



Implementing clinical systems

Better Lives. Better Care. Better Digital.

www.channel3consulting.co.uk



About Channel 3

Channel 3 understands how health and care organisations can embrace technology to transform patient care and improve ways of working.

With over 12 years' experience working exclusively in digital health and care, we're proud to bring our clients the expertise and passion it takes to succeed.

Together we can make a fundamental difference to patient care.

Channel 3 excels in supporting organisations to realise the benefits of their investments in technology. We understand how to help you achieve the scale of transformation that needs to take place alongside the deployment of new technology.

Channel 3 can work with you to transform systems, processes and ways of working across an organisation to achieve your strategic digital ambitions.

The sectors we excel in:



NHS



PRIVATE
HEALTH



LOCAL
GOVT



SOCIAL
CARE



DEFENCE
HEALTH



“Channel 3 has been a true strategic partner, bringing great skills, strategic advice and implementation throughout our journey.”

Dr Scott Galloway, CCIO
Central & North West London NHS
Foundation Trust



Central and
North West London
NHS Foundation Trust

Delivering successful system implementations

Clinical system implementations are complex and challenging. Every situation is different, so there is no one-size-fits-all solution or approach.

Implementing a new system is a huge undertaking with significant responsibilities for any leadership team. It is the type of project that many executives will only experience once or twice in their careers.

That is why specialist skills and experience are required to support organisations through the journey and to realise tangible benefits from the investment.

Channel 3 has supported successful system implementations across sectors and with a range of suppliers. From our experience, we have identified the critical factors that help organisations succeed. They include:

- engaging the organisation to **build energy and enthusiasm** to embrace the opportunity.
- thorough scoping and **planning for success** to ensure you are ready.
- **standardisation and simplification** to drive better outcomes for all.
- **transforming services to be supported by the technology**, not changing services to use the technology.
- recognising that 'go live' is not the destination. Ongoing **optimisation is essential** to stay ahead.

Channel 3 prides itself on a reputation for delivering successful implementations with its clients, who can then embrace the technology and experience genuine benefits from their investment for patients, service users, clients and the workforce.

Organisations Channel 3 have worked with:



Providers Channel 3 have worked with:



Channel 3 can help at any stage on your digital transformation journey

As a specialist digital healthcare consultancy, Channel 3 has experience of providing support for organisations and integrated care systems at all stages of their digital transformation journeys.

Channel 3 has the experience, networks and relationships to help in making the right choices to achieve digital ambitions and improve services.



“Channel 3 were very much in-tune with what we wanted to achieve. Through the readiness assessment work, they helped reinforce a lot of what we already knew about ourselves, the good and the bad, and helped us build an ideal blended resource profile for the challenge ahead.”

Scott Haldane, Director of Finance
Cambridgeshire and Peterborough
NHS Foundation Trust



[Click here to watch our webinar with Scott Haldane, Electronic patient record implementation – five success factors.](#)



[Click here to read Clinical systems can change lives – are you ready to inspire great change? by Eleanor Rollason.](#)



Channel 3 supports organisations to choose, implement and optimise clinical systems

Channel 3 understands that technology will not deliver benefits by itself. It is vital that any system implementation is centred as much around people, culture and engagement as it is around the functionality of the technology solution. We can work at any stage of your clinical system transformation journey and help to succeed in driving tangible benefits from your investment.



STRATEGY

"Does your digital strategy underpin your business strategy or does it stand alone?"



Channel 3 helps you to develop an ambitious aspirational digital strategy that inspires the organisation to transform.



PREPARE

"Is the organisation ready to embrace the opportunity to transform services through adoption of technology?"



Channel 3 helps you to get the organisation ready and engage the hearts and minds of the workforce from the beginning.



APPRAISE

"Do you understand the problem you want to solve with the technology?"



It is important to identify a solution that solves a specific problem. Channel 3 helps to establish your requirements clearly, and build strong business cases that consider the most effective options.



IMPLEMENT

"The IT will not deliver on its own. Have you got the right capacity and capability aligned to deliver at scale and pace?"



Channel 3 works in partnership with delivery teams to get implementation right, working with you to help you succeed.

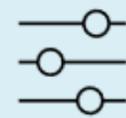


SELECT

"There are so many digital health suppliers, products and services – how do we choose the right one for us?"



Channel 3 can establish confidence in choosing the right solution, providing the insight needed to make an evidence-based decision.



OPTIMISE

"Have you driven the full benefits from your investment in technology?"



Go live is not the destination. Ongoing optimisation will help to deliver real value and continuous improvement.

Meet some of our clinical system team



Eleanor Rollason, Partner

Eleanor has led multiple complex digital programmes across health and care systems, delivering tangible benefits, sustainable change and exceptional value for clients.



David Churchill, Partner

Having worked in the NHS and a number of other sectors, David has been engaged in delivering systems and process for primary care, community and mental health providers.



Simone Collins, Managing Consultant

Simone has experience working both with and for the NHS in a variety of delivery, advisory and strategic roles. She has led the successful delivery of large and complex digital transformation programmes in the health and care sector.



Denise Tack, Head of Business Networks

With over 15 years of experience working with technology providers, Denise works with our suppliers and partners to ensure our collaborative efforts are seamless.



Astrid Grant, Principle Consultant

Astrid is a trained doctor and has worked in digital health transformation for the past six years, with a focus on EPR implementations and clinical risk management.



Munashe Fumhanda, Senior Consultant

Ben has worked with healthcare organisations within the NHS and across the Middle East. Having started his career working for an EPR supplier, his focus is now working alongside healthcare organisations to realise their digital ambitions.



“Channel 3 truly shared our objective and became completely embedded in the team. We immediately recognised the value they added, and I can think of little to nothing that they could have improved in their approach to our optimisation project.”

Adam Short, Operational Development Manager
Derbyshire Community Health Services NHS
Foundation Trust

[Click to read
the full case
study](#)

Let's work together

Our highly collaborative approach brings together the clinical, business and technical expertise needed to help you deliver change and realise the benefits of your digital investments.

Wherever you are on your clinical system journey, we are here to help.

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