

STREAMLINING EFFICIENCIES with the NeoFlow® Range

NeoFlow® Range

BACKGROUND

When we were informed, at very short notice, that the high-flow prongs we relied on were being discontinued, our team at Worcestershire Royal Hospital faced a serious challenge. Without them, we couldn't safely deliver high-flow therapy to our babies, and there was real concern about the impact this would have on patient care.

We immediately began reaching out to suppliers for a replacement. Eakin Healthcare stood out—not only for their speed, but for the genuine support we received. Their representative worked closely with us to find a suitable High Flow solution from the NeoFlow® range.

In that process, we realised we were holding on to several products that weren't essential - costly extras that didn't bring added value to our team or our patients. With support from Eakin, we started reviewing what we actually needed and began clearing out unnecessary stock.

PROBLEM OR CHALLENGE

At the time, our unit was stocking 49 different respiratory products. We had always assumed they were all essential, but with so many different suppliers and duplicate items, it became overwhelming and confusing for staff, time-consuming to manage, and inefficient when it came to ordering.

Working alongside our amazing Housekeeper, Karen Humphries, we took a step back and asked ourselves: What do we really use? What's truly needed for safe, effective care? Our goal was simple: to reduce waste, cut costs, and improve day-to-day efficiency on the unit - without compromising patient safety.

SOLUTION

Throughout the process, patient safety remained our top priority. We reviewed every product, asking:

- "Do we actually use this?"
- "Is there a more cost-effective alternative?"
- "Can this product work across both types of ventilator support machines?"

With that framework, we identified four items we no longer needed, leading to an immediate saving of £1,247.16 a year. As the project progressed, we reduced our respiratory product stock from 49 items down to just 24.

Previously, we were purchasing nCPAP generators, humidification limbs, and circuitry as separate items from varied suppliers. However, the NeoFlow® range offers all components in a single, convenient pack-making it easier to order, store, and set up therapy. This switch delivered an additional £19,883 in annual savings. But the benefits weren't just financial. A more streamlined product range has made staff training quicker and easier, simplified ordering, and reduced the risk of stock errors and waste. Most importantly, it's helped us deliver more consistent and reliable care.

CHALLENGES FACED

In those first few days without our usual prongs, we reached out to several suppliers. Eakin Healthcare were the only ones to respond quickly and offered a viable solution. We were surprised by how complex the respiratory product market had become. Having the support of an industry expert helped us cut through that complexity. They gave us the knowledge to make informed decisions - ensuring we only ordered what we truly needed and avoided unnecessary duplication.



PROFILE

WORCESTERSHIRE ROYAL HOSPITAL, NEONATAL UNIT

Beth Goodwin
Lead Clinical Educator

Karen Humphries
Housekeeper

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The support from Eakin Healthcare was a game-changer. By switching to the NeoFlow® range, we made significant cost savings and simplified our processes - helping us deliver more consistent, efficient care without compromising patient safety.
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