



Deliverable 1.2

DISSEMINATION PLAN AND EXPLOITATION STRATEGY

WP1 – Management, Dissemination and Exploitation

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Glossary

Acronym	Meaning
CDE	Communication, Dissemination, and Exploitation
CM	Clinical Medicine
DO	Dissemination Objectives
EBM	Evidence-Based Medicine
EC	European Commission
EU	European Union
EHR	Electronic Health Record
IP	Intellectual Property
SWOT	Strengths, Weaknesses, Opportunities, and Threats
KPI	Key Performance Indicators
DEP	Dissemination and Exploitation Plan
DEA	Dissemination and Exploitation Actions
IPR	Inter Partes Review

EXECUTIVE SUMMARY

Communication, dissemination, and exploitation (CDE) are critical components of the HeKDisco project. The project impact can be maximized by effectively communicating and disseminating project results, and we ensure that we reach the broadest possible audience. This will result in a better use of the project's outcomes to develop new products, services, or processes, which can lead to commercial success.

This deliverable provides an overview of CDE for the HekDisco project. It discusses the different types of CDE activities, provides tips for developing effective CDE strategies, and highlights some of the resources available to support project teams.

1 Introduction

CDE is the process of informing others about the project and its outcomes. It is classified into three major categories: communication, dissemination, and exploitation.

Communication entails publicizing the project and its findings to the general public, policymakers, and other stakeholders; dissemination involves discussing project findings with the scientific community and other experts; and exploitation includes employing project findings to develop new products, services, or processes.

The main purpose of the HeKDisco project is to reduce potential human mistakes in the medical care of patients. Traditional health care systems—clinical medicine (CM)—mainly rely on conservative methods to diagnose diseases and treat patients, depending on the individual knowledge and skills of physicians. On the contrary, evidence-based medicine (EBM) provides a workaround for poorly designed observational treatment that relies on physicians' personal experience with other patients. In this approach, evidence describes average results for groups of patients. HeKDisco, following EBM, aims to use the best (reliable) evidence in making decisions about the care of individual patients so that the clinician's experience, the patient's values and preferences, and the best empirical clinical guidelines are integrated.

In many diseases, especially infectious and chronic diseases, the same treatment may show different outcomes for different groups of patients. Therefore, physicians' ability to use reliable empirical evidence before any decision-making helps them select the best treatment option and decreases potential mistakes. According to a study by Johns Hopkins in 2016, more than 250,000 people in the U.S. die every year due to medical mistakes, making it the third leading cause of death after heart disease and cancer. In this line, HeKDisco proposes a novel knowledge discovery process for health care systems so as to provide physicians with reliable evidence on different treatment stages and clinical events, thereby reducing individual clinical errors.

2 Communication, dissemination and exploitation strategy

HeKDisco CDE plan inspired by SOSTAC model (Irwanto et al., 2021) and contains the following essential components: situation analysis, objectives, stakeholders & strategy,

methods & activities, and control, as shown in Figure 1. This plan will address stakeholders, key messages, communication channels and tools, all planned communication, dissemination, and exploitation activities, a list of expected results with their descriptions, ownership status, sector of application, and protection measures, as well as measures to monitor and evaluate the effectiveness of performed activities.

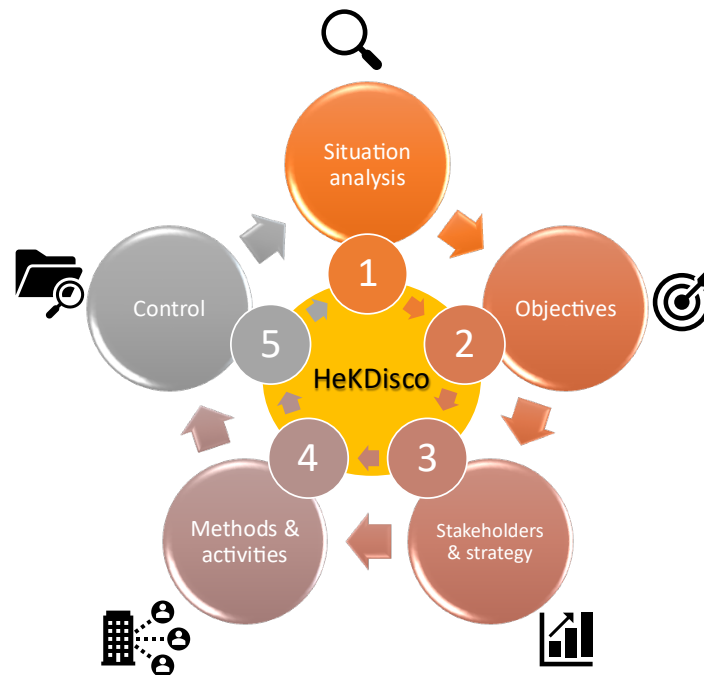


Figure 1. HeKDisco CDE model

2.1 Situation analysis

The first stage of HeKDisco CDE is to conduct a situation analysis. It describes the project and the consortium expertise, including intellectual property (IP) relevant factors such as background knowledge brought to the project by partners. The situation analysis emphasizes the significance of actions and explains how they will have an impact on various levels, including scientific, societal, and economic, and it facilitates the analysis of strengths, weaknesses, opportunities, and threats (SWOT), which is followed by an assessment of other factors influencing the project.

2.2 Objectives

The second phase of the CDE plan focuses on the objectives that we hope to achieve through communication, dissemination, and exploitation measures. To that end, the following S.M.A.R.T. items will be considered:

- **Specific** – means the objectives should be direct, detailed, and noteworthy. This section of the goal should attempt to answer the questions "what?" and "who?"

- **Measurable** – the objectives should be quantifiable to track progress and success. This section of the objective should specify how progress, impact, or success will be measured.
- **Achievable** – means that they are realistic with necessary tools and/or resources to achieve them. This section of the objective should consider any constraints or specific requirements for achieving the goal.
- **Relevant** - aligned with the long-term goals, timely, and worthwhile to pursue. This section of the objective should consider how it will contribute to the overall goal of the project and who may be affected.
- **Time-bound** - with a deadline and enough time to work on them. This item is more tangible and can be determined by answering the question "when?"

S.M.A.R.T. setting combines structure and tractability, creates a verifiable trajectory towards distinct milestones, and offers an estimated time frame for goal completion.

2.3 Stakeholders and strategy

The third phase focuses on the initially identified stakeholders, which are individuals or organizations who are affected by or affect the project and have an interest in it or its outcomes. Conducting a stakeholder analysis is required to determine where to focus project efforts. There are three steps to take.

First, determine who the project stakeholders are. The scientific community, including other EU-funded or national-funded projects, relevant industry representatives, funding agencies, policymakers, end users, and the general public are the primary stakeholders. Other target groups will be project-specific and should be identified based on the nature and scope of the project.

Second, ensure that their project needs are met and define their influence and interests. By mapping these on an influence vs. interest matrix, a clear view of which groups should be prioritized for different activities will be obtained. Finally, gain a thorough understanding of the key stakeholders, including their preferred method of receiving information and communicating. Knowing the target audiences and their expectations will allow the project consortium to better tailor key messages based on previously defined objectives, as well as define adequate measures to reach each of them in the most effective way.

2.4 Methods and activities

The fourth phase focuses on implementation. Following the definition of strategies for dissemination, exploitation, and communication, the fourth phase outlines the methods and actions that will be used to implement these strategies. Methods refer to the

channels and tools that will be used to communicate essential messages to target audiences, as well as the processes that will be put in place to enable the adoption of study findings. Processes will reflect Open Science principles and obligations to the European Commission (EC), such as the visibility of European Union (EU) funds or the responsibility of alerting consortium members when disclosing research results.

A critical component of this approach is to manage the project's resources. This includes ensuring that all partners contribute adequately to the HeKDisco, defining roles and responsibilities, and considering the management of IP and anticipated protection measures, such as patents, design rights, copyright, etc., and how they will be used to support the exploitation of the project results.

Activities will include a list of planned dissemination, exploitation, and communication tactics targeted to various target groups. To maximize the impact, the CDE methods will leverage the partners' skills and existing networks. For example, as the HeKDisco project works on health initiative, one of the groups it may reach out to is patients. The most effective strategy to reach out to this group would be to include any relevant patient organization that is already a partner in the project and benefit from their expertise when developing activities that may be of interest to the target audience.

2.5 Controls

Assessment is an important consideration in the HeKDisco development process. Project- or target group-related factors may change during the course of the action. Some activities will be more effective than others. Monitoring and assessing the success of communication, dissemination, and exploitation operations are thus critical components that should be considered from the beginning. Furthermore, because success can be assessed against defined objectives, the criteria for measuring these objectives, known as Key Performance Indicators (KPIs), will be included in the plan with explicit targets. Online and digital channels and media frequently include integrated tools or analytics to monitor their influence over time. Therefore, the objective of this phase is to facilitate the monitoring of the project CDE activities and help to improve them over the project lifetime.

While monitoring activities is important and allows for quantitative assessment, we will also analyse the interdependencies of various activities for a more thorough assessment. For example, an increase in the number of visitors to the project website does not imply that the website is meeting its objectives. It might be linked to a new publication, which generates interest and brings more people to the website. In this case, measuring these indicators on a regular basis is crucial to determining whether and how progress is being made and whether more or different measurements are required. As a result of continual monitoring and assessment, we will provide opportunities to learn from prior experiences and build on more successful attempts, and finally meet the contractual obligations of the HeKDisco project on a regular basis at the end of the project.

3 Dissemination and exploitation plan

Dissemination and exploitation actions (DEA) will be the cornerstone to generating a more profound impact of HekDisco results in terms of reaching its main stakeholders. The consortium is aware that the project's dissemination and communication activities will play a crucial role in achieving the project's objectives, leading to the treatment and early diagnosis of the diseases as outlined in the project's scope. This is also reflected in the project work plan, with a full WP dedicated to the related activities. The dissemination and exploitation of the results are closely linked. Although they can be examined separately, they often belong together since one drives the other, and vice versa.

The dissemination and exploitation plan of the HekDisco project is designed to ensure maximum impact in achieving the project's objectives. The parts of the dissemination and exploitation plan that deal with measures will help reach the main goals of the activities related to dissemination and exploitation, which are as follows:

- To enable efficient internal communication through the internal network for knowledge exchange in terms of sharing the information and data that the project will generate
- To support the communication of the project results at a European, international, national, and local level and to reach all target audiences adequately following the IPR rules
- To support the exploitation of potential synergies with related EU and nationally funded projects and potentially perform joint dissemination and training activities with these projects

HekDisco will disseminate and exploit its results mainly to different target groups, including clinicians, scientists, industry, policymakers, makers and public administrations, and citizens and consumers (patients), in three stages before, during, and beyond the project as shown in Figure 2:

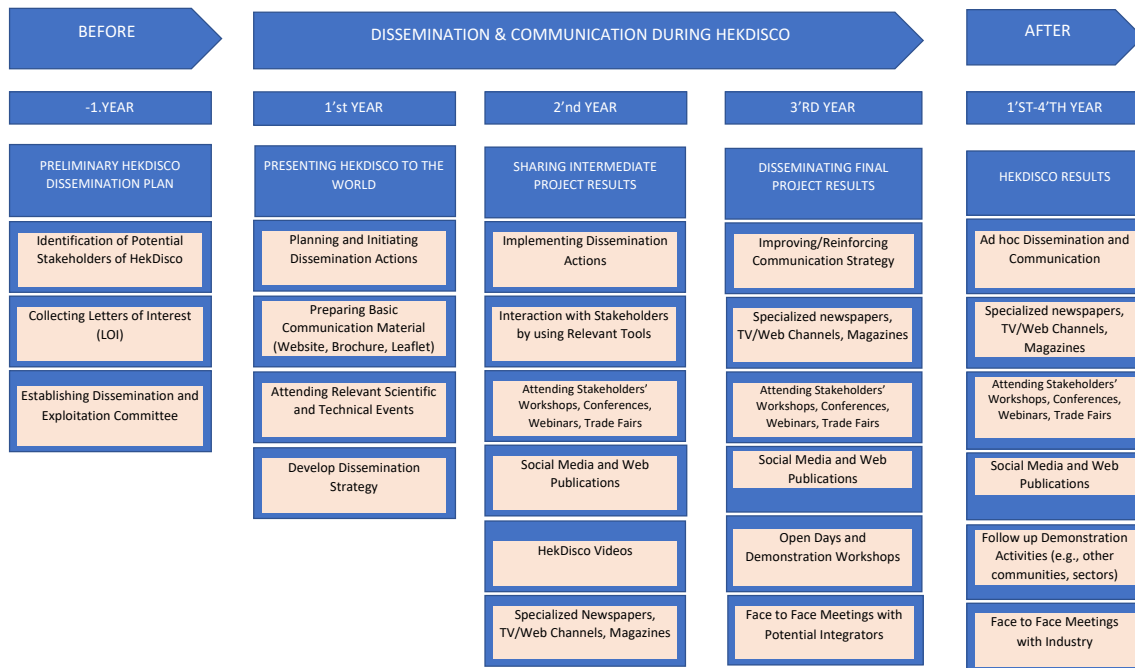


Figure 2. HeKDisco dissemination and exploitation plan

A comprehensive strategy will be developed to guide all partners regarding activities as well as concrete action plans. The exploitation activities will start early in the project and continue beyond the end of the project. The dissemination objectives (DO) have been described in Table 1:

Table 1. HeKDisco dissemination objectives

DO1	Widely disseminate activities and results to ensure the achievement of expected objectives and impact.
DO2	Widely disseminate methodologies and practices developed within the scope of the project.
DO3	Ensure policy and decision-makers are informed, inciting political uptake and spill-over.
DO4	Involve and receive support from relevant media to promote further project communication and disseminate the results/expected outputs of the project.

The HekDisco strategy for dissemination will be a setup of activities classified into 3 different levels, depending on the type of action, addressed to the interests of stakeholders:

(1) Dissemination for Awareness (General Audience – Gen Aud): aimed at (i) the public and media and to those people that should be aware of the work of HekDisco but do not require detailed knowledge of the project, and (ii) more specifically people with a special interest in the diseases (in terms of diagnosis and treatment), determined within the scope of the project.

(2) Dissemination for Understanding (Target Audience – Tar Aud): aimed at those stakeholders that may benefit from HekDisco but are not directly involved in the project, such as (i) hospitals, academicians, universities, and other educational institutions; (ii) companies, organizations, and private investors with interest in HekDisco's technological domain; (iii) researchers, students, PhD graduates, and academics who might benefit from HekDisco's methodologies and results.

(3) Dissemination for Action (Project related Audience – Pro Aud): These activities are aimed at changing practices resulting from the adoption of the methodologies and strategies offered by this project. This group comprises researchers and academicians, technology transfer offices, industry, policymakers, and public authorities from Istanbul, Slovenia, and Belgium.

4 Use case-based strategies

This section provides the details of CDE components with respect to each use case, including the list of target stakeholders, key messages, communication channels, expected results, and measures to monitor and evaluate the effectiveness of performed activities.

The successful implementation and adoption of HeKDisco technology in healthcare settings relies on a comprehensive understanding and good engagement with stakeholders involved in each use case. Effective communication and customized messaging for each specific group will play a crucial role in securing their endorsement and collaboration. The key messages form the foundation of our communication strategy for the HeKDisco use cases. Tailoring our messaging to resonate with each stakeholder group is essential, as is addressing their specific concerns and interests to gain their support and buy-in. The communication channels and tools ensure that stakeholders are well-informed, engaged, and connected throughout the implementation of the HeKDisco project in healthcare settings. The expected results provide a comprehensive view of the anticipated impacts and benefits of implementing the project technology in healthcare settings. Monitoring and measuring these outcomes will be essential to assessing the effectiveness of the technology and making any necessary adjustments to further improve patient safety and care quality. The measures provide a comprehensive framework for monitoring and evaluating the effectiveness of the project technology and solutions in healthcare settings. Regular assessment and adjustment based on these measures are essential to ensuring that the technology continues to contribute to patient safety and the overall quality of care.

4.1 Multiple sclerosis

Target stakeholders:

- Healthcare professionals in the field of Multiple Sclerosis (MS), in particular neurologists and neuroradiologists, are involved in the diagnosis and monitoring of the disease using brain scans,
- Pharmaceutical companies that develop and validate treatments for MS,
- Industry, including manufacturers of MRI scanners (e.g., Philips, Siemens, and GE), medical imaging technology companies (e.g., software companies developing PACS systems, hospital integration/electronic health record systems, etc.),
- Academic researchers in the fields of MS, neuroscience, neuroimaging, and machine learning,
- Patients with multiple sclerosis and their caregivers, including patient organizations.

Key messages:

- Optimizing and personalizing treatment for multiple sclerosis is still a challenge in clinical practice.
- MRI scans of the central nervous system constitute an essential tool for detecting disease activity in MS.
- Radiological assessment of brain MRI scans is enhanced by automatic image analysis software such as **icobrain MS** and can be integrated with knowledge discovery platforms such as HeKDisco to incorporate radiological information with other clinical values.
- Computer-assisted decision support systems based on machine learning can help identify patients with poor prognosis at an earlier stage and predict future disease progression.
- Integration of such image analysis software and predictive models is feasible in clinical practice and can boost MS care.

Communication channels and tools:

- scientific publications
- presentations at conferences in the fields of neurology and radiology
- blog posts (e.g., on the HeKDisco and icometrix websites)
- social media posts
- direct interactions with stakeholders (one-on-one meetings)

Expected results:

- Develop prototype software for computer-assisted decision support tools using brain MRI scans and demographics/clinical information to assist diagnostic and treatment monitoring decisions in Multiple Sclerosis patients.
- Evaluate the tools on an independent patient population (through the collaboration between icometrix and the Department of Neurology of Istanbul University Faculty of Medicine).
- Demonstrate the feasibility of integrating the developed software into the clinical workflow.

Measures to monitor and evaluate:

- Monitor opportunities to publish scientific results and monitor scientific output (abstracts and manuscripts)
- Foster and monitor digital communication activities (social media presence, etc.)
- Track the number of stakeholders reached in each target category

4.2 Sepsis

The CDE plan for the sepsis use case is designed in accordance with the following objectives:

- Design a strategic communication plan to create wide visibility of the project objectives, activities, results, and benefits, and create the dissemination and communication tools needed to initiate and implement the project's main CDE strategy.
- Deliver proof of concept through a series of awareness-raising activities.
- Ensure effective dissemination with strategic stakeholders at the national, EU, and international levels.

Target stakeholders:

- Hospitals (both private and public hospitals)
- Governmental institutions (such as the Ministry of Health, etc.)
- Research institutions/Academia
- Physicians/Academicians
- Industry (pharmaceutical companies, medical software designing and manufacturing companies)
- End users (patients, their families, etc.)

Key messages:

- Diagnosis and prognosis of sepsis at the very early stage are still big challenges, especially the lack of relevant vital health data, which is one of the biggest challenges.
- Keeping the relevant patients' health records (vital data such as temperature, blood pressure, Glasgow Coma Scale, etc.) accurately and continuously (especially in the ICU department) is very important in order to design and develop reliable AI software for the early prognosis of sepsis.
- AI models (such as deep learning models, ML algorithms, etc.) can be helpful in the early diagnosis and prognosis of sepsis.
- Integration of such software and predictive models will be very helpful in the early diagnosis and prognosis of sepsis.

Communication channels and tools:

- Project website
- Public/Scientific conferences-events
- Meetings
- Social media channels and mass media
- Scientific publications
- Shared project cloud

Expected results:

- Develop prototype software using AI models and tools for the early diagnosis and prognosis of sepsis by using the real-ethically approved EHR data of Istanbul University, Faculty of Medicine.
- Evaluate the reliability and accuracy of the software by using the relevant statistical tools and methods, so the feasibility of the software for integration in the clinical process will also be demonstrated (in cooperation with the academicians and experts from Istanbul University's Faculty of Medicine).

Measures to monitor and evaluate:

The CDE plan will basically include the following performance monitoring criteria, which will be updated regularly during the implementation of the project:

- Monitor opportunities to publish scientific results and monitor scientific output (abstracts or manuscripts)
- Foster and monitor digital communication activities (social media presence, etc.)
- Number of interactions and the creation of synergy with other networks and hubs
- Number of national or international conferences attended

4.3 Pathology and breast cancer

Target stakeholders:

- Pathologists who will use it in the diagnosis process.
- Oncologists who will use it in the treatment process related to diagnosis.
- Hospital or healthcare institution laboratory technicians or lab assistants.
- Healthcare centers or institutions conducting research on cancer, diagnosis, and treatment.
- Academics or lecturers conducting academic research on cancer may refer to the information in their academic work.
- Pharmaceutical companies that develop and validate treatments for cancer.
- Pathology and oncology laboratories. Hospitals with pathology and oncology units (private, public, research and education centers, city hospitals).
- Educational materials for medical pathology department specialists-in-training at medical faculties.

Key messages:

- The pathology reports would be analyzed by an NLP application, which would then make recommendations to the oncologist about the next step.
- Treatment recommendations, including radiotherapy, surgery, chemotherapy, or hormone therapy.
- With the help of the application, patients will receive better and more personalized healthcare.
- Diagnostics in pathology will be faster and better with digital pathology.
- Oncologists will be able to double-check pathology parameters by comparing the results of pathologists to the results of AI modules. Thereby, the oncologist will be able to make decisions based on more accurate outcomes.
- Oncologists will be able to intervene before the patient's condition deteriorates.
- Predictions could help oncologists have more confidence in their prognoses and provide more patient-centered and goal-concordant care.

Communication channels and tools:

- Scientific publications, book chapters, articles
- Congress poster presentations (DPA, USCAP)
- Meetings

Expected results:

- Synoptic report analysis that allows checking for any deficiency in the report.
- Decision support systems about whether chemotherapy or hormone therapy will be applied.
- AI-based quantitative outputs from the pathology clinic, such as ER, PR, HER2 (CERBB2), Ki67, and NHG.
- 3-month mortality prediction for the patients with metastatic tumors.
- Evaluate the accuracy and reliability of the systems stated above.

Measures to monitor and evaluate:

Monitor the opportunities to publish academic papers.

Monitor digital events and meetings.

Attend the international conferences.

Foster the network with pathologists, oncologists, and engineers.

4.4 Fall risk assessment

Target stakeholders:

- **Healthcare Providers (Nurses, Physicians, and Caregivers):** Healthcare professionals are the primary users of the fall prediction technology. They play a crucial role in assessing patient risk factors and taking preventive measures to avoid falls.
- **Patients and Their Families:** Patients are directly affected by the fall prediction system as it aims to enhance their safety during hospital stays. Their families, who often play a role in caregiving, are also important stakeholders. Providing them with information and assurance about the technology's benefits is vital.
- **Hospital Administrators:** Hospital administrators are responsible for implementing and managing the fall prediction system within the healthcare facility. They need to understand the advantages of the technology in reducing patient falls and improving overall patient care.

- **Technology Vendors or Partners:** If the fall prediction system involves third-party technology vendors or partners, they are stakeholders in the project. Clear communication and collaboration are crucial to ensuring the successful integration and maintenance of the technology.
- **Regulatory Bodies and Compliance Auditors:** Healthcare technology projects often need to adhere to specific regulations and standards, such as those related to patient safety and data privacy. Regulatory bodies and compliance auditors are stakeholders who assess and verify that the fall prediction system complies with these requirements.
- **Research and Development Teams:** If there is ongoing research and development related to the fall prediction technology, the R&D teams are stakeholders. They need to be aware of real-world implementation and gather feedback for further improvements.
- **Healthcare Educators and Trainers:** Professionals responsible for educating healthcare providers on fall prediction technology are essential stakeholders. They facilitate training sessions and workshops to ensure proper utilization.
- **Patient Advocacy Groups:** Patient advocacy groups can play a role in raising awareness of fall prevention strategies and technologies. Engaging with these groups can help disseminate information to patients and their families.
- **Insurance Providers:** Insurance providers may have an interest in fall prediction technology due to its potential impact on patient safety and healthcare costs. They could be stakeholders who assess the technology's effectiveness.
- **Quality Improvement Teams:** Healthcare facilities often have quality improvement teams tasked with enhancing patient care and safety. These teams may be stakeholders involved in evaluating the technology's impact on fall rates and patient outcomes.

Key messages:

- **Patient Safety First:** This message emphasizes that the primary goal of the fall prediction technology is to prioritize patient safety. Highlight how the system helps in proactively identifying and preventing falls, thereby reducing the risk of patient injuries.
- **Advanced Risk Assessment:** It communicates that the technology employs advanced algorithms and data analysis to assess patient fall risk factors more accurately than traditional methods. This leads to more precise fall-risk assessments.

- **Improved Care Quality:** This message emphasizes the contribution of fall prediction technology to the overall improvement of care quality within the healthcare facility. It enables healthcare providers to provide care that minimizes incidents related to falls.
- **Timely Interventions:** It highlights that the system enables healthcare providers to take timely and targeted actions to prevent falls. This includes personalized care plans and interventions based on individual patient risk profiles.
- **Patient and Family Engagement:** It emphasizes that patients and their families are active participants in the fall prevention process. Encourage them to engage with healthcare providers and technology to enhance patient safety.
- **Streamlined Workflow:** It explains how the technology streamlines the fall risk assessment process, saving valuable time for healthcare providers. This allows them to focus more on direct patient care.
- **Data-Driven Insights:** It communicates the value of data-driven insights generated by the technology. These insights can be used for continuous improvement in fall prevention strategies and patient care protocols.
- **Ease of Integration:** It highlights that the fall prediction system seamlessly integrates with existing EHR systems and clinical workflows, minimizing disruption and ensuring a smooth transition.
- **Compliance with Regulations:** It assures stakeholders that the technology complies with all relevant healthcare regulations and standards, ensuring patient data privacy and safety.
- **Collaboration with Technology Partners:** It emphasizes the collaborative nature of the project and the commitment to delivering a state-of-the-art fall prediction solution.
- **Continuous Improvement:** It communicates a commitment to ongoing monitoring, evaluation, and improvement of the fall prediction technology to ensure it remains effective and up-to-date.

Communication channels and tools:

- **Mobile Applications or Devices:** Dedicated mobile apps or devices for patients and their families to receive real-time updates, alerts, and educational materials related to fall prevention.
- **Training Sessions and Workshops:** In-person or virtual training sessions and workshops for healthcare staff to ensure they are proficient in utilizing the fall prediction technology and conducting patient assessments.

- **Webinars or Seminars:** Online webinars or seminars for technology vendors, partners, and healthcare stakeholders to share insights, updates, and best practices related to fall prediction technology.
- **Email Newsletters and Updates:** Regular email communication to healthcare providers, administrators, and stakeholders with newsletters, project updates, and relevant information on the technology's benefits and performance.
- **Patient Portal:** A secure patient portal that allows patients and their families to access information, view risk assessments, and communicate with healthcare providers regarding fall prevention.
- **Secure Messaging and Notifications:** A secure messaging system for physicians, facilities, and caregivers to receive real-time alerts and notifications related to fall risk assessments and interventions.
- **Management Reports and Dashboards:** Customized management reports and dashboards for hospital administrators and decision-makers to monitor the performance of the fall prediction system, including fall incidence rates and patient safety metrics.
- **Telehealth Platforms:** Integration with telehealth platforms for remote consultations and assessments, enabling healthcare providers to conduct fall risk assessments remotely when necessary.
- **Educational Materials:** The creation of educational materials, including brochures, pamphlets, and online resources, to educate patients, caregivers, and healthcare staff about fall prevention strategies and the role of the technology.
- **Social Media Platforms:** Utilization of social media platforms to share success stories, updates, and educational content with a wider audience, including patients, families, and healthcare professionals.
- **Intranet or Internal Portals:** Internal intranets or portals within healthcare facilities allow healthcare staff to access training materials, guidelines, and documentation related to fall prediction technology.
- **Video Conferencing:** Video conferencing tools for virtual meetings and consultations are particularly useful for remote training sessions and collaborations with technology partners.
- **Feedback Surveys:** Regular distribution of feedback surveys to patients, caregivers, and healthcare providers to gather input on their experiences with the fall prediction system and identify areas for improvement.

- **Healthcare Newsletters:** Contributions to healthcare newsletters or publications to share insights and success stories related to fall prevention technology with a broader healthcare community.
- **Traditional Media:** Collaboration with traditional media outlets (TV, radio, print) to raise awareness of fall prevention and the benefits of the technology.
- **Community Workshops:** in-person or virtual community workshops and events to educate local communities about fall prevention and the role of healthcare facilities in ensuring patient safety.

Expected results:

- **Reduction in Patient Falls:** The primary outcome expected from implementing the fall prediction technology is a significant reduction in the incidence of patient falls within healthcare facilities. By identifying and addressing fall risks proactively, the goal is to minimize fall-related injuries.
- **Enhanced Patient Safety:** The technology aims to substantially improve patient safety by providing healthcare providers with timely and accurate fall risk assessments. This results in a safer care environment, reducing the likelihood of adverse events.
- **Improved Quality of Care:** Implementing the fall prediction system is anticipated to enhance the overall quality of care provided by healthcare professionals. Patients benefit from personalized care plans designed to mitigate fall risks, leading to better care outcomes.
- **Efficiency in Fall Prevention:** The system's ability to streamline fall risk assessments and interventions is expected to increase the efficiency of healthcare workflows. Healthcare providers can allocate their time more effectively, optimizing patient care.
- **Positive Patient Experience:** Patients and their families are expected to experience an improved healthcare journey with fewer falls and increased engagement in fall prevention. This contributes to higher patient satisfaction and trust in the healthcare facility.
- **Reduced Healthcare Costs:** Fewer fall-related injuries and complications can lead to reduced healthcare costs, including lower hospital readmission rates and a decreased burden on healthcare resources.
- **Data-Driven Insights:** The technology generates valuable data and insights into fall risk factors and patterns. This information can be used for continuous improvement, informing the development of more effective fall prevention strategies.

- **Greater Caregiver Confidence:** Healthcare providers, nurses, and caregivers are expected to have increased confidence in their ability to prevent patient falls. They can rely on the technology's assessments and recommendations for patient safety.
- **Compliance with Regulations:** The implementation of the fall prediction system is anticipated to ensure compliance with healthcare regulations and standards related to patient safety and data privacy. This fosters trust among regulatory bodies.
- **Collaborative Success:** Collaboration with technology vendors or partners is expected to result in the successful integration of the system into existing healthcare infrastructure. This collaboration demonstrates a commitment to delivering innovative healthcare solutions.
- **Continuous Improvement Culture:** The project is set to cultivate a culture of continuous improvement in fall prevention. Regular monitoring and evaluation of the technology's effectiveness will drive ongoing enhancements and optimizations.
- **Knowledge Dissemination:** As the project progresses, knowledge about the benefits and best practices of fall prediction technology is expected to spread among healthcare professionals, contributing to the adoption of similar solutions industry-wide.

Measures to monitor and evaluate:

- **Fall Incidence Rates:** Continuously track and compare the incidence of patient falls before and after the implementation of the fall prediction technology. A decrease in fall rates is a direct indicator of the system's effectiveness.
- **Patient and Caregiver Feedback:** Gather feedback from patients and their caregivers regarding their experiences with the technology and fall prevention measures. Assess their satisfaction levels and any reported improvements in safety and care quality.
- **Adherence to Protocols:** Monitor healthcare providers' adherence to fall risk assessment protocols facilitated by the technology. Evaluate whether the system is integrated seamlessly into clinical workflows and whether assessments are conducted as recommended.
- **Accuracy of Predictions:** Assess the accuracy of the fall prediction technology in identifying patients at risk of falling. Evaluate false positive and false negative rates to refine the predictive algorithms and minimize errors.

- **Timely Interventions:** Measure the time it takes for healthcare providers to respond to fall risk alerts generated by the system. Evaluate whether interventions are timely and appropriate based on risk assessments.
- **Patient Safety Metrics:** Monitor patient safety metrics, such as the severity of fall-related injuries, the number of near-miss incidents, and the length of hospital stays due to falls. A reduction in these metrics indicates improved patient safety.
- **Operational Efficiency:** Analyse the efficiency gains in healthcare workflows resulting from the fall prediction system. Measure any reduction in the time spent on fall risk assessments and interventions, allowing healthcare providers to allocate time more effectively.
- **Patient Engagement:** Evaluate patient and family engagement levels in fall prevention activities. Measure participation rates in educational sessions and patient compliance with fall prevention plans.
- **Cost Reduction:** Calculate cost savings resulting from fewer fall-related injuries, readmissions, and resource reallocation. Compare these savings to the costs associated with implementing and maintaining the technology.
- **Data Analytics and Insights:** Assess the value of data-driven insights generated by the system. Determine how these insights are used to improve fall prevention strategies and enhance patient care.
- **Regulatory Compliance Audits:** Monitor the results of regulatory compliance audits related to patient safety and data privacy. Ensure that the fall prediction technology continues to meet regulatory standards.
- **Technology Vendor Partnership Success:** If working with technology vendors or partners, evaluate the success of the collaboration. Assess the integration process, support, and responsiveness of the vendor in addressing any issues.
- **Training and Education Impact:** Measure the effectiveness of training and education programs for healthcare providers. Evaluate their competence in utilizing the fall prediction technology and conducting patient assessments.
- **Continuous Improvement Initiatives:** Track the implementation of continuous improvement initiatives based on data and feedback. Measure the frequency and impact of updates and enhancements to the fall prediction system.
- **Knowledge Sharing and Adoption:** Evaluate the dissemination of knowledge about the technology's benefits and best practices among healthcare professionals. Monitor the adoption of similar solutions within the healthcare industry.

5 References

Irwanto J, Murniati W, Fauziah A. Optimization of Digital Marketing Strategy with Implementation of SOSTAC Method. IJEBD (International Journal of Entrepreneurship and Business Development). 2021 Nov 30;4(6):886-92.