



# Writing of a business case for the development of skin cancer services in Thames Valley



This was a collaborative working project between MSD and Oxford University Hospitals NHS Foundation Trust (OUH).

## Objective

To support in addressing increasing patient demand, by writing a business case for the permanent funding of a senior band 7 cancer nurse specialist\*

The employment of a senior band 7 skin cancer nurse specialist is anticipated to have several benefits:

### Patient benefits<sup>1</sup>



Increased appointment availability for: new patients, patients with newly relapsed disease, patients on treatment for metastatic disease and patients with treatment complications.



Delivery of care that is more accessible and closer to home and meeting one of the key tenets of the NHS Long Term Plan.



Improved coordination of care, including referral coordination, which may improve treatment outcomes.



Patient-focused service with efficient active surveillance, providing emotional support, reassurance and advice on self-skin examination and sun protection.

### NHS benefits<sup>1</sup>



Improved coordination of care for all patients, which is cost efficient and frees up consultant time.



May address increasing patient volumes, clinical risk, administrative burden and geographical inaccessibility.



846 hours of consultant time (time-cost equivalent to £61,512) freed up each year.



£15.23 saved for every follow-up patient seen by a skin cancer nurse rather than a consultant.<sup>†</sup>



Future service resilience to meet the anticipated >10% annual growth rate in patient demand.<sup>‡</sup>

Once the nurse has been appointed and is operating fully, MSD believe that 1835 patients will be positively impacted each year.<sup>§1</sup>

### MSD benefits:<sup>1</sup>

- Contributed towards the development of skin cancer services and gained experience in drawing attention to under-resourced areas
- Potentially positively impacted patients through a business case that could be applied to other regions and speaks to the NHS England cancer workforce agenda
- Enabled more patients to access innovative treatments in line with NICE guidance<sup>¶</sup>

MSD are committed to working in partnership with the NHS to enhance current capacity and service delivery. Please use the contact details below to arrange a discussion with a member of the healthcare team.



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Full details of this project can be found at [msd-uk.com/partnerships/collaborative-working](https://www.msd-uk.com/partnerships/collaborative-working)

This link will take you to another MSD website.

\*This was a project with shared time commitment from OUH and MSD. At the time of writing, OUH has agreed in principle to funding this post and the budget to be drawn down is due shortly.

<sup>1</sup>Figures calculated by subtracting top tier band 7 nurse salary from consultant salary (with 8 years completed service).<sup>†</sup>12% anticipated average growth in new patients and ~12% anticipated growth in 'follow-up' patients.<sup>‡</sup>Calculated using NHS England cancer waiting times data.<sup>§</sup>May or may not have included MSD medicines.<sup>¶</sup>

Abbreviations: NICE, National Institute for Health and Care Excellence; OUH, Oxford University Hospitals

Reference: 1. MSD. Collaborative working. Available at: [www.msd-uk.com/partnerships/collaborative-working/](https://www.msd-uk.com/partnerships/collaborative-working/). Accessed: October 2025.