





Stakeholder map: Key decision-makers influencing the adoption of DHTs



|  Potential decision-makers | Funders | Developers | Policymakers | Healthcare provider organizations | Payers | Patient | Research institutions & academia | Standards-setting organizations | Advocacy groups | Industry association |
|---|--|---|--|--|---|--|---|--|--|---|
|  Examples of decision-makers | <ul style="list-style-type: none"> • Venture Capital (VC) • Angel investors • Private equity funds | <ul style="list-style-type: none"> • Tech companies • Life science organizations • MedTech (small- large) | <ul style="list-style-type: none"> • Congress • HHS agencies like FDA, CMS, ONC, CISA, etc. • State level jurisdictional bodies | <ul style="list-style-type: none"> • Hospital systems • Clinics (outpatient, LTC, etc) • Physician offices • FQHCs • Retail pharmacy | <ul style="list-style-type: none"> • Government Payers • Private Payers • GPOs • Health Plans, Employers, etc | <ul style="list-style-type: none"> • End user/patient • Caregivers | <ul style="list-style-type: none"> • Tufts CEVR • Brown-Lifespan Center of Digital Health • Stanford Center for Digital Health • Mayo Clinic's Center for Digital Health | <ul style="list-style-type: none"> • ISO (International Organization for Standardization), • USP (United States Pharmacopeia), • Health Level Seven International (HL7) | <ul style="list-style-type: none"> • American Telemedicine Association (ATA) • Patient-Centered Outcomes Research Institute (PCORI) • Connected Health Initiative | <ul style="list-style-type: none"> • Peterson Health Technology Institute (PHTI) • Advamed • Digital Therapeutics Alliance (DTA) • Consumer Technology Association (CTA) • Medical Device Innovation Consortium (MDIC) |
|  Types of decision-making they are responsible for | <p>Decision making responsibilities by funders determine allocation of financial resources for DHT development, research, and implementation projects.</p> | <p>Developers influence the design and development of DHTs by determining product features, user interface design, and integration with existing systems.</p> | <p>Influence policies, regulations, and standards governing the use, safety, quality, and effectiveness of DHTs.</p> | <p>Assess the feasibility, integration, and implementation of DHTs into existing healthcare workflows and systems.</p> | <p>Evaluate the cost-effectiveness, reimbursement, and coverage policies for DHTs within healthcare systems.</p> | <p>Adoption decisions based on factors such as perceived benefits, usability, privacy concerns, and personal preferences.</p> | <p>Conduct research, clinical trials, and validation studies to evaluate the effectiveness, safety, and real-world impact of DHTs.</p> | <p>Develop technical standards, protocols, and interoperability frameworks to ensure compatibility and seamless integration of DHTs with existing healthcare infrastructure and systems.</p> | <p>Advocate for the adoption of DHTs to address specific healthcare challenges or patient needs.</p> | <p>Develop industry standards, guidelines, and best practices for the development, implementation, and use of DHTs.</p> |
|  Potential adoption impact | <p>The level of funding provided directly influences the pace and scale of DHT adoption by facilitating research, development, and accessibility.</p> | <p>The quality, functionality, and usability of DHTs developed by product developers directly influence their acceptance and adoption by end-users and other healthcare stakeholders.</p> | <p>Regulatory frameworks determine the legal and operational boundaries for DHTs, shaping their market entry, acceptance, and overall adoption rate.</p> | <p>Healthcare provider organizations (including clinicians) play an imp. role in determining the successful deployment of DHTs into clinical practice. Their decisions influence workflow efficiency, training requirements, and patient outcomes.</p> | <p>Decisions made by payer organization on coverage, pricing, and reimbursement policies, which significantly influence market access of DHTs.</p> | <p>Patient acceptance and utilization of DHTs are pivotal for widespread adoption. Factors influencing patient decisions include ease of use, trust in technology, perceived health benefits, and affordability.</p> | <p>Research institutions generate evidence-based insights, validate DHT technologies, and contribute to the knowledge base that informs policy-making, clinical practice, and investment decisions related to DHT adoption.</p> | <p>Standards-setting organizations promote interoperability, data exchange, and system compatibility, which are critical for the widespread adoption and effectiveness of DHTs across diverse healthcare environments.</p> | <p>Advocacy groups raise awareness, mobilize support, and lobby for resources to accelerate the adoption of DHTs in areas of need, support patient empowerment, and foster healthcare equity.</p> | <p>Industry associations facilitate collaboration among stakeholders, promote innovation, and establish benchmarks that contribute to the successful development and deployment of DHTs across various healthcare settings.</p> |

Must have // "Essential"
 Essential decision-makers wield significant influence on DHT adoption; without their acceptance, it becomes challenging for DHTs to thrive, expand, or enter the market successfully.

Nice to have // "Important but not essential"
 Desirable decision-makers can contribute to DHT adoption, but their acceptance is not indispensable for the survival, scalability, or market entry of DHTs.