

Nigel Slone

Managing Director – Sollis

Nigel is Owner and Managing Director of Sollis. He has a thirty-four year association with healthcare. Joining the NHS in 1984 he spent ten years working in a variety of management roles spanning acute, primary care & mental health settings.



In 1994 he founded Sollis, a health analytics company dedicated to delivering insights from data with a focus on support for Population Health Management (PHM). The Sollis PHM offer is driven from linked health and social care data sets that facilitate population segmentation, risk stratification, predictive modelling, impactability modelling and case finding.

Outside of business he has a passion for sport, his spare time is spent mentoring his two young children for the professional sports career that eluded him. He calls this coaching. Friends and family call it sad.

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Presentation title: Data is the new oil – so what?

Presentation brief: During this presentation we will discuss how routine healthcare data can help deliver better patient outcomes and experiences

About Sollis:

Company

Sollis is a health analytics company that delivers insights from data. We enable health and care professionals to make the very best decisions for the patients and populations they serve.

We have been working with the NHS since 1994 and since then we have supported a wide range of organisations and economies. These include Sustainability and Transformation Partnerships (STPs), Integrated Care Systems (ICS), Clinical Commissioning Groups (CCGs), Public Health teams, GP Practices, Primary Care Networks (PCNs) and Primary Care Homes (PCH). In all cases our health analytics software and professional services expertise has provided support for healthcare service transformation. Our analytics solutions have been used to analyse data on nearly half the population of England.

- A list of current customers is provided at Appendix 1.
- A list of relevant case studies is provided at Appendix 2.

Value Proposition

The Sollis Clarity™ platform is the result of a 10 (ten) year collaboration with Johns Hopkins Healthcare LLC in Baltimore, USA. It is a population health management, predictive modelling and risk stratification solution, supplemented by an analytics consultancy offering.

- In the UK, we create a **linked primary care and secondary care dataset**. We also have the ability to add on further datasets as and when required (e.g. community, mental health, adult social care)
- A range of calibrated and validated **risk models** for use in conjunction with segmentation and care programme delivery. This supports improved case finding and the identification of patients with rising risks and the avoidance of unexpected events.
- **Population segmentation** tools are provided, enabling patient cohorts to be defined using a wide range of clinical and non-clinical information, allowing interventions to be more accurately targeted. By combining financial data, clinical information with activity volumes, we can better support decision making.
- Highly tailorable **case-finding tools**, for use by GPs and local clinical teams. These have been co-designed with clinicians to ensure rapid access to patient lists by clinical teams with limited time.

- Comprehensive **patient, cohort and programme tracking**. This supports the care coordination by multi-disciplinary teams (MDT). While they can review the effectiveness of interventions with specific patients; commissioners and managers are able to look at the effectiveness of each programme as a whole, ensuring it is being operated as expected, and tracking benefits on a month-by-month basis. It also enables the early adjustment and improvement of programmes.
- The solution also supports **ad-hoc reporting**. New analyses and reports can be developed, saved and shared locally to promote shared learning. Recent examples from our implementations have included looking at the effectiveness of local palliative care services; reviewing take-up of flu vaccinations in more deprived areas; or identifying patients with COPD and other comorbidities who may benefit from additional support, to help ease winter pressures on urgent care services.
- Alternative to our platform, we can push out our outputs to existing client systems and visualisation tools.

Appendix 1 Case Studies

A number of case studies are available for download from the Sollis website at <https://www.sollis.co.uk>. They include:

- **at-scale whole population analysis**: Buckinghamshire, Oxfordshire and Berkshire (West) STP – <https://www.sollis.co.uk/stp-analysis/>
- **Population Segmentation**: Slough CCG <https://www.sollis.co.uk/stories/population-profiling-slough-ccg/>
- **Supporting front line staff manage a Long Term Conditions programme**: Wandsworth CCG <https://www.sollis.co.uk/stories/wandsworth-pact-case-study/>
- **Analysis of Frailty across a population**: East Surrey CCG: <https://www.sollis.co.uk/sollis-insights/relationship-frailty-risk/>
<https://www.sollis.co.uk/sollis-insights/frailty-across-age-bands-cost-activity/>
<https://www.sollis.co.uk/sollis-insights/frailty-multimorbidity-patient-costs/>

Information on Johns Hopkins Healthcare LLC can be found at:

https://www.hopkinsmedicine.org/johns_hopkins_healthcare/

More general outcomes of earlier analytical work carried out in partnership with Johns Hopkins can be found in *Understanding Population Health*, also available from the Sollis Website: <https://www.sollis.co.uk/understanding-population-health/>

Appendix 2 Current and Recent Clients

The Clarity platform has been used in many areas across England and Wales. It is currently live across the following organisations:

- Dorset Integrated Care System (ICS)
- Gloucester CCG / Gloucester Integrated Care System ('One Gloucester') <https://www.england.nhs.uk/integratedcare/integrated-care-systems/gloucestershire-ics/>
- Kingston CCG
- Richmond CCG
- Croydon CCG
- East Surrey CCG
- Southampton CCG
- Cwm Taf Health Board

In addition to the above, in recent months it has also been deployed in the following organisations as part of a targeted population health consultancy assignment in partnership with a large health care consultancy in the UK.

- Barnet CCG
- Medway CCG