

Are you considering developing a life sciences technology and have a need to understand its anticipated acceptance to payers/insurers, and therefore its commercial potential?

Do you have a need to better articulate the potential return on investment/business case for your technology with respect to its impact on clinical outcomes and healthcare costs?

If YES, IHE can support you and conduct an early-stage health technology assessment

Evaluate the commercial potential of technology through an early-stage health technology assessment

Early-Stage Health Technology Assessment Model



In the development of technology for use in health care, it is imperative to understand its likely acceptance by payers/insurers, and therefore market access opportunity and commercial potential. Further, to achieve or accelerate traction with investors or trialers/buyers, it is critical to quantitatively document the potential return from investment in the technology with respect to anticipated impacts on clinical outcomes and healthcare costs.

The IHE health technology assessment service uses a three-pronged approach to assess and quantify the potential value of technology.

1 - A Headroom Analysis provides an understanding of the need for a technology in terms of health improvement and cost savings available given the current standard of care.

2 - A Payer-Value Assessment informs on the required cost (price) and effectiveness of the new technology for it to be anticipated to be attractive to payers/insurers and achieve market access.

3 - An ROI Assessment *quantifies* both the potential clinical and healthcare cost impact of a new technology relative to the current standard of care to document the business case for adoption.

A lot is riding on the decisions you make. Be confident in what comes next.

Contact us today to learn more about how our services can support your organization.
innovation@ihe.ca | www.ihe.ca