



Benefits Realisation Services

Contact: info@abedgraham.com

Background

Deploying a technology of any type in any healthcare market requires a robust plan to show the intended return on investment. Procurement divisions in healthcare organisations will be looking for solid evidence that what is being purchased can deliver the benefits that it says it will and is being requested as part of the DTAC process now. A rigorous benefits realisation process ensures a formal approach to capturing the value of a product, ensures it meets the expectations of all stakeholders in the value chain.

Challenge

The main challenge with structuring a benefits realisation study however is knowing where to start and how to run the most effective and efficient process to capture and prove the value. Poorly structured or managed benefits realisation studies will lead to valuable time taken from your operational teams. The main hurdles are:

- **Understanding the value of the product** - Knowing the finer points of how the product affects clinical and administrative workflows, what the interdependencies are, and what the true range of benefits that can be achieved within the policy and regulatory boundaries of a healthcare system are vital.
- **Mapping the stakeholders involved** - To understand the full value of a product, you must understand the personnel, the clinical and administrative workflows they exist in, and how that affects the wider value chain in healthcare.
- **Structuring and proving the value** - A formal identification process has to take place at scale but then a program of work has to ensure that each benefit identified is managed, measured, audited and then finally delivered.

Solution

At the AbedGraham Group, we have run over 50 benefits realisation studies with a combined procurement value of over £100m, from large-scale Electronic Health Record (EHR) deployments to mobile app deployments across single hospital wards. Our consultancy team has clinicians who have worked across primary, secondary and community and mental health care so we understand the policy themes, the regulatory frameworks, the workflows and the key personnel to make benefits realisation studies work better than anyone else. For any prospective deployment we can:

- Use our core COFR (Clinical, Organisational, Financial, Regulatory) benefits framework (aligned with the national Green Book initiative) which allows the capture of all known benefits
- Analyse the full value proposition in healthcare for your product
- Map the full value chain for any prospective deploying healthcare organisation
- Create, maintain and deliver benefits realisation studies in any part of healthcare to gather the true value of your product
- Produce quick, detailed reports showing all the benefits of your product (cash-releasing, non-cash-releasing and qualitative) which can be leveraged into business case material or marketing content for subsequent customers