

Scorecard for Use Case Assessment

Rate each dimension 1–5 to evaluate the viability of an AI healthcare use case

	Priority	ROI of new Approach	Technology Readiness	Implementation Complexity	Reimbursement / Cash Cycle	Final Score
Passive Monitoring	5	5	4	3	4	21

Scale: 1 = Weak / Unfavorable | 3 = Moderate | 5 = Strong / Favorable

Priority

Deep-dive assessment of problem severity, current solutions, cost impact, and transformative potential

Feedback

Key Takeaways

Nature of the Issue	Monitoring of the aging population using technology for any adverse events or behaviour patterns that can signal rising issues	<i>This is an emerging issue given the demographics, staff shortages, and wage inflation</i>
Current Approach	<ul style="list-style-type: none">• Frequent manual visits by staff, OR monitoring with camera OR, using a wearable• Residents do not like being watched by camera and can not put camera in the bathroom, where 50% of the falls occur• Residents lose or drop wearables	<i>The manual approach is inefficient and the emerging approaches have significant drawbacks</i>
Cost of Current Approach	<ul style="list-style-type: none">• More staff and more work per staff• Wasted staff time is \$100K per 50 rooms per year• Cameras intrusive, wearables suffer low compliance	<i>Current approaches are costly and impractical and given the silver tsunami, passive monitoring can be a big part of the solution</i>
Incumbent Relevance	Current systems of record at these institutions do not offer any monitoring services and there are no incumbents in the Long-term Care facilities	<i>Truly transformative for caring for this growing population</i>

Go-to-Market Readiness Scorecard

Evaluate a company's readiness to enter and compete in the healthcare AI market

	Product Quality	IP Strength	Technical (Feasibility + Team)	Market Traction/Alternatives	Financial Health	Final Score
Monitoring.ai	4	4	4	3	4	19

Scale: 1 = Weak / Unfavorable | 3 = Moderate | 5 = Strong / Favorable

Technical Feasibility & Implementation

Assess the maturity, data readiness, integration effort, and team capability

Feedback

Key Takeaways

Tech Maturity	<ul style="list-style-type: none">• Initial output such as patient movement patterns and falls validated• Health monitoring is emerging use case that represents growth opportunities	<i>Good experience so far with existing use cases but huge opportunity with early detection of emerging health issues for the elderly</i>
Data Availability	<ul style="list-style-type: none">• No internal data needed for initial launch• Interface with EHR can improve system performance but not needed initially or later	<i>Initial launch can be done within 3 months with minimal effort from the facility</i>
Ease of Integration	<ul style="list-style-type: none">• Not necessary for launch• If the customer makes those systems available, implementation appears light	<i>Setting up the integration is technically light but will take time due to customer expertise and bandwidth issues</i>
Quality of Tech Team	<ul style="list-style-type: none">• From Stanford with previous in-home security system experience• Limited understanding of the healthcare ecosystem and economics	<i>Strong technical team but needs augmentation with healthcare expertise</i>

Use Case Assessment Questions

From AI Doctor (Wiley, 2024)

- 1 How large is the impact of the targeted problem on patient outcomes, staff workflows, or corporate profits?
- 2 How urgent is the need to address this problem?
- 3 Will the purchase of this type of AI solution have an impact on the intended results within 12–18 months?
- 4 How strong is the evidence for the readiness of this type of AI solution for the intended use case?
- 5 Does this type of AI solution require regulatory approval? If so, has it been obtained?
- 6 Is there insurance reimbursement for this type of AI solution? If not, how will its economic benefits be assessed?
- 7 What's the total dollar cost of acquisition of this type of AI technology? This includes licensing, implementation, training, maintenance, and any other costs.
- 8 Does the organization have the necessary staffing to fully implement and support the solution?
- 9 Does the organization have the necessary governance in place to provide ongoing monitoring of the performance of this type of AI solution?
- 10 How will the ongoing benefits be assessed and quantified?
- 11 Are the potential users aware of any changes to their workflows and have they definitely confirmed that they'll embrace those changes?

Company Assessment Questions

From AI Doctor (Wiley, 2024)

- 1 How long has the company been providing its AI solution?
- 2 How many customers are currently using it?
- 3 What's the customer feedback to date?
- 4 What makes their particular solution unique and differentiated from other companies providing similar solutions?
- 5 Will the current systems of record such as the EHR offer this as part of their system? How long before it can be available? Does the incumbent have an advantage due to their access to data and their installed base?
- 6 What is the benefit of having this technology over what the incumbent vendor offers?
- 7 What will the pricing model be as the use is scaled up across the organization?
- 8 Will there need to be interfaces with existing systems? How many and to what systems?
- 9 How does the company provide ongoing monitoring and improvement of the performance of their AI solution?
- 10 What adjacent needs does the company address now or plan to address in the future? (Choosing companies with a product roadmap that matches the organization's other unmet needs will avoid having to find new vendors for each need)