



# Curate

## Building the Right Ecosystem for Preventive Health Delivery

Deployment Playbook 1 of 4 — Beacon Health Limited

*Not every technology that works in one context will work in another. A device validated in a hospital corridor performs differently in a rural outreach camp. A platform built for enterprise compliance may be entirely wrong for a community health program. Curation is Beacon Health's first and most important act, the disciplined process of matching the right technologies, partners, and capabilities to the specific population, geography, and program intent we are asked to serve. Everything that follows in deployment and operations depends on getting this right.*

### THE CURATION PRINCIPLES

Every technology and partner considered for a Beacon Health program is evaluated against five non-negotiable principles. These principles apply regardless of geography, sector, or deployment scale.

- **Clinical validity first.** We only consider technologies that have been clinically validated and can demonstrate measurable, evidence-based screening outcomes. Intent without clinical grounding is not sufficient.
- **Regulatory standing matched to context.** Every technology must hold the certifications and regulatory approvals relevant to the geography and population in which it will be deployed. Global certifications are a baseline, not a substitute for local compliance.
- **Deployment readiness, not just capability.** A technology may be clinically strong but operationally fragile. We assess whether a solution can perform consistently in real-world environments; variable connectivity, non-clinical operators, high-throughput settings.
- **Population and cultural fit.** Screening tools must be appropriate for the communities they serve; in terms of language, comfort, invasiveness, and cultural acceptability. Participation depends on trust, and trust depends on fit.
- **Data governance alignment.** Every partner must meet Beacon Health's data governance standards; explicit consent, structured data handling, and the ability to comply with applicable local privacy requirements.

### HOW WE EVALUATE OEM TECHNOLOGY PARTNERS

Beacon Health maintains a structured evaluation process for every OEM technology partner considered for deployment. Selection is never based on commercial availability alone.

- **Technical assessment.** We review device specifications, diagnostic accuracy data, software architecture, and integration capability against the requirements of the intended program.
- **Certification and compliance review.** We verify regulatory certifications, quality management standards, and data security architecture before any partner is considered for deployment.
- **Operational track record.** We assess the partner's history of real-world deployment; volume, environments, failure rates, and support responsiveness not only laboratory or controlled-setting performance.
- **Scalability and modularity.** We evaluate whether the technology can grow with a program; across sites, screening modalities, and participant volumes without requiring a platform change.
- **Commercial and contractual integrity.** We assess pricing transparency, service level commitments, warranty terms, and the partner's willingness to operate within Beacon Health's governance and accountability framework.
- **Ongoing relationship structure.** We only work with partners who commit to a structured relationship; regular performance reviews, roadmap visibility, and joint accountability for program outcomes.



## Clinical Fit, Context and Ecosystem Governance

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### CLINICAL AND REGULATORY FIT

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Clinical validity and regulatory standing are assessed independently for each deployment context. A certification held in one market does not automatically satisfy the requirements of another.

- **Baseline certification review.** We establish the minimum certification requirements for the target geography; medical device registration, data protection compliance, and any sector-specific regulatory obligations before technology selection begins.
- **Clinical evidence assessment.** We review published clinical validation data, sensitivity and specificity benchmarks, and any peer-reviewed evidence supporting the technology's screening claims in populations similar to the intended deployment.
- **Regulatory gap analysis.** Where a technology holds international certifications but not local registration, we assess the gap, the timeline to close it, and whether an interim deployment pathway exists within the regulatory framework.
- **Scope of use alignment.** We verify that the technology is being used within its approved and validated scope; screening tools are not positioned as diagnostic instruments, and AI-assisted outputs are presented as decision-support, not clinical conclusions.
- **Clinical governance integration.** Every deployment includes a defined clinical escalation pathway, ensuring that flagged results reach qualified healthcare professionals through a structured, documented process rather than being left with the individual alone.

### GEOGRAPHY AND POPULATION CONTEXT

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The environment in which a screening program is deployed shapes every technology and partner decision. Beacon Health assesses deployment context before finalising any solution configuration.

- **Infrastructure reality.** We assess connectivity, power reliability, physical space, and operator skill levels at every intended deployment site. Solutions that depend on stable broadband or clinical-grade environments are not appropriate for all contexts.
- **Urban versus remote deployment.** High-throughput urban enterprise deployments require different configurations than rural or outreach programs. Screening speed, portability, and offline capability are weighted differently depending on the environment.
- **Population health profile.** We review available epidemiological data for the target population; prevalence of chronic conditions, infectious disease burden, and screening gaps to ensure the selected modalities address the most relevant health risks.
- **Cultural and community considerations.** Screening acceptance varies significantly across communities. We assess language requirements, gender sensitivity, the role of community health workers, and any cultural factors that may affect participation and trust.
- **Regulatory and market maturity.** Emerging markets and established regulated markets require different compliance approaches, partner structures, and deployment timelines. We calibrate our ecosystem selection accordingly.
- **Scalability across geographies.** Where a program is intended to expand across multiple countries or regions, we assess whether the selected technology and partner ecosystem can scale consistently or whether regional adaptations will be required.

### MAINTAINING ECOSYSTEM RELATIONSHIPS

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Curation does not end at selection. Beacon Health maintains active, structured relationships with every ecosystem partner to ensure sustained quality, accountability, and program relevance over time.

- **Structured performance reviews.** We conduct regular reviews with every technology and delivery partner; assessing device performance, service levels, incident history, and alignment with evolving program requirements.
- **Roadmap visibility.** We maintain ongoing dialogue with partners about their product and technology roadmap ensuring that the solutions deployed today will continue to meet program needs as healthcare and regulatory environments evolve.



- **Incident and escalation management.** Every partner relationship includes a defined escalation protocol. Device failures, data incidents, and clinical concerns are logged, escalated, and resolved within agreed timeframes.
- **Partner accountability framework.** Partners operating within a Beacon Health program are held to documented standards covering clinical performance, data governance, service continuity, and participant experience. Accountability is mutual and contractually grounded.
- **Ecosystem evolution.** As new technologies emerge and existing partners develop, Beacon Health continuously reassesses its ecosystem, retiring solutions that no longer meet the standard and introducing new capabilities where the evidence supports it.

## QUESTIONS TO ASK BEFORE YOU DEPLOY

These are the questions Beacon Health encourages every organisation to ask; of us, of any technology provider, and of themselves before committing to a preventive health screening program.

- Is the technology clinically validated for the population we intend to screen? Validation in one demographic or geography does not guarantee performance in another.
- Does it hold the regulatory certifications required in our jurisdiction? International certifications are a strong signal but not a substitute for local compliance.
- Can it perform reliably in our actual operating environment? Assess connectivity, space, operator capability, and throughput requirements before committing.
- Who owns the data, and where is it stored? Understand the data architecture, consent model, and your obligations as a deploying organisation before a single screen is conducted.
- What happens after a flag is raised? Every screening program must have a defined, resourced clinical escalation pathway. A result without a follow-up pathway is not a program - it is an event.
- How will participation be sustained over time? One-off screening events produce limited value. Ask how repeat participation will be encouraged, measured, and reported.
- What does success look like, and how will it be measured? Define program outcomes, reporting cadence, and accountability structures before deployment begins, not after.

**Next in this series:** *Orchestrate - Bringing Partners, Workflows and Care Pathways Together*