

NoTeB

Nordic Test Beds



Guidelines for testing

What is testing?

(in a clinical testbed context)

- Can be:
 - Idea validation through workshop
 - Product refinement through meeting/workshop
 - Usability
 - Healthcare economic analysis
 - Clinical trials
 - Pilots
 - Etc.
- It is not:
 - Official seal of quality
 - Sales

Different company needs in different development phases

Idea	Conceptualization	Proof of concept/development	Validation	Implementation
<p>Is the idea sound? Does the market exist?</p>	<p>What functions should it have? How does the market look like?</p>	<p>How should I fine-tune the product? How can I achieve product market fit? What would the economic result be?</p>	<p>Prove that the product do what you claim</p>	<p>Show your product</p>
<p>Amount of testbed engagement</p>				

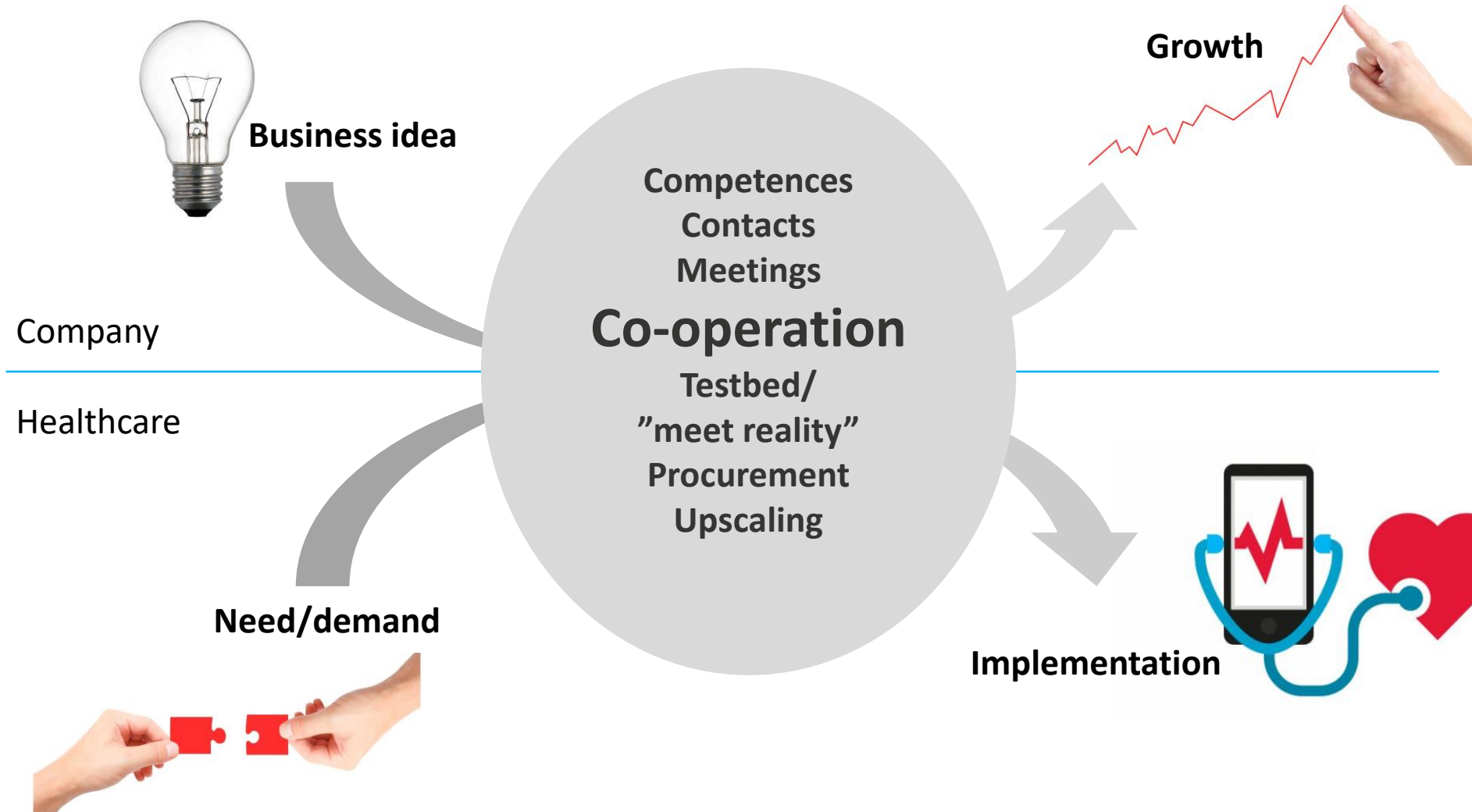
Test journey

1. Dialogue
 - Establish common understanding of what is the product, stage of product, how to test, what and how to feedback etc.
2. Contract
 - Should contain non-disclosure, IP-rights and remuneration etc...
3. Test planning and Implementation
 - Follow test protocol, perform risk analysis if needed
4. Test Report
 - Write up test results

Guidelines for testing

- Types of testing:
 - Forms, interviews, meetings, workshops, immersions, technical tests, clinical trials, pilots, etc...
- Participants:
 - Clinical staff (nurses, doctors, physiotherapists), support staff (IT, economy, cleaning, procurement), etc... Think multi-disciplinary teams
- Ethical considerations
 - Avoid involving patients until necessary, avoid bias, check rules
- Procurement
 - Think of possible future procurements – avoid procurement risks. Transparency, equal treatment, non-discrimination, proportionality, mutual recognition is needed
- Test set-up:
 - Use a pre-defined test protocol, perform risk analysis

Healthcare- role och position



Why would the healthcare be interested?

Industry and healthcare



Main Synergies

- Transfer of knowledge and experience
- Focus on need identification and handling
- Faster and more successful implementation
- Success through building experience – collaboration

Outcome: better product market fit

- Development journey done right:
 - The right product for the right need
 - The right price using the right business and payment model, resulting in the right clinical benefit (both patient outcome and financial outcome)

Reflections

- Test protocol – understand what you are looking for, think before
- Look for similarities and differences between areas and markets, identify strengths and weaknesses of product
- “What’s in it for me?”
- Never ever exaggerate product maturity!
- Good luck!

Interested in knowing more?

Welcome to NoTeB's homepage: www.nordictestbeds.org

Project Manager Fred Kjellson
Innovation Skåne

fred.kjellson@innovationskane.com