



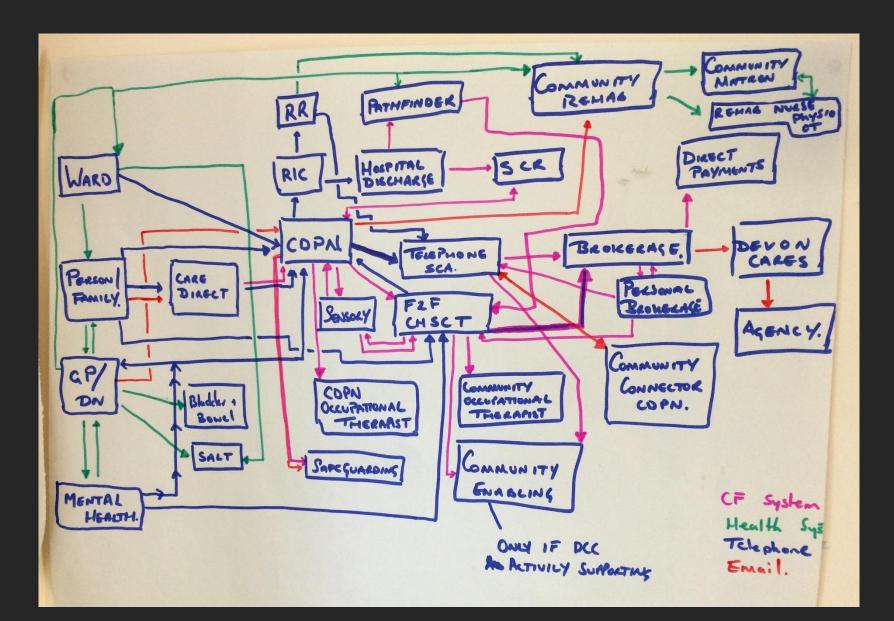
standard flows

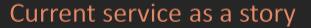
referrals

activity

demand is simple











value





We had to learn how to listen



## Visual progress and knowledge





# Early 60's

He needs a walking aid & his chair raised so he can get in and out easier



```
ASSESSMENTS = 14

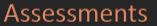
REFERRALS = 6+1 self referral
TO AP

PEOPLE = 11
```

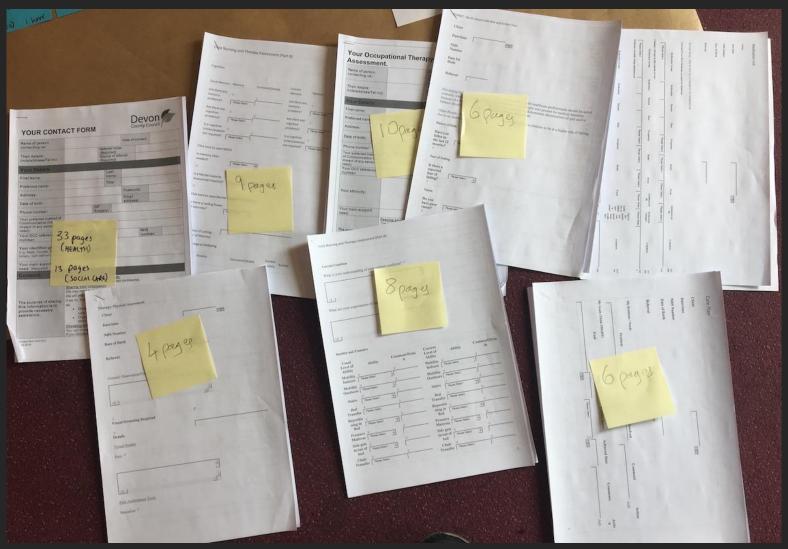
OUTCOME =

- > RAISED SOFA
- ) ESCAPE PLAN
  - -> BENEFITS CHECK
- LEAFLETS

HOURS = 12hrs 20mins PERCENTAGE WITH PERSON 25% A typical set of activities for an Occupational Therapist







The assessments. 68 pages. I hr with him, 2 hrs in office.

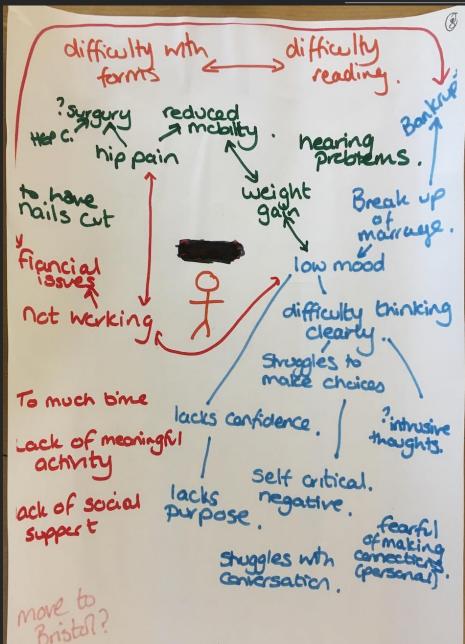


# The New Approach

Story telling

https://youtu.be/g9eogJu7bDU









```
ASSESSMENTS = 14
```

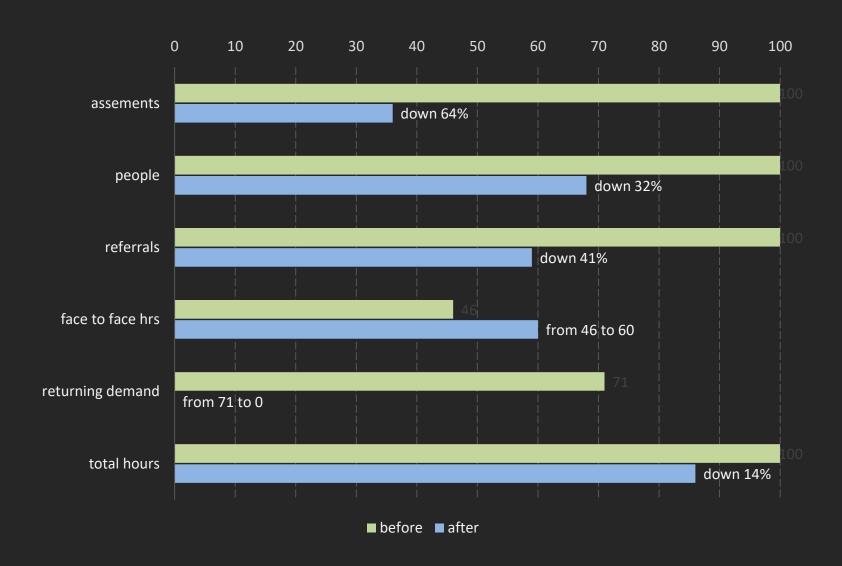
- > RAISEN SOFA
- -> ESCAPE PLAN
- ) BENEFITS CHECK
- · LEAFLETS

HOURS = 12hrs 20mins PERCENTAGE WITH PORSON 25%

```
ASSESSMENTS = 1
REFERRALS = 1
PEOPLE =
 OUT COME >
    > NOT MOVING TO BRISTOL
    . > REFERRED FOR TALK THERAPY
    -> ONGOING RELATIONSHIP
Hours = 6.5 hrs
PERGNIAGE WITH PERSON 80%
"WHAT MATTERS" = HELP ME
                CONNECT TO
                 PEOPLE
```

	PROOF OF	F CONCEPT	KEY LEARNING
SNAPSHOT	NIGHT (SYSTEM)	DAY (NEW)	* SYSTEM GENERATES WASTE WORK FOR US
> LESS ASSESSMENTS		> 47	BY ASSESSMENT, ELIGIBILITY
> LESS REFERRALS		> 32	HRISK BELAUSE THIS IS WHAT WE MEASURE
> LESS PEOPLE	161	> 110	* WE NEED TO TRUST THE
> TOTAL HOURS	213	> 183	PERSON TO MAKE THE RIGHT DECISIONS FOR THEMSELVES
< MORE FRF	46%	< 60%	* BULLDING RETENTIONSHIPS WITH THE PERSON HAS
> PROBABILITY	71%	< 1007.	HONEST CONVERSATIONS
OF RETURN	(H-M)	(L-NONE)	THAT SYSTEM DOESN'T
(SAME NEED)		7	ALOW.
		HE UNDERHOOD	

## Measures & outcomes





### Feedback to leaders



### What Happens

- · Current System Works in a linear Way. & flows in one direction
- : Uses Assessments to Understand
- · Referrals are writter & Russ on Respossibility Owner Ship Referrals are made into latrays + not directly
- · Team agent always aware of other teams take that are involved
- · IT systems across the system don't engage who With each other

. Teams have Specific Restrictions

### what we have learnt

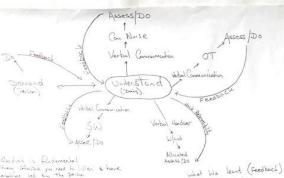
- · Assessments limit Understanding · Understanding is last when in Whitten
- · Referrals are not timely . Herefore undestuding
- is diluted · Referrals Can cause towns Seperate
- his System Con cause delay & generate weste week

Person filly listened to Nore in Control Nore knowledgeable

· Can Nobe Corbect grickly a early
. Is less overwhelmed
. Is less stressed

This approach an medica chiley +

weste work



- · insellanding is Budomerbol To Tomay Otherson's you need to listen a home Conservations led by the person
- . The Understander is best placed to head a action decisions note by the special
- The Ordestunger hods Responsibility, Polls on other professional, who feedback their doing
- Impul Commitchen between professionals
- if Responsibility needs to be derewheel over this Would be done vehicly of Contact.
- . Understanding is doing a a shill in its own right

#### 35 CASES FROM XZ ACCESS POWTS 17 ACTUAL REFERRAL SOURCES BCCT + COP

PROOF

OF

CONCEPT.

MAJORITY OF CASES REFERRAL DEMAND

DID NOT MATCH WHAT MATTERS STATEMENT

RACK IN BALLOICE

YIN + DATE

PROBABILITY OF BETURN (LIMIN)

OVER HALF OF TOTAL REFEREALS DID NOT KNOW HAD BEEN REFERRED - STILL MODED VALUE THROUGH WOSKSOMOWG

"NOT EVERYTHING THAT COURTS CAN BE COUNTED AND NOT EVERYTHING THAT CAN BE COUNTED COUNTS," MEET SMITTEN

DAY + NIGHT DATA

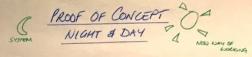
#### LEARNWL

- WE DON'T LISTEN TO
- PEOPLE LIKE LE THANK WE DO · ASSESSING IS NOT UNERSTRICK . WE NEED TO VALUE UNDERSTANDAL
- · A DEVELOPING PATTERN OF
- NEEDLA TO MEST A DIFFERENT KIND OF DEMAND - WITH A DIFFERENT SKILL SET . LEN
- I WHAT WE KNOW + DON'T KNOW ABOUT DEMAND WE WILL CONTINUE TO LEARN.

MONERO FRANCIA

He

NA



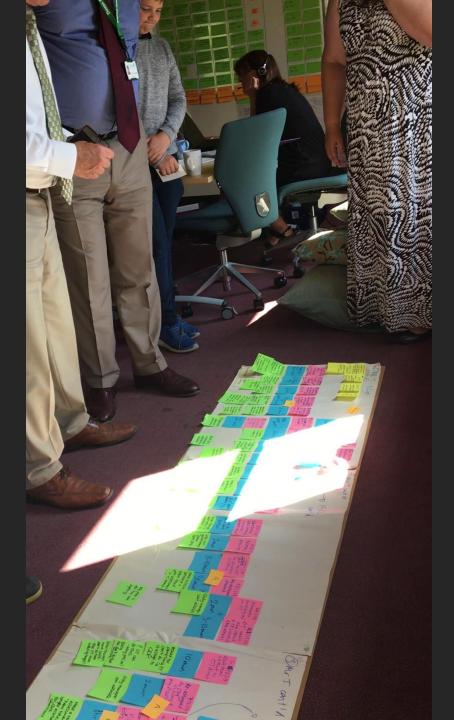
- > LESS ASSESSMENTS
- > LESS REFERRACS
- 7 LESS PEOPLE
- > LESS TOTAL TIME SPENT
- L MORE FZF CONTACT TIME

### \* KEY LEARNING \*

- \* SYSTEM GENERATES OWN WASTE WORK
- CONVERSATIONS LEAD BY NAMES ARE COMMENT ASSESSMENT & ELIGIBILITY
- \* WE DO NOT TRUST THE PORSON TO MAKE DECISIONS REGARDING THEIR HEACTH + WELLBEING
- & BUILDING TRUSTING RELATIONSHIPS WITH THE PORSON HAS ALLOWED US TO HAVE HONEST/DIFFRUIT CONVERSATIONS



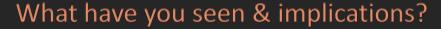














I don't design it, they do - codesign

They are the design team

The manager is part of the team

Engage with users directly, no personas - codesign

Purpose is from the user, not the organisation

Absorb variation

Complexity is not transactional

Story-telling & engagement

Experimentation and learning is key

No digital, until it helps us.

Sustainable... It is their process, not mine



## Situations we face



## Logical

Situations as puzzles

simple - or - complicated

Resolvable through following a step by step process.



A situation that is ambiguous, and unpredictable.

Resolvable through adapting.



### Critical

A urgent situation that needs immediate attention

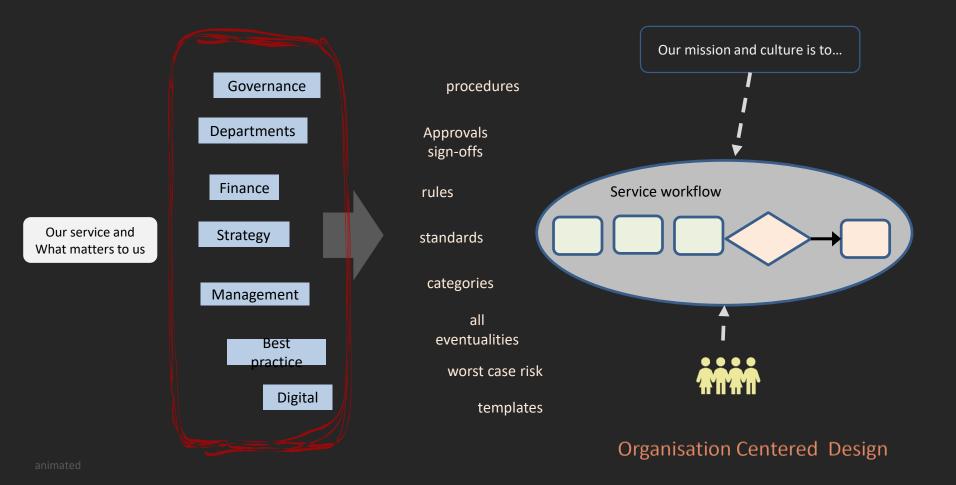
Resolvable through prepared immediate action.

Organizational situations & managing complexity

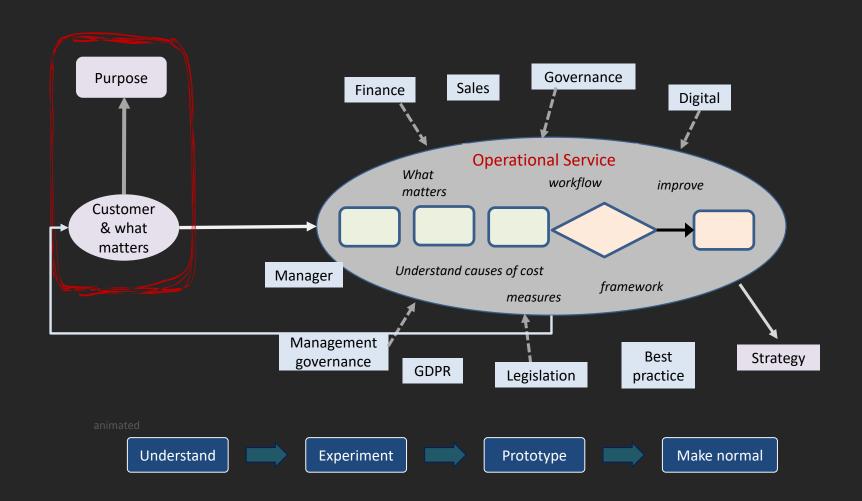
John Mortimer



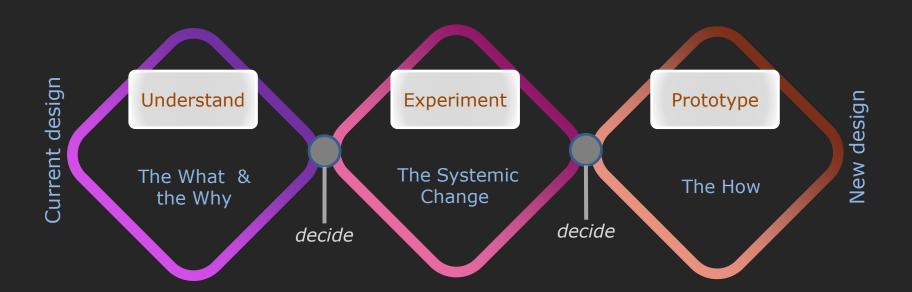
# Traditional design of services...



# Person centred design of a service...









Thank you