By November 2018, we will have exploitable outcomes

- A Maturity Model
- A on-line Tool to facilitate collaboration and a website to promote its functionalities
- A set of methodologies for:
  - Assessing the maturity requirements of a Good Practice for Integrated Care
  - Assessing the maturity of a health and care system
  - Matching potential partners for twinning and coaching activities
- Experience of regions in using the Tool
- A set of policy recommendations

+ A brand
And a number of candidate users
Using the Project Outcomes

➢ Pilot regions – and those regions who already used them – want to continue using the SCIROCCO Tool for:

• Assessing the evolution of their health and care system for integrated care and/or the maturity requirements of Good Practices.
• Assessing what needs to be done on their context for scaling-up other integrated care good practices.
• Twinning and coaching to allow knowledge transfer and exchange of learning.

❑ But

• What will be the availability of the service in short, medium and long term?
• Who owns the assessment data?
• Who is securing them and ensuring GDPR compliancy of the service?
Exploiting Project Outcomes

- The consortium has identified a demand
  - From other regions/organisations working on integrated care
  - For organising or supporting new twinning/coaching activities
  - From organisations interested in applying the SCIROCCO approach to other domains where disruption/transformation applies
Over-arching principle for future operations

➢ The project has been set-up for serving the “common good”

❑ As a consequence, operation and expansion plans should
  • not serve a commercial interest
  • but may operate on a revenue generation basis for cost recovery.
What is needed to secure future use and exploitation?

- Our vision for SCIROCCO
- The Value Proposition?
- For WHO?
- With WHO?
- How to deliver?

https://strategyzer.com/canvas
What is needed to secure future use and exploitation?

**Key Partners**
- A host organisation for IT services
- Decision makers working on IC
- Politicians
- Managers

**SCIROCCO Beneficiaries**
- Organisations interested in exploring the potential of applying the tool beyond IC
- Decision makers working on other transformational aspects of health and/or care

**Key Activities**
- Managing the IT infrastructure & service
- Knowledge Hub
- Communication campaigns
- User community

**Key Resources**
- A managed IT system
- Owners’ rights or usage licence
- A pool of experts

**Value Proposition**
- Multi-stakeholder conversations on how to progress towards IC by
  - Sharing experience
  - Assessing progress
  - Defining action plans and managing a transformation process in health and/or care

**Customer Relationships**
- Trust in service availability and data safety
- Working relationship
- Dynamic user community

**Customer Segments**
- Decision makers working on IC
- Politicians
- Managers
- Decision makers working on other transformational aspects of health and/or care systems

**Channels**
- Standard communication
- Informative and educational workshops and webinars

**Cost Structure**
- Yearly operational budget
- Investment budget

**Revenue Streams**
- Usage fee or fixed annual fee per user
- Project money during a transition period
- EU-Funded project: SCIROCCO Exchange
The SCIROCCO Exchange Project
(Grant Agreement under discussion)

➢ Facilitating the maturity assessment for more regions
➢ Developing a knowledge management hub on integrated care to facilitate
  • An easier access to personalised assistance and capacity-building support for integrated care
  • Knowledge transfer (i.e. twinning & coaching)
  • Co-design of improvement plans

➢ Exploring the potential expansion of SCIROCCO Tool to other relevant areas; e.g. health promotion, prevention and digital maturity.
And Beyond 2021?

- SCIROCCO Exchange is a transition solution

- How to sustain the knowledge management hub and its operation as well as the user community management?

- What revenue stream can be put in place to cover operational costs?

- How to materialise the identified extension in scope possibilities?
спасибо
GRACIAS
THANK YOU
ありがとう
MERCY
DANKE
धन्यवाद
شكراً
OBRIGADO