

Are You Ready to Partner with Healthcare Value Analysis? **Industry Partner Readiness Checklist**

Before meeting with Healthcare Value Analysis (HVA) leaders, ensure you can clearly and confidently answer the following questions about your product, service, or technology:

1. Clinical Evidence & Outcomes

- What clinical evidence supports your product?
- Has it been evaluated in peer-reviewed studies or supported by recognized guidelines?
- How does the product improve patient safety, quality of care, or clinical outcomes?
- Does it align with evidence-based practice models (e.g., Johns Hopkins EBP, AORN, CDC, CMS)?

2. Regulatory & Safety Compliance

- Is your product FDA-cleared, CE-marked, or otherwise regulated when required?
- Does it meet infection prevention, safety, and environmental standards?
- Are there instructions for use (IFUs) that align with national standards?
- What risk assessments or safety data can you provide?

3. Financial Impact

- What is the total cost of ownership (beyond purchase price)?
- How does the product help reduce avoidable costs (e.g., readmissions, SSIs, waste)?
- Can you demonstrate ROI, cost savings, or value-based advantages?
- Are there benchmarking or comparative data available?

4. Operational Fit

- How does the product integrate into clinical workflows?
- What are the training, staffing, and implementation requirements?
- Does it reduce complexity or create efficiencies for frontline staff?
- How does it perform in real-world healthcare environments?

5. Sustainability & Supply Chain Readiness

- Is the product readily available with reliable supply chain support?
- What is your plan for scaling or surge capacity during crises?
- Does it support environmental sustainability initiatives (green materials, waste reduction)?

6. Partnership & Support

- How will your organization provide ongoing clinical education and support?
- What resources are available for implementation and post-purchase evaluation?
- Are you prepared for collaborative problem-solving with Value Analysis teams?
- How do you demonstrate that you are a partner in advancing patient outcomes, not just a vendor?

Final Self-Check

If you can confidently answer these questions with data, transparency, and alignment to patient-centered value, you are ready to partner effectively with Healthcare Value Analysis leaders.

