







Factors of success Obstacle and solution (1/5)

- **Obstacle**: hostility of users
- Solution:
 - We created discussion boards to involve clinicians in the definition of the clinical pathway
 - We stimulated cooperation among clinicians



- **Result**: a clinical and organizational model that:
 - meets the needs of users (clinicians' Satisfaction = 4.3 / 5)
 - reduces the clinical risk

Telemedicine becomes a stable mode of delivery of clinical services







Factors of success Obstacle and solution (3/5)

- **Obstacle:** the transition from the normal consultation to teleconsultation requires funding. The EU funding was limited to 30%, the LHAs could not bear the expense for the implementation and the new activities.
- Solution:



- Generating agreements between requiring hospitals and hospitals which offer the service
- Result: the service is economically sustainable and generates the balance between LHAs.



Factors of success Obstacle and solution (4/5)

Obstacle: difficulty in creating a network that can support the deployment



• Solution:

 Building services on a model of integration and communication between LHAs, developed on a common semantic, technological, techno-organizational, and infrastructural basis (standard)







Factors of success Obstacle and solution (4/5)

- Obstacle: difficulty in creating a network that can support the deployment
- Solution:



•Building services on a model of integration and communication between LHAs, developed on a common semantic, technological, techno-organizational, and infrastructural basis (standard)

•Creating a body for innovation with a unified vision of integration: Arsenàl.IT . In HO project, it released interoperability guidelines and managed start up phase

• Result:

The network is flexible, allowing easy interoperability between systems implemented by different vendors that can follow guidelines provided by Arsenàl.IT and based on international standards
Freedom in acquisitions





Factors of success Obstacle and solution (5/5)

• **Obstacle**: Some vendors were not familiar with interoperability and application of international standards.

• Solution:

•Arsenàl.IT daily updates interoperability skills and knowledge and provides suppliers with the possibility to test systems and to participate in international trials organized by IHE.

• Result:

• The industry is prepared to deploy telemedicine also for other services







Conclusion

- ✓ Realization of telemedicine services currently active, that put all 21LHAs and 2 Hospital Trusts in a network and uniformly distributed organizational models in order to guarantee equal treatment to all citizens
- ✓ HEALTH OPTIMUM is the foundation for other applications, such as Veneto ESCAPE and Doge





