

Decision check for outpatient care

Five dimensions for market, product, investment and care-delivery decisions in pharma, MedTech and outpatient care.

How to use this check

Assess each dimension honestly. Open points are not a failure; they show which information is still missing before a robust decision can be made.

01

Decision question

Is it clear which decision is being prepared or reviewed?

Checkpoint: Decision owner, timing, alternatives and intended outcome are explicit.

☐ robustly clarified ☐ partly clarified ☐ open

02

Care-delivery reality

Is it clear how the initiative affects real practice, MVZ or care pathways?

Checkpoint: Affected roles, process steps, time requirements and operational dependencies are visible.

☐ robustly clarified ☐ partly clarified ☐ open

03

Economic logic

Are incentives, reimbursement, costs and provider burdens plausible?

Checkpoint: Market potential and realistic adoption are assessed separately.

☐ robustly clarified ☐ partly clarified ☐ open

04	Evidence and assumptions
	Is it clear which claims are supported by evidence and which still rely on assumptions?
	Checkpoint: Sources, data dates, uncertainties and missing information are documented.
	☐ robustly clarified ☐ partly clarified ☐ open
05	Implementability
	Have resources, accountabilities, conflicts of interest and implementation risks been considered?
	Checkpoint: Next steps, owners and measurable success criteria are defined.
	☐ robustly clarified ☐ partly clarified ☐ open

EVALUATION

From open point to next step

Do not merely count checkmarks. The decisive question is whether an open point could materially change the decision.

Status	Recommended response
Mostly robustly clarified	Consolidate the decision basis, state residual risks and assign ownership.
Several points partly clarified	Close specific evidence gaps and validate operational assumptions with affected stakeholders.
One material point open	Defer the decision or document it explicitly as a scenario decision under uncertainty.

Prepare for an initial discussion

☐ The specific decision in one sentence
☐ Target group, market or care-delivery setting
☐ Existing evidence sources and key assumptions
☐ Known operational, economic or regulatory risks
☐ Intended timeline and internal decision format

Important

Do not include patient data, health data, trade secrets or confidential documents in an initial inquiry. A suitable transfer route can be agreed after the first contact.

Discuss a specific question confidentially
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