

**How the unthinkable triggered the unimaginable... who would have imagined the idea of the NHS offering more options for remote consultation and looking to move to a digital first approach, but with Covid it's taken on a real urgency and led to new demand for across the county.**



As an established tele-medicine provider, we have experienced a steady growth since our first project back in 2016...then Covid hit!

Clinical Partnership have had an astonishing period of growth in both usage and in terms of our footprint around the country. It took us nearly four years to get to where we were at the beginning of the year, and then in the following four months we achieved the same amount of growth again

Clinical Partnership provides services enabling clinicians to easily seek clinical decision support from specialist colleagues. Initially that meant GPs able to contact secondary care doctors reducing the footfall in to secondary and community clinic settings.

The idea is that, the patient can send their images and data from home now or their practice can take images and send consultation notes to a specialist to access advice – we find that our clinicians can manage 52 – 78% of patients in their primary care setting – inappropriate hospital referrals and attendances can be avoided.

The importance of communications networks between patients and GPs, GPs and secondary care and secondary care to primary care has suddenly just rocketed.

We have found working with our partners (The World Health Net) that what happens as you go along you develop a variety of things to improve your product. Some of those things are core and other things I think of as bonus – attractive add ons.

All this change has meant all attention and resource has been concentrated solely on that fundamental aim. We decided to abandon all future projects that weren't about that in our pipeline, so any development that wasn't about aiding that communication. Anything that was non-core we jettisoned, and all we focused on was modelling our platform to for joining up healthcare professionals across the world.

This all-hands-to-the-deck philosophy enabled the fastest ever rollout at Clinical Partnership it took just over a week to roll out training to 44 sites remotely allowing these practices to provide their patients specialist care without leaving their homes with our remote links.

Joining up the dots in healthcare by sorting something like communication between secondary and primary care is the easiest, highest impact factor we can provide that will impact on patient care, flow and manage the upcoming winter.

To find out more about Clinical Partnership, visit [www.clinicalpartnership.co.uk](http://www.clinicalpartnership.co.uk)

