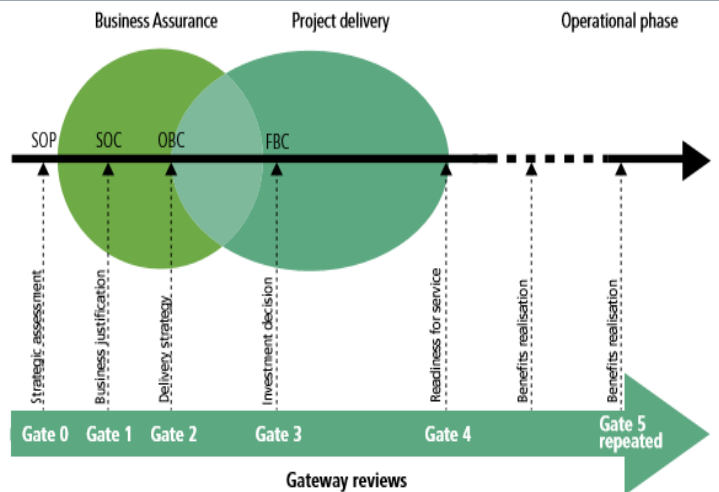


Developing Business Cases In Health and Higher Education

Service summary:

Fusion are experts in the development and delivery of business cases to HM Treasury standards, promulgating use of the 'Five Case Model', designed to ensure that all investments are judged on achieving an affordable solution that delivers best value for money (VFM). We are fully experienced in all '5 Case' business case stages, large or small, from initial strategic development to full business cases for specific investment projects. We possess the scale and the combination of skills and experience to provide the complete range of services required.



Context:

A well prepared business case is an essential tool for enabling evidence based decision making and driving out maximum value from spending proposals. Policies, strategies, programmes and projects will only achieve their spending objectives and deliver the required benefits if they have been scoped robustly and planned realistically from the outset with all associated risks taken into account.

A business case is a product, but should be viewed as the result of a clear process, which can itself help organisations to clarify objectives and build shared ownership. It must detail a compelling case for change (the 'strategic case'), identify best VFM (the 'economic case'), ensure it is attractive to the market place, can be procured and is commercially viable (the 'commercial case'), demonstrate affordability (the 'financial case') and ensure that it is achievable and its benefits are realised (the 'management case').

Our approach:

All Fusion partners have been trained and accredited at the highest level - practitioner grade - in delivery of the Five Case model under the Treasury backed 'Better Business Cases' qualification.

We are adept at working with our clients to develop or externalise clinical and educational strategies, quantifying business needs through sophisticated, bespoke modelling techniques, helping organisations to articulate where they are, where they want to be and why.

We bring expert facilitation skills to option development and appraisal, often through workshops and we have in house expertise to create economic models to identify the 'preferred option' representing best VFM.

Our experience of frameworks and funding options is also used to support our clients, dependent on the procurement route adopted.

With our project management expertise, we support client project managers in developing a rigorous approach to ensure timely, realistic, practical and affordable implementation.



The outcomes:

Fusion combines skills in data collection, analysis, modelling and project management with the experience, confidence and credibility to engage, challenge, debate and build the shared ownership to deliver coherent and compelling business case.

We bring all elements together to create coherent, well-structured documents using our extensive experience in writing business cases and other complex strategic reports. Examples include:

Strategic outline programmes and cases for change in acute, primary and community care settings in healthcare, with associated business cases for specific investments.

Investment planning and business case development in higher education and at the interface of healthcare delivery and academic research.

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