

Health Economic Evidence: Making the Case for Adoption



For musculoskeletal devices, clinical benefit is only part of the adoption case. Buyers also need to understand value, affordability and the impact on care delivery.



Show what changes

PATIENT OUTCOMES

Measure pain, function, quality of life and complications against relevant current care.

MUSCULOSKELETAL FOCUS

Track healing, rehabilitation and further surgery where relevant. Better imaging alone may not establish patient or economic benefit.



Count the whole pathway

TOTAL COST OF CARE

Look beyond device price: theatre time, consumables, hospital stay, follow-up and rehabilitation.

INCLUDE IMPLEMENTATION

Account for training, equipment and changes to workflow. Assess whether benefits justify any additional cost.



Make value usable locally

VALUE AND AFFORDABILITY

Cost-effectiveness asks whether outcomes justify costs. Budget impact asks what adoption means for a defined local budget.

WHO PAYS, WHO BENEFITS?

Identify when and where benefits arise. Released theatre time creates capacity; it is not automatically a cash saving.



Build evidence from the start

PLAN BEFORE THE STUDY

Agree the population, comparator, outcomes, resource use and follow-up needed for the intended buyer.

TEST THE ASSUMPTIONS

Use early modelling to identify evidence gaps. Update with observed data and test uncertainty, local costs and uptake.

Start with the buyer's decision

Build the evidence needed to explain who benefits, what changes and why the investment is justified. Tailor the analysis to the market and decision maker.

Source: NICE HealthTech programme manual (PMG48), chapters 1-3. [nice.org.uk/process/pmg48](https://www.nice.org.uk/process/pmg48)

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Rick Leach FCIM

callistomedtech.com | +44 (0)7568 337984 | rick.leach@callistomedtech.com