

# Understanding & Improving Demand and Capacity

What are your **expectations** of the Demand and Capacity Management session?



# Aim and objectives

## Aim

To have a greater knowledge and understanding of demand and capacity management

## Objectives

1. Identify why managing demand and capacity is important
2. Learn about key definitions
3. Understand the common reactions to managing backlog
4. Identify what you could do differently
5. Apply the theory to a practical demand and capacity simulation exercise

1 Decide  
Aim



2 Choose  
Measures



3 Define  
Measures



4 Collect  
Data



7 Repeat  
steps 4-6

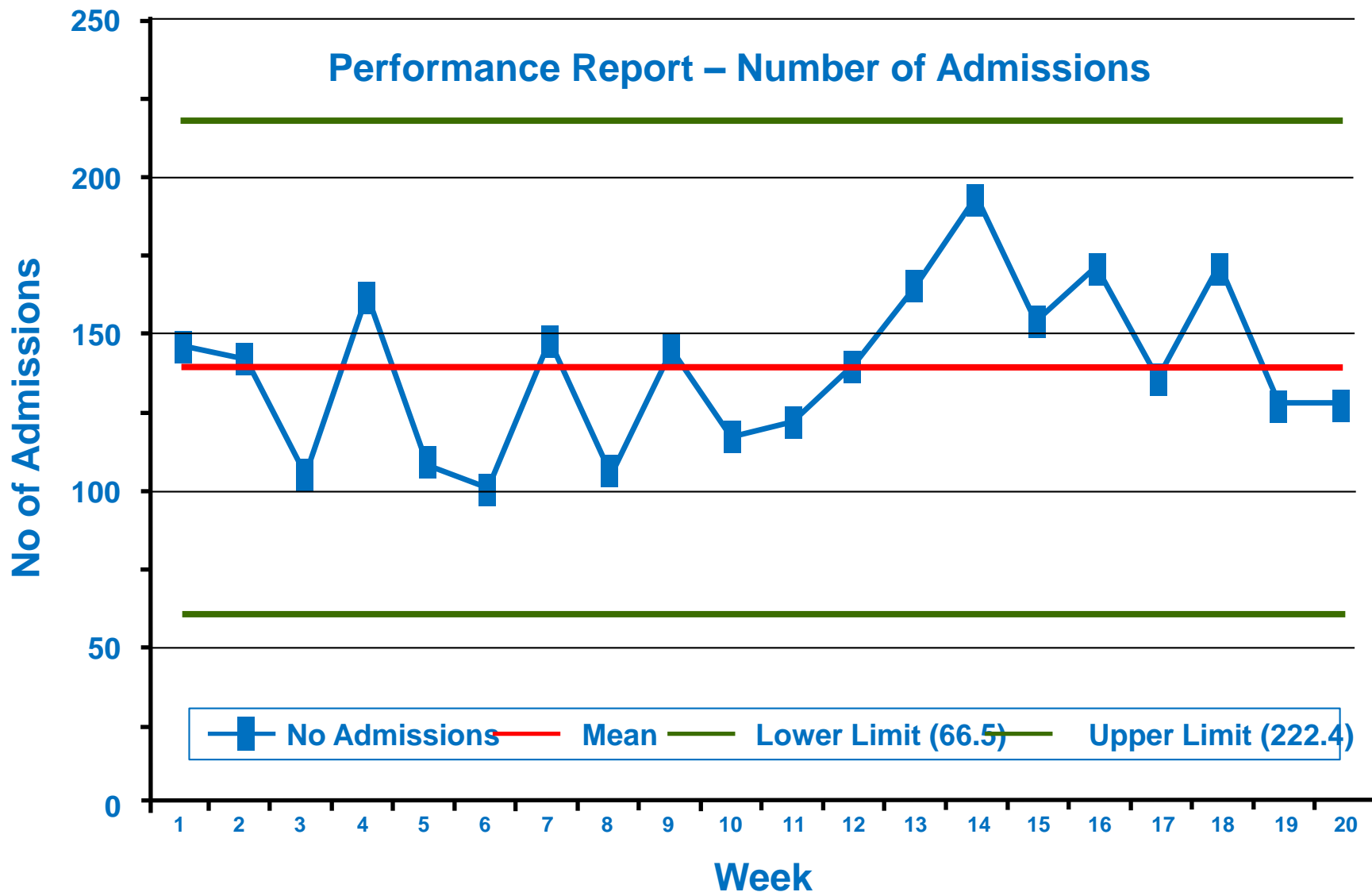
6 Review  
Measures

5 Analyse  
& Present



## 7 Steps to measurement

# Statistical Process Control (SPC) Charts:



# Why is demand and capacity management important to the NHS?

# Demand example

My wife and I are worn out!  
I think we need a holiday.  
What have you got on  
offer?

How about a week in Majorca?  
I'll ring the travel company and  
they'll let you know the date.  
OK?



## Six weeks later

I haven't heard anything. I need to let my boss know when I'll be away. My wife's wondering if you ever did ring the travel company?

YES – of course I did!  
**They are a very busy company.**  
There's not a lot I can do to speed things up from this end

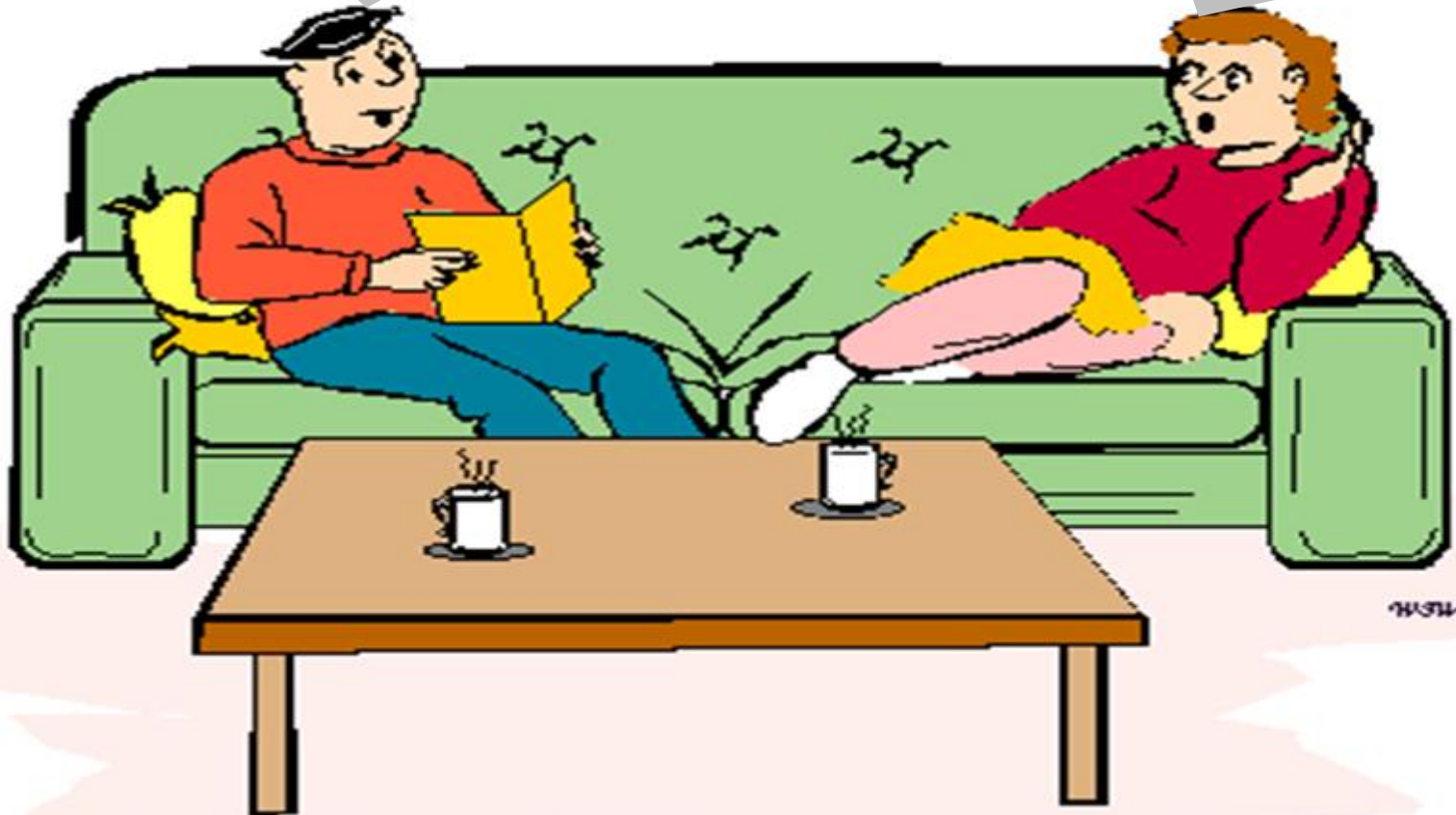




## Two weeks after that...

Look what's arrived in the post today.  
We fly to Majorca tomorrow at 6am!

What about the kids?!  
What about the cat?!  
Won't your boss go up the wall?!



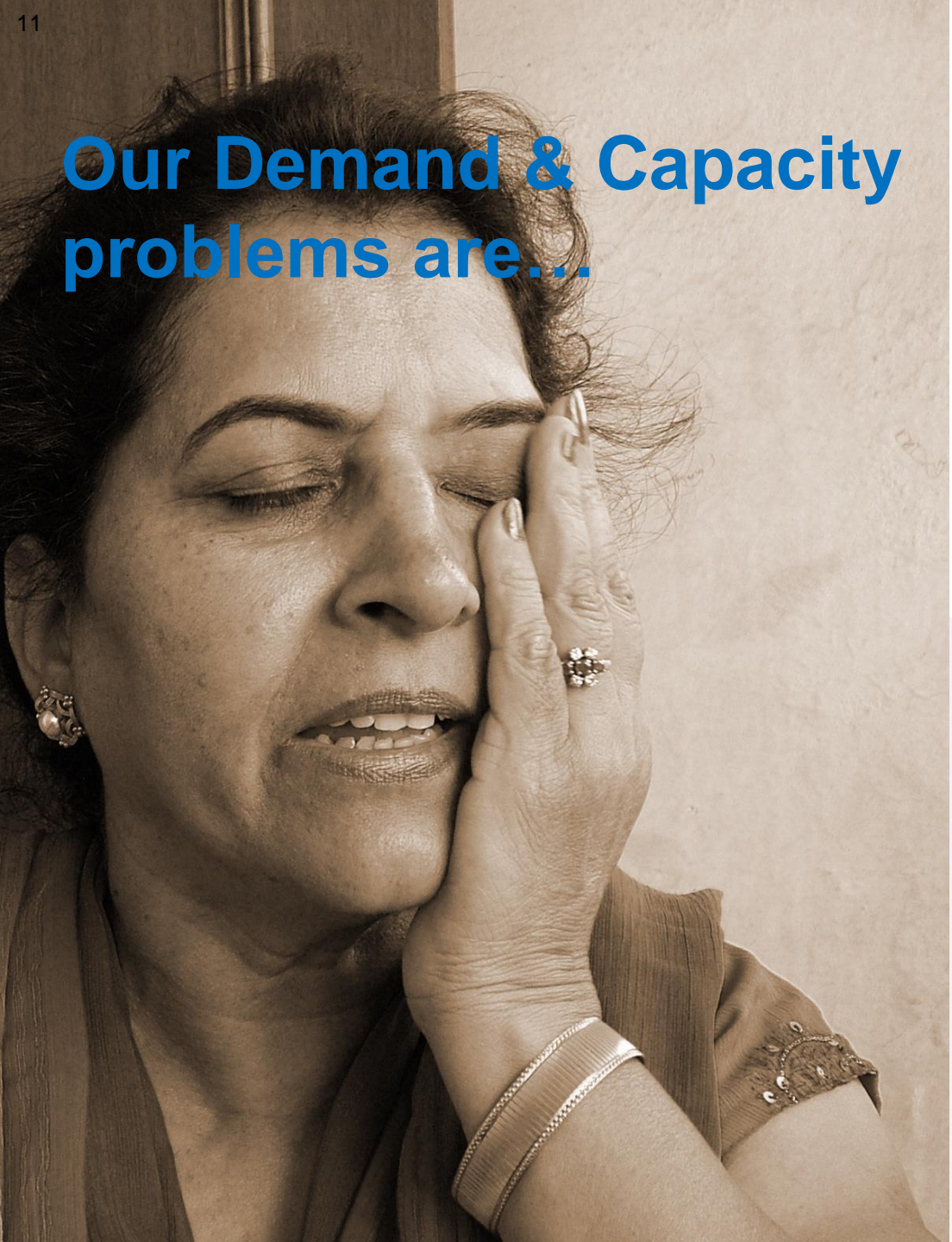
# At the airport

Phew!  
Made it just in time!

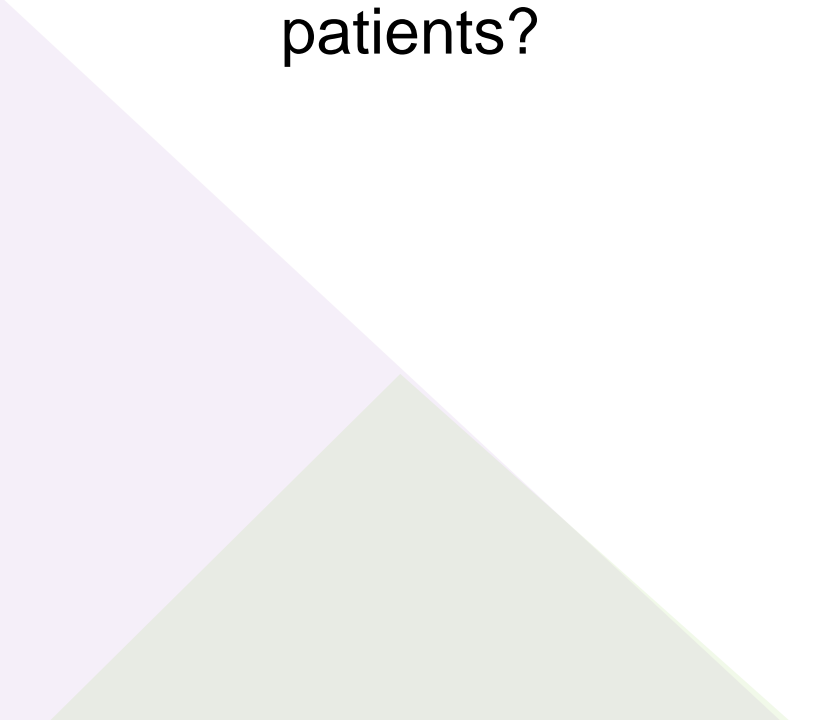
I'm terribly sorry Mr. McGregor the pilot has been called elsewhere. Your flight won't be running after all. Don't worry....we'll be in touch soon with another date.



# Our Demand & Capacity problems are...



...but for service users and patients?





# Mindset that causes the problem?

*'Waiting lists are due to lack of resources'*

We doubled resources....

- £47 billion p.a. to £110 billion p.a. = 3% increase in activity
- 'We need value for money' but .....

....there is still a funding gap and patients are still waiting

# Working definitions

**Demand**

what we *should* be doing

**Capacity**

what we *could* be doing

**Activity**

what we are *actually* doing

**Backlog**

what we *should* have done

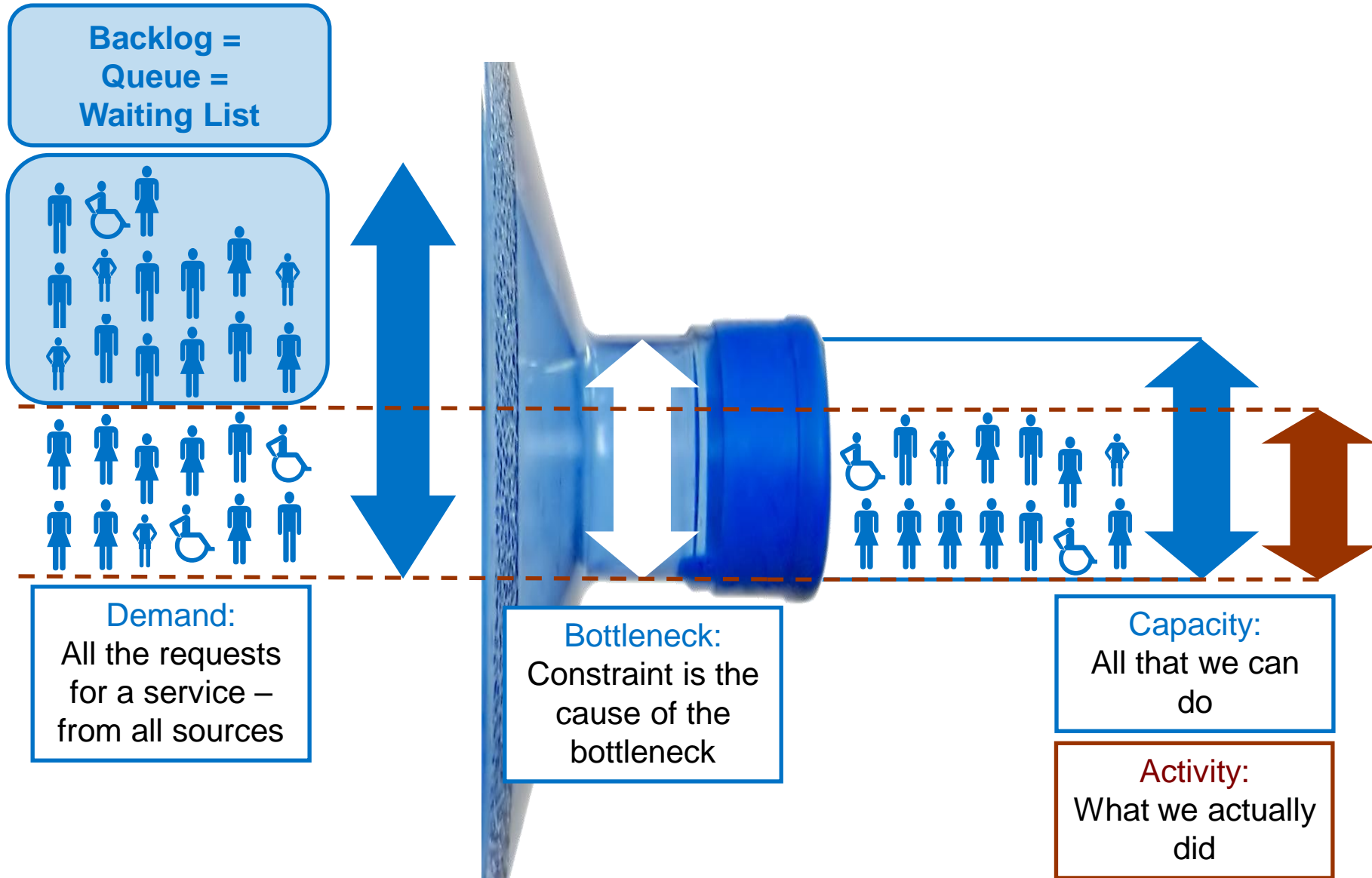
**Bottleneck**

where the *queue* is seen

**Constraint**

what restricts capacity of the service at the *bottleneck*

# How do they fit together?



# How do we measure them?

## Activity

No. of patients\*  
seen or processed

**X**

Time taken to  
process a patient

## Backlog

No. of patients in  
the queue

**X**

Time taken to  
process a patient

## Demand

All patients  
needing a service

**X**

Time taken to  
process a patient

\* Or invoices or email or orders - etc etc etc

# In the **perfect** NHS....?



We will collect **perfect** and **complete** data, for **every** patient ,  
through **every** process.....

Would this be the best use of our time?

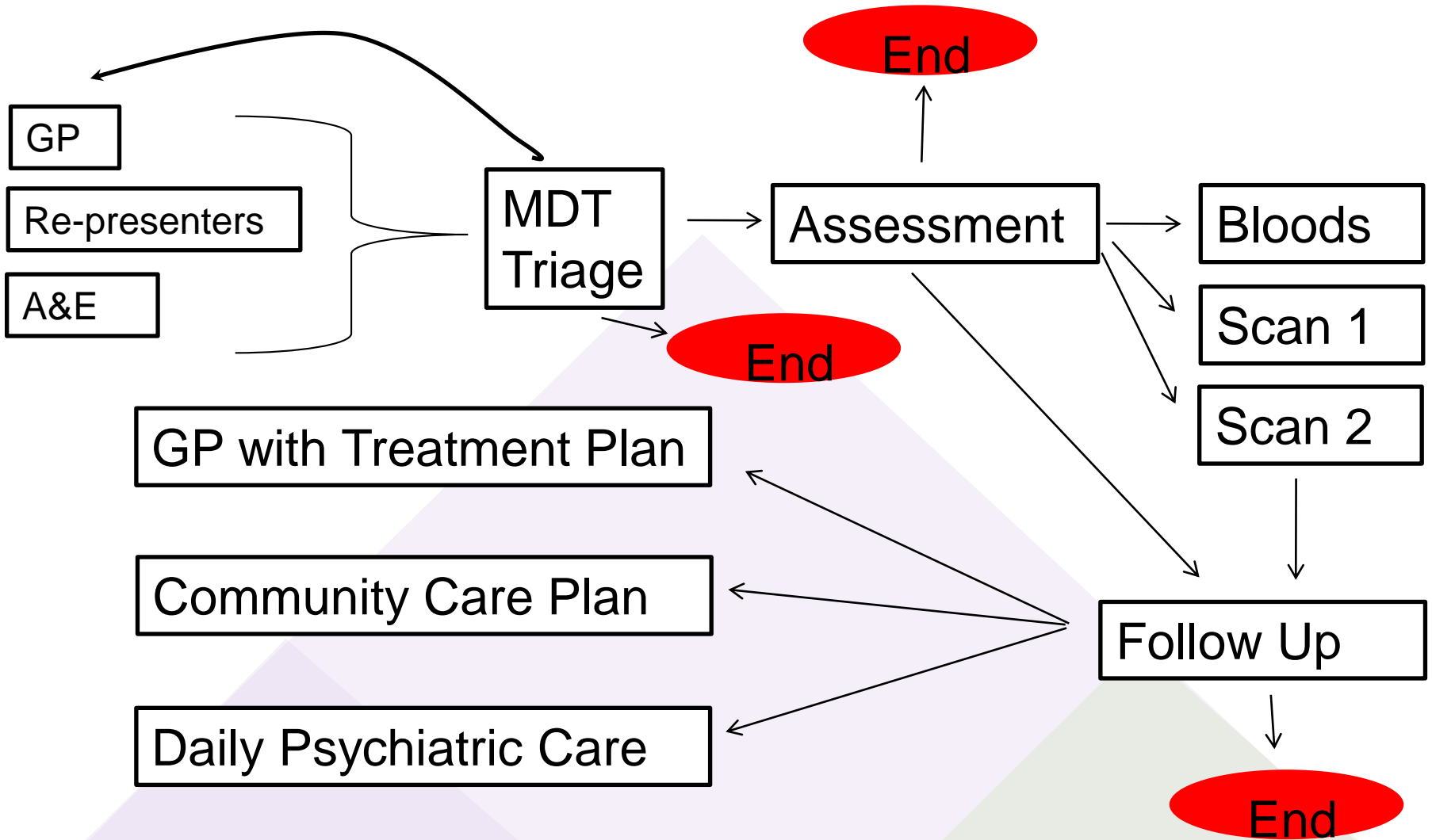


**How do we *measure* them?**

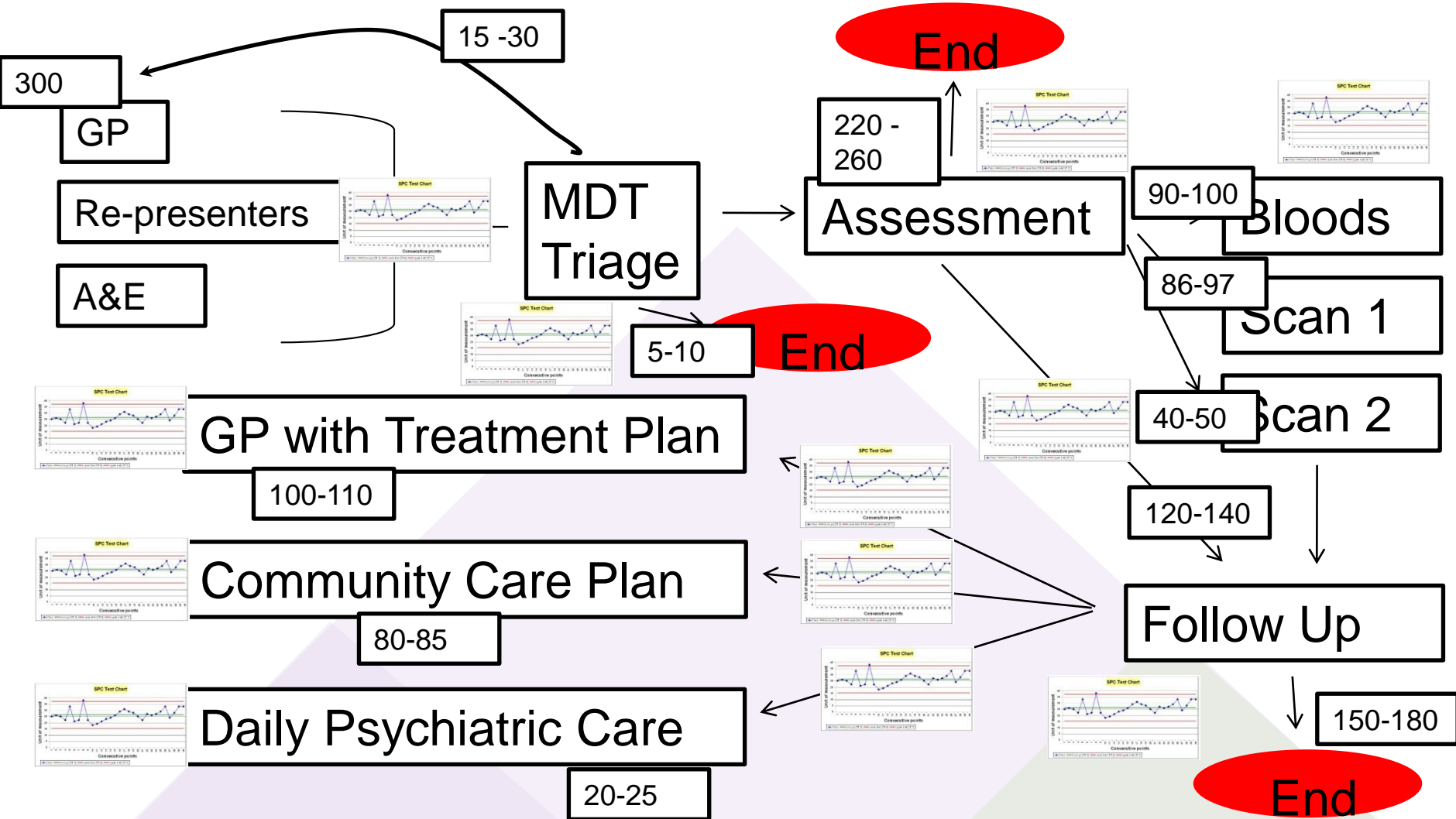
**Stage 1 – Draw a process map**

**(Model developed by Matt Tite)**

# Psychiatric Process map of the system- Stage 1



# Psychiatric Process map of the system Stage 2 – Add volume SPCs



## Stage 3... Turn into Time

Although we now have the volumes at each stage (and they vary).

How long does it take to do each task? (this will vary too) This will depend on the patient and the person doing the task.

We must incorporate this in the calculations, not ignore it.

25 sets of data (shouldn't take long, as these are the tasks staff do repeatedly)



Remember A4 paper game!



# Calculating Psychiatric Assessment times...

Assessment time (mins)		Assessment time (mins)	
1	22	16	16
2	21	17	16
3	20	18	15
4	19	19	15
5	19	20	15
6	18	21	15
7	18	22	15
8	18	23	14
9	18	24	14
10	18	25	14
11	17		
12	17		
13	17		
14	17		
15	17		

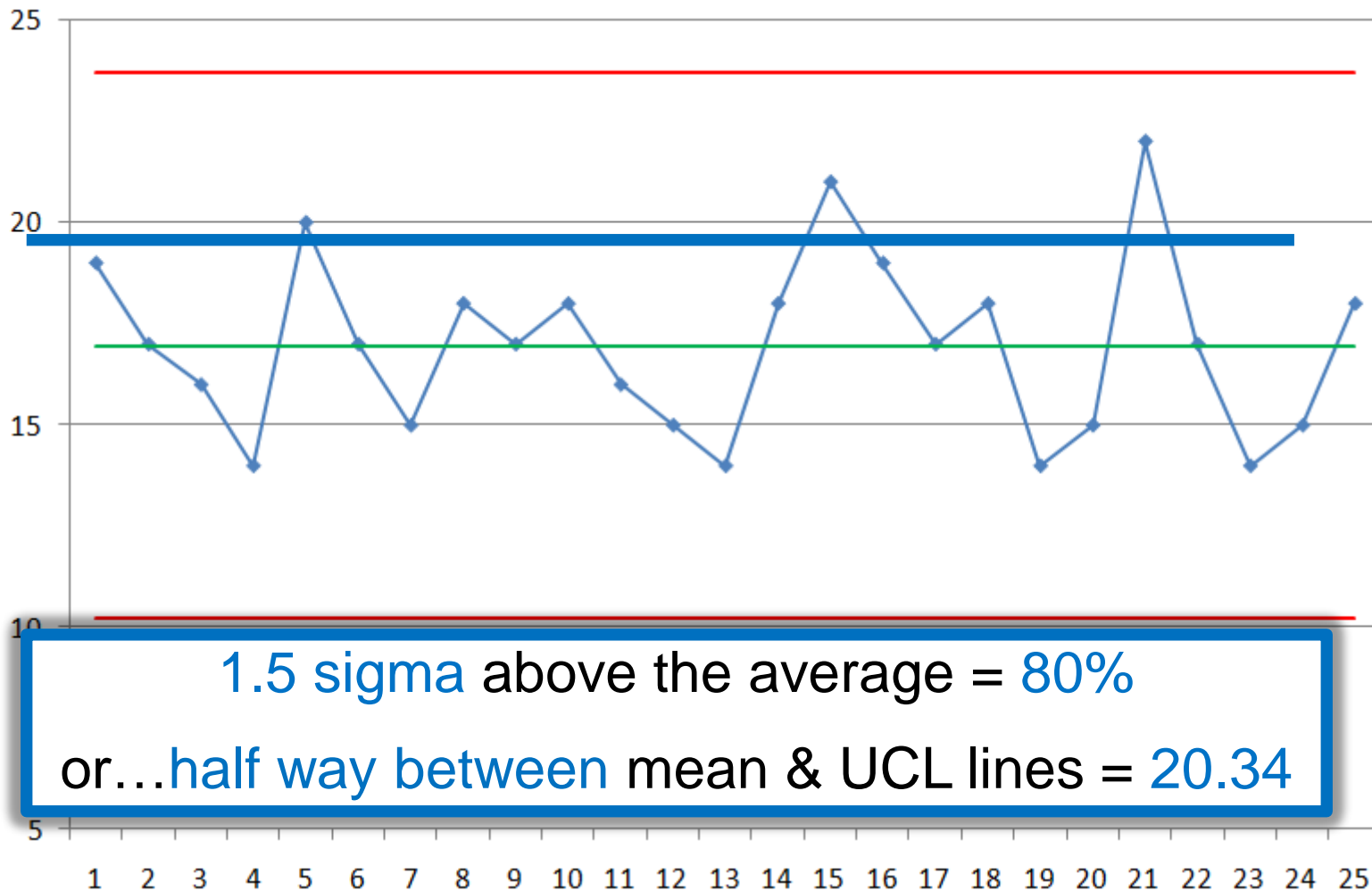
Mean?	16.96
Median?	18
Mode?	18

Which of these times could we use for planning if we can only use one?

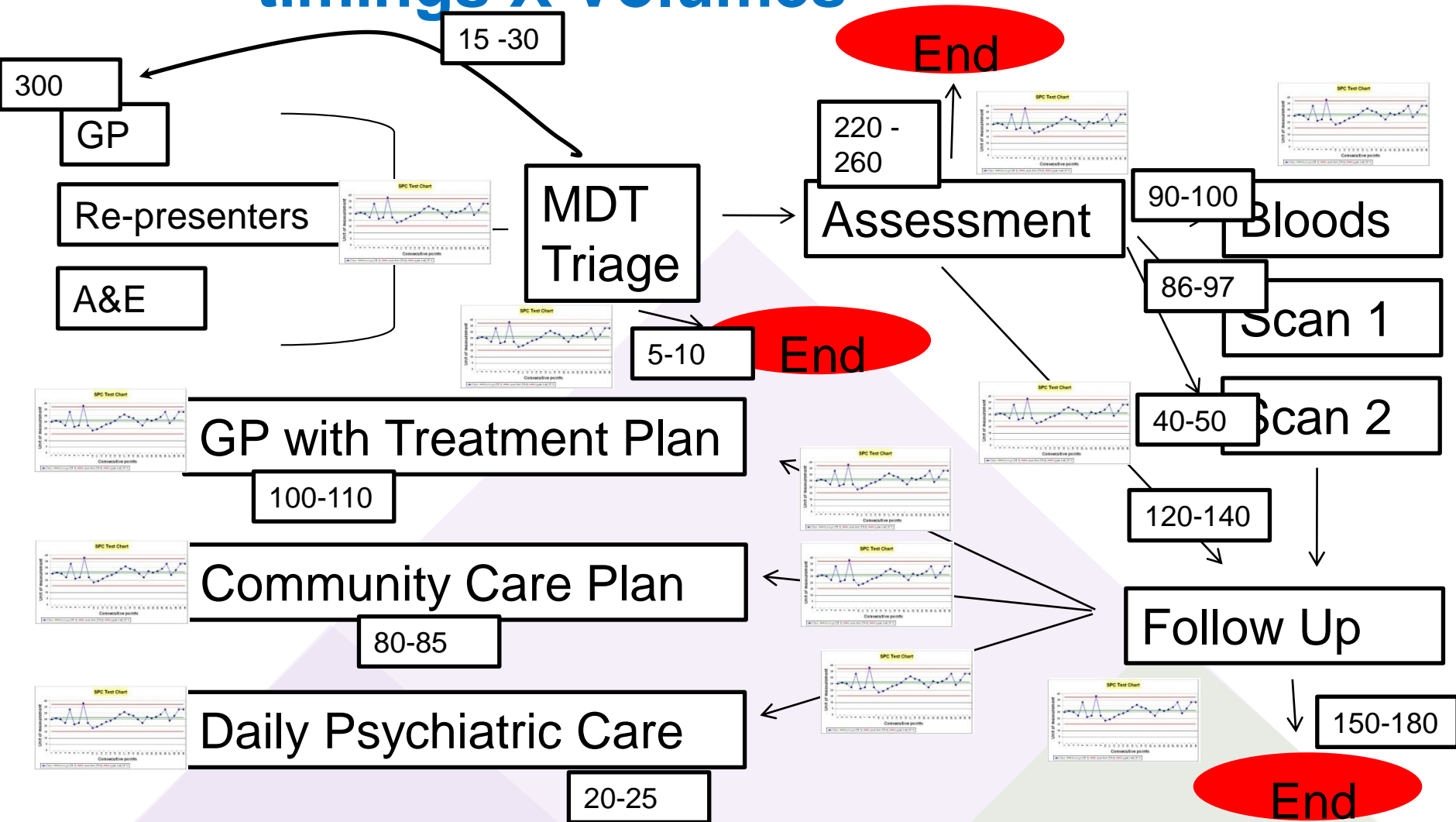


# Calculating Psychiatric Assessment times...

Even better if...use the 80<sup>th</sup> percentile

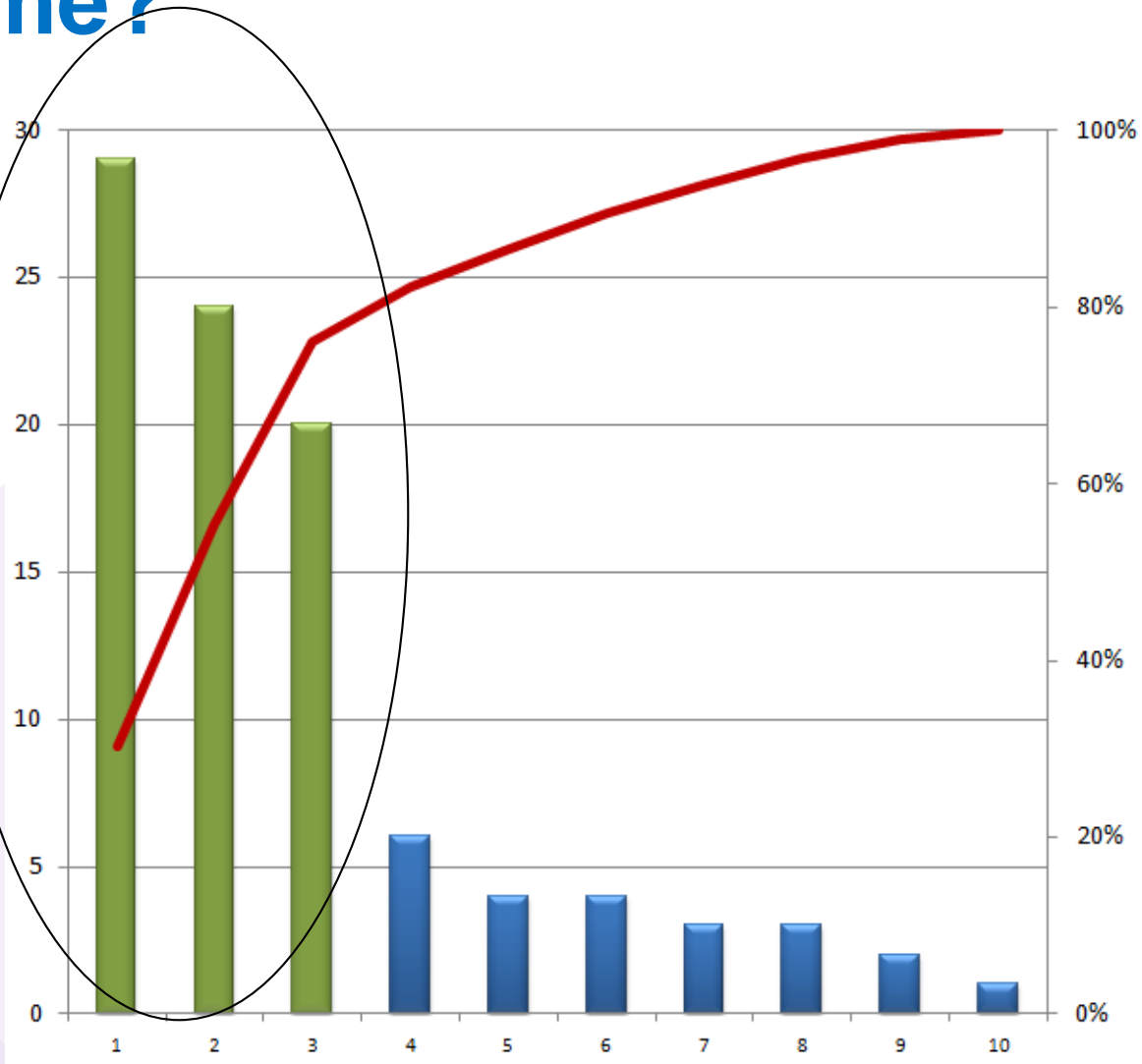


# Psychiatric Process map of the system Stage 3 – work out 80% timings X Volumes



# Pareto chart from the process map – where do we spend most of the time?

80% of the patient journey is spent in these three stages, start here for big improvements





# Calculating A, B & D for a CPN (Community Psychiatric Nurse)

Now use [these](#) timing figures across:

Activity



## Activity

No. of patients\*

**X**

Time taken to process a patient

Backlog



## Backlog

No. of patients in the queue

**X**

Time taken to process a patient

Demand



## Demand

All patients needing a service

**X**

Time taken to process a patient

\* Or invoices or email or orders - etc etc etc

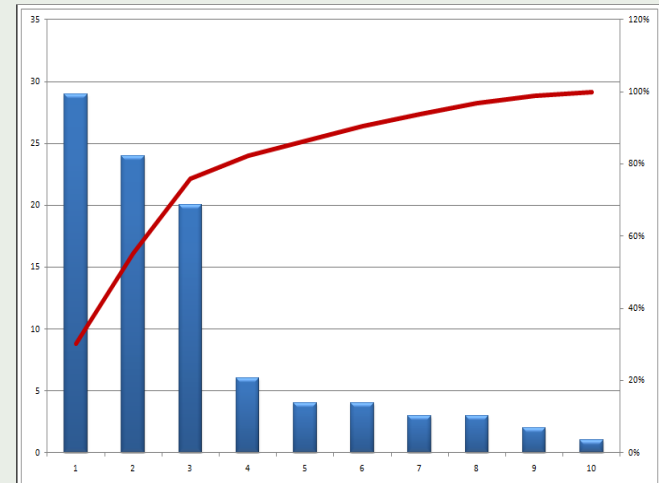
# In the **real** NHS....

We should collect **just enough** data and use this to project over all the patients we see...



How?

We will use Pareto...



**“80 / 20” Rule**



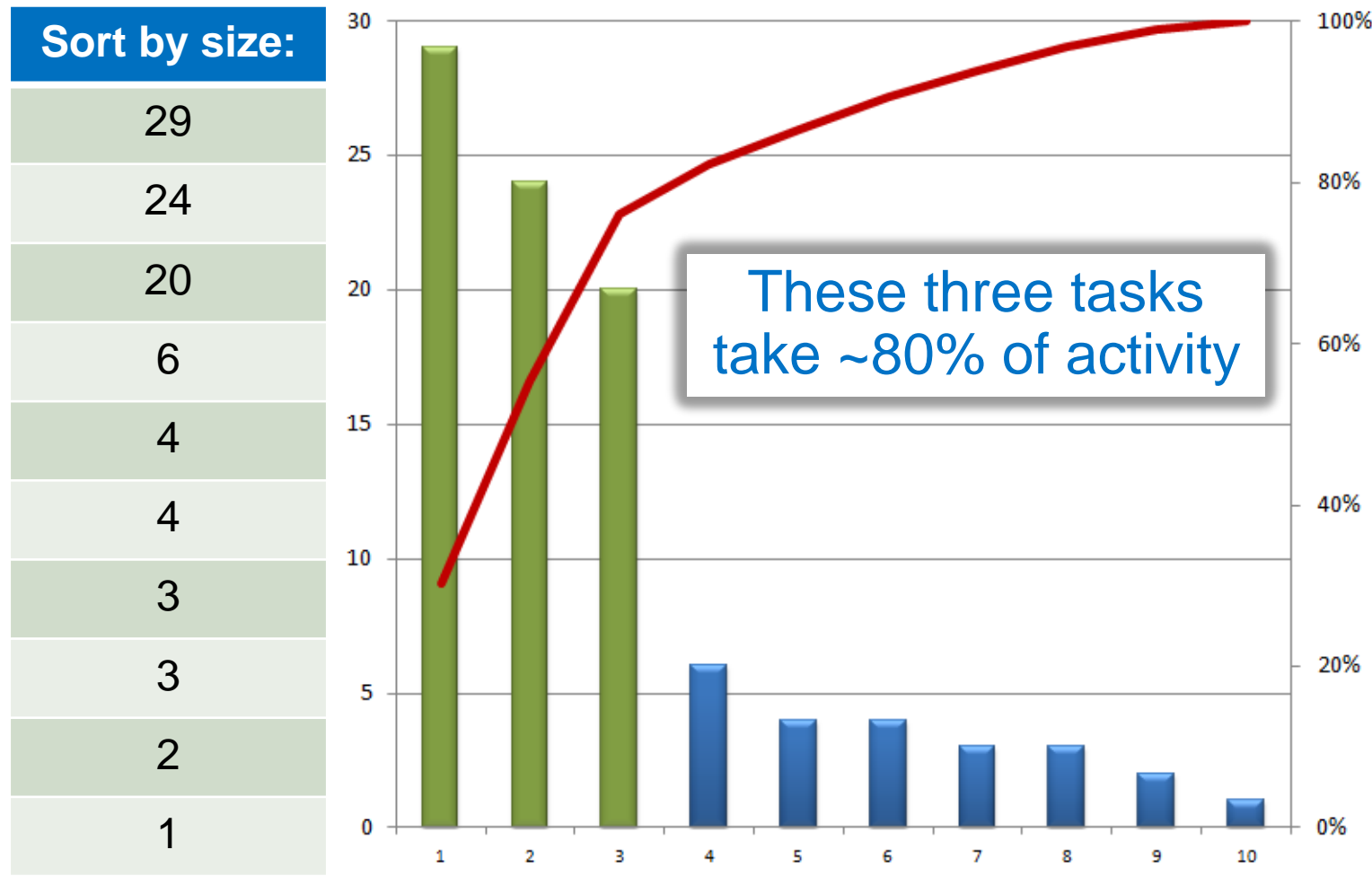
# Calculating A, B & D for a Community Nurse

For 3 days we collected a **tally chart** of activities for each of the 4 community nurses:

Nurse Activity:	Tally Chart	Totals:
Eye drops		3
Creating nursing plans		2
Taking temp and BP		24
Giving advise		4
Taking blood samples		20
Prescribing aids		1
Setting up drips		3
Dressing wounds		4
Morphine pump		29
Taking urine samples		6

# Calculating A, B & D for a Community Nurse

From the [tally chart](#) we create a [Pareto chart](#) - to work out what activities make up 80% of the community nurses total



# Calculating A, B & D for a Community Nurse

Each task that takes 80% of the nurses time, will not only vary between nurses, but for the same nurse the task time will vary too.

We must incorporate this in the calculations, not ignore it.

Collect for each of the “80%” tasks - 25 sets of data (shouldn't take long, as these are the tasks nurses do repeatedly)



Remember M&M game...



# Calculating A, B & D for a Community Nurse

Morphine pump (mins)	
1	22
2	21
3	20
4	19
5	19
6	18
7	18
8	18
9	18
10	18
11	17
12	17
13	17
14	17
15	17

Morphine pump (mins)	
16	16
17	16
18	15
19	15
20	15
21	15
22	15
23	14
24	14
25	14

If we put the 25 timings in order

LONGEST



SHORTEST

# Calculating A, B & D for a Community Nurse

Morphine pump (mins)	
1	22
2	21
3	20
4	19
5	19
6	18
7	18
8	18
9	18
10	18
11	17
12	17
13	17
14	17
15	17

Morphine pump (mins)	
16	16
17	16
18	15
19	15
20	15
21	15
22	15
23	14
24	14
25	14

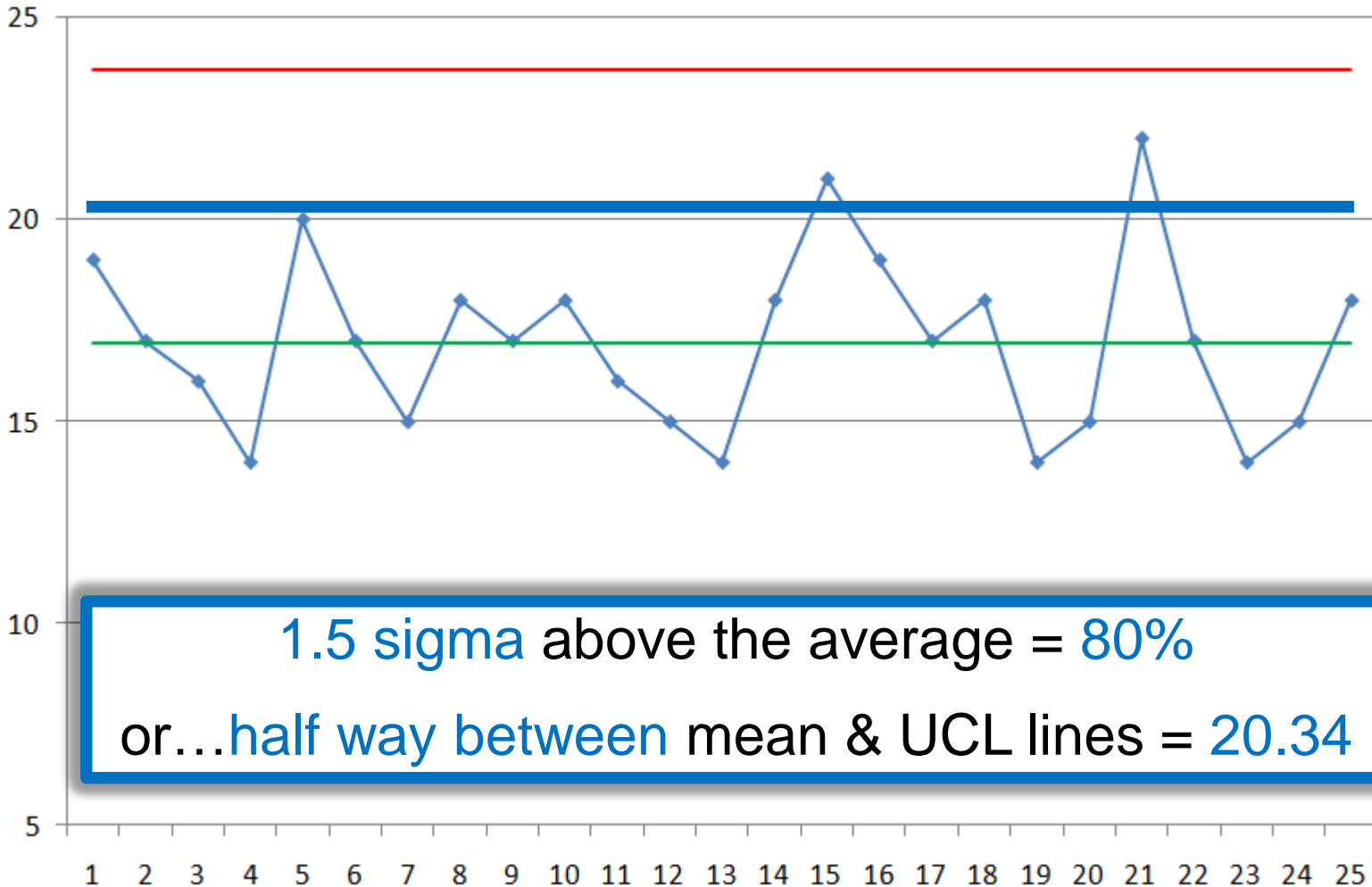
Mean?	16.96
Median?	18
Mode?	18

Which of these times could we use for planning if we can only use one?



# Calculating A, B & D for a Community Nurse

Even better if....use the 80<sup>th</sup> percentile





### Data

Metric  Upper Spec

Order  Lower Spec

Format

Order	Time	Group	Metric	mR	Special
8			18.00	3.000	
9			17.00	1.000	
10			18.00	1.000	
11			16.00	2.000	
12			15.00	1.000	
13			14.00	1.000	
14			18.00	4.000	
15			21.00	3.000	
16			19.00	2.000	
17			17.00	2.000	
18			18.00	1.000	
19			14.00	4.000	
20			15.00	1.000	
21			22.00	7.000	
22			17.00	5.000	
23			14.00	3.000	
24			15.00	1.000	
25			18.00	2.000	

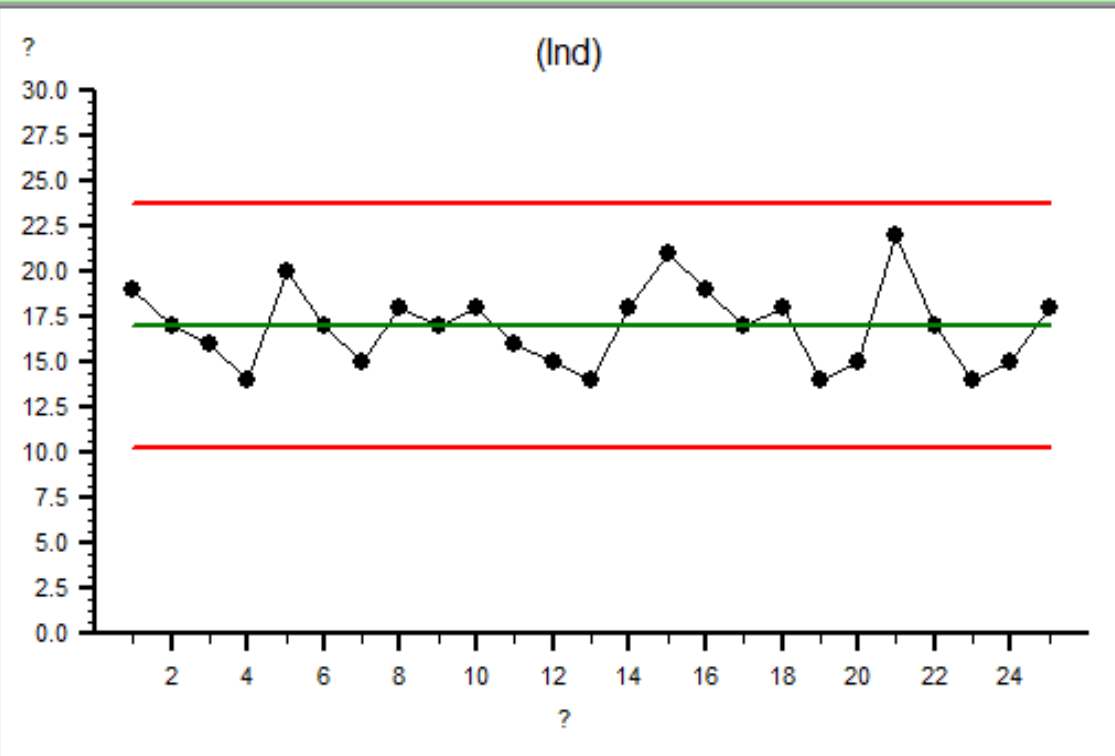
Order  Time  Group  Metric

Add Set Ins Excl Incl Del Splt Mrg Lock L2S

Help User Guide Copy Paste Append Undo

### Individuals Chart

Right Click on Chart for Options



- + Axes Edit Note

Segment	Start	Finish	Mean	Sigma	Count	LCL	UCL	Stable
1	1	25	16.96	2.253	25	10.20	23.72	Yes

Half way between = 20.34

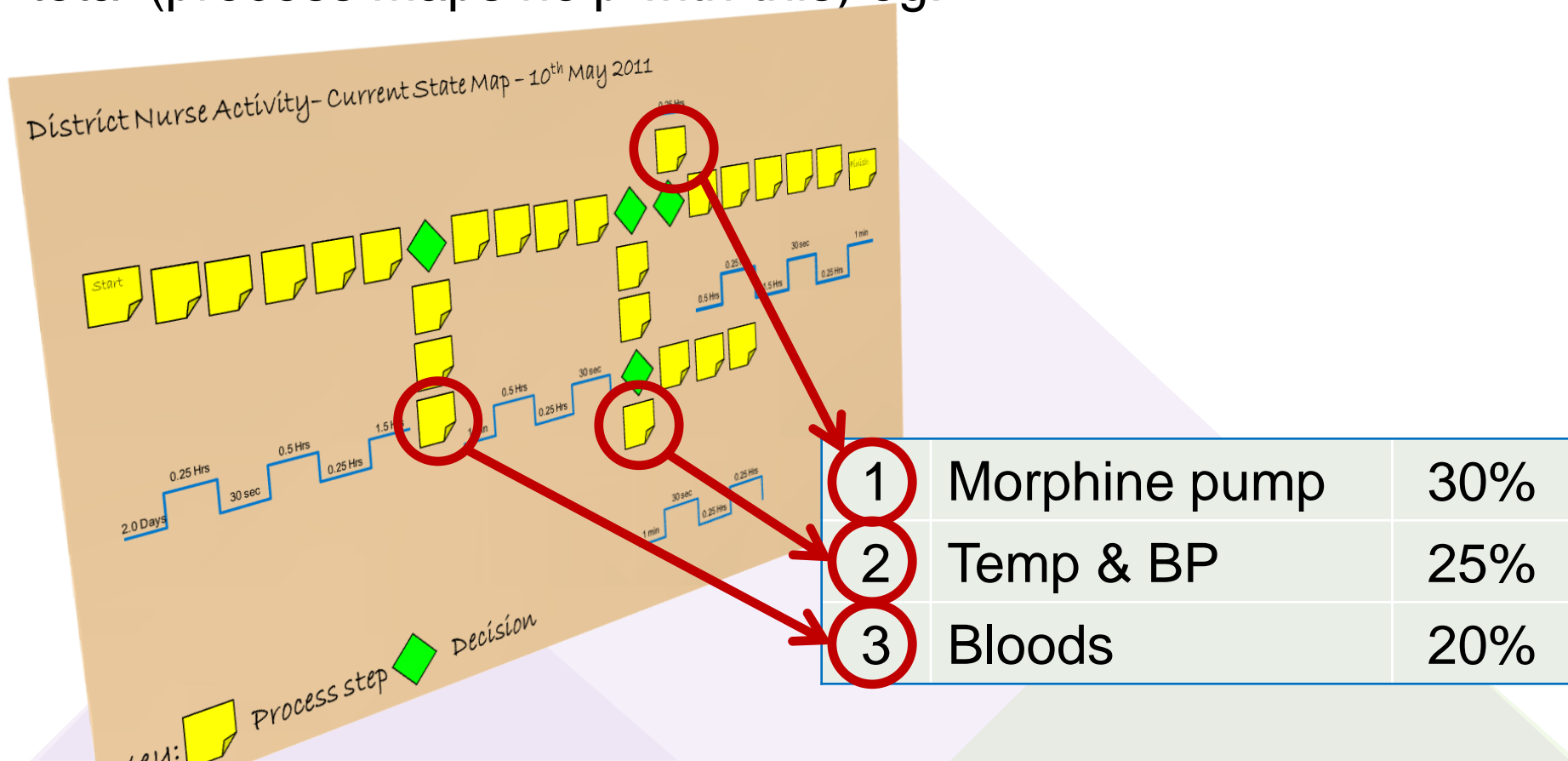
Sigma Levels  Specification  Histogram  Groups  Flags

Data Run Ind mR Notes New Load Save Export Exit

# Calculating A, B & D for a Community Nurse

Repeat for the other activities making up 80% of the time

Measure the proportions of those key activities as part of the total (process maps help with this) eg:



# Calculating A, B & D for a Community Nurse

Now use [these](#) timing figures across:

Activity



Activity		
No. of patients*	<b>X</b>	Time taken to process a patient

Backlog



Backlog		
No. of patients in the queue	<b>X</b>	Time taken to process a patient

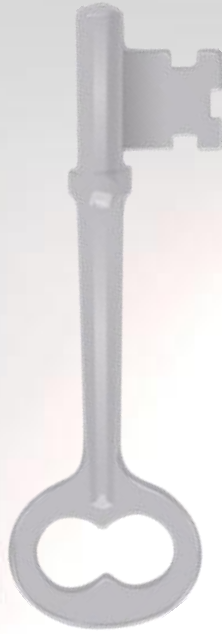
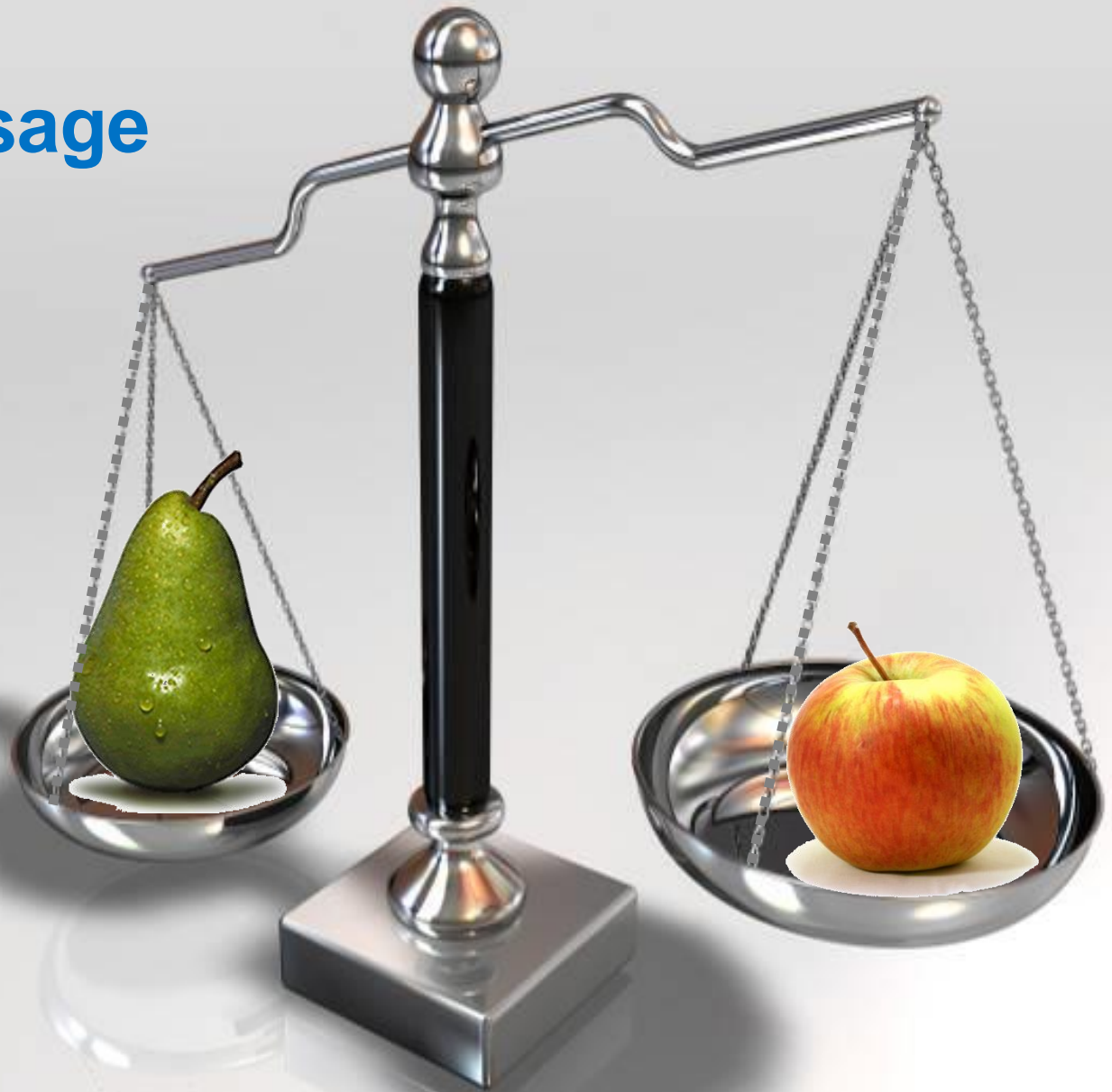
Demand



Demand		
All patients needing a service	<b>X</b>	Time taken to process a patient

\* Or invoices or email or orders - etc etc etc

# Key message



Measure everything in the **same units** for the **same period**



# Key message

## Keep it simple!

*“Use **crude** measures of the **right thing** rather than **precise** measures of the **wrong thing**”*

Richard Steyn



## Practical exercise

We used the following data (see handout) to plot C,D,B,A:

Measure = hours				
	Capacity	Demand	Backlog	Activity
Oct	300	120	540	175
Nov	300	160	605	190
Dec	260	135	580	210
Jan	290	250	635	240
Feb	300	215	500	270
Mar	275	210	450	310
Apr	285	270	410	285
May	225	265	420	250
Jun	280	270	400	330

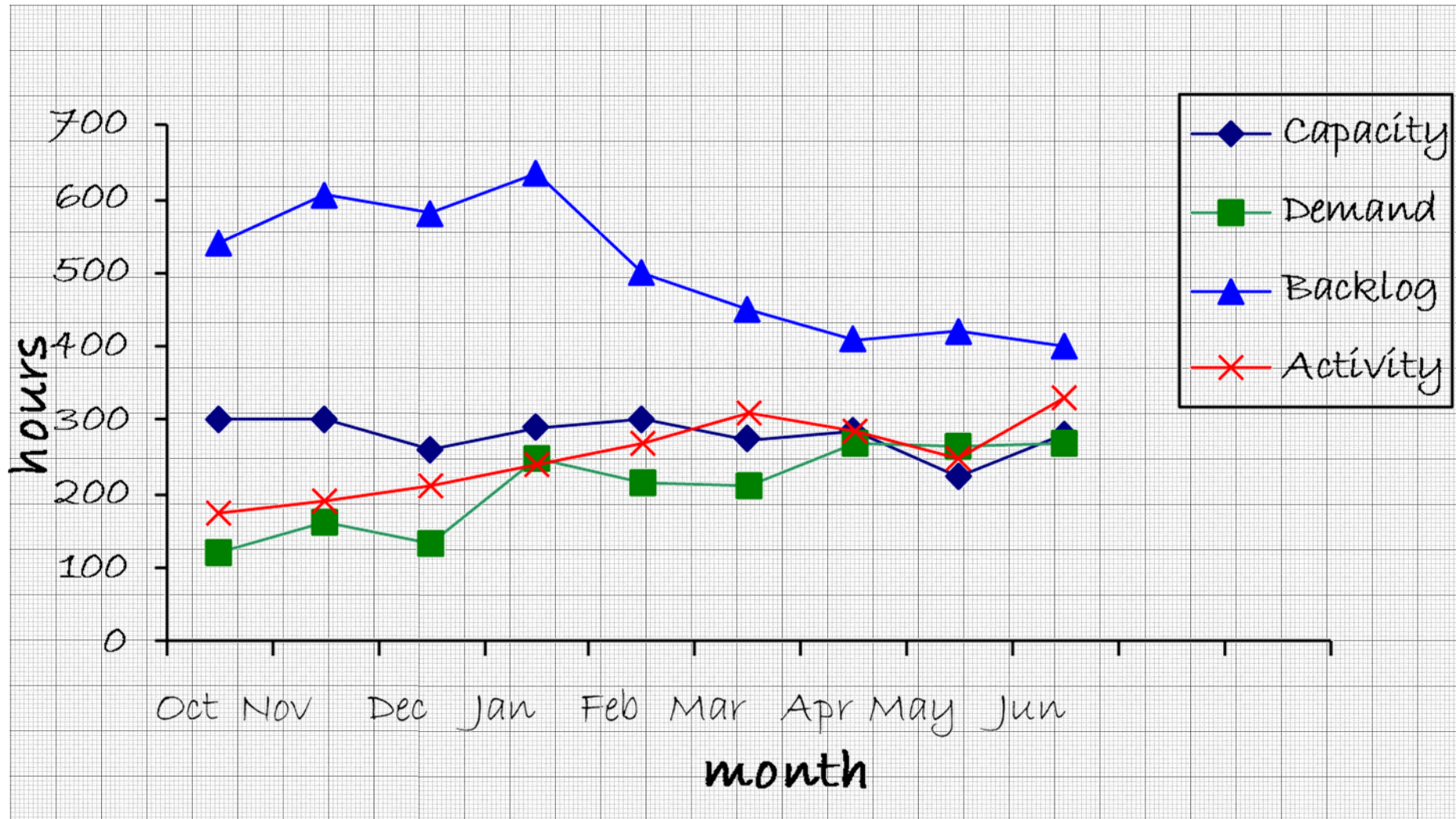
Now that you are all **expert analysts** we would like you to analyse the results on the following slide, and feedback your findings.....





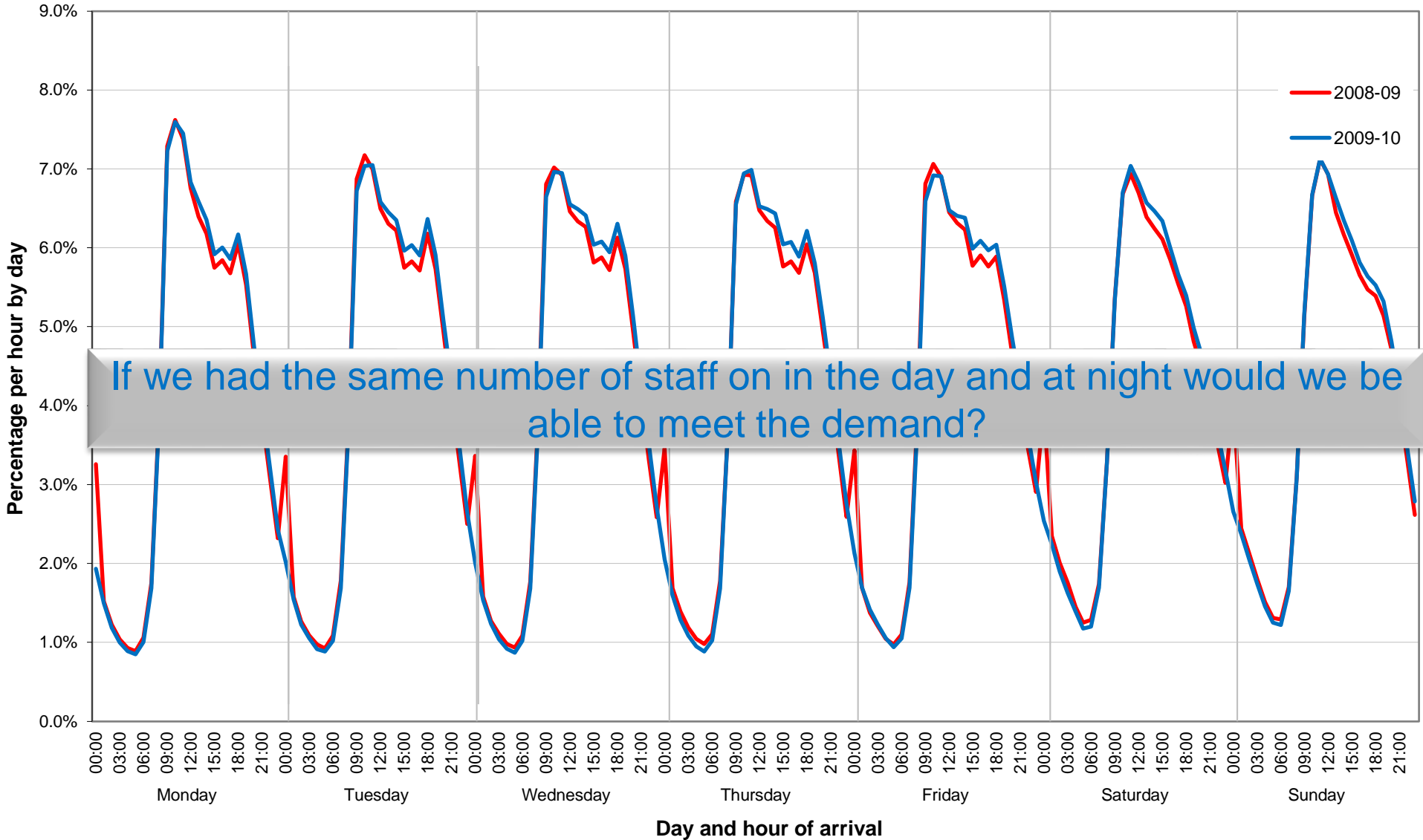
# D, A, C and B

## Demand, Activity, Capacity and Backlog



# Predictable demand?

Chart 3.3: A&E attendances by day and hour of arrival (all), 2008-09 and 2009-10





**Chart 3.8: A&E attendances by day and hour of arrival (Road accidents), 2008-09 and 2009-10**

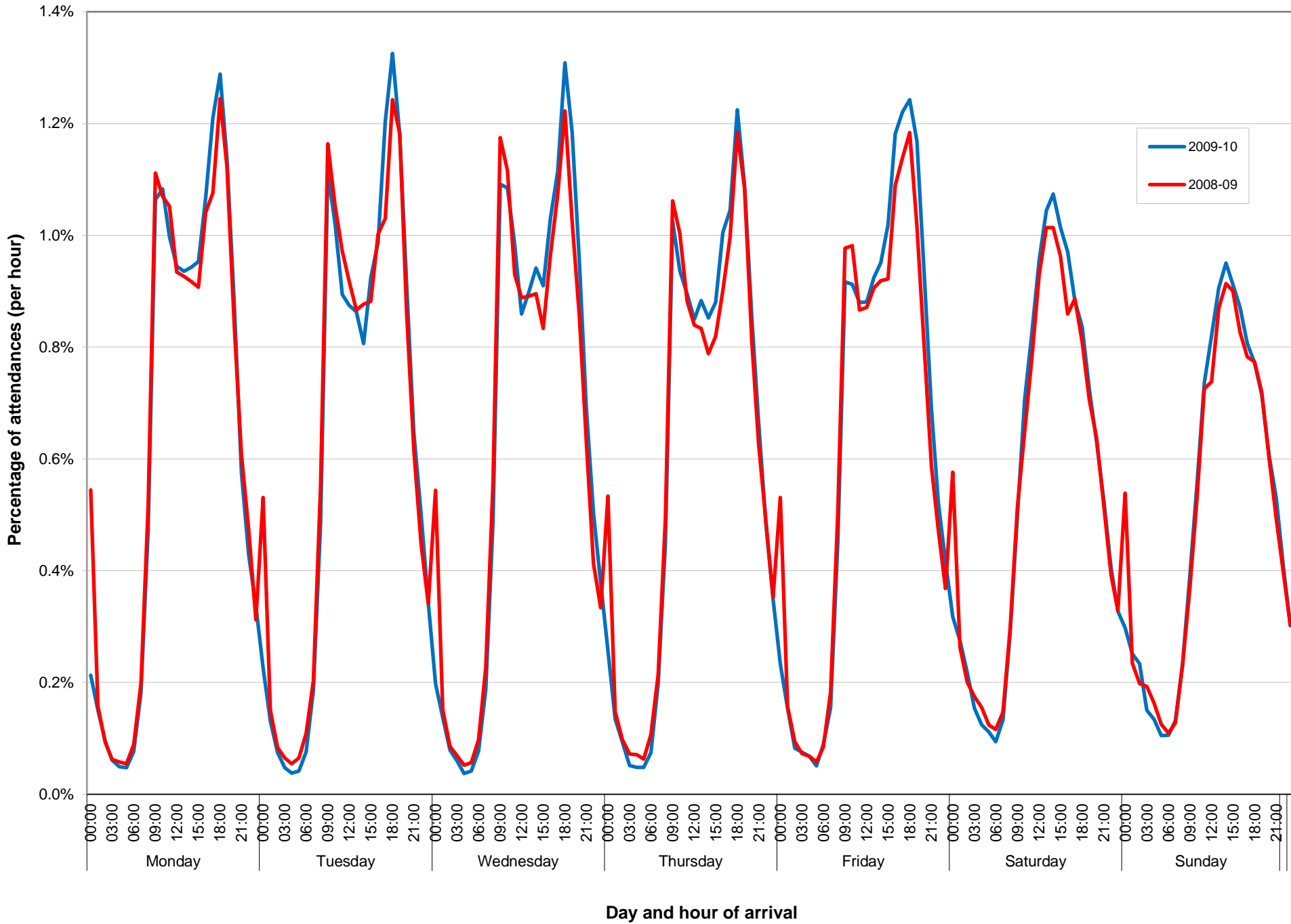


Chart 3.9: A&E attendances by day and hour of arrival (Assaults), 2008-09 and 2009-10

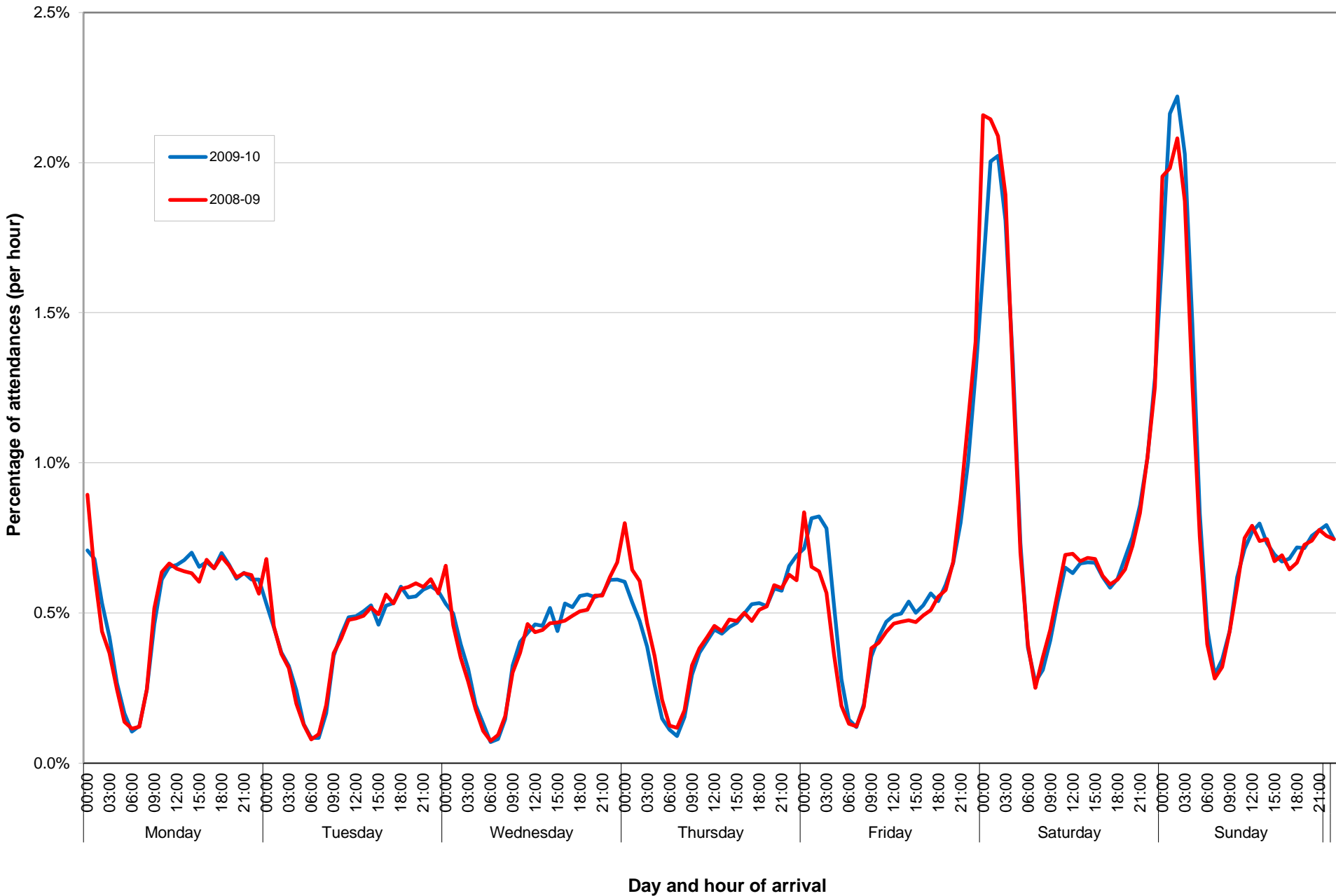


Chart 3.10: A&E attendances by day and hour of arrival (Self harm), 2008-09 and 2009-10

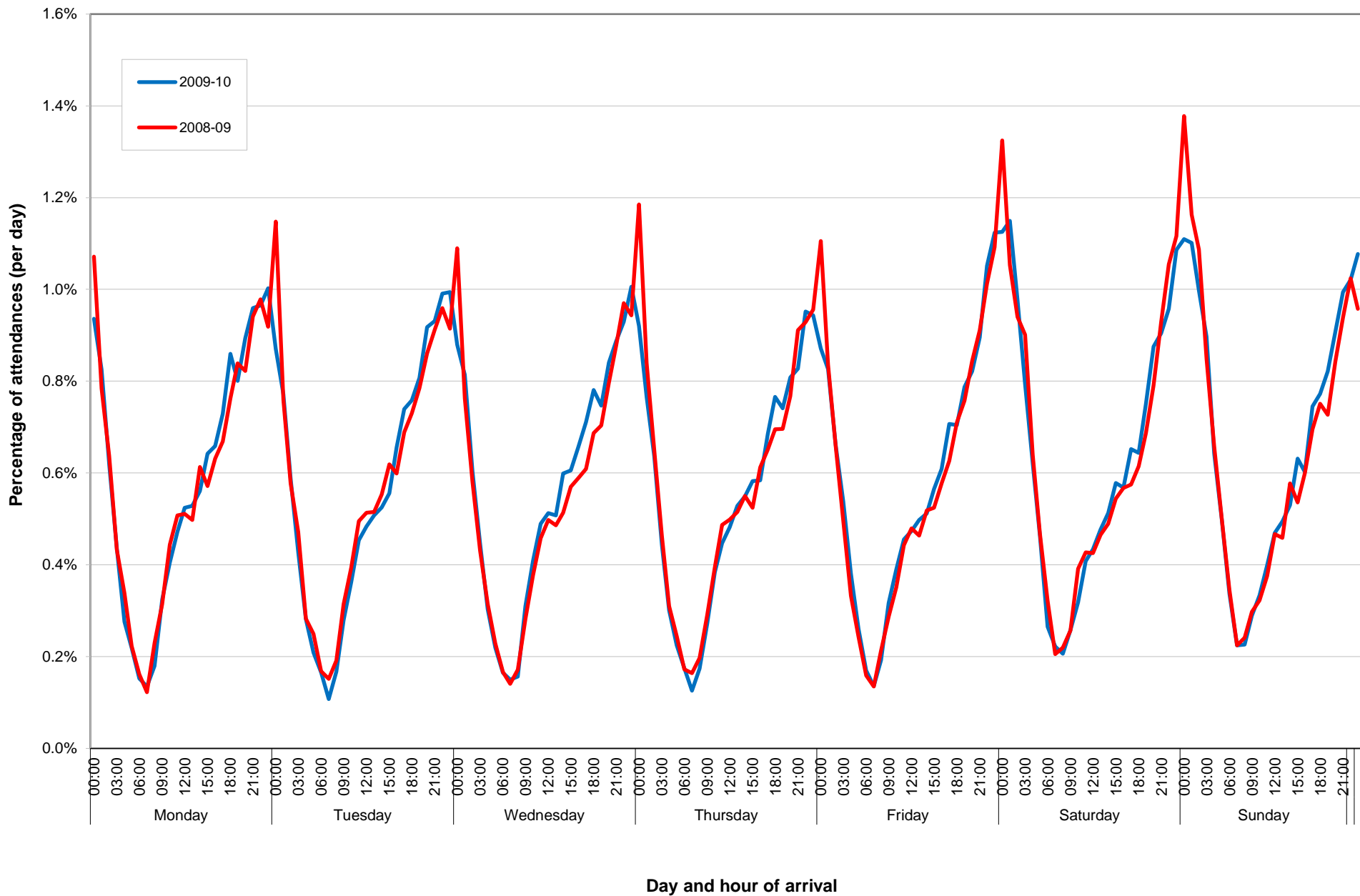
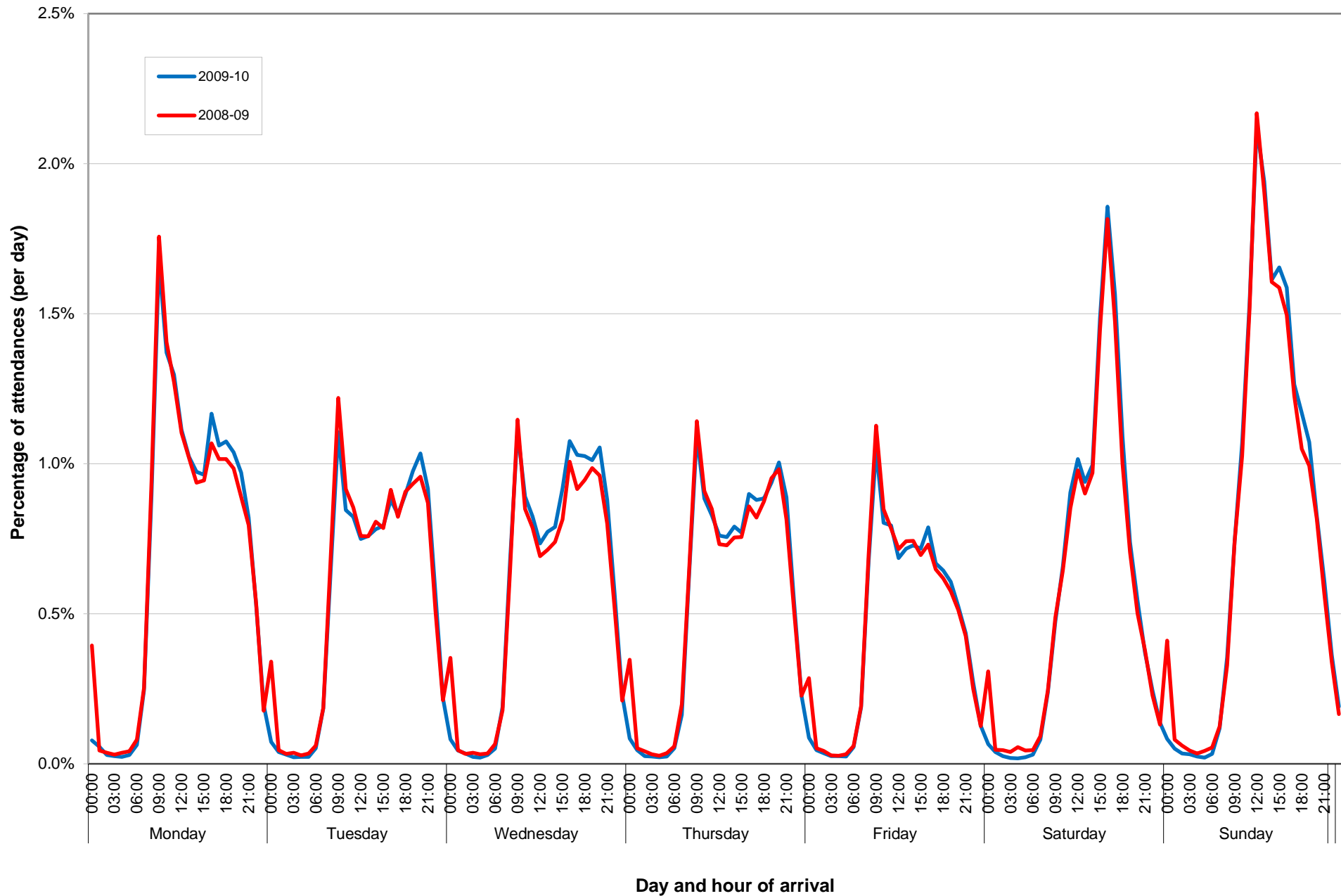


Chart 3.11: A&E attendances by day and hour of arrival (Sports Injuries), 2008-09 and 2009-10



# Measuring capacity

Capacity is all of the resources required to do the work and includes equipment, rooms and the people with the necessary skills to use it.

## Capacity

No. of resources available – eg autoclaves, MRI scanners etc

**X**

Staff time available to run those resources

# Bottlenecks



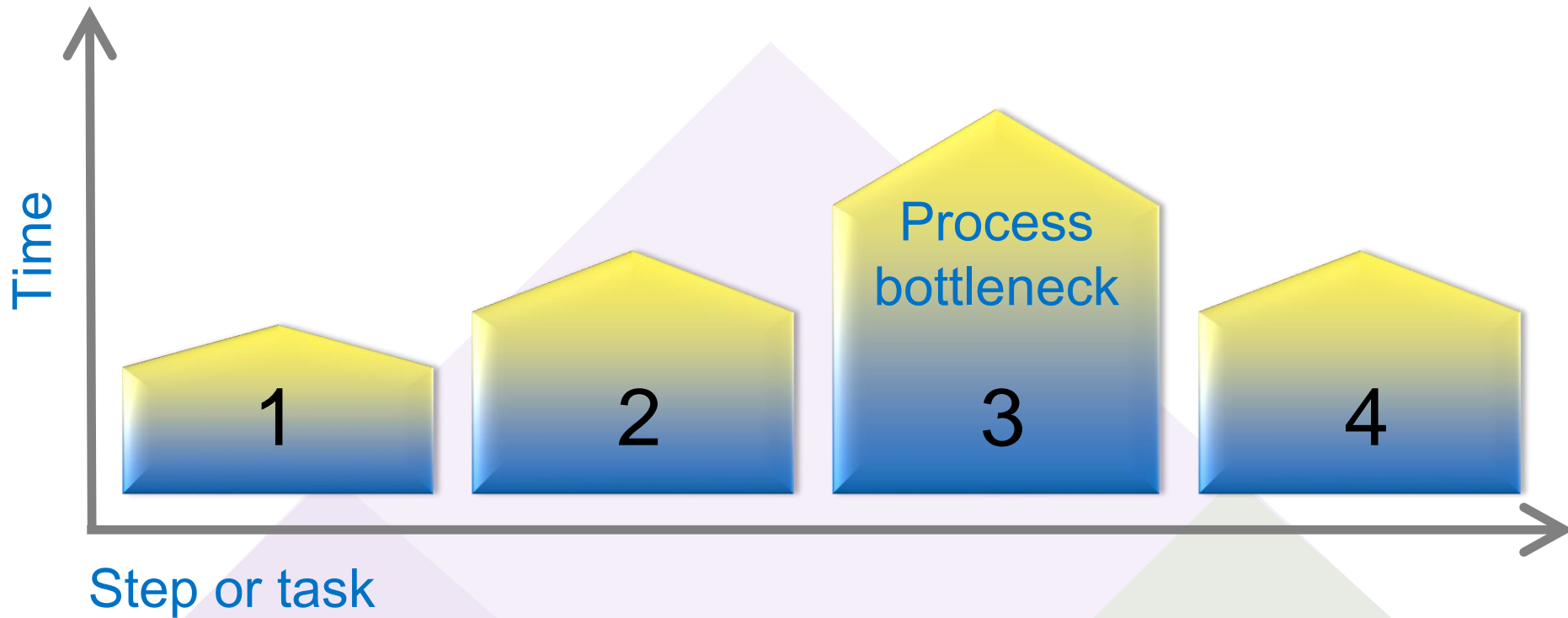
A **bottleneck** is where the queues form - it will slow down the whole process

Two types of bottleneck:

1. Process
2. Functional

# Process bottleneck

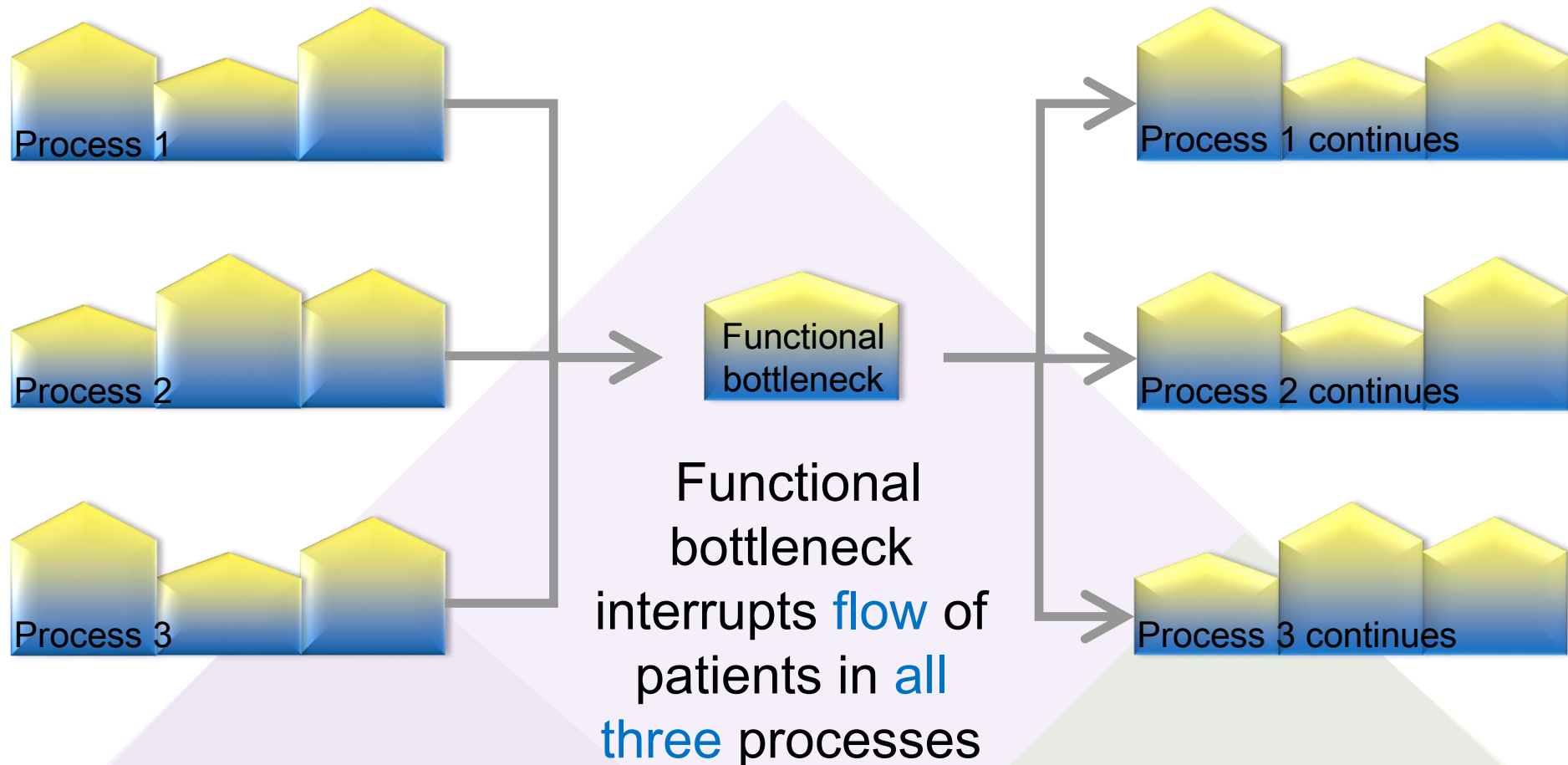
Process bottlenecks are the **process stage** that takes **longest** to **complete**. Sometimes referred to as 'rate limiting' step or task



Which step or task is the **bottleneck**?

# Functional bottleneck

Functional bottlenecks caused by services that have demand from a number of sources e.g. radiology, pathology, porters





# Constraints

**Bottlenecks** caused by a **constraint**

This restricts the capacity (**flow**) of the service

It may be a particular skill or piece of equipment

**Constraint examples:**

- Number of treatment rooms
- Specialist skills i.e. surgeon, radiologist
- Decontamination washer/machine
- Theatres
- CT scanner
- Phlebotomist



**How to deal with them:**

**Maximise utilisation** of **constraint** - as not easily increased?



## Apply pressure?



### On the system and on the people

Performance management (at all levels)

- Changes in behaviour

Targets

- Waiting list initiatives
- Carve out capacity
- Forced booking
- High utilization of capacity



## The affects of applied pressure?

Poor decisions?

- **Guesswork** - single figure decision making
- Decisions based on **special cause variation**
- **Anecdotal data**
- “Known” solutions or **assumptions**

Cost cutting?

- becomes indiscriminate

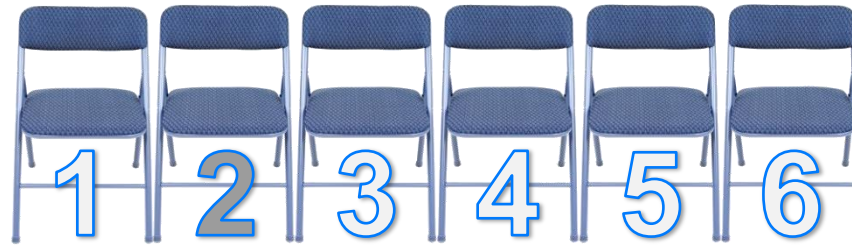
Quality drops?

- re-work, **increased clinical risks** to patients, complaints, litigation, increased costs

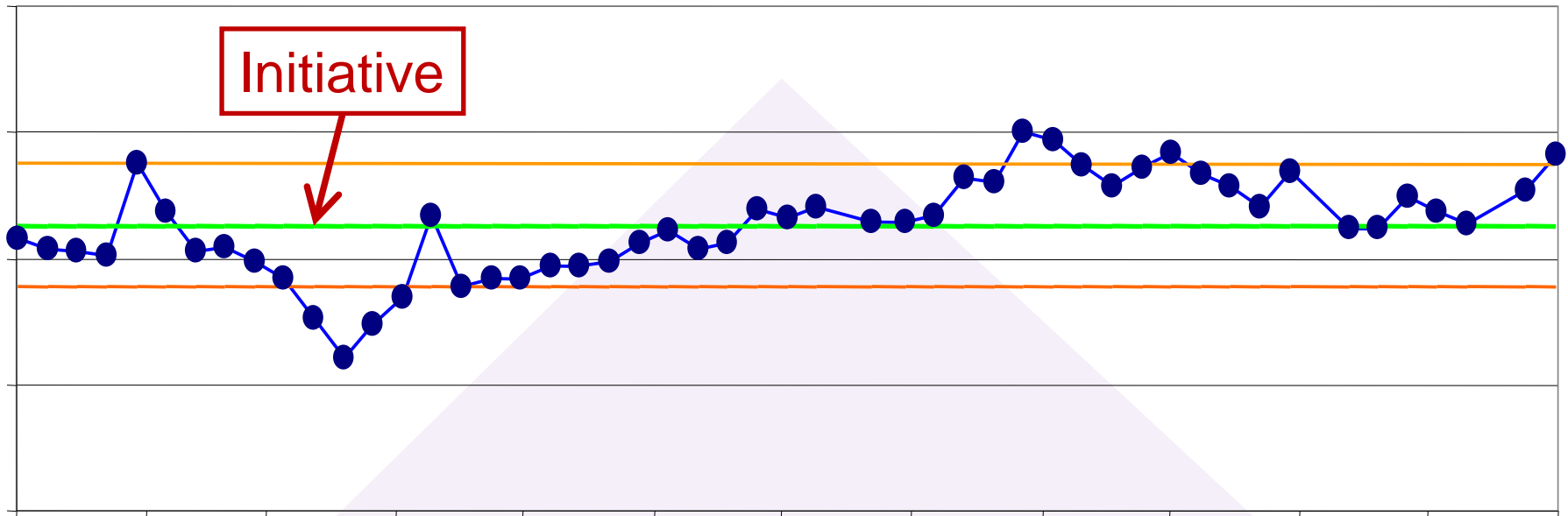
Demoralised staff?

- staff turnover, sickness and absenteeism





# Waiting list initiatives



Luton and Dunstable NHS Trust  
Waiting list numbers - weekly from Jan to Jan  
Was the initiative sustained?



## High Utilisation

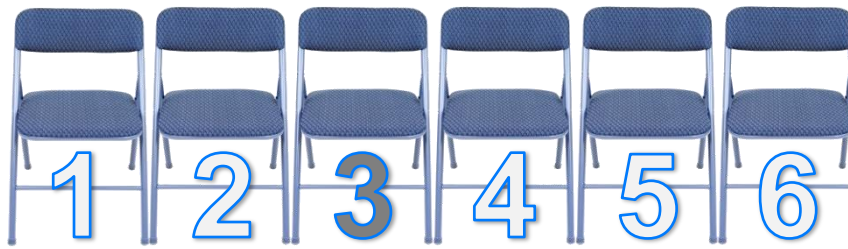
Utilisation is a measure of **how much capacity is used** (%age).

What is an **appropriate** utilisation target for a service?

0%



100%



## High Utilisation

Services often aim for 90 - 100%

These services are set up to fail if they do not take into account inherent **variation in demand**

Pressure to fully utilise resources can also lower staff morale and trigger adverse changes in behaviour

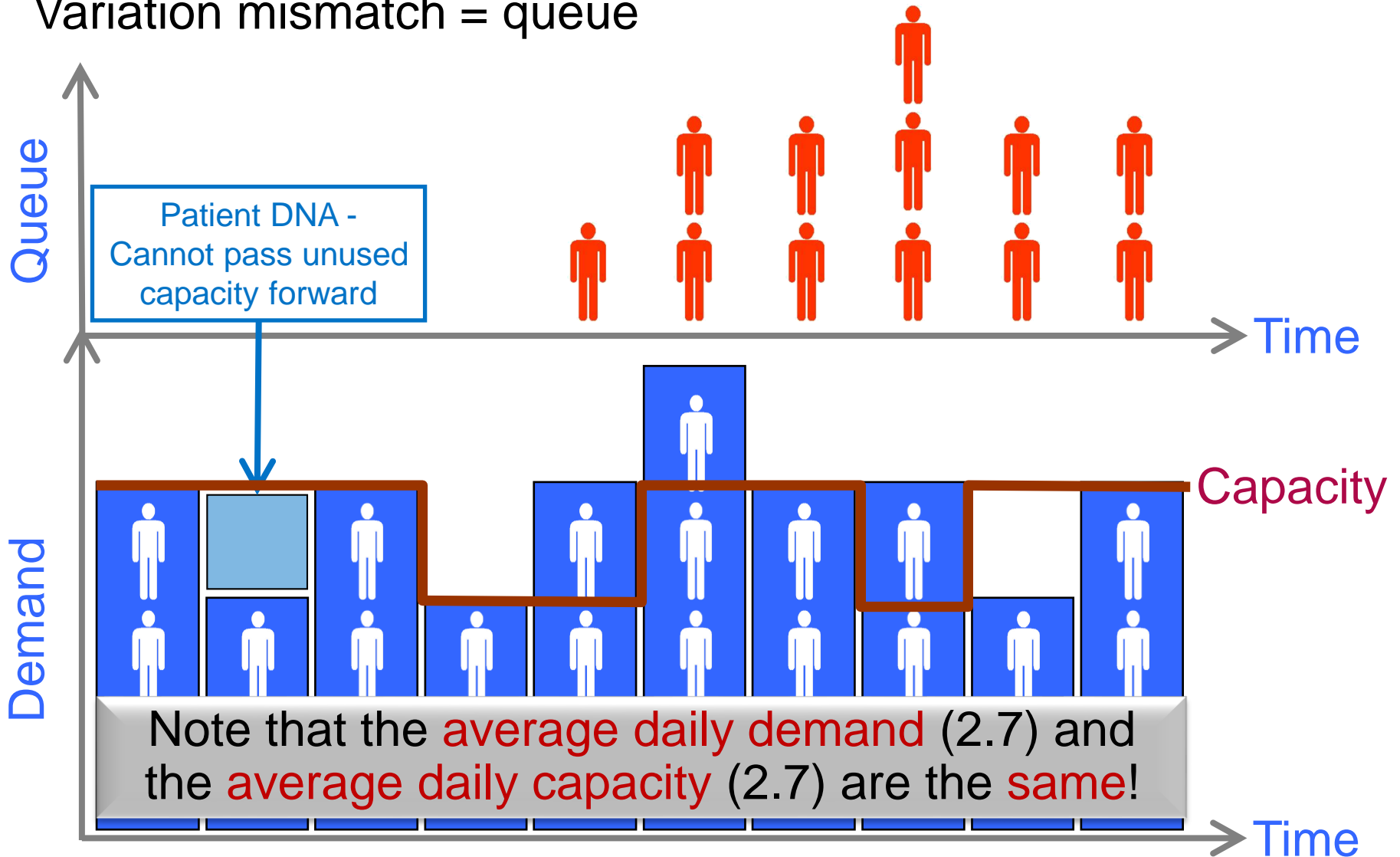
0%



100%

# Wasted capacity

Variation mismatch = queue





# Problem with averages

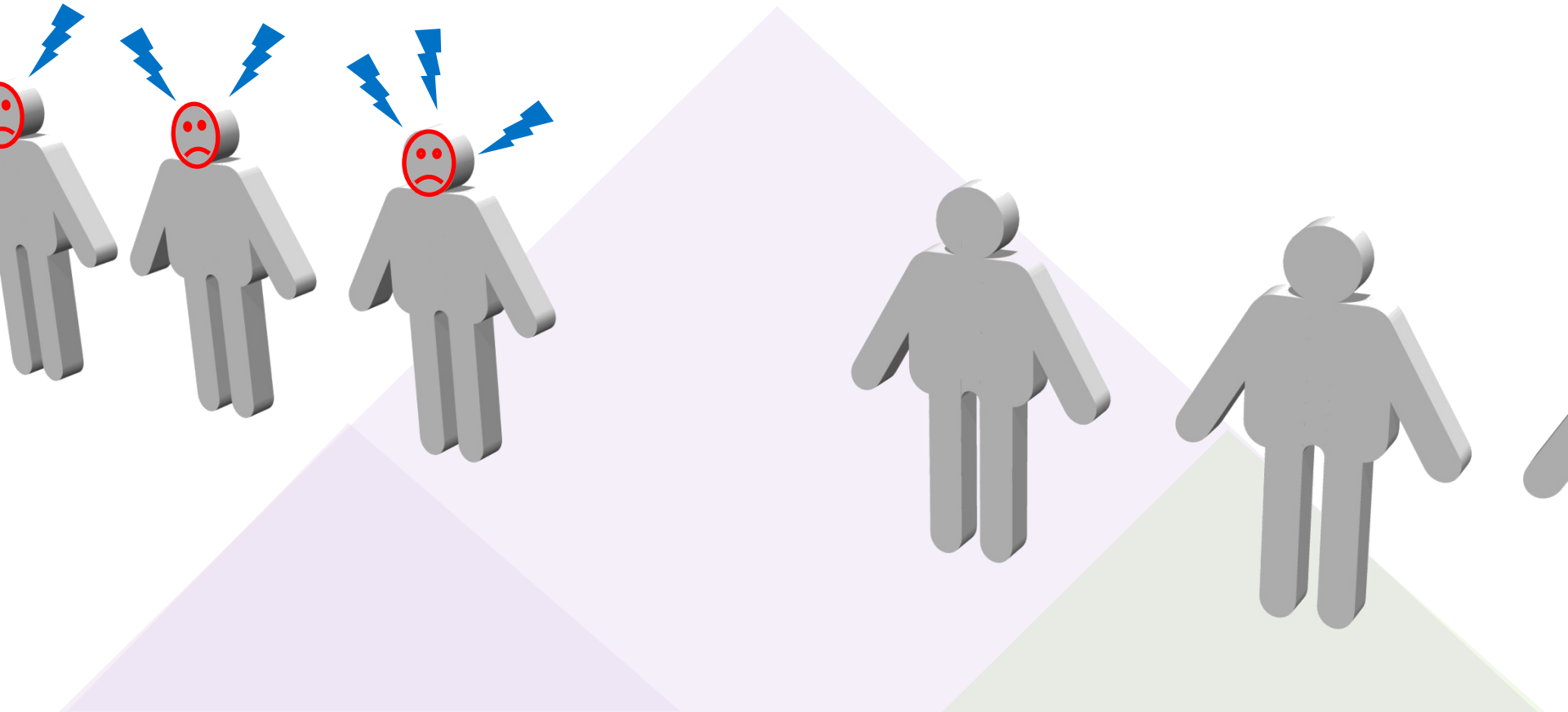


*“If I stick my **right foot** in a bucket of **boiling water** and my **left foot** in a bucket of **ice water**, on **average**, I’m pretty comfortable.”*



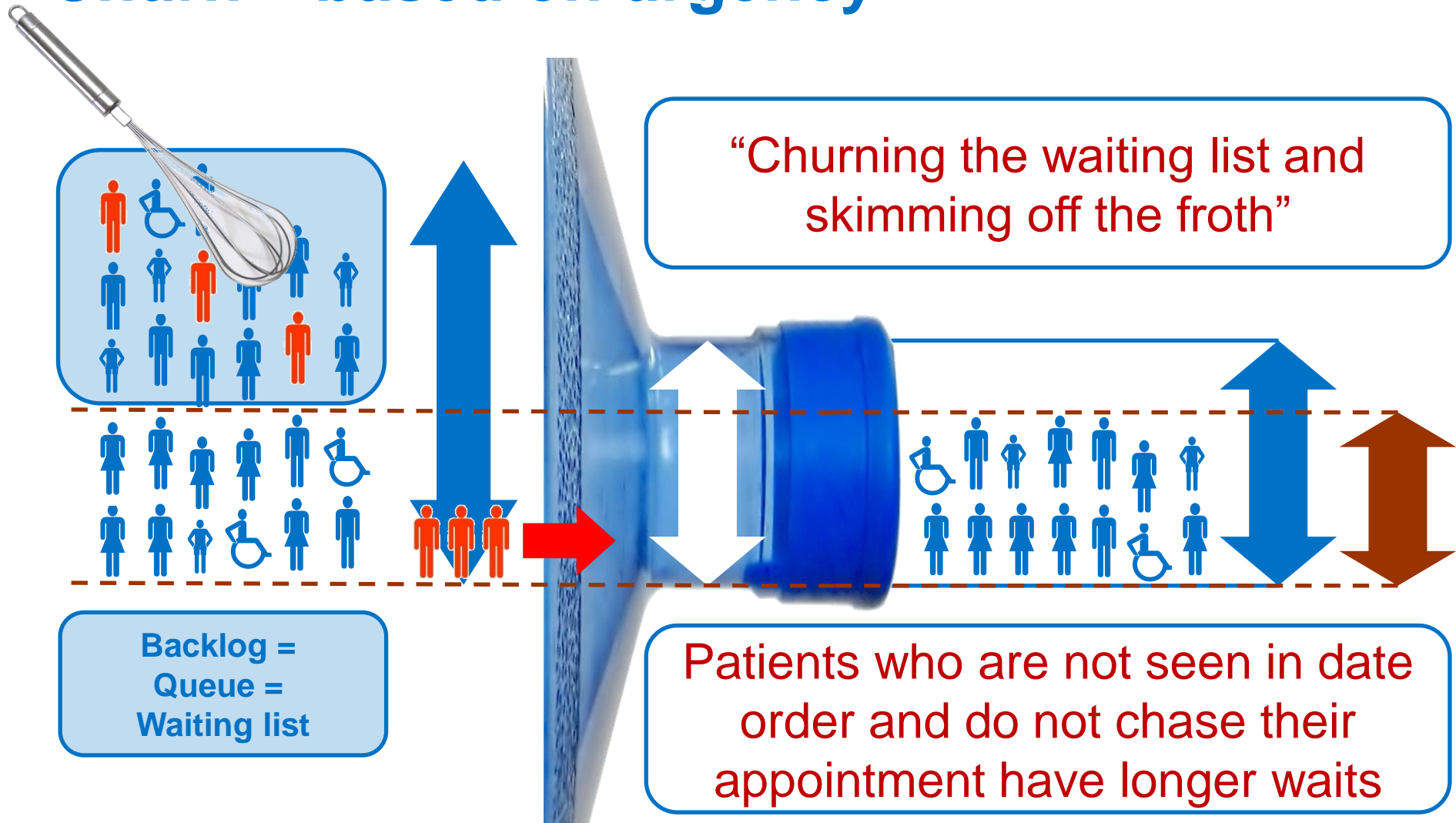


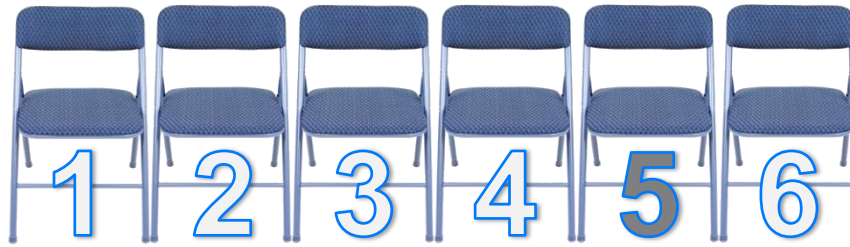
# Forced booking





## Churn – based on urgency





## Carve out

- Carve out is **capacity retained** for a particular type of patient, operation or test
- Causes patients in the **routine** queue to wait longer
- Slots go unused or are misused as patients jump the queue - leading to **increased variation**
- Flow of one group of patients is improved to the detriment of others...

# Carve out example : Endoscopy service

Specialists →		Surgeon				Physician					R
Appointment type ↓		1	2	3	4	1	2	3	4	5	1
Flexi Sig	Urgent	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Soon	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Routine	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
Colonoscopy	Urgent	⊙	⊙	⊙	⊙				⊙	⊙	
	Soon	⊙	⊙	⊙	⊙				⊙	⊙	
	Routine	⊙	⊙	⊙	⊙				⊙	⊙	
OGD	Urgent	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Soon	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Routine	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
ERCP	--										⊙

3 queues!

# Carve out example

Specialists →		Surgeon & Physician Pool					Surgeon & Physician Pool					R
Appointment type ↓		1	2	3	4	1	2	3	4	5	1	
Flexi Sig	Urgent					⊙						
	Routine					⊙						
Colonoscopy	Urgent					⊙						
	Routine					⊙						
OGD	Urgent					⊙						
	Routine					⊙						
ERCP	--										⊙	

**7 Queues!**

Next step – pool sigmoidoscopy and colonoscopy – 5 queues....



## Batch demand

Batching is a method of processing patients, material or information – where they are accumulated into a lot, then pushed through as a group.

Also called the *batch and queue* method – for good reason!

- Treatment or operation types
- Laboratory samples
- Discharges
- Information (weekly decision meetings)
- Emails

# Backlogs form because....

1. Demand exceeds capacity?

(but if this were the case then waiting lists would continue to rise without control)

2. There are mismatches in capacity and demand  
(caused by variation)

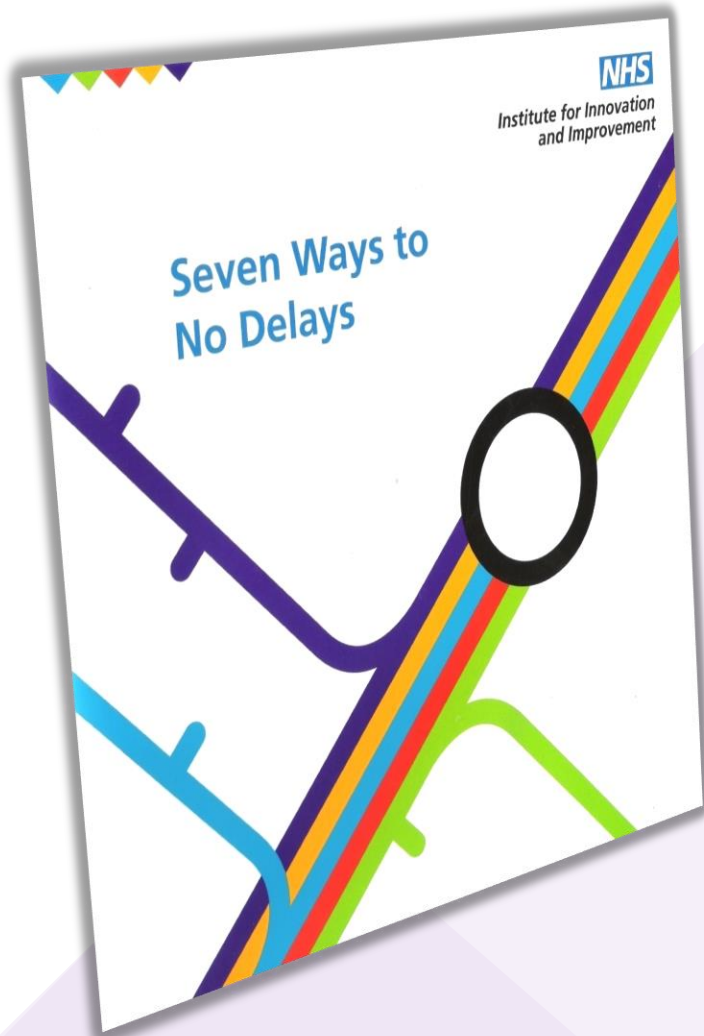
3. We make patients wait more without realising it by  
batching and ring-fencing our work

Queues keep us busy?

High utilisation?

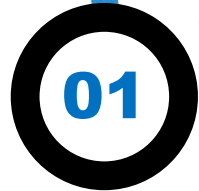


# Seven Ways to No Delays



A guide for clinical teams to help them understand Demand and Capacity - with a strong focus on **reducing variation** and **looking at the bigger picture** to improve service for patients





## 01 Focus on the whole patient pathway

Imagine if one team reduced its backlog of work and saw more patients, but the next team along the patients pathway did not make any changes.

The effect would be for the firsts teams backlog to become the problem of the second team.

If the second team was the bottleneck, no more patients would be seen by the “pathway” as a whole.

Waiting times would **not** be reduced.

Lets explore further...

# What is an elephant like?

Like A Rope

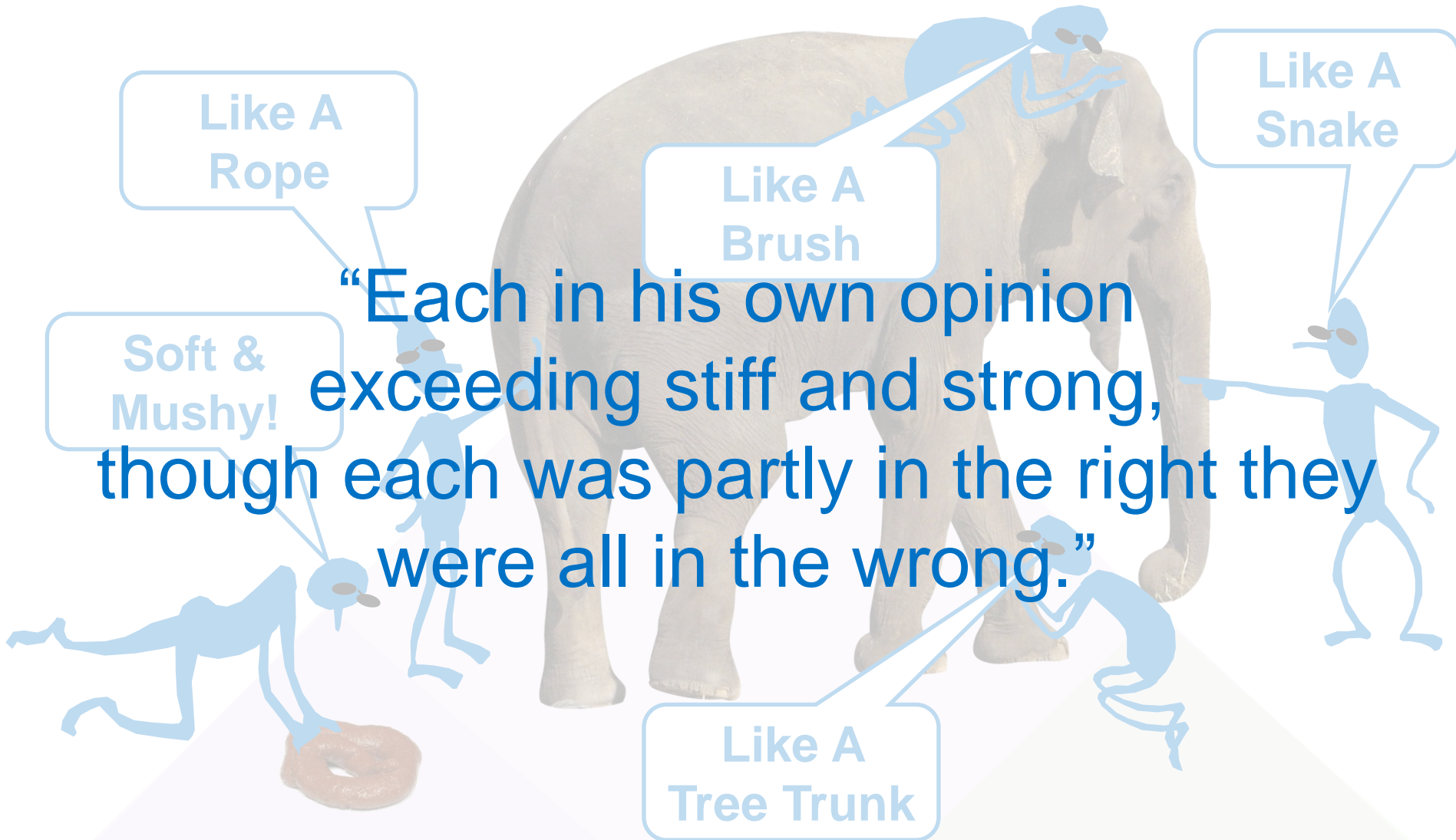
Like A Brush

Like A Snake

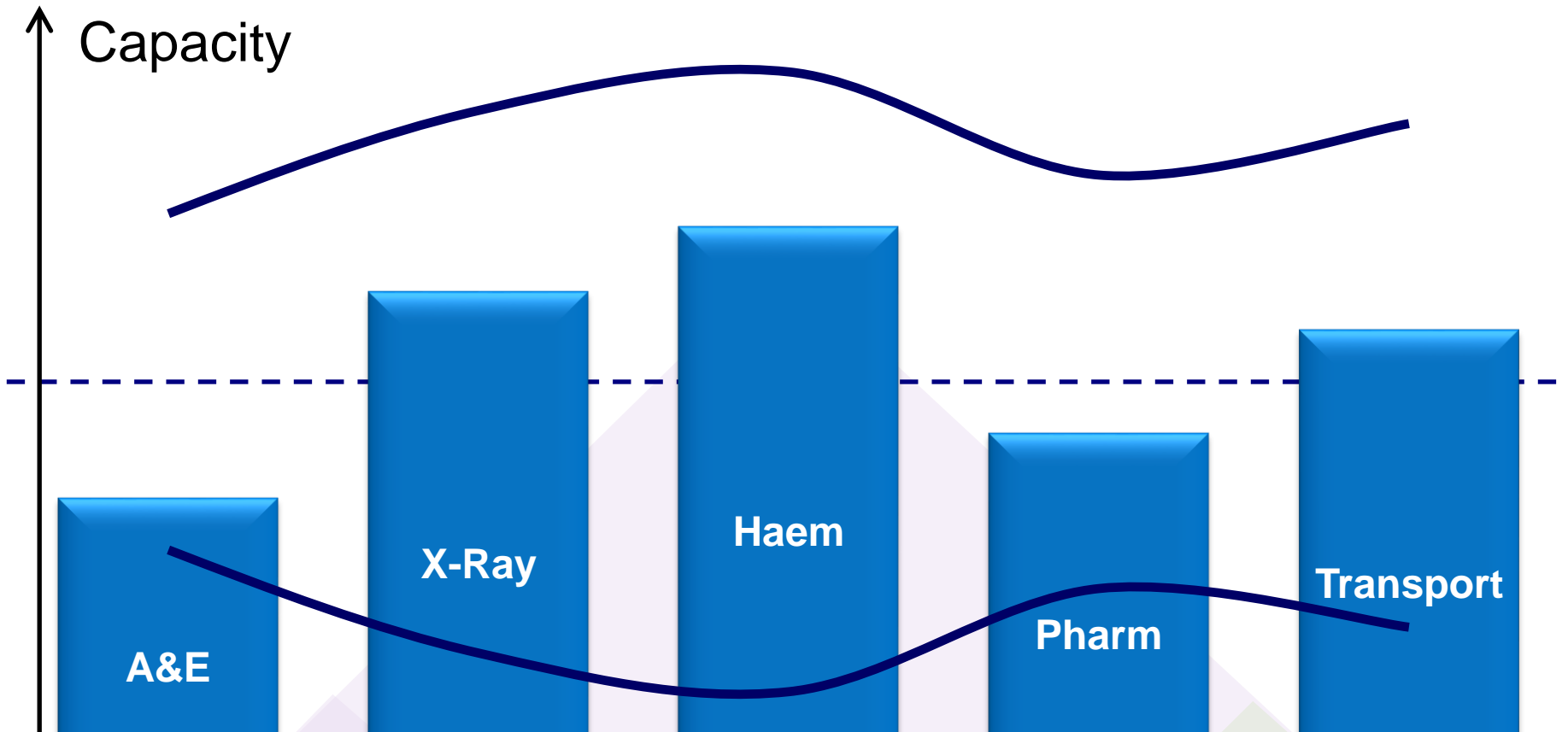
“Each in his own opinion exceeding stiff and strong, though each was partly in the right they were all in the wrong.”

Soft & Mushy!

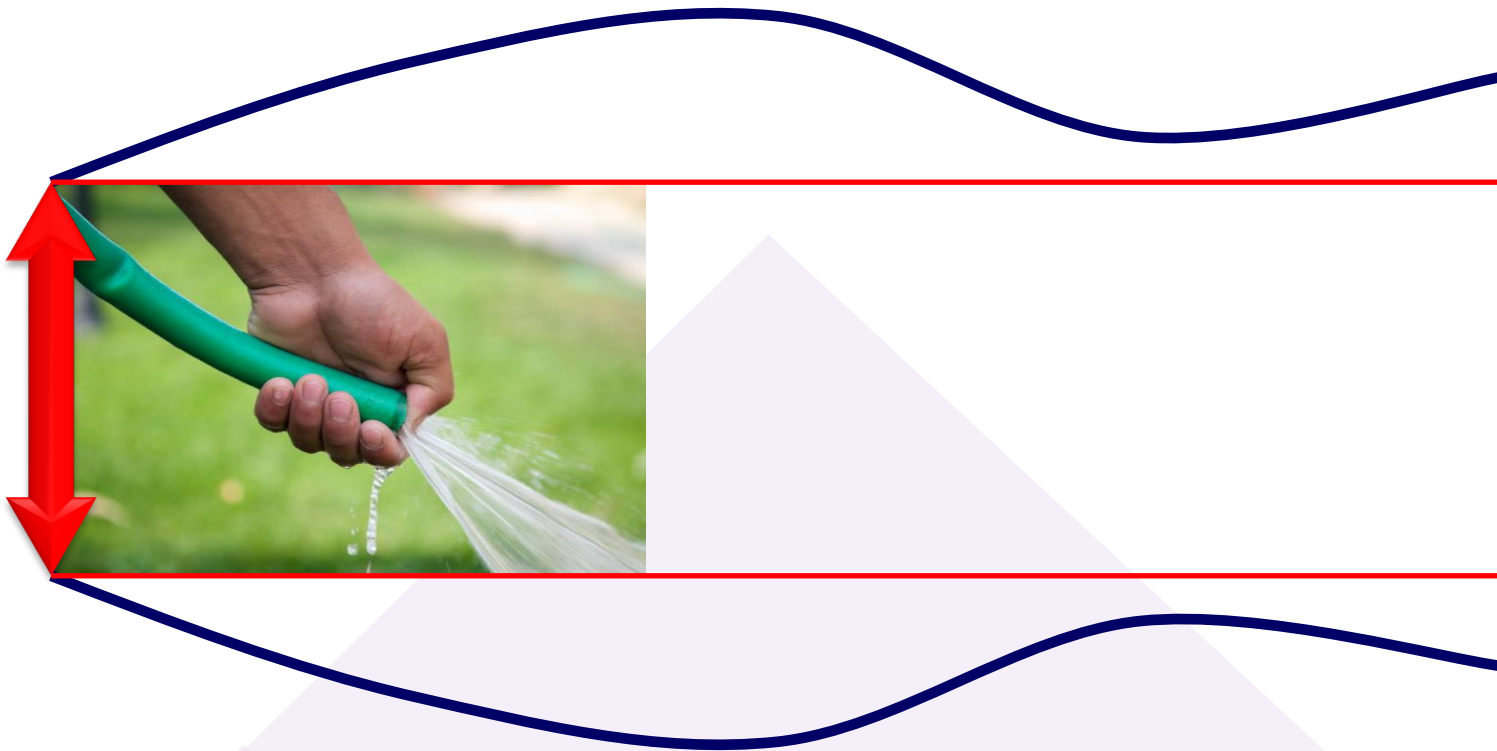
Like A Tree Trunk



# Managing constraints

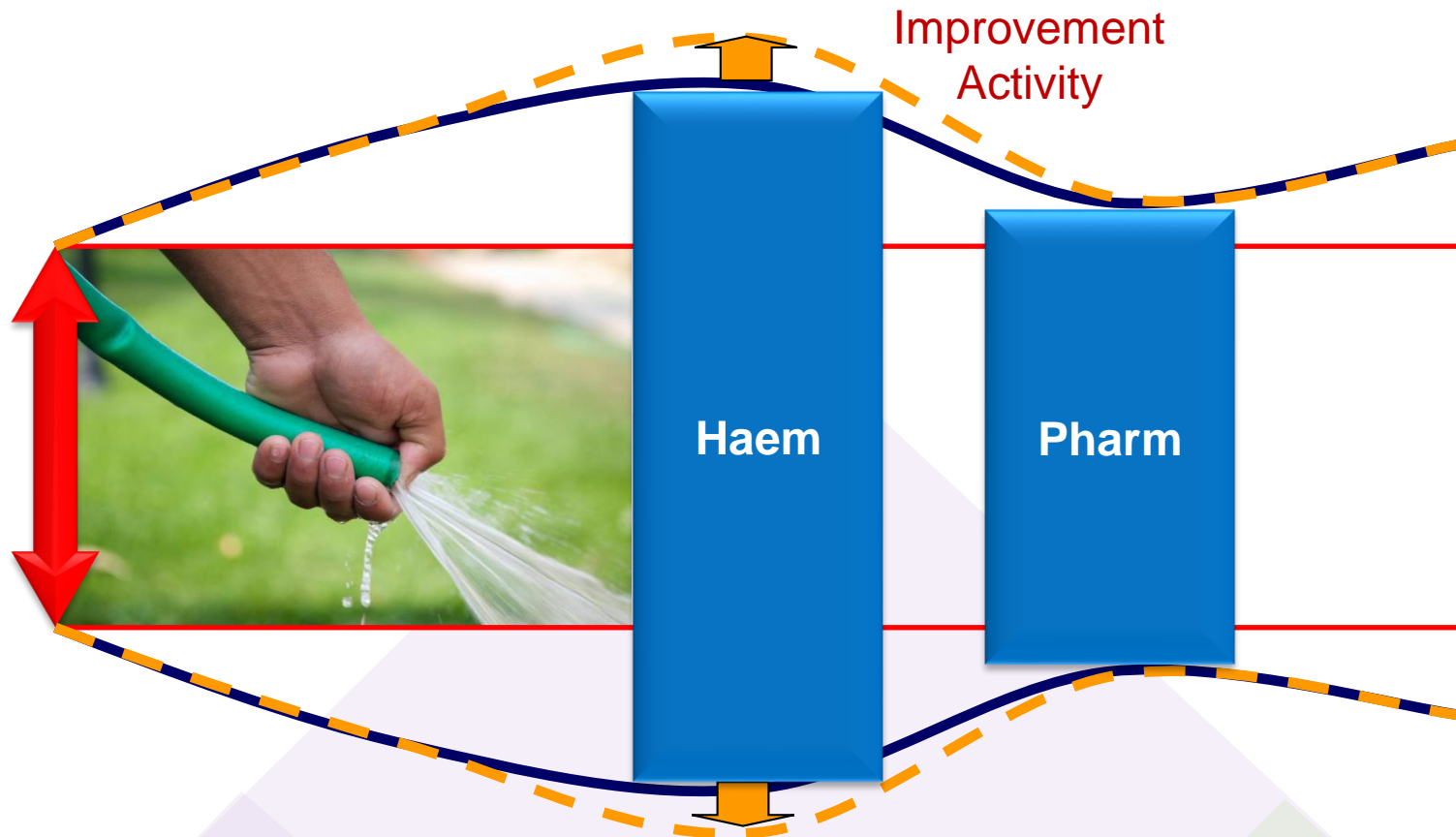


# Managing constraints



Area with **least capacity** is the bottleneck  
This constrains the entire end-to-end process:  
Think - “*thumb on hosepipe!*”

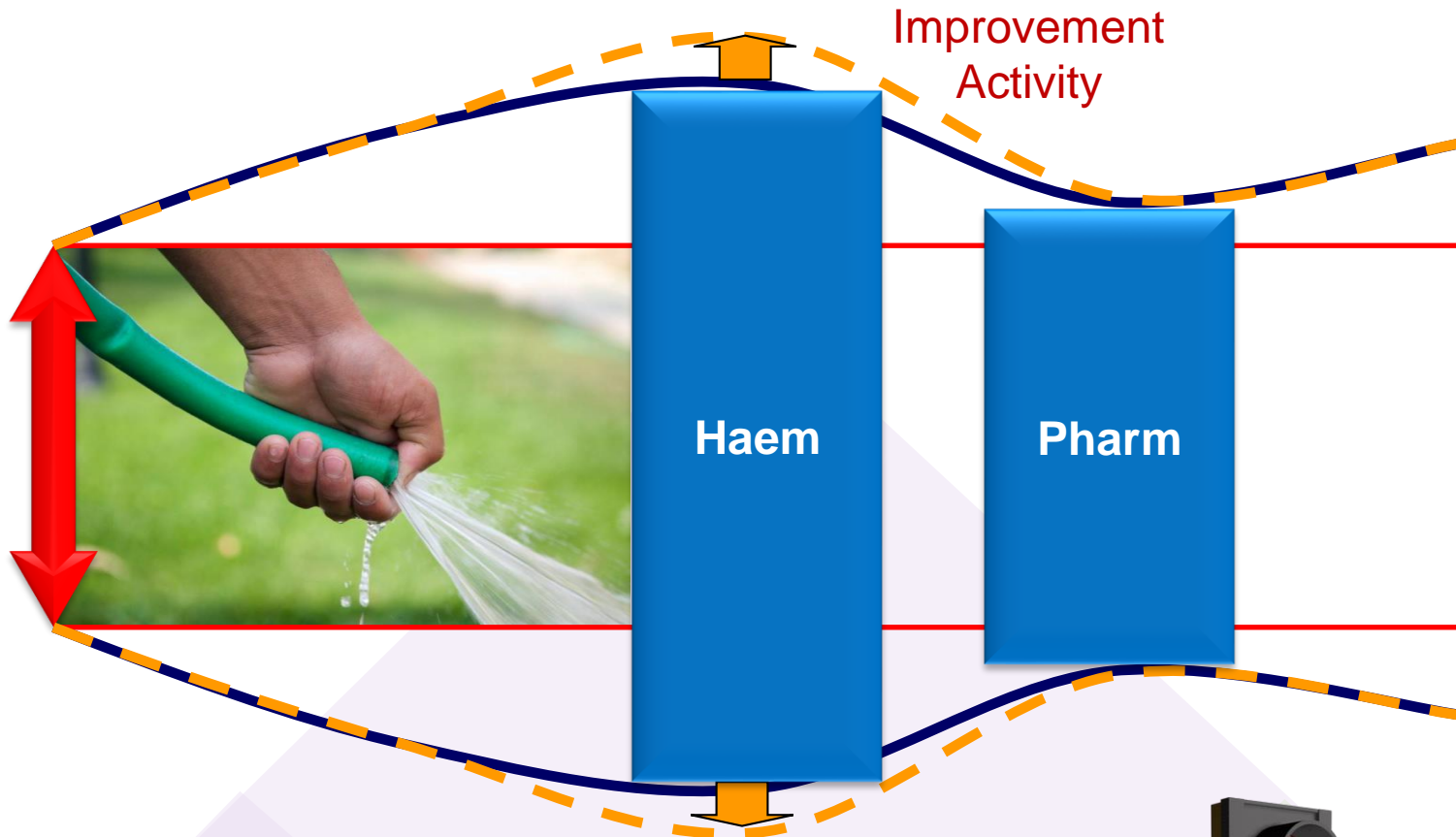
# Managing constraints



Tackling backlog  
in non-bottleneck  
areas

Increased overall flow?  
Or patients just moving  
quicker to wait longer at  
the next backlog?

# Managing constraints

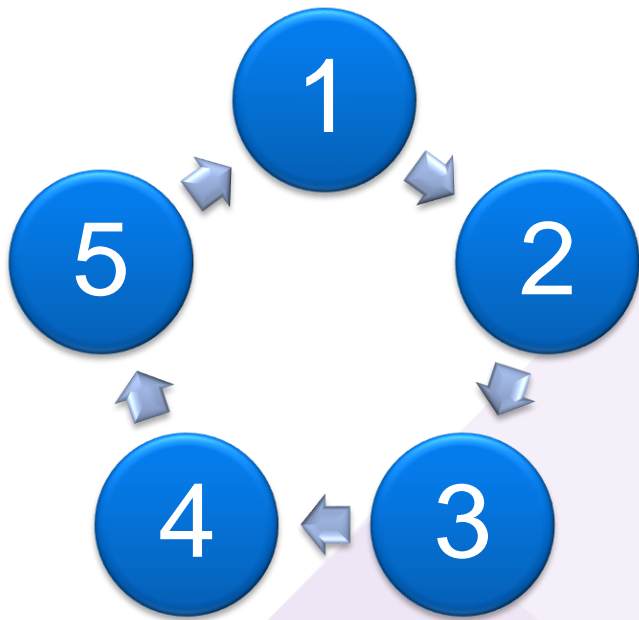


- = Rushing to the next red light ?!
- = Increase in Pharmacy queue / backlog



# Theory of constraints

The theory of constraints identifies a five step process to achieve continuous flow and improve throughput:



1. Identify the system's constraint
2. Get the most out of constraint: exploit it
3. Support system's constraint: subordinate everything else to it
4. Elevate system's constraint
5. Go back to step one, don't allow inertia to become the system constraint





02

## Plan ahead along all stages of a patients pathway

eg – the “Enhanced recovery programme\*”.

Pre operative stage triggered plans and schedules for patients **and** staff

Length of stay reduced 12.6 to 6.0 days

Readmissions reduced

\* Search “Enhanced recovery programme” on the NHS Institute website





03

## Balance demand and capacity

There are two key strategies:

- Look for ways of gaining capacity within the system
- Look for ways of increasing the flexibility of the capacity

Identify and plan for known changes in available capacity – eg. staff leave, training, equipment maintenance

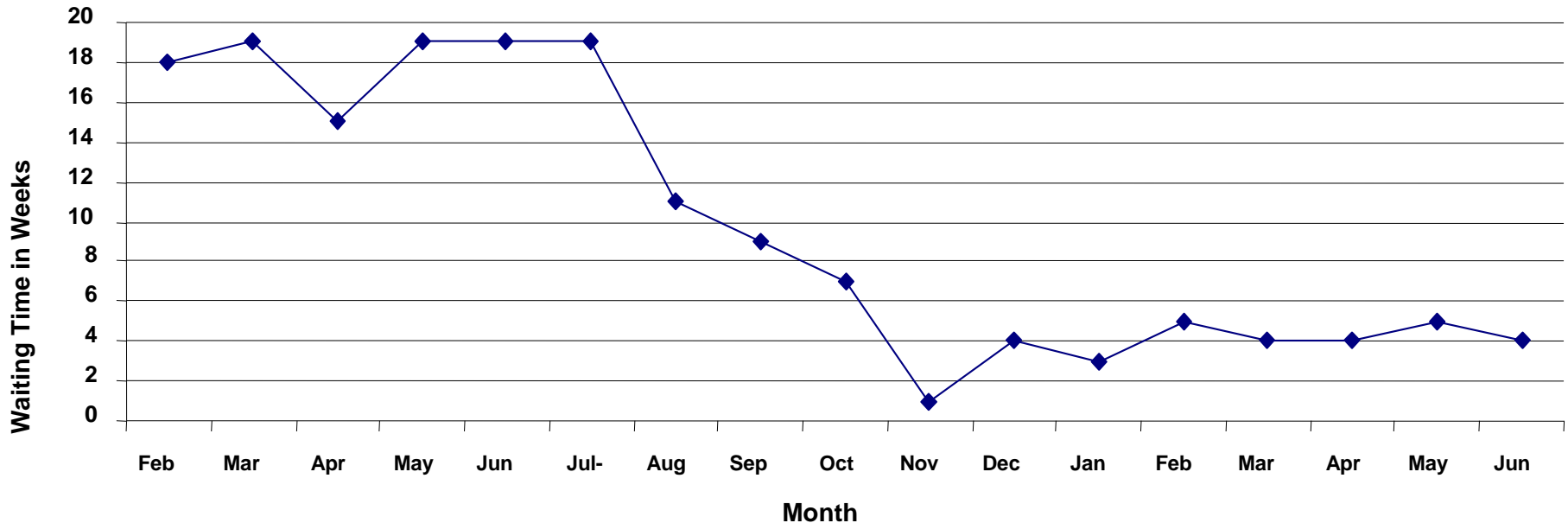
Maximise capacity by **role redesign** & releasing time to care

# 03

## Balance demand and capacity

### Role Re-design: City Hospitals Sunderland NHS Trust

Barium Enema Waiting List January - June (18 months)



An advanced practitioner role in radiology was introduced and reduced waiting times



## 03 Balance demand and capacity

Consider reducing demand:

- What can we do to prevent demand on services?
- Should we see all these patients?
  - Implement protocols
- What can we do to prevent demand on services?
  - Patient education / health promotion?



03

## Balance demand and capacity

- Use *process mapping* to find and ease the constraint
- Reduce the number of appointments types complexity and carve out
- Work differently – flexible hours, weekend, pre-plan and cover annual leave, extended roles, etc
- Bid for more resources **only** when constraint is equipment or staff and working differently will not help
- Reduce DNA's

# Theoretical capacity

80%

Set capacity (theoretical) at **80%** of the variation in demand to  
allow for flexibility in the demand

**Do not set capacity at the average demand**

# Practical exercise

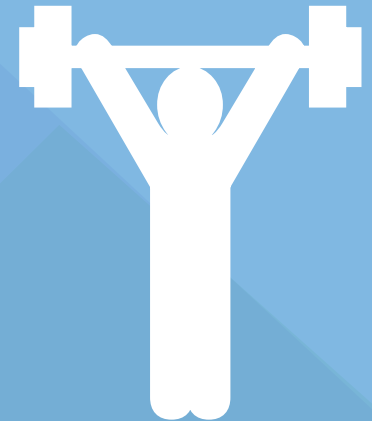
Calculating capacity at **80%** of the variation in demand

Calculating theoretical capacity - 80% rule

Theoretical capacity =  $[(\text{max demand} - \text{min demand}) \times 0.8] + \text{Min demand}$

What is the theoretical capacity of the:

1. Demand between 100 – 120 per week?
2. Demand between 150 – 180 per week?
3. Demand between 50 – 75 per week?



# 04

## Pool similar work together and share staff resources

### Remember the 73 queues!

Specialists →		Surgeon				Physician					R
Appointment type ↓		1	2	3	4	1	2	3	4	5	1
Flexi Sig	Urgent	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Soon	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Routine	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
Colonoscopy	Urgent	⊙	⊙	⊙	⊙					⊙	⊙
	Soon	⊙	⊙	⊙	⊙					⊙	⊙
	Routine	⊙	⊙	⊙	⊙					⊙	⊙
OGD	Urgent	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Soon	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
	Routine	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	⊙	
ERCp	-										⊙

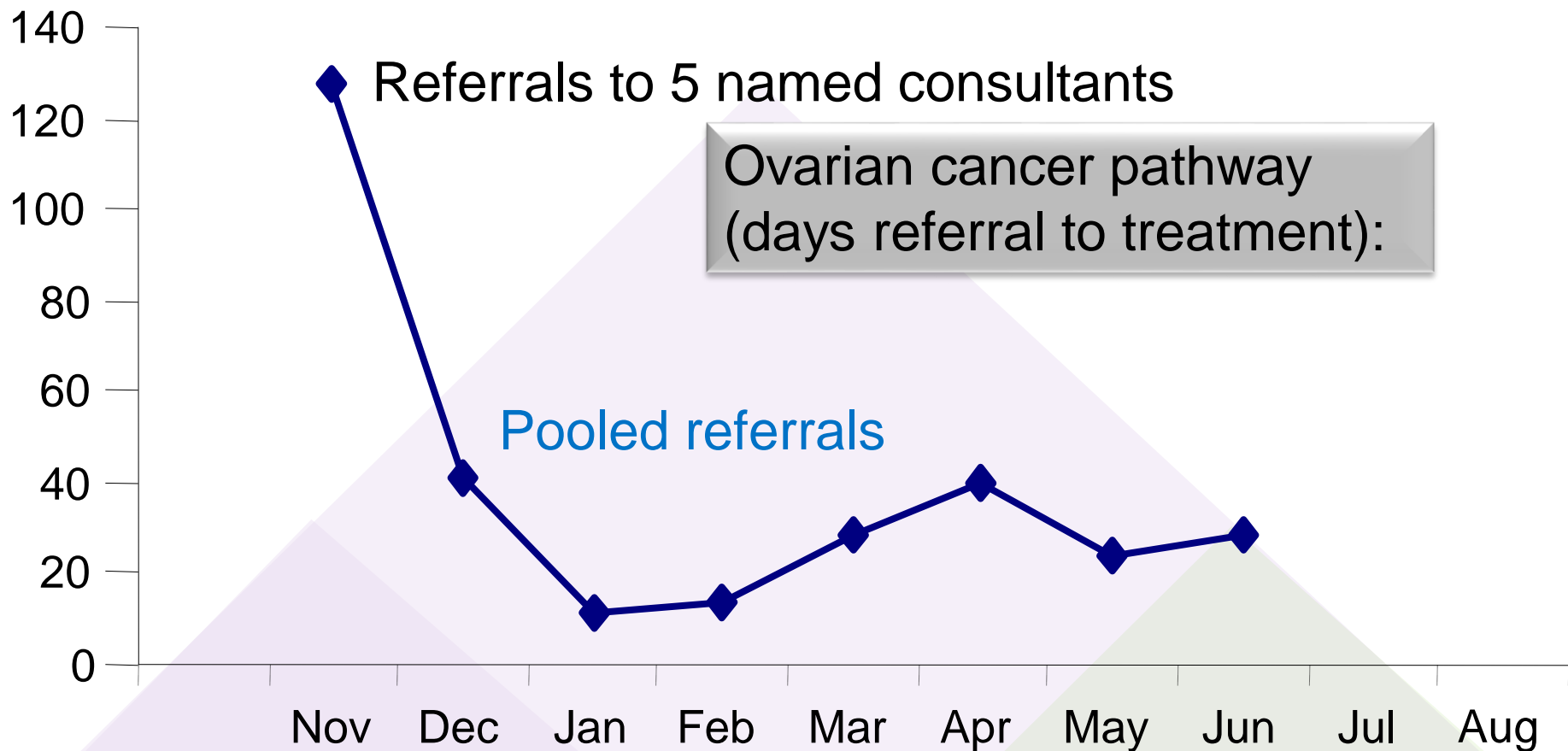
Pooling solves out “carve out” issues - it reduces both waiting times and number of queues

Remember **Pareto**: high volume cases have potential for pooling



04

# Pool similar work together and share staff resources



Ovarian cancer pathway  
(days referral to treatment):





05

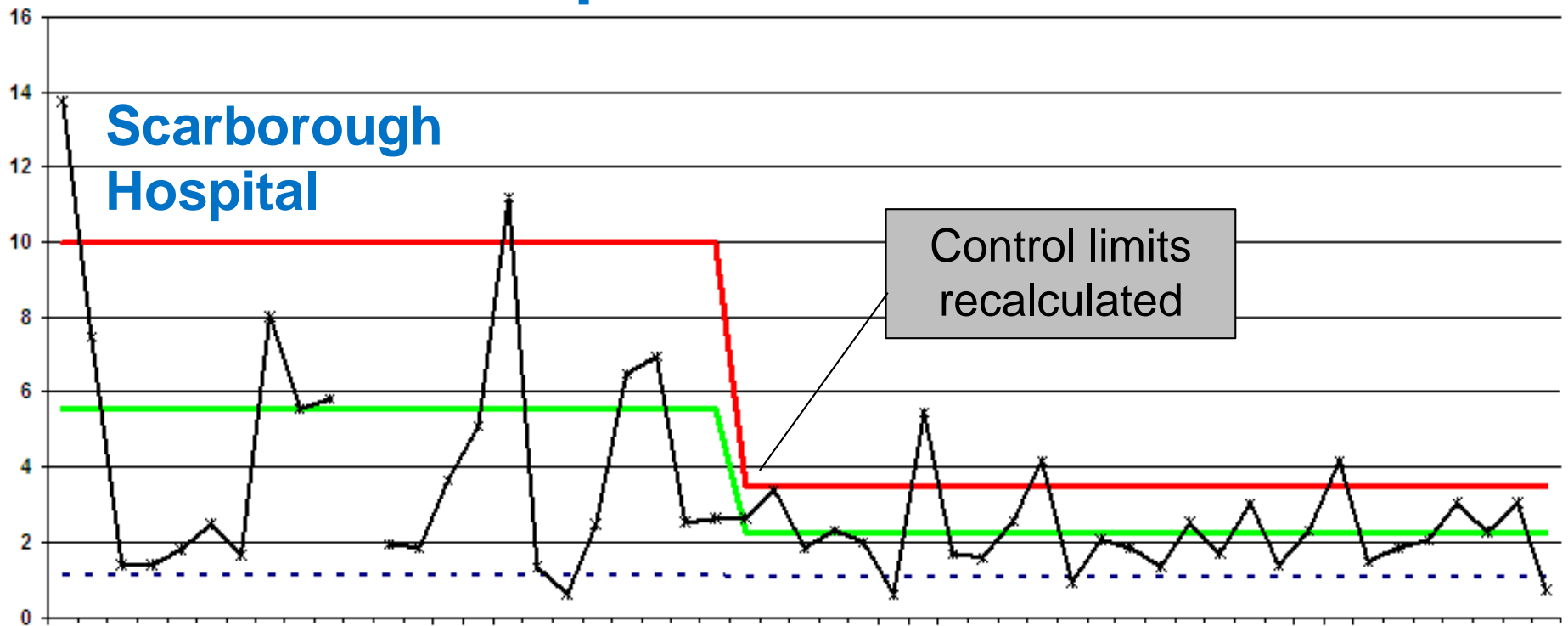
## Keep things moving – see and treat patients in order

If one person jumps the queue for non-clinical reasons it means everyone else behind them waits longer:

- Blood samples getting trapped at the bottom of the “drop off” bucket until it is emptied
- Seeing patients in the order a report is written rather than the order of referral
- A consultant picks out a case that is interesting and brings it forward
- A GP had 5 different priorities for typing up his patient letters
- One consultant has longer waiting list times than her colleagues
- Patient DNA's

05

## Keep things moving – see and treat patients in order



Patients treated by a single consultant – Trans-urethral Resection of Prostate (TURP).

12 months data followed by recalculation of control limits after patient seen in order

Note: 1 data point absent due to a single patient that would be off the scale

# 06


## Reduce things that do not add value to patients

14

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### Value...?



The rest is waste!

- Some of the waste is **not necessary**
- Some of the waste is **necessary**

**Value Add:**

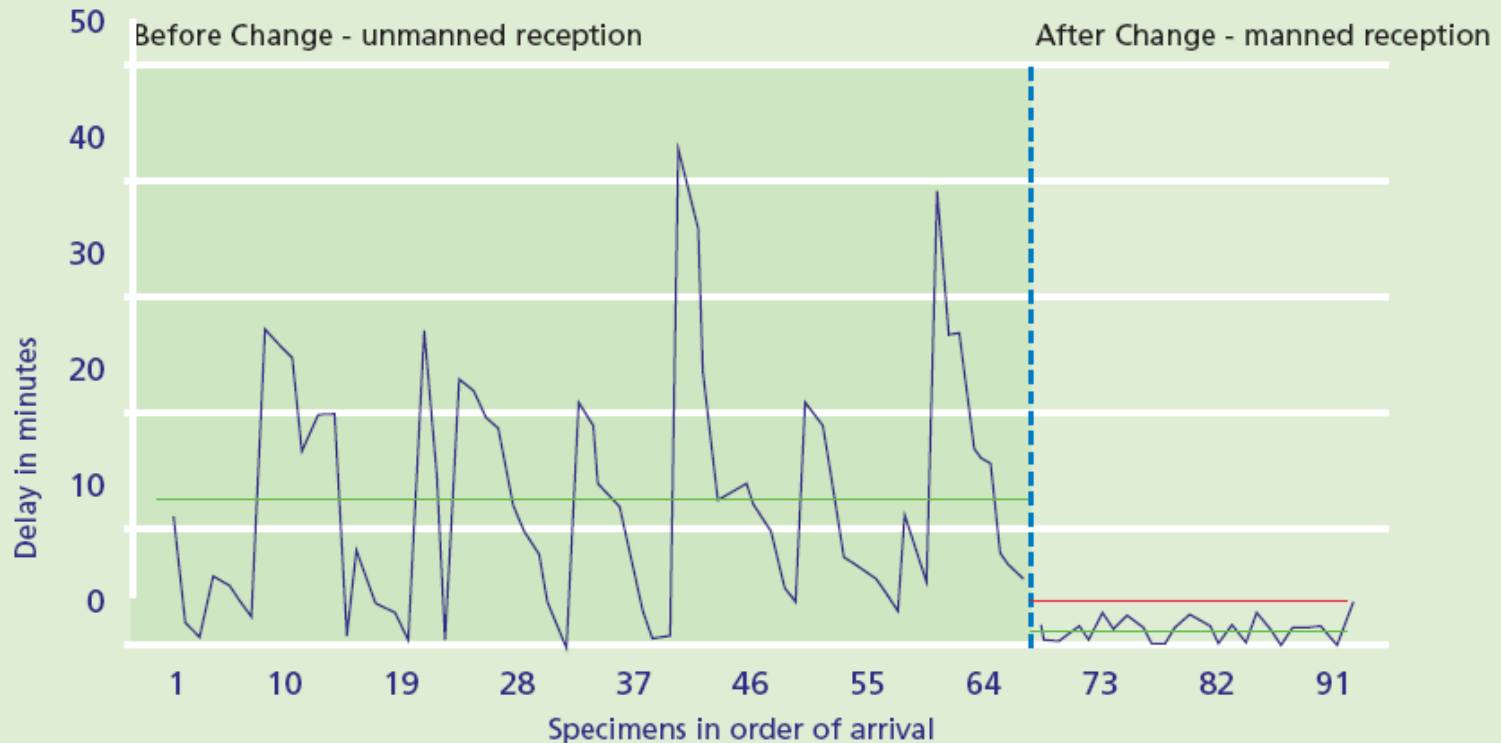
1. The customer must be willing to pay for it
2. Must **transform** the product or service in some way
3. Must be done right first time

Remember the **value add** and **waste** discussions we had during process mapping?

06

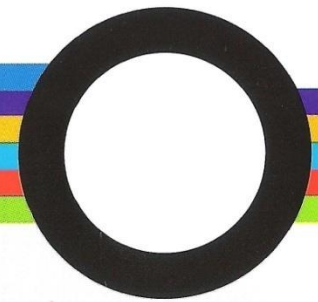
# Reduce things that do not add value to patients

Hereford Hospitals NHS Trust - Biochemistry -  
Time of arrival of Specimen to the start of it being processed





## Keep the flow – reduce unnecessary waits



The availability / timeliness of *decision making* directly impacts the number of patients in hospital

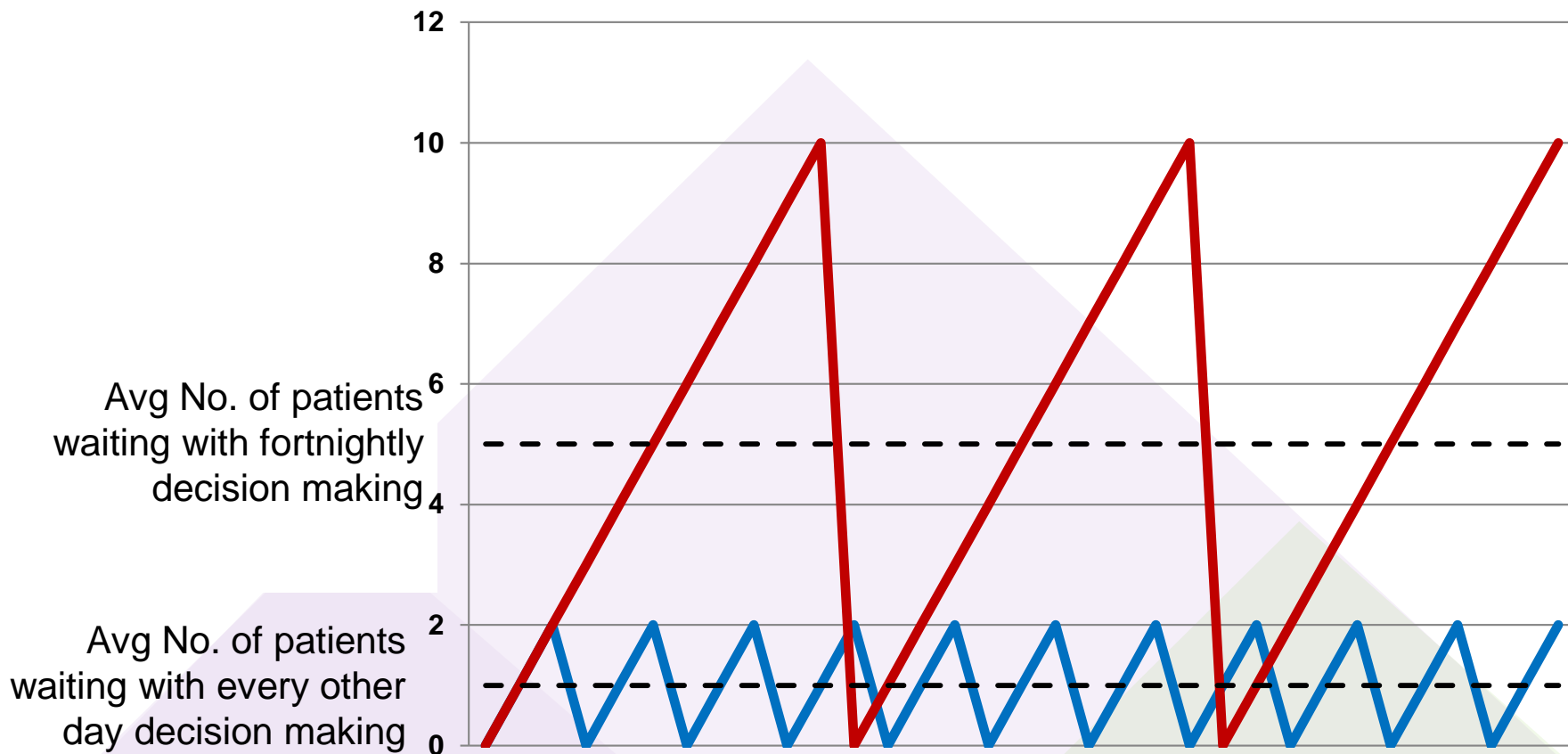
<b>Every decision, every:</b>	Month
	Fortnight
	Week
	Day
	Hour





07

# Keep the flow – reduce unnecessary waits

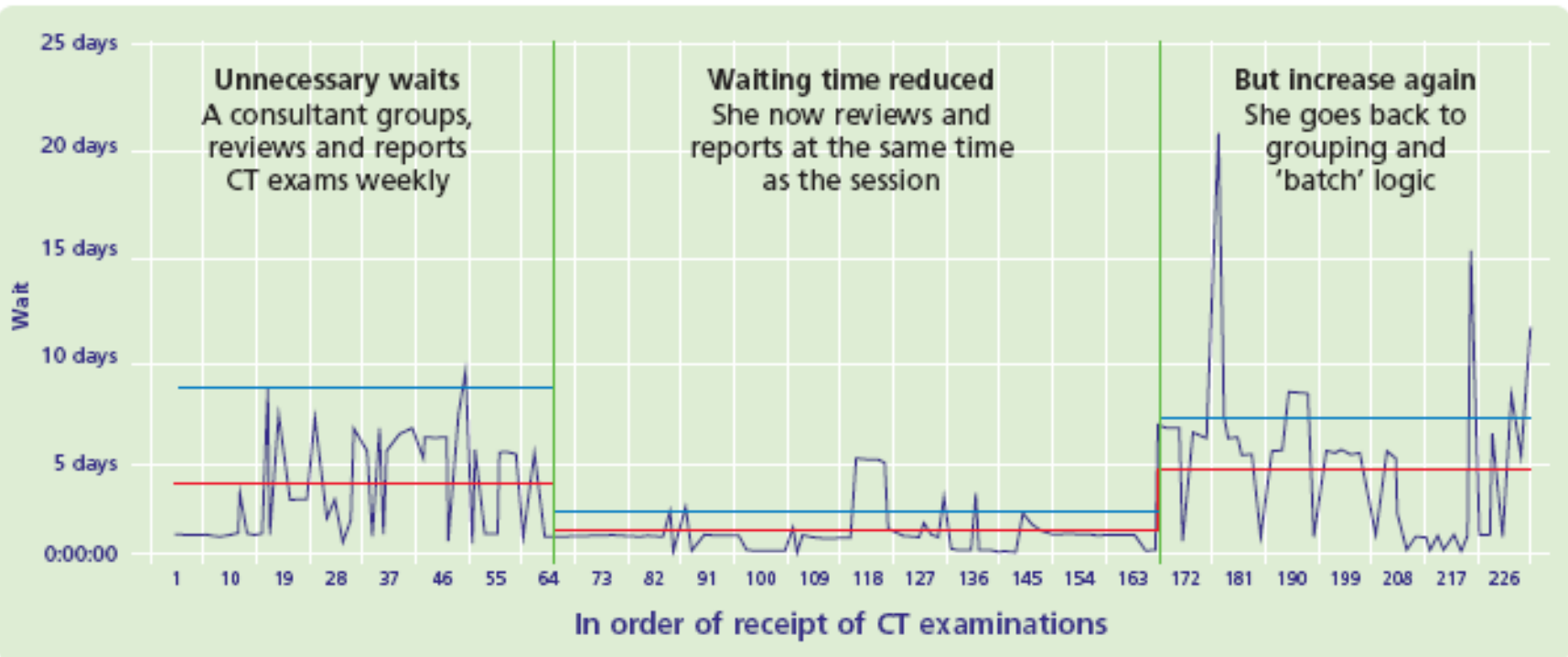


# Keep the flow

**Reduce piles of paperwork, ensure frequent decision making, reduce batching or batch sizes in diagnostics.**

## Why?

- Prevents demand amplification
- Reduces waiting times without the need for additional capacity
- More important as waiting times reduce

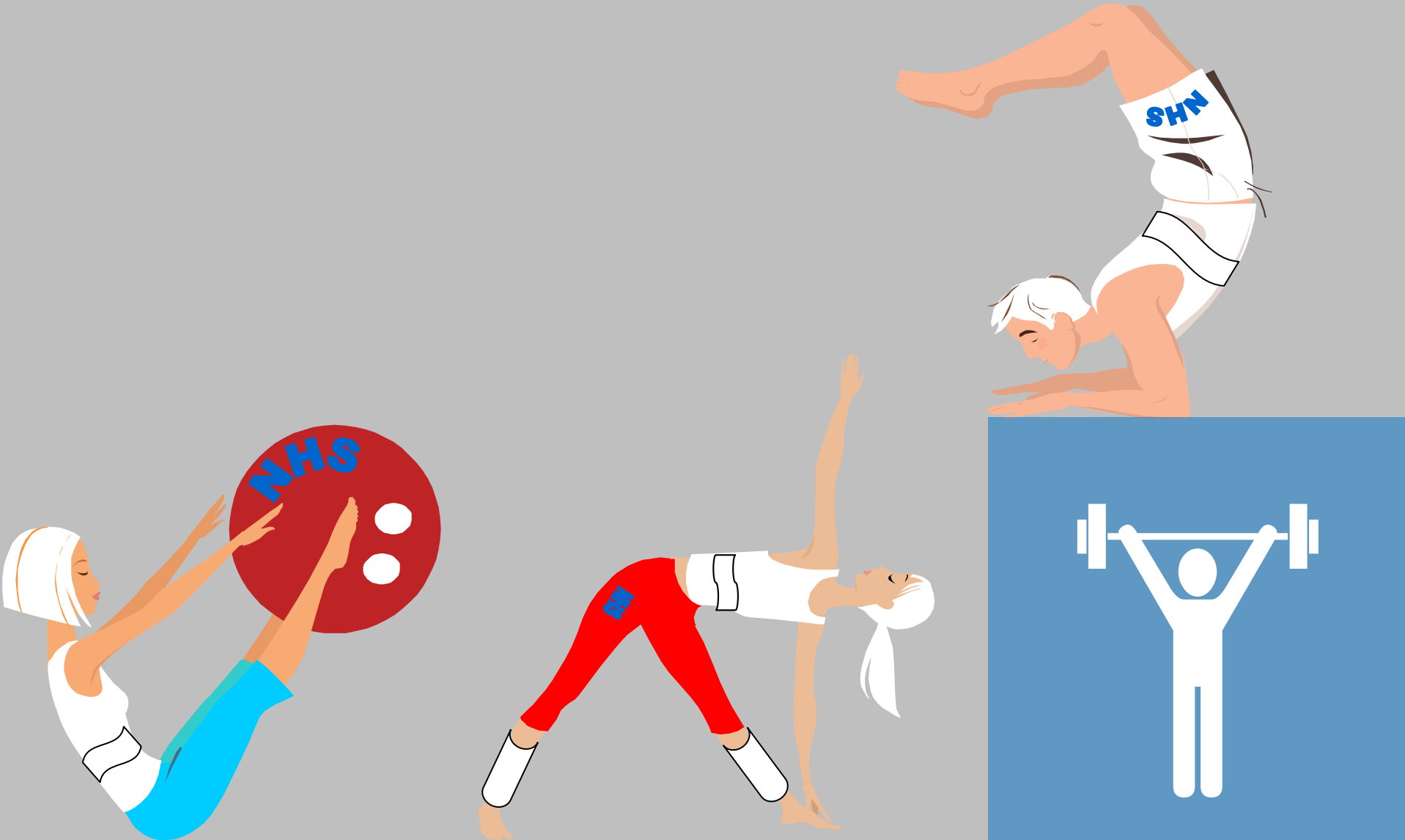


**Any Questions ?**





# Group Simulation Exercise





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