

Considerations in Planning a Business Case for ICS

Intraoperative Cell Salvage (ICS) is a valuable adjunct to surgical care when blood loss over 500ml is anticipated.

ICS is also an essential element of Patient Blood Management Strategies and should be incorporated in wider strategies for blood conservation.

The following provides brief guidance for the essential elements of a business case to support introduction of an ICS service.

For hospitals intending to introduce ICS, a business case will be required to support your proposal. While every organisation will have its own format for writing a business case, a good starting point might be the [NHS National Innovation Centre](#) who provide a detailed [Template Business Case](#).

Other factors to be considered in preparation of the business case will be:

Reference to relevant guidance

- [NICE guidance](#) (1)

Analysis of Risks and Benefits

- The importance and benefits of ICS as an element of your organisation's Patient Blood Management Strategy
- The risks associated with not providing an ICS service
- Clinical benefit to the patient versus avoidance of allogeneic blood

Equipment, Service and Staffing Requirements

- Choice of equipment: the ICS machine(s) that is (are) best suited to the type(s) of surgery conducted in your organisation
- Purchase or lease of ICS machines
- Ongoing costs of consumables
- Service and maintenance contract
- Desired availability of the ICS service: routine hours or 24/7
- Staffing: dedicated operators or multi-skilled staff
- Option appraisal for equipment, availability and staffing
- Training and competence requirements

Cautionary note:

Comparing the costs generated in running an ICS service against the potential savings for allogeneic blood that would otherwise have been used is fraught with difficulties.

Assumptions **may** be made that the patient would have received allogeneic red cells, but this cannot be guaranteed.

References

1. **National Institute for Health and Care Excellence**. Blood Transfusion: NICE Guideline (NG24). *NICE Guidance*. [Online] 2015. <https://www.nice.org.uk/guidance/ng24>.