



Accelerating innovation activities by integrating healthcare professionals

Initiative 1:

Identification of user needs and challenges in the German ambulatory care from the perspective of physiotherapists



Interreg
Deutschland - Danmark



Authors

Thomas Huynh, Kiel University, Institute for Innovation Research, Chair of Technology Management (CAU)

Carsten Schultz, Kiel University, Institute for Innovation Research, Chair of Technology Management (CAU)

Access & Acceleration

Lead partner

Horst-Günter Rubahn
University of Southern Denmark
Mads Clausen Institute
Alsion 2
6400 Sønderborg, Denmark

Email: info@accessinnovation.eu
www.accessinnovation.eu

Project management

DSN Connecting Knowledge
Kiel, Germany
www.dsn-online.de

Accelerating innovation activities in the ideation and development process by integrating healthcare professionals

The objectives of this part of work package 4 were to improve the idea generation and acceleration of innovation activities in companies and organisations in the programme region through the intensive analyses of user requirements and market trends (as systematic technology forecasting). In order to achieve these overall goals, the CAU Kiel was collaborating with several companies in the programme region in scope of 8 different project initiatives. The objective within these project initiatives is to support companies in their innovation activities – particularly the ones with the most promising innovation potentials – through scientific investigation, while taking into account the needs and requirements of relevant stakeholders in the healthcare sector.

Initiative 1: Identification of existing user needs and challenges in the German ambulatory care from the perspective of physiotherapists

Cooperation partners

B&P: Founded in 1991 as a pure forms mail order company for therapeutic practices, the *Buchner Group* today consists of the companies *Buchner & Partner GmbH* (B&P), *Buchner Consulting GmbH* and *Starke Software GmbH*. It currently employs around 160 people and is headquartered in Kiel. B&P delivers innovative and secure solutions and products to clear the way for excellent therapy. Particularly as a result of the last-mentioned fact, B&P decided to investigate the actual needs of ambulatory physiotherapists in the German aftercare system together with the project partner CAU Kiel.

UKSH Lübeck: As one of the most important centres for physiotherapy in the programme region in Germany, the University Hospital Schleswig-Holstein in Lübeck (UKSH Lübeck) has supported the CAU Kiel in establishing the contact with German physiotherapists for the study. As one of the major university hospitals, one of the main functions of the UKSH Lübeck is to actively shape the medical progress of the physiotherapy. The proximity to research and teaching requires the examination of scientific evidence of effectiveness of physiotherapeutic work in order to further develop physiotherapy and its therapeutic approaches.

Background

Innovations in intersectoral ambulatory aftercare are gaining relevance (Goodwin et al., 2017). Coordination problems and a lack of patient adherence lead to efficiency and quality deficits. This downtrend is exacerbated by an increasing number of older people as well as by the significantly growing number of chronically diseased and multimorbid patients (Marsh et al., 2011). To achieve sustainable innovations in the ambulatory aftercare it is necessary to identify and consider the actual requirements of not only medical doctors, but also of further secondary health service providers as physiotherapists in the innovation process.

Aim and activities

As preliminary study and preparation of the digital idea campaign ([section 1](#)) the CAU Kiel conducted in cooperation with the B&P and the UKSH Lübeck personal interviews with German physiotherapists. The aim was to identify actual needs and requirements from the perspective of physiotherapists in the ambulatory aftercare in Germany. Further, the objective of this project initiative was to provide not only an impartial insight about existing challenges but also indications of potential gaps and a development scope for digital health innovation.

Results

The interview findings show that German physiotherapists perceived various mayor challenges and needs to ensure the quality of care:

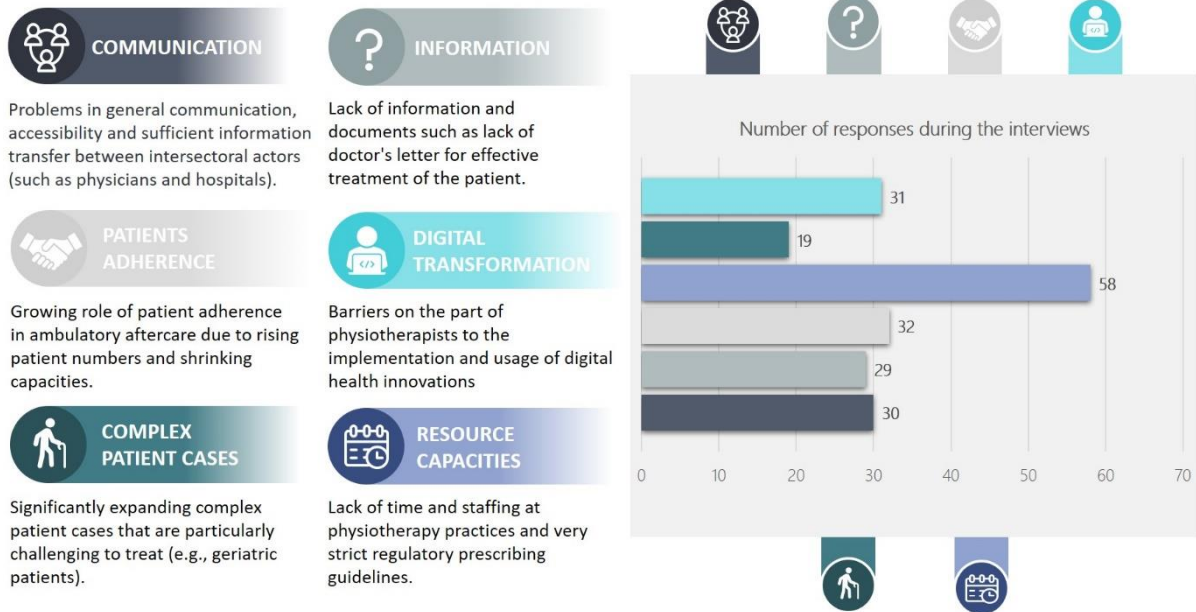


Figure 1: Interview results of identified challenges and needs in the German postoperative aftercare from the perspective of physiotherapists (n=20)

Key facts

- Total budget: 2.9 million Euros
- Around 1.7 million Euros funding granted by Interreg Deutschland-Danmark
- Project duration: April 2019 – March 2022

Project partners

- Centre for Innovative Medical Technology (CIMT)
- Danish Life Science Cluster
- Kiel University, Institute for Innovation Research (Technology Management)
- University of Lübeck, Clinic for Orthopaedics and Trauma Surgery (University Hospital Schleswig-Holstein), Campus Lübeck
- University of Southern Denmark, Mads Clausen Institute
- University of Southern Denmark, Maersk Mc-Kinney Moller Institute

Network partners

- Business Development Agency Kreis Plön GmbH
- Exoprosthetic network.SH
- Hochschule Flensburg
- Kalundborgegnens Erhvervsråd
- KiWi, Kiel Economic and Structure Development Corporation
- Life Science Nord Management GmbH
- ScanBalt
- Sorø Erhvervn, Sorø Kommune
- Syddansk Sundhedsinnovation