



Improving the clinical adoption of health technologies

What do we need to do?

Commissioned by:





Recommended HealthTech clinical adoption pathway

For any individual(s), private and/or public organisations looking to set up a health technologies incubator and/or accelerator, we propose the following summarised pathway.



1 Needs finding and problem statement identification

- Engage clinicians and other healthcare professionals early
- Identify problem
- Validate problem
- Identify existing solutions
- Research and identify markets
- Validate solution feasibility
- Identify end user and payor

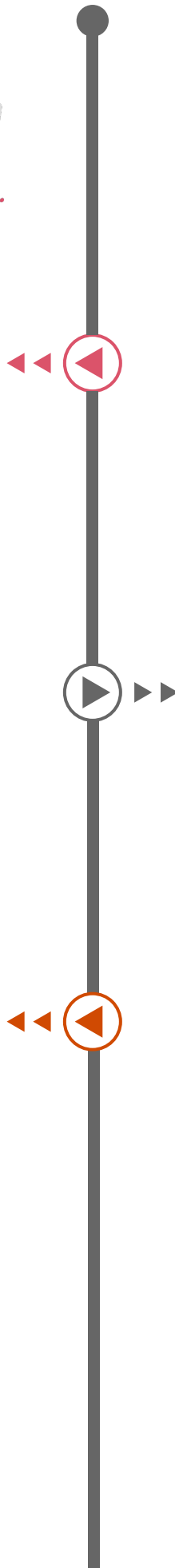


2 Conceptualisation

- Generate solutions
- Re-validate solution feasibility
- Develop reimbursement strategy
- Technology development
- Develop proof of concept
- Develop a business roadmap and commercialisation strategy:
 - Identify barriers to entry
 - Curate team
 - Establish governance
 - Develop strategic partnerships
- Identify intellectual property and potential issues
- Protect idea/solution

3 Productisation

- Education and training
- Optimisation
- Identify/meet regulatory requirements
- Clinical validation





4 Commercialisation

- Establish product ownership, distribution and supply chain channels, and after-service support
- Seek active participation in testing and development within real world environments
- Ensure local (and global) cybersecurity and patient privacy compliance
- Commercialise



5 Widespread clinical adoption

- Gain medical personnel buy-in
- Run pilot/clinical trials to gather real world evidence on cost/operational effectiveness
- Educate clinicians on evolving HealthTech innovation landscape
- Establish a dedicated organisation to bring the ecosystem together to streamline clinical adoption, reimbursement and procurement pathways
- Demonstrate health economic benefits to gain stakeholder buy-in
- Evaluate clinical impact and +/- modify innovation



Download the full report here



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Thank you



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