

## 18 CRITICAL SUCCESS FACTOR FOR SCALING-UP

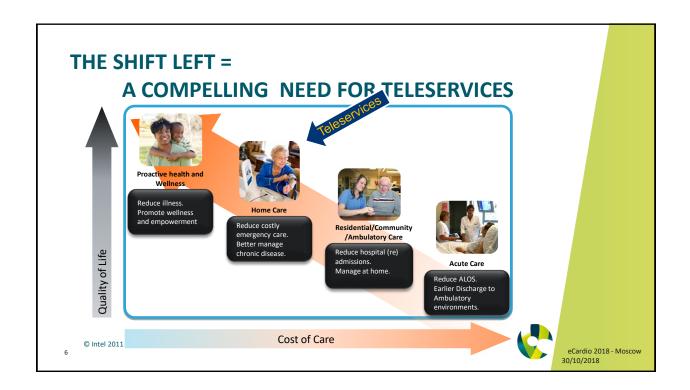
## **#1: A compelling need**

## i.e. the recognition that the innovation is contributing to

- ☑ Quality of care/rehabilitation
- ☑ Quality of Life of patients
- ☑ Efficient use of healthcare resources
- ☑ ...

(2) momentum www.telemedicine-momentum.eu





## AN EXAMPLE OF A SHIFT LEFT IN ROUTINE CARE



