ACCELERATE·HEALTH

Navigating Key Stakeholder Pathways for Healthcare Innovators

Clinical Study   **Product Development**   **Prototype Pilot**   **Product Pilot**

RESEARCH AND DEVELOPMENT
Develop information for wide use across populations and settings.

QUALITY IMPROVEMENT
Test if knowledge or technology can improve health outcomes.

FACILITATORS
Help identify and make connections with influencers and decision-makers.
Often work within the technology transfer or research administration office.

Technology transfer offices are the channel between the health system and the digital health innovator, and responsible for managing:

- Intellectual property
- Technology licensing
- Venture development

Research administration offices oversee the development, management and implementation of research initiatives, including:

- Award acceptance and negotiation
- Funding opportunities
- Project and financial management
- Proposal development

GATEKEEPERS
Control access to services and resources, and ensure proper use of processes, policies and information.

- Compliance staff
- Information and technology staff
- Information security staff
- Institutional review board
- Procurement and supply chain staff
- Regulatory affairs and quality assurance staff
- Research administration staff
- Scientific integrity staff
- Technology transfer staff

INFLUENCERS
Advocate for the clinical study or product development project using their expertise in the space and positive reputation.

- Basic sciences leadership
- Chief information officers
- Chief medical information officers
- Clinical research leadership
- Data sciences and research informatics leadership
- Information and technology staff
- Translational research leadership

EXTERNAL INFLUENCERS
- Caregivers
- Consumers
- Patients
- Users

INFLUENCERS
Advocate for the prototype or product pilot using their expertise in the space and positive reputation.

- Chief information officers
- Chief medical information officers
- Chief medical officers
- Clinical informatics staff
- Clinical labs staff
- Information and technology staff
- Patient care and nursing staff

DECISION-MAKERS
Approve the clinical study or product development project, allocate resources and plan for potential adoption.

- Administrators
- Clinicians
- Information and technology staff
- Innovators
- Researchers

DECISION-MAKERS
Approve the prototype or product pilot, allocate resources and plan for potential adoption.

- Administrators
- Clinicians
- Information and technology staff