

## **Developing a Business Case for the HGA**

Implementing the HGA in your workplace will require you and the people you work with to do things differently. It will impact on service delivery patterns and will need new or reallocated funding to make it sustainable. To be successful you will need to develop a clear and succinct argument.

The following is a checklist and some hints on how to build your case.

- Identify need for a business case
- Describe the potential benefits to patients such as a choice of service delivery style; increased access to service; cultural fit; health literacy perspective - your local information can be supported by the evidence contained within the documents attached to this webpage.
- Describe the potential benefits for the organisation such as increased uptake and completion rates of cardiac rehabilitation; reduced secondary utilisation by people who have undergone cardiac rehabilitation; improved service quality - your local information can be supported by the evidence contained within the attached documents.
- Describe the risks associated with not implementing HGA; this will be largely influenced by local issues and will mirror the benefits in some cases.
- Describe the financial viability of implementing HGA; including time and travel costs associated with delivering a home based service as opposed to a hospital based service.
- Understand the local and national priorities
- Describe the links to the Government Health Targets; national and local policy directives - all of this information is available on the Ministry of Health website or from your local Planning and Funding managers in the District Health Boards or Primary Health Organisation managers with a similar portfolio.

## **Identify key stakeholders, gain support and ensure the organisation is aware of the proposal**

Some potential stakeholders could include - your line manager; other service managers in your organisation; PHO managers; finance manager; patient support groups; Chief Executives of organisations you are intending working with; specialist medical staff and GP's; nursing staff; cardiology team; human resource manager; Allied health staff/managers; purchasing/supplies departments.

You may want to form a stakeholder task group or working group to help support your business case development. You don't want to waste people's time but you do need their buy in if you are to be successful, it may be enough to keep people informed by email rather than holding working group meetings.

- Develop a communications plan targeting the stakeholder group and ensure that you keep them informed of progress
- Gather data and information to support the case
- Collect information from national and local sources and analyse it to identify data gaps. This should be based on the work you have done around understanding local and national priorities.
- Request data to fill gaps - make sure you have built a case that focuses on cardiac rehabilitation and that your argument has local relevance.

## **Option appraisal**

Think through the number of options available this could include everything from - do nothing to train a cardiac rehabilitation nurse in HGA and have them do some home visits from the hospital, through to devolving all cardiac rehabilitation to primary care and fully integrating HGA into all cardiac rehabilitation programmes.

Look closely at what you want to achieve and if a complete redesign option is the best fit in terms of local priorities and potential cost benefit the break this down into smaller realistic options (e.g. pilot study).

## **Costing and quotes**

Work with your local finance team and get guidance from them as to the type of information they need. Be guided by them.

The financial section should address the following issues - how much it will cost to implement your proposal you may wish to work up a few different options depending on the outcomes of your option appraisal; why investment now will create savings in the long-term; your proposal described in health economics terms (e.g. quality).

## **Links to evidence and resources**

[Heart Guide Aotearoa Guideline](#)

Heart Guide Aotearoa evaluation final report

[Heart Guide Aotearoa Evaluation Report](#)

The pilot programme final report of key findings

[Cardiac Rehabilitation Website](#)

This website developed by The University of York in association with the British Heart Foundation Cardiac Care and Education Research Group has comprehensive links including presentations and resource documents specifically for cardiac rehabilitation. Click [here](#) to access the site.