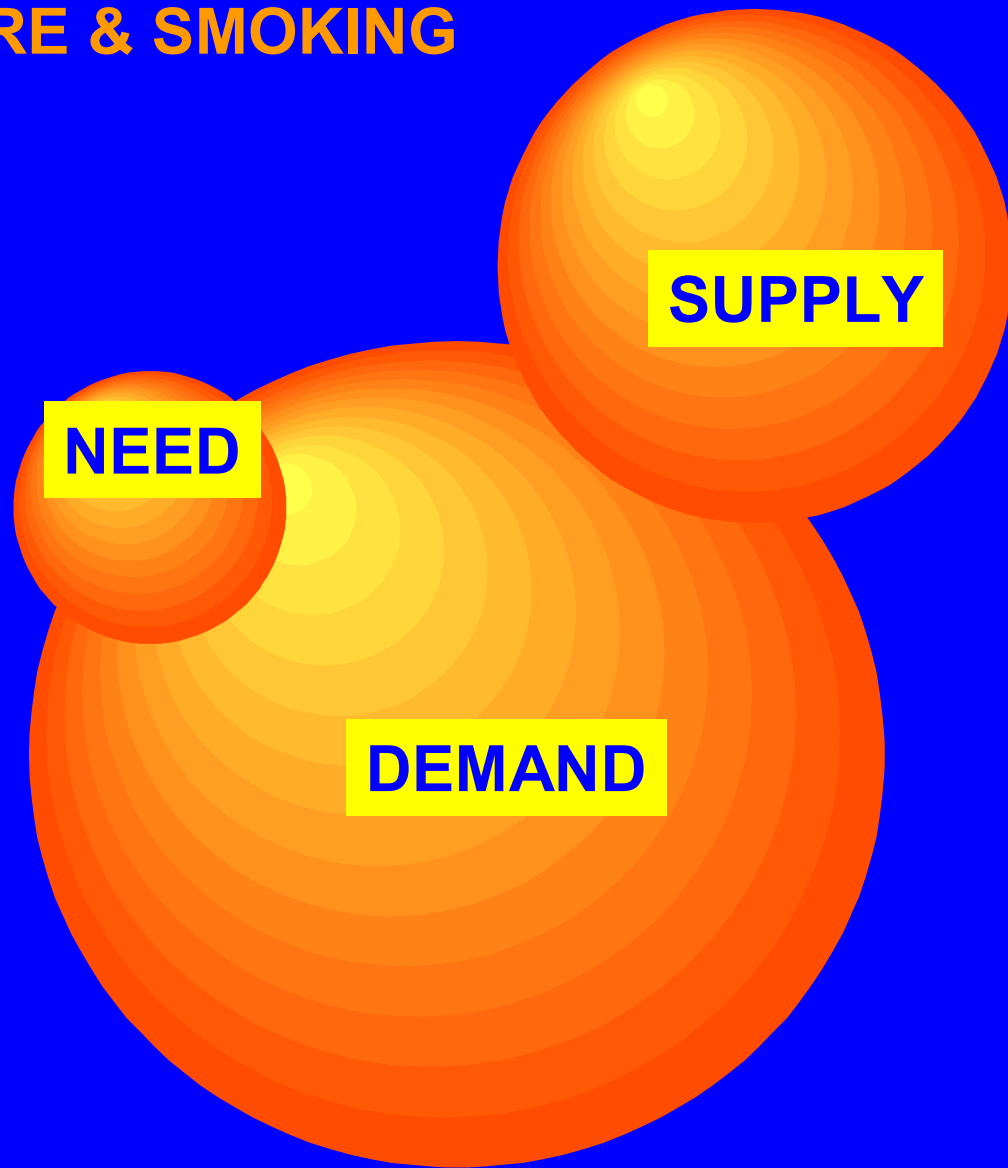




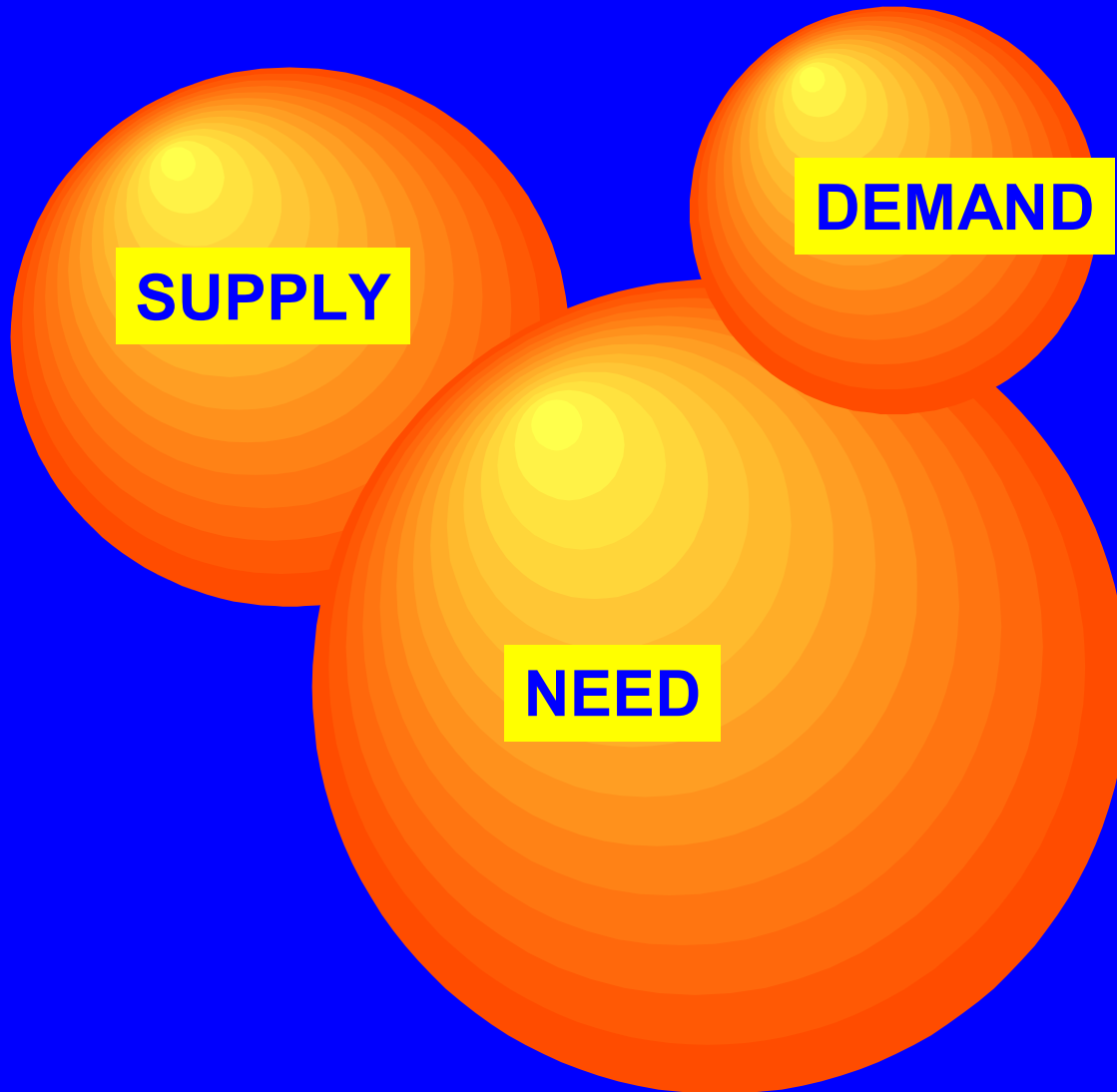
NEED DEMAND SUPPLY

- NEED is capacity to benefit
- DEMAND is about wants - what people will buy in the market place
- SUPPLY is about what's available and what professionals want to do

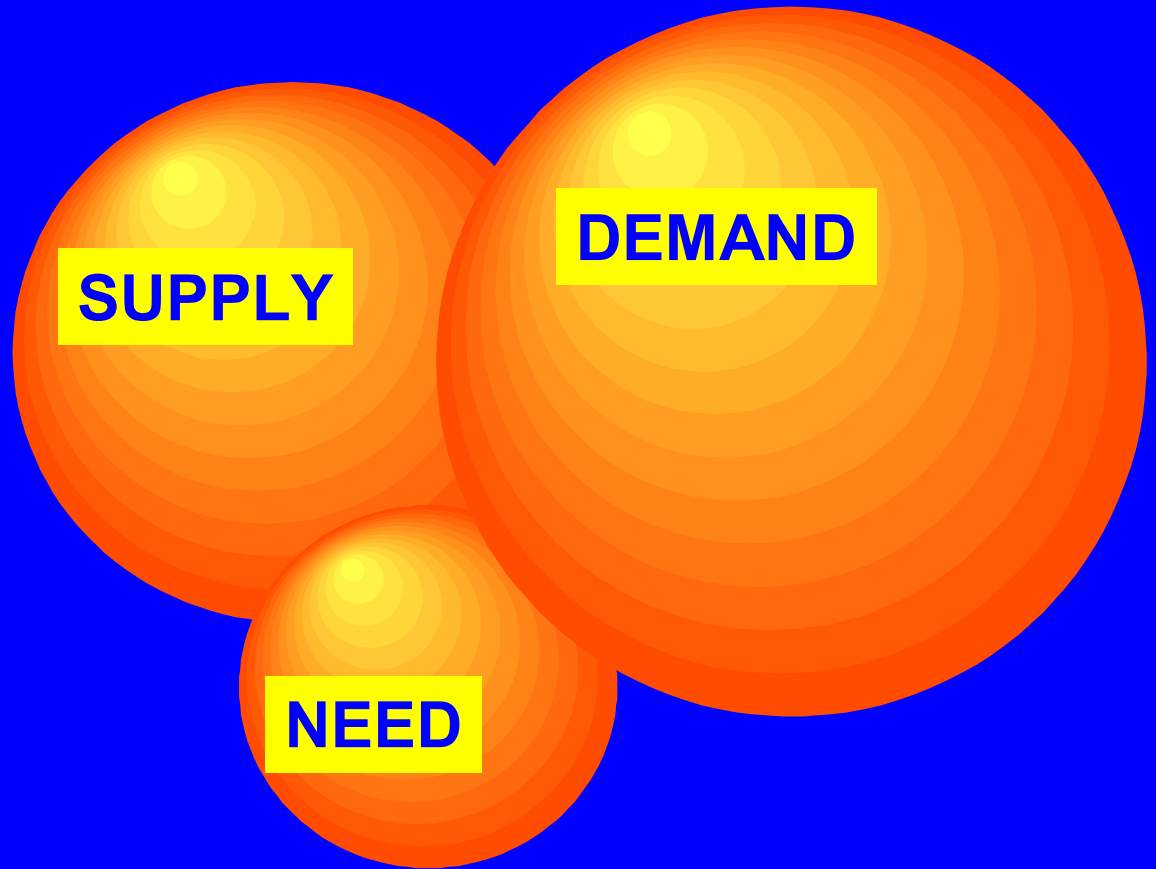
ACUPUNCTURE & SMOKING



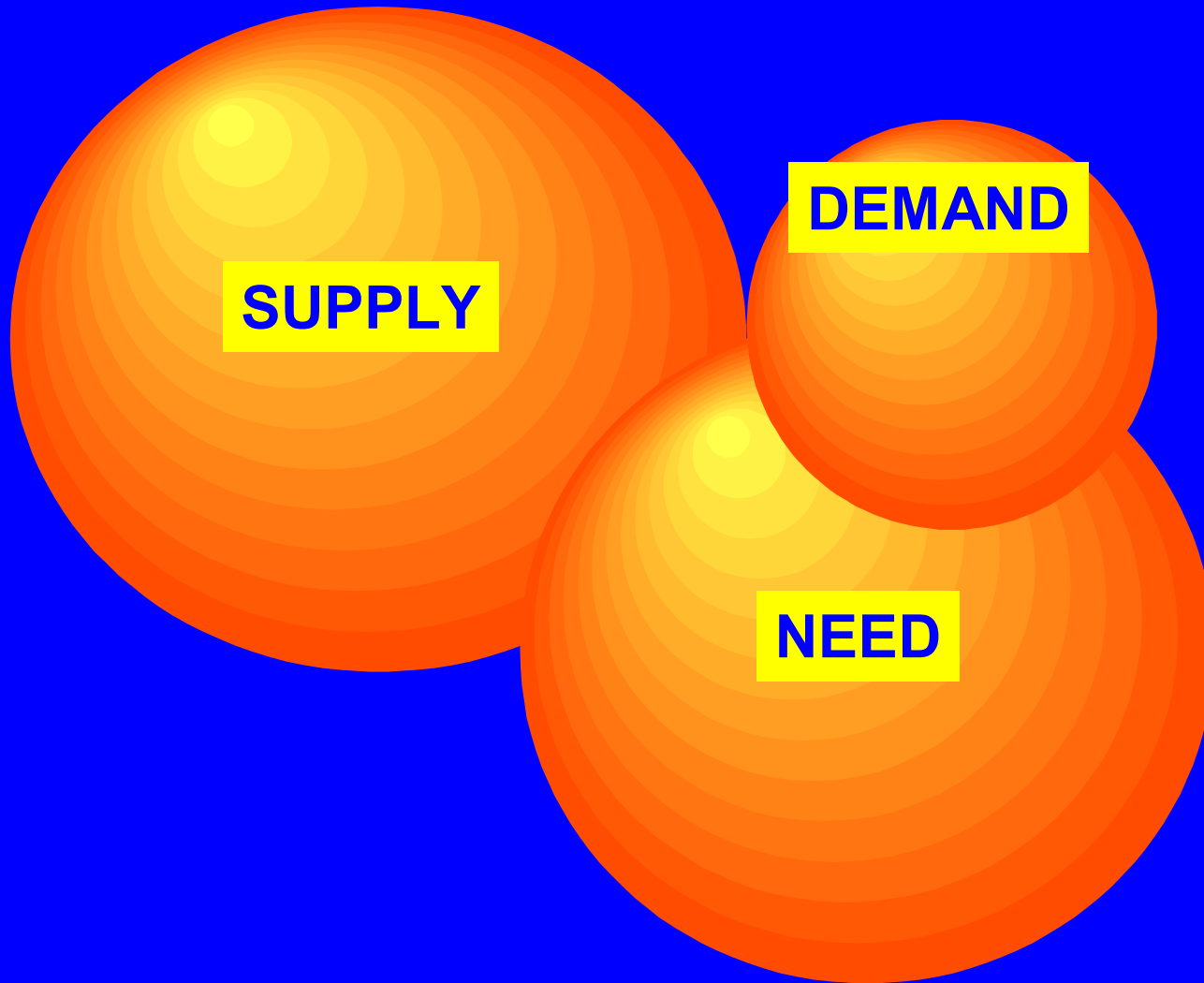
FLU VACCINE



SURGERY - GROMMETS FOR GLUE EAR



SCREENING FOR CERVICAL CANCER - SMEARS





NEED = DEMAND = SUPPLY

Need & commissioning

- Commissioning is a process which can enable more people's needs to be met

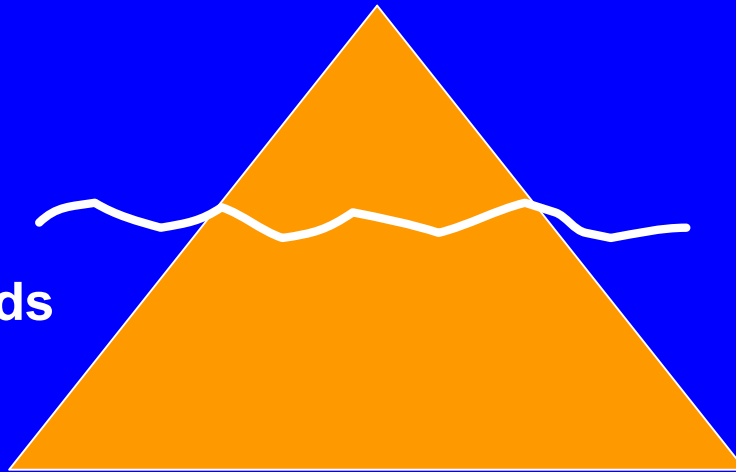
**What do we
commission already?**

**What do we want to
commission in future ?**

Iceberg of Need

MET needs

UNMET needs



***MET needs i.e.
COMMISSIONED
already***

COMMISSIONING

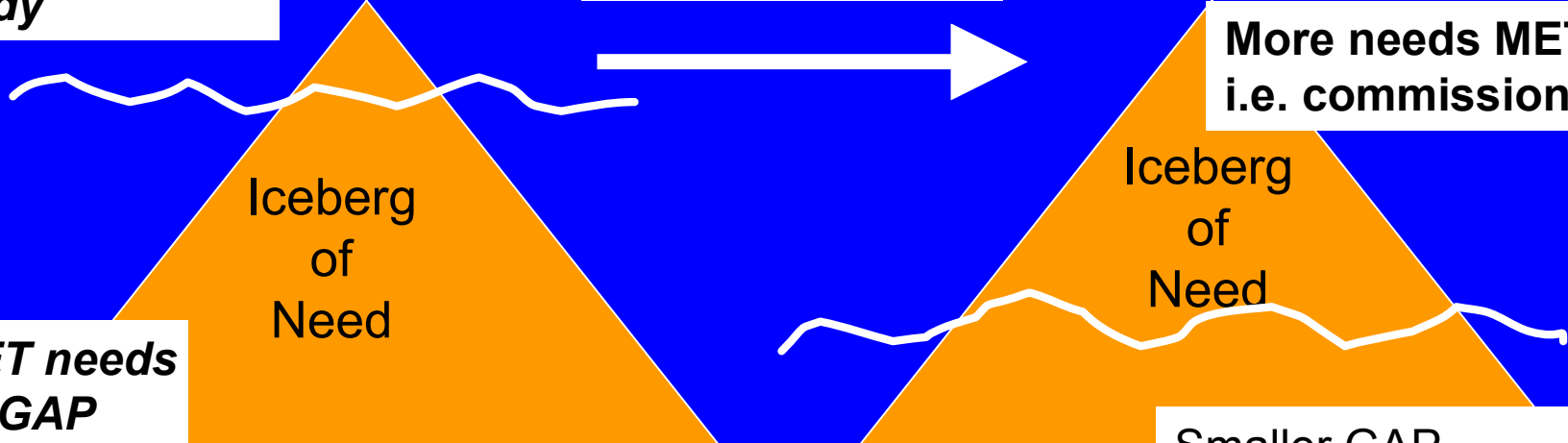
***More needs MET
i.e. commissioned***

***UNMET needs
i.e. a GAP***

**Iceberg
of
Need**

**Iceberg
of
Need**

**Smaller GAP
i.e. fewer UNMET
needs**



SUPPLY

DEMAND

NEED

*MET needs i.e.
COMMISSIONED
already*

COMMISSIONING



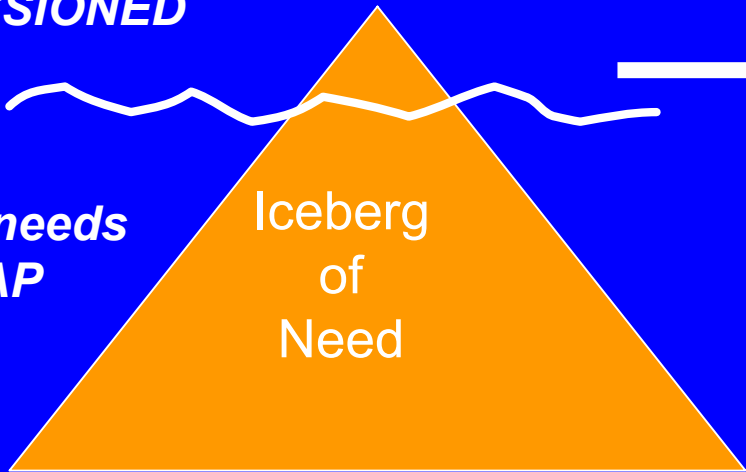
**More needs MET
i.e. commissioned**

*UNMET needs
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Iceberg
of
Need

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**What do we
commission already?**

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SUPPLY

DEMAND

NEED

*MET needs i.e.
COMMISSIONED
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COMMISSIONING



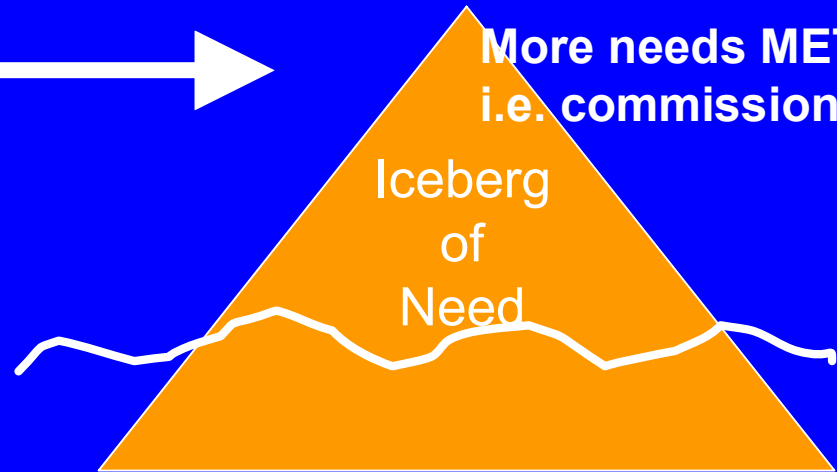
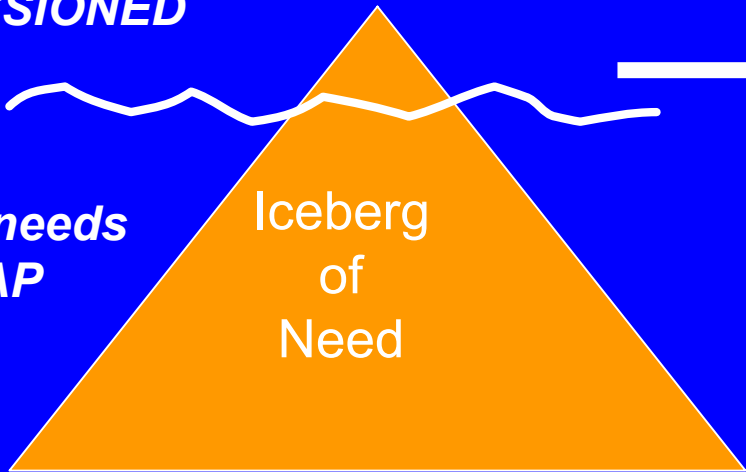
**More needs MET
i.e. commissioned**

*UNMET needs
i.e. a GAP*

Iceberg
of
Need

Iceberg
of
Need

**Smaller GAP
i.e. fewer UNMET
needs**



What is Health Needs Assessment?



- A ***rational*** planning tool
 - Other tools eg marginal analysis
 - Rational planning process



Health Needs Assessment

Project proposal & plan:

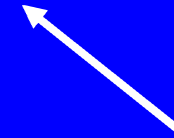
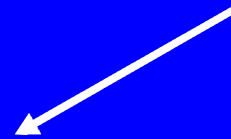
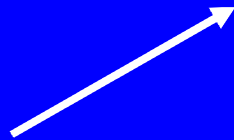
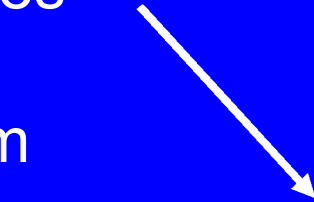
- Justify project
- Clarify issues
- Plan
- Set up team

Research & analysis

- Gather & analyse data / info
- Stakeholder / sponsor views
- Local context

Developing a strategy

Formulate strategy
based on preferred
strategic direction



Final report & delivery plan

Project proposal & plan: Research & analysis

Health Needs Assessment



**Developing
a
strategy**

**Final report
&
delivery plan**

Formulate strategy

HNA of older people in xxxxx

- Poverty
- Housing deprivation
- Crime
- Longterm illness & disability
- Social isolation
- Access to surgery

DEFINING POPULATIONS

- TIME – past, present, future, seasons
- PERSON – gender, age, ethnicity, wealth, possessions, health status, lifestyle,
- PLACE – live, work, play, study, wards, countries

HEALTH NEEDS

- **Complex – multi-dimensional**
 - Patients
 - Carers
 - Health Professionals – primary, secondary, public health
 - Politicians
 - Managers
- **Subjectivity & opinion**

Health needs assessment

- Assumes limited resources
- Explores need, demand & supply
- Recognises that needs are complex, multi-dimensional and subjective
- Is a formative process
- Is a rational planning tool to inform commissioning so that more needs can be met

NEEDS ASSESSMENT

- Is time consuming (3 months min)
- Needs careful planning to generate useful results
- Requires input from, and education of, key stakeholders
- Is almost impossible when there is lack of clarity about definitions, populations, aims and limitations

GATESHEAD CEHI



SUPPORTING - DEVELOPING -
SHARING