

Yorkshire Ambulance Consigned Stock Review – December 2015

Consignment Stock Review

In order to support YAS in times of high demand, Viamed agree to place a minimum of 1-2 month's stock on consignment.

The individual usage figures detailed later in this document show some changes in demand, brought about by changes in the equipment models in active service. The following points were noted:

- During 2015, the replacement programme for Nellcor compatible Lifepack 12 s has continued. As a result, the requirement for 0014602 and 0014762 Nellcor compatible sensors has dropped off considerably.
- Zoll defibrillators are being phased out, resulting in a significant reduction in demand for 001450 and 0014520 Masimo LNOP DCI sensors and extension cables.
- The number of Lifepack 15s utilising Masimo technology has increased resulting in an increase in the demand for 0014495 Masimo Red DCI-dc12 sensors.

The table below illustrates current consigned stock levels and proposed stock levels going forward to address the change in demand (changes in **bold**).

P/no	Current stock level		
	Proposed stock level		Action
0012105	3	3	YAS requested no change.
0014495	40	60	Average usage over last 12 months has increased from 34/month in 2014 to 40/month. YAS have requested a stock increase, I propose we increase the stock level to 60 to reflect 6 weeks stock.
0014497	20	20	YAS requested no change.
0014500	40	20	Usage declining as Zoll defibs are decommissioned. Now 8.4/month. Propose reducing to 20.
0014520	40	20	Usage declining as Zoll defibs are decommissioned. 13/month in 2015 but declining to 6/month over last 6 months. Propose reducing to 20
0014762	10	2	Lifepack 12s now being decommissioned. Usage 1.5/month Propose reducing to 2.
0014602	20	5	Lifepack 12s now being decommissioned. Propose reducing to 5.

Product usage figures 2015

Part Number	002105
Description	Viamed silicone finger oximeter
2015, Q1 usage	3
2015, Q2 usage	0
2015, Q3 usage	0
2015, Q4 usage	0
Average over last 12 months	0.25/month
Current consigned stock level	3
Analysis	Consigned stock level reflects 12 months stock based on 2015, but around 6 months on 2014 figures. Propose no change to stock level now.

Part Number	0014495
Description	Masimo Red DCI-dc12, adult reusable SpO2 Sensor
2015, Q1 usage	125
2015, Q2 usage	128
2015, Q3 usage	125
2015, Q4 usage	96
Average over last 12 months	39.5/month (up 16% on 2015)
Current consigned stock level	40
Analysis	Consigned stock level reflects approx 1 month's stock. Proposed that we increase this to 60.

Part Number	0014497
Description	Masimo Red LNC-10 patient cable, 10ft
2015, Q1 usage	35
2015, Q2 usage	23
2015, Q3 usage	25
2015, Q4 usage	31
Average over last 12 months	9.5/month
Current consigned stock level	20
Analysis	Consigned stock level reflects approx 2 months' stock. Proposed no change to stock level.

Part Number	0014500
Description	Masimo LNOP DCI adult reusable SpO2 sensor
2015, Q1 usage	47
2015, Q2 usage	29
2015, Q3 usage	19
2015, Q4 usage	6
Average over last 12 months	8.4/month,
Current consigned stock level	40
Analysis	Usage declining steadily as Zoll defibrillators are decommissioned. Proposed reducing to 20.

Part Number	0014520
Description	Masimo PC04 patient cable, 4ft
2015, Q1 usage	75
2015, Q2 usage	44
2015, Q3 usage	21
2015, Q4 usage	15
Average over last 12 months	13/month in 2015 but declining (6/month over last 6 months).
Current consigned stock level	40
Analysis	Usage declining steadily as Zoll defibrillators are decommissioned. Proposed reducing to 20.

Part Number	0014762
Description	SpO2 silicone finger sensor, Nellcor 2m – Paediatric
2015, Q1 usage	8
2015, Q2 usage	7
2015, Q3 usage	2
2015, Q4 usage	1
Average over last 12 months	1.5/month
Current consigned stock level	10
Analysis	Lifepack 12s now being decommissioned. Propose reducing to 2.

Part Number	0014602
Description	SpO2 finger sensor, Nellcor 2m – Adult
2015, Q1 usage	108
2015, Q2 usage	97
2015, Q3 usage	36
2015, Q4 usage	21
Average over last 12 months	21.8/month in 2015 but declining (9.5/month over last 6 months).
Current consigned stock level	20
Analysis	Lifepack 12s now being decommissioned Propose reducing to 5.

Current products on consignment stock, with stock levels

Stock levels and stock value as of December 15

Part Number	Description	Qty	Retail value	Cost value*
0012105	VM-2105 silicone finger oximeter	3	£675.00	£174.00
0014495	Masimo Red DCI-dc12, adult reusable SpO2 Sensor	40	£8,600.00	£4,572.40
0014497	Masimo Red LNC-10 patient cable, 10ft	20	£1,900.00	£1,319.60
0014500	Masimo LNOP DCI adult reusable SpO2 sensor	40	£4,590.00	£3,602.80
0014520	Masimo PC04 patient cable, 4ft	40	£2,890.00	£3,360.00
0014762	SpO2 silicone finger sensor, Nellcor 2m - Paediatric	10	£1,215.50	£290.00
0014602	SpO2 finger sensor, Nellcor 2m – Adult	20	£986.00	£500.00
Total			£20,856.50	£13,818.80

*Includes currency conversions based on the prevailing exchange rates.

Proposed revised stock levels and stock value going forwards

Part Number	Description	Qty	Retail value	Cost value*
0012105	VM-2105 silicone finger oximeter	3	£675.00	£174.00
0014495	Masimo Red DCI-dc12, adult reusable SpO2 Sensor	60	£12,900.00	£6,858.60
0014497	Masimo Red LNC-10 patient cable, 10ft	20	£1,900.00	£1,319.60
0014500	Masimo LNOP DCI adult reusable SpO2 sensor	20	£2,295.00	£1,801.40
0014520	Masimo PC04 patient cable, 4ft	20	£1,445.00	£1,680.00
0014762	SpO2 silicone finger sensor, Nellcor 2m - Paediatric	2	£450.00	£58.00
0014602	SpO2 finger sensor, Nellcor 2m – Adult	5	£246.50	£125.00
Total			£19,911.50	£12,016.60

*Includes currency conversions based on the prevailing exchange rates as per Intrastats.

The proposed amendments to the stock levels represent a **decrease** in the cost value (replacement value) of the amount of consignment stock of £1,802.20, or 13%.

Summary of account performance

2013	
Turnover from repairs (approximate)*	£11,220
Turnover from stock sales	£154,673
Turnover for account	£165,893
2014	
Turnover from repairs (approximate)*	£10,910
Turnover from stock sales in 2014	£137,629
Turnover for account	£148,539
Turnover increase/decrease on previous year	-10%
2015 (as of 17th Dec)	
Cost value of all consigned stock as of end 2015 (to be agreed)	£12,016
Turnover from repairs (approximate)*	£17,150
Turnover from stock sales in 2015	£143,580
Turnover for account	£166,749
Turnover increase/decrease on previous year	+12.3%

*Approximate figure: repair turnover cannot currently be directly displayed on Intrastats; figure has been derived from total turnover minus stock sales. The derived figure will also contain carriage.