

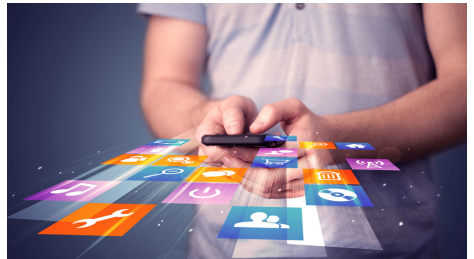
MedTech *CONSULTING* Case Study

A Regional Anaesthesia Delivery System - Medovate Ltd

The challenge

RADS is an anaesthetic delivery system that was built to limit the injection pressure, allow aspiration at any point and provide full control to the anaesthetist.

Following development of the prototype, Medovate, an innovation development company, approached Health Enterprise East's HEE MedTech CONSULTING team to estimate the potential health economic advantages of the initial product.



The outcomes

Medovate were presented with a detailed, succinct report describing the potential health economic advantages and the cost benefit estimations for the NHS. This enabled them to use this in their future conversations with procurement leads and to develop their business strategy.

"The health economic assessment conducted by HEE has enabled us to approach potential NHS and other healthcare customers not only with a great product which improves patient safety, but with well-structured evidence on how adopting the technology will positively impact the care pathway and costs associated with it." **Company Representative**

MedTech **CONSULTING**

Health Enterprise is uniquely connected with the NHS, medical technology industry and governmental organisations, and provide advice and support to each of these key parties in the healthcare innovation landscape.

Our MedTech **CONSULTING** team use clear and validated tools and methods to produce the best advice, knowledge and insights for medtech companies to be commercially successful.



MedTech **MARKETS**

A methodical approach to market access and business strategy.



MedTech **IP**

Understanding IP position and due diligence for investment and growth.



MedTech **INSIGHTS**

Providing clinical pathway, procurement and reimbursement Insights.



MedTech **CONNECT**

Connecting businesses with clinical and technical experts.



MedTech **ECONOMICS**

Understanding value proposition, economic impact and pricing.



MedTech **INTEGRATION**

Providing connectivity analysis and solutions to healthcare systems.



MedTech **INNOVATION**

Advising on and delivering healthcare innovation programmes.