



*Business cases supporting strategic planning decisions*

## Business Cases

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*“Effective decision making gives a higher return on investment”*

## A clear process for improved decision making.

*“A plan to support the strategic case for change and confirm that optimum value for money is achieved.”*

Foursight can help you plan and develop an effective business case. It is the planning and management tools that enable stakeholders to understand and support the delivery of the business case objectives.

### BUSINESS CASE FRAMEWORK

There are a number of building blocks required to prepare a robust business case, for example:

- the case for change must be made clear;
- it must support the Trust (and NHSI) strategy;
- the number of options should be manageable to enable full understanding;
- options should be quantified in a way that clearly demonstrate:
  - affordability;
  - in depth sensitivity analysis;
  - mitigation action required to alleviate any risks to the organisation;
  - cash releasing benefits;
  - inflation, depreciation, capital charges and financing;
  - the impact on workforce and workforce planning.

Most importantly, the options need to be clearly understood by the clinical and operational staff who will deliver the change. It is essential that business cases are presented in a way that facilitates ‘ownership of decision making’.

### THE FUTURE OF BUSINESS CASES

It is good practice to produce business cases for many of the financial decisions that are made. This ensures Executive and Non-Executive Directors, as well as other senior staff, clearly understand the impact of investment and the results required from that investment. Our team can:

- set up a model for these business cases;
- support your staff to complete them if required;
- prepare ‘at a glance’ summaries for non financial staff.

### CONTACT US

To speak to a Director please contact Michael Smith 07786 196 247 or Aaron Thomas 07746 405 665. Alternatively email [enquiries@foursightconsultants.com](mailto:enquiries@foursightconsultants.com) or read more about us on our website at [www.foursightconsultants.com](http://www.foursightconsultants.com).

We look forward to hearing from you.

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