



ADVISORY SERVICES

Digital Health is never static with new models of care, increasing patient and staff expectations and pressures to leverage technology to find efficiencies and productivity improvements in midst of constant downward pressures on budgets. To be realistic, these pressures will not reduce and if anything, only increase.

Alongside this pressure there is a constant stream of national, regional and local initiatives to improve care. These can often create initiative overload and fail to actually address the challenges faced by individual healthcare organisation. In many ways, they are sometimes perceived to add to the burden.

Populo provides ways to address these challenges by navigating through challenges and accelerating the process of solving them rather than fixing them. We leverage our experience across healthcare to develop the strategies and their benefits followed by solutions that deliver positive change and minimise the disruption that often come with it.

Above all, our approach demonstrates our main philosophy of caring for digital health.

Our experience with digital health allows us to create the strategy, review the readiness, need and gaps that digital health solutions can fill before producing the business cases and, if necessary, helping you procure the right solution.

We become your advocate in providing the evidence and insight into making the most appropriate decisions with the unbiased and unblinkered approach that you can get from a third party. We can steer you around the pitfalls, question and validate assumptions while ensuring that all stakeholders feel engaged in the decision-making process.



A big part of what our advisory services do is to leverage the existing systems and infrastructure currently in place and look to improve their configuration, governance around them in order to deliver improvements. It isn't always about procuring new systems.



Key functions of the advisory services include:

STRATEGY

- Benchmarking and baselining current states and plans to deliver future states
- Gap analysis
- Options development and review
- Readiness assessments and reviews
- Digital health transformation
- Impact assessments and planning

Governance Models – Establish, Launch, Refine and Build Process

BUSINESS CASES

- Total Cost of Ownership and ROI
- Benefits Mapping and Realisation plans
- Simulations to provide evidence to verify and validate assumptions

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PROCUREMENT STRATEGY & MANAGEMENT

- Stakeholder engagement and management
- Supplier market analysis and supplier workshops
- Documentation (Specification, Requirements, PQQ/ITT)
- Evaluation models and scoring models
- Negotiation of contracts
- Procurement options including OJEU (restricted, open, competitive dialogue, etc), Frameworks (mini competition or direct award), competitive tender, development partnership, joint venture
- Managing internal communication during the procurement process

CHANGE MANAGEMENT

Setting Expectations, Communicate Direction, Establish Interactive Feedback and Communication strategies

- Simulation options
- Consensus building and engagement activities
- Defining baseline metrics
- Benefits realisation and tracking

Caring for digital health

