

## **One-piece closed bags for colostomies: late-stage assessment**

### **Resource impact assessment at MTAC 1**

At the committee meeting on 19 September 2024, NICE's Resource Impact Assessment (RIA) team presented to the committee a hypothetical scenario for potential cost savings associated with this late-stage assessment and how the savings could be used to fund clinical nurse specialists (CNS) in stoma care in the NHS.

RIA estimated:

- the potential savings from a reduction in average mean price per one-piece closed bag and,
- the potential number of CNS (Band 6 and 7) in stoma care that could be funded from the estimated savings.

RIA focused on these 2 areas because some companies (NHS England and Wales only) have formal sponsorship with hospitals to pay for services, including CNS in stoma care, training, and IT equipment. Therefore, the price charged for a stoma bag could include a cost of sponsorship element.

The monetary value of the sponsorship element is not known. However, funding of CNS in stoma care is considered to constitute the biggest financial component of the sponsorship arrangement.

Data from the 2023 NHS prescription cost Analysis (table 1) was used to calculate the mean price (£3.02) of a one-piece closed bag on Part IX of the Drug Tariff. Because the cost of sponsorship is not known, RIA looked into the potential impact of a 10% reduction to the mean price of one-piece closed bags. This resulted in a mean price of £2.72 and did not consider costs associated with differential clinical outcomes between bags.

**Table 1 Market share and mean price per bag**

Supplier	Market share (%)	Quantity supplied	Total cost	Mean price per bag
Coloplast Ltd	36.5	11,087,418	£34,226,129	£3.09
Hollister Ltd	28.9	8,763,773	£25,595,567	£2.92
Salts Healthcare	14.5	4,404,559	£13,327,536	£3.03
Welland Medical Ltd	8.8	2,657,234	£8,411,165	£3.17
Pelican Healthcare Ltd	5.2	1,567,321	£4,720,984	£3.01
ConvacTec Ltd	3.5	1,076,028	£3,122,429	£2.90
Oakmed Ltd	1.7	516,637	£1,505,403	£2.91
Trio Healthcare Ltd	0.4	129,340	£372,656	£2.88
Peak Medical Ltd	0.3	101,680	£319,205	£3.14
B. Braun Medical Ltd	0.2	46,593	£132,055	£2.83
Alliance Pharmaceuticals Ltd	0.0	8,700	£16,375	£1.88
<b>Total</b>	<b>100</b>	<b>30,359,283</b>	<b>£91,749,504</b>	<b>£3.02</b>

Data from [Open Prescribing](#) (collated by Bennett Institute for Applied Data Science, University of Oxford). The figures for Hollister also include bags manufactured by Dansac Ltd as its parent company. Some companies that have one-piece closed bags listed on the Drug Tariff, but have very small number of bags prescribed, have been excluded from this table.

## Potential savings and number of nurses funded

Table 2 shows the potential savings that could be achieved by reducing the mean price of one-piece closed bags by 10%. It assumes that equivalent quantities of one-piece closed bags supplied in the NHS in 2023 are procured at the reduced mean price per bag of £2.72.

**Table 2 Potential savings assuming 10% reduction in mean price per bag**

Mean price per bag	10% mean price reduction	Reduced mean price per bag	Total number of bags purchased in 2023	Potential annual savings
£3.02	£0.30	£2.72	30.3 million	£9.17 million

Table 3 shows the number of CNS in stoma care that could be funded from the estimated savings in table 2. This assumes that there is 1 CNS in stoma

care per trust, with 141 trusts in England. Any residual savings could fund travel and non-pay related costs. The RIA team did not consider a funding mix of both band 6 and band 7 CNS in stoma care.

**Table 3 Estimated number of CNS in stoma care that can be funded**

Number of nurses	Band	Total pay costs	Travel and non-pay costs)	Total
141	Band 6	£8.58 million	£0.59 million	£9.17 million
120	Band 7	£8.60 million	£0.57 million	£9.17 million

CNS: Clinical nurse specialist. Pay based on NHS Agenda for Change top of scale

## Conclusion

The impact of sponsorship on the price of one-piece closed bags is unclear. As the value of sponsorship could not be quantified within the price of one-piece closed bags, RIA considered a hypothetical scenario that modelled a 10% reduction in mean bag price without considering potential clinical differences. This resulted in potential cost savings that could fund an estimated 141 band 6, or 120 band 7 CNS in stoma care, with residual savings that could be used for travel or other non-pay related costs.