

## AXREM Patient Monitoring Manifesto

### The 4 C's – Consistency, Connectivity, Care Innovation and Cash Savings

#### Introduction

AXREM is the UK trade association representing the interests of suppliers of diagnostic medical imaging, radiotherapy, healthcare IT and care equipment including patient monitoring in the UK. Our group is comprised of most of the industry supply companies. AXREM members supply the majority of diagnostic medical imaging and radiotherapy equipment installed in UK hospitals.

In doing so, our member companies and their employees work side by side with a wide range of healthcare professionals in delivering healthcare to patients using our technologies. Our members therefore have unique knowledge, experience and insight into the workflow and challenges faced by healthcare professionals on a day-to-day basis, which enables us to develop and offer innovative solutions to improve the speed and quality of patient care.

AXREM's Patient Monitoring Special Focus Group is made up of manufacturers and suppliers of patient monitoring solutions for in hospital and out of hospital use, High Acuity Monitoring – for theatres, ITU, CCU and PICU, SCBU, A&E, Telemetry Monitoring, Holter Tape Monitoring System for ECG, General Ward Vital Signs Monitors as well as other specialist patient monitoring devices.

#### Overview of current challenges:

##### Consistency talking as one NHS:

In the realm of patient monitoring, the imperative for consistency and unified ways of working across the NHS is particularly crucial.

Standardising document requirements, processes, and procedures ensures that relevant information is accurately captured and effectively communicated between suppliers and trusts. This streamlined approach enhances operational efficiency, facilitating seamless coordination in patient monitoring initiatives.

Additionally, inconsistencies in procurement practices and clinical trials directly impact patient monitoring capabilities. Delays or disparities in accessing essential equipment and services can lead to potential lapses in care. By establishing consistency in procurement processes, healthcare facilities can ensure timely access to monitoring innovation, thereby enhancing the quality and continuity of patient monitoring services.

The varying levels of IT infrastructure also presents additional challenges. Disparities in technological capabilities across healthcare providers may hinder the interoperability of monitoring systems and impede data sharing among healthcare professionals. Standardising and upgrading IT infrastructure is essential for enabling seamless communication, efficient data exchange, and the integration of digital health solutions, such as remote monitoring and electronic health records.

Achieving consistency and speaking as one NHS is paramount for optimising operations, maximising cost savings, and ultimately improving patient care. By aligning practices and fostering collaboration across Trusts, the NHS can better address its current challenges and deliver more effective healthcare services.

UK has one of the lowest numbers of hospital beds

per  
**100,000**  
population

compared to similar size countries (1)

**2.43**   
hospital beds

per  
**100,000**  
population,

France

**5.7** 

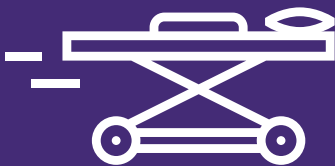
and

Germany

**7.8** 

per  
**100,000**

not having enough beds can lead to high bed occupancy rates and workflow issues.



As a trade body our members see the challenges hospital departments face daily, from capacity, staffing and funding issues and how this impacts patient care and outcomes.

Patient monitoring has revolutionised healthcare by providing real-time data, early detection of complications, and remote patient monitoring. These tools have contributed significantly to improving patient outcomes and enhancing the quality of care.

Innovation to support workflow and efficiencies is required as a consultative approach from companies such as patient monitor manufactures and the NHS to deliver the improvements in this challenging environment.

Often patient monitoring is purchased as a commodity item, and often with challenging budgets or budget constraints that face end of year financial pressure, resulting in patient monitoring not being used to its full potential to deliver the innovation required and lacking benefits realization plans that can be delivered.

We are often asked to deliver innovation through complex processes, that lack consistency, funding or key deliverables or a clear path for both end users and manufactures to follow despite the clear evidence-based research behind such innovations.

Innovation pathways are often around adopting new technologies, medications or indeed startup companies. Yet as a trade body we find that as developed manufactures with already adopted monitoring technologies we are not given the opportunity to create best practice and innovation capabilities due to established procured systems already put into place.



## Connectivity:

Investing in connectivity is vital to transfer meaningful data to clinicians to improve patient outcomes. At the centre of this connectivity workflow are patient monitors that take patients vital signs, that along with Early Warning Scoring (EWS), allows clinical staff to make earlier interventions to give patients the best possible chance of recovery.

More and more often patient monitors can integrate with other technologies to enrich the data presented and allow seamless transfer to electronic patient records (EPR).

Data is also increasingly available on mobile devices so that patients can be monitored remotely, and staff can be informed of deterioration at the earliest opportunity and appropriate escalations made.

Medical equipment can also be monitored by hospitals' engineering teams, to ensure efficient device management and give the possibility of remote software updates.

To unlock the potential of patient monitors industry needs to ensure open access architecture and hospitals need to invest in their IT networks, hardwired and more effectively via Wi-Fi. This is also true for community teams to allow for seamless patient data flow.

**Investing in connectivity will unlock the potential of medical equipment.**

# Manifesto for Patient Monitoring

As a trade body our members see the challenges NHS departments face daily, from capacity, staffing and funding issues and how this impacts patient care and outcomes. This manifesto is focused on addressing these and will have a positive impact on the patient monitoring community.



**Industry are calling upon the government, regulatory and standards agencies and the NHS to:**

## ✔ **Consistency:**

We are calling on the NHS to have more streamlined processes and procedure across ALL NHS Trusts, saving industry time and money and ensuring the NHS gets the very best value.

We call upon NHS England & NHS Supply Chain to have consistent standards across the NHS.

We call upon procurement colleagues in Trusts to have consistent finance rules: Particularly at the end of the financial year.

## ✔ **Connectivity:**

We would like to see internal hospital stakeholders working towards a common goal with clearly defined roles and responsibilities, IT and Clinical Engineering (EBME) working towards a joint vision supported by procurement (Software solutions are becoming increasingly important but internal NHS silos often mean there is cross over to what constitutes a clinical device and who looks after it).

## ✔ **Care Innovation:**

We call upon Trusts to unlock the potential of your current equipment, as well as future innovation by aligning internal hospital stakeholders and working in partnership with suppliers.

## ✔ **Cash Savings:**

Increased efficiency of workflows will support improved outcomes, early mobilisation of patients and cut waiting lists.

We call upon Trusts to unlock the potential of your technology by working across hospital silos and working in collaboration with industry. Think about interoperability of devices rather than purely standalone connectivity and greater in hospital collaboration.