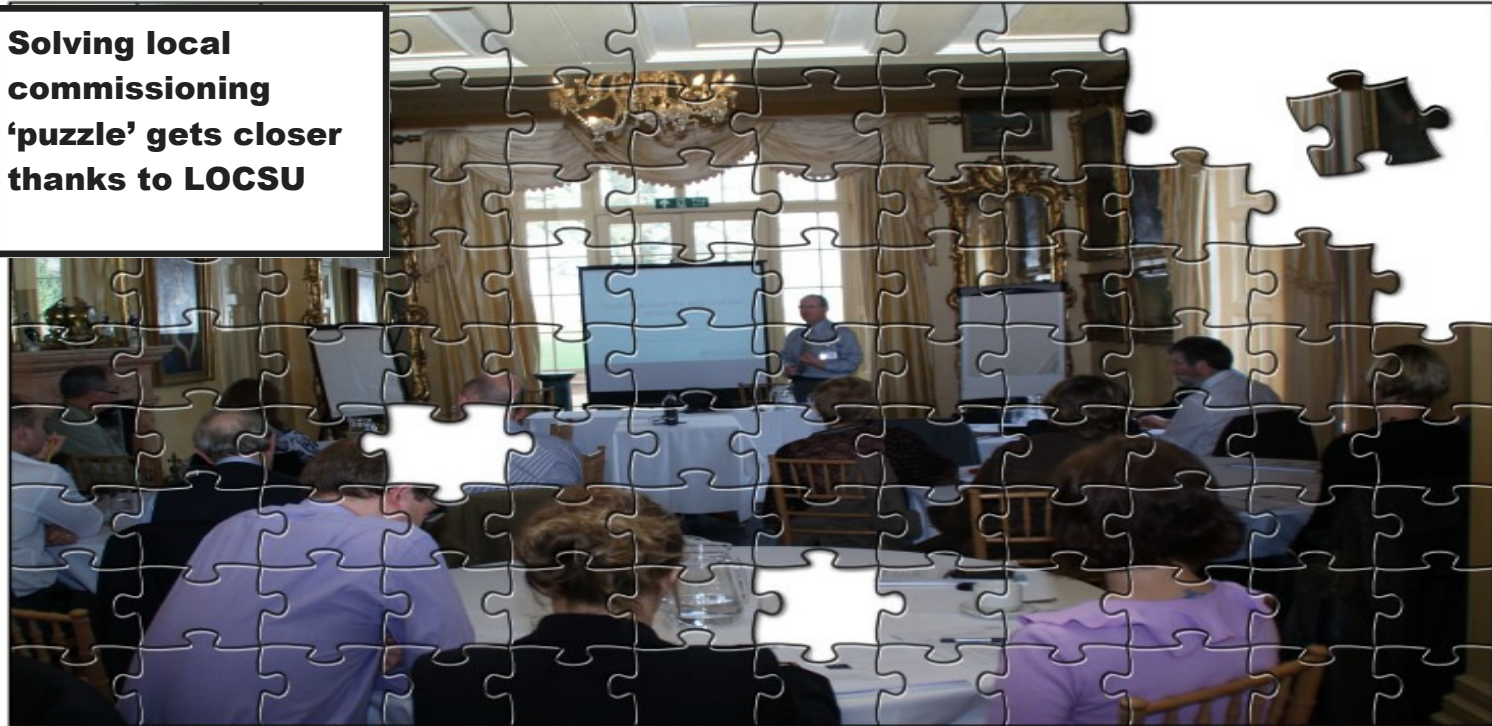


## Solving local commissioning 'puzzle' gets closer thanks to LOCSU



By the time you read this, more than 250 LOC members will have attended one of our regional roadshows. The LOCSU roadshows arose out of last year's training survey. You told us that you wanted an update about the NHS and GOS contracts and to learn more about negotiation techniques. We have overwhelming positive feedback from people who attended the roadshows which covered these areas and more!

*"I can't wait to tell my LOC about the areas covered in negotiation session. So informative and practical, and the use of the actors really helped it all sink in."*  
Delegate from Taunton Roadshow

### Welcome to LOCSU news.

This newsletter will keep LOC and ROC members up to date with news from LOCSU. We will also be featuring examples of best practice from across England, Wales and beyond. If you have any ideas for future newsletters please contact Jenny Manchester, Communications Officer, on [jennymanchester@locsuc.co.uk](mailto:jennymanchester@locsuc.co.uk) or call 0207 202 8156.

Two sessions were filmed at our Manchester event by Optometry Today, so if you weren't able to attend you can access presentations via <http://www.optometry.co.uk>

Following the roadshows, many LOCs have already contacted LOCSU to find out how Gill Brabner, Director of Education and Training can work with them to identify the right mix of skills within their members to help them work more closely with their PCT/ GP Consortia.

Gill is able to attend LOC meetings and run personal development training sessions, and you can contact Gill at [gillbrabner@locsuc.co.uk](mailto:gillbrabner@locsuc.co.uk) or call 0207 202 8156.

### Page

#### 2 LOC indepth - LOC Doncaster

Sharing Doncaster's success in engaging Pathfinder GP Consortium

#### 3 MP visit to South West

MP Jeremy Browne visits LOC member's practice in Taunton

#### 4 Hold the back page!

The LOCSU view—Katrina Venerus, Director of Operations and Commissioning. Contact details for LOCSU team

## LOC indepth—View from Doncaster LOC

**Doncaster LOC is an LOC which has in the words of Chair Alan Parkhurst, has had to get ‘its running shoes on’. Doncaster GP Commissioning was one of the first GP Consortia to get Pathfinder status in December 2010, and the LOC, supported in its efforts by LOCSU, has successfully managed to ensure eye health is part of the new GP Consortia’s agenda as well as continuing to ensure good relations are maintained with the local Primary Care Trust (PCT). What can other LOCs and ROCs learn from Doncaster’s experience?**

Chaired by Alan, an ex ABDO president, for the past four years, the LOC has had to work hard to develop relationships with the Primary Care Trust and while the GP Consortia is not designed to mirror the local PCT, this work has born fruit as many of the key players will continue to be instrumental in developing eye care services in the borough. Partnership working between the LOC and local commissioners has facilitated the design and implementation of enhanced services including the redevelopment of their cataract pathway.

LOCs who are looking to improve local relationships with commissioners in their area can learn from the lessons emerging from Doncaster, and Alan makes the following suggestions:-

**1) Widen your gaze – eye health is your bread and butter.** But many of the problems faced by optical professionals are shared by colleagues in dentistry and pharmacy and wider in primary care itself. Doncaster LOC found that getting involved with health related discussions not confined to local eye health means people listen to you when the conversation moves to eye health. For example, by getting involved with the issues related to Swine Flu last year –this LOC was able to get to know more key players and become part of the discussion.

**2) Build on your common ground as health care professionals.**

By going to meetings involving dentists, pharmacists and GPs, you build an understanding of the problems they face and hence their motivations. Many of the professionals in Doncaster face similar problems over referrals – who to refer to and when. This shared understanding can help you with building relationships and also help you when developing pathways to address their issues and motivations. Also sharing common ground gives you insight into commissioners as individuals – for example their fears around potential redundancy. Making sure you know where leading GP ‘players’ get their eyes checked can also work to your advantage!

**3) Presenting a solution** to the problems PCT and hospital based colleagues have faced. For example, using the above tactics to build close networks, information has increasingly been shared by the PCT with the LOC. This meant that Alan became aware of issues relating to glaucoma/OHT referrals with the number of patients with ‘false positives’ referred into hospital creating problems around costs and space (local hospitals did not have space to cope with influx or the required staff or equipment).

---

***“The development of the IOP Refinement Pathway was seen as a natural progression by the LOC and welcomed by the Commissioners.”***

---

Doncaster LOC has had an advantage. Their forward looking PCT has set up successful multi disciplinary clinical groups involving dentists, doctors and eye care professionals, which has meant that the springboard into GP consortia has been relatively smooth (so far!). This has been coupled with having representation (via an LOC member) on the local Professional Executive Committee.

All of these structural benefits have meant that the LOC is in a relatively strong place to secure a place on the GP Consortia Board although it is yet to be known if this is to become a reality. What is clear from Doncaster LOC though is that, supported by LOCSU they have successfully pushed eye health up the agenda in terms of local priorities and many LOCs will find this experience helpful when looking to “put on their running shoes” as their own GP Consortia takes shape.

**If your LOC has a success story to share and you would like to feature in the next LOC ‘indepth’ please contact Jenny Manchester, Communications Officer at [jennymanchester@locsu.co.uk](mailto:jennymanchester@locsu.co.uk)**

## Local eye health in the news



**SUPPORT FOR PRIMARY  
EYE CARE DEVELOPMENT**

### News Round up

**Training is now available to support LOCSU's cataract pathways.** LOCSU has linked up with WOPEC to produce a distance learning package accredited with 10 CET points. The package comprises more than 4 hours of lectures and study materials. LOCs should contact LOCSU Office Manager, Jacque Hudson [jacquehudson@locs.co.uk](mailto:jacquehudson@locs.co.uk) for further details.

**The LOCSU pathway for an Adult Community Optometry based Low Vision Service is on its way!** Currently being finalised the pathway will be supported by accredited training provided in conjunction with WOPEC. Copies of the pathway and the details of the training will be sent to each LOC/ ROC very soon, and more details will also be contained in our next newsletter.

**Date for your diaries!** National Eye Health Week is 13th –19th June 2011. The theme for this year is reducing avoidable sight loss and LOCSU will be developing a pack to help LOCs raise awareness of the benefits of improving local eye health services during this week.

MP Jeremy Browne and Sarah Farrant, secretary of LOC Somerset, with patient

**Jane Bell, LOCSU Associate writes:**

**Jeremy Browne MP, Minister of State, Foreign & Commonwealth Office, the Liberal MP representing Taunton Deane recently attended a practice visit in Taunton. This was a good opportunity to promote the value of regular eye examinations for the early detection & treatment of eye diseases to prevent avoidable sight loss. The MP met three of the practice partners, Sarah Farrant (a member of her local LOC) and her husband Edward Farrant & Don Heys. He also met 3 patients who were eager to explain how they had benefitted from the high quality eyecare service either avoiding an unnecessary referral into secondary care or a prompt diagnosis of loss of vision and accurate, appropriate referral for treatment.**

**Jeremy Browne MP seemed suitably impressed by it all and commented that he understood why people should be encouraged to have regular sight tests.**

**Another great benefit of this practice visit was the chance to meet Dr David Rooke, the Chair of WyvernHealth.Com, winner of the 2010 Vision Awards for the most advanced primary care commissioning group, and one of the most advanced of the newly formed Pathfinder GP consortia. WyvernHealth.Com was set up 4 years ago as a consortia of 74 GP practices across the whole of Somerset so were in an ideal position when in July 2010 the government published the White Paper, 'Liberating the NHS: Equity and Excellence' announcing the setting up of GP consortia. Members of Somerset LOC have meetings with WyvernHealth.Com set up in the next few months to look at the future direction of eye care service planning.**

## Spotlight on ACES

WyvernHealth.Com, NHS Somerset & Somerset LOC worked as a partnership to develop and implement ACES (Acute Community Eyecare Service) in 2010, involving patients in the project steering group. LOCSU provided advice for Somerset LOC on the enhanced services contract developed by the commissioners, and it is estimated that 6000 patients will be seen in the first year by the 28 practices providing this service across Somerset. Optometrists have welcomed the opportunity to use and develop their clinical knowledge and skills, with ACES being provided by both independent and multiple contractors across the community. Patients appreciate the easy and rapid access to the service, as well as the high quality of the care provided in a local comfortable environment.



## Hold the back page—the LOCSU view

### Introducing a regular column by Katrina Venerus, Director of Operations and Commissioning at LOCSU



In my new role as Director of Operations and Commissioning for LOCSU, I have been struck by the enthusiasm and interest that has been shown by delegates at the regional roadshows, and particularly in relation to the government's plans for GP consortia. I see my role and that of the recently strengthened LOCSU team (details below) as supporting you in building these relationships at a local level, in the way that fits your LOC best.

In this, my first, column I wanted to share with you, the vision and direction for how our support for LOCs and ROCs will develop as the NHS goes through this period of huge restructure. Most people will be aware that the focus within the NHS is on QIPP (Quality, Innovation, Productivity and Prevention), and the government is convinced that by concentrating on delivering high-quality care, prevention and early intervention, commissioners can improve efficiency and save NHS resources. The good news for optometrists and dispensing opticians is that there is a clear target for commissioners to move appropriate services from secondary to primary care, so there is a huge opportunity to expand the clinical role of our professions.

The success many of you have already had in developing enhanced services with your local commissioners, as reported to LOCSU in the recent mapping exercise, and discussed by many at the roadshows, gives me great confidence that we have plenty to build on as the landscape shifts. There are of course several dangers that we face, not least that of an increasing interest among other health companies in providing community eye health services, therefore we must ensure that LOCs and ROCs are ready to respond quickly when an opportunity to discuss eye care pathway redesign arises at a local level.

Some of the ways the LOCSU team will support you will be to:

- **Develop the evidence base to strengthen the business cases for enhanced services** by working with those areas who have successful services with robust audit data in place, and packaging the data in a useful format for commissioners in other areas
- **Raise awareness at a national level** amongst key GP Consortia leads (many of whom spoke at the roadshows)
- **Develop further enhanced services pathways** e.g. for people with learning disabilities and, provide access to quality training for new and existing pathways
- **Develop our communications for you** to ensure that you get the information you need, easily and readily available. As well as continuing to improve the content and circulation of the Hotbriefs and LOCSU news, we are also creating a new website which will contain advice and information within a secure area for LOC members.
- **Create more learning and training opportunities** so that you get the support you need in working and negotiating with local commissioning partners. Many of you fed back how useful the negotiation session led by Dr Mark Davies was—Gill Brabner our Director of Education and Training can work with you to look at what training sessions you and your members need.

There is much much more in the pipeline, and I am relying on your comments and feedback to help shape the future of LOCSU, so please contact me if there is anything you think LOCSU could/should do for you, or of course to discuss any issues your LOC are experiencing. My 'virtual door' is always open at [katrinavenerus@locsu.co.uk](mailto:katrinavenerus@locsu.co.uk) or give me a call if you prefer. Speak soon!

**LOCSU Contacts** - you can contact the LOCSU team by phone  
via Jacque Hudson, Office Manager on 0207 202 8156, or by direct email:

- **Jacque Hudson - Office Manager** - [jacquehudson@locsu.co.uk](mailto:jacquehudson@locsu.co.uk)
- **Richard Carswell - Acting Head of Unit** - [richardcarswell@aop.org.uk](mailto:richardcarswell@aop.org.uk)
- **Katrina Venerus - Director of Operations and Commissioning** - [katrinavenerus@locsu.co.uk](mailto:katrinavenerus@locsu.co.uk)
- **Gill Brabner - Director of Education and Training** - [gillbrabner@locsu.co.uk](mailto:gillbrabner@locsu.co.uk)
- **Jenny Manchester - Communications Officer** - [jennymanchester@locsu.co.uk](mailto:jennymanchester@locsu.co.uk)