



We are Mtech Access

Global partner for MedTech innovators



We are a global evidence, strategy and value consultancy...



..with MedTech and Pharmaceutical companies and healthcare systems



Our goal is to ensure that your interventions are available to those who need them



Clients choose us for: high-quality work that meets their commercial needs; agile and innovative approaches; and ethical practices

“Honestly, the best agency I have ever worked with. It felt like we were working with a partner and not an agency!”

“The team did a great job of understanding what was in our heads and matching that with feasible implementation. Not too many vendors can push the envelope in this way.”

We understand that, when choosing a consultancy, your needs are more than simply delivering project outputs

Choosing Mtech Access will give you confidence and peace-of-mind so you can focus on making a difference for patients



Expertise to complete a specific task or supplement internal team resource



Seamless management of multiple time-sensitive workstreams



Support of a trusted advisor with approach and strategy



Assimilation and assessment of information for decision-making



Access to healthcare stakeholders and experts for insights and validation



Knowledge and skills training

Our approach to partnering with you meets your needs whilst delivering optimal outcomes



We collaborate

- Carefully constructed project teams with a balance of technical experts, strategic consultants and senior leaders
- Project managers who are experts at coordinating and aligning multiple stakeholders, workstreams and teams
- On-project brainstorms and workshops, and annual account review and planning sessions



We are agile and responsive

- Wide range of services and experiences to take on any kind of project or programme of work
- Open, regular communication so we can respond to changes in needs and direction
- All projects and deliverables are bespoke, allowing innovation and tailored solutions to challenges



Our work is exemplary

- Dedicated technical teams keeping up with latest methodological disciplines and industry and healthcare developments
- Highly experienced service leads working hands-on with project and client teams
- Established and proven ways of working; full ownership of, and accountability for, project outcomes



Our work is credible

- A global affiliate network of payers, healthcare professionals and local market experts, and more than 90 NHS Associates
- Team members with a mix of consultancy, industry and healthcare experience
- Challenge our clients and ourselves to do the best we can on every project

Our services support global teams and affiliates throughout the product lifecycle, across all evidence and access hurdles



Demonstration of economic value



Optimisation of global commercialisation strategy and tactics



Successful national reimbursement



Generation of a robust evidence base



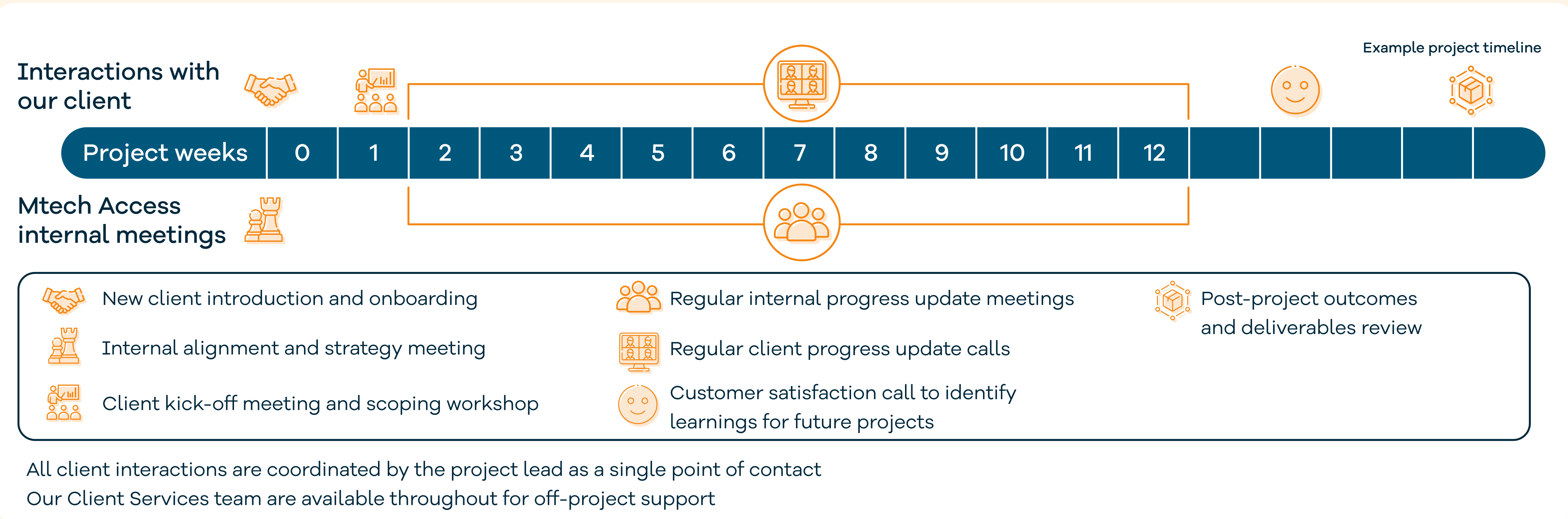
Deep understanding of local landscapes and stakeholders



Impactful local engagement and account management



Our efficient teamwork and communication with clients facilitates collaboration and feedback



“The team was extremely responsive and yet pragmatic about regular communication touch points”

“Overall, we have a reliable, organised and dedicated partner who is able to quickly implement changes and feedback”

Our experience working with medical device companies

We have worked extensively within medical devices over the past 6 years across a range of clients, and are trusted partners for 3 global medical device companies:

Company A

>70 projects including:

- Budget impact models and national adaptations
- Systematic reviews
- GVDs
- NHS insight discussion panels
- Publications & white papers

Company B

>40 projects including:

- Budget impact models
- Systematic reviews
- Meta-analysis
- Value propositions
- GVDs
- Value Platform hosting system for GVDs
- Publications

Company C

>30 projects including:

- Budget impact models
- Systematic reviews
- Local value communication leave-pieces
- Local communication iPad tool
- GVDs
- Value Platform hosting system for GVDs
- NHS insight discussion panels

Book an expert-led discovery session to learn how we will meet your needs

Contact us to arrange your discovery session:



info@mtechaccess.co.uk

Learn more about us:



Our team



Our expertise



Our services



Our demos



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Mtech Access

www.mtechaccess.co.uk

Health Economics



Understand and demonstrate the economic impact of your product with models to support commercialisation strategy, HTA and reimbursement submissions and local value communication

Our core services

- Development and critique of economic strategy
- Early economic modelling
- Cost consequence and budget impact models
- Country adaptations of global models
- HTA and reimbursement submissions
- Technical documentation and manuscript writing
- Models for use with local payers



Did you know...

As well as developing our own economic models, we appraise and adapt your existing models

"We were and are very happy with the work done by the Mtech Access team on this project. Overall, we have a reliable, organized and dedicated partner who is able to quickly implement changes and feedback."

Evidence Review and Statistical Analysis

Develop a robust strategy for evidence-based decision-making with gold standard systematic literature reviews and the latest statistical methodologies, including network meta-analysis

Our core services

- Evidence based medicine
- Evidence mapping for strategic insight
- Systematic literature reviews
- Market landscape reviews
- Rapid and pragmatic approaches
- Meta-analysis feasibility and network meta-analysis
- Bespoke statistical analyses
- Critiques of reviews and meta-analyses
- Publication strategy



Did you know...

We encourage publication of findings from our research where possible and maintain an active thought leadership programme

“The Mtech Access Evidence Consultant we worked with was the driving force for this project’s success”

Global Market Access and Pricing



Explore the market access landscape and develop pricing and launch strategies to maximise the commercial potential of your technology. Craft a global value proposition that resonates with payers and brings your product to patients across the world

Our core services

- Payer and reimbursement landscaping
- Market opportunity assessment
- Commercialisation, value communication and pricing strategy
- Evidence generation strategy
- Clinical development strategy and planning
- Global value proposition development and testing
- Global value dossiers and objection handlers



Did you know...

We recognise the importance of developing strategies and communications that resonate with key stakeholders, so we use our global network of experts to gather insights and validate materials

"I just want to say that the payer research project was really great"

NHS Insight & Interaction



Understand the changing NHS environment from policy to practice, with authentic insight from our network of 90+ NHS Associates, to innovate and optimise commercialisation strategy and customer engagement

Our core services

- UK market access and NHS strategy
- Facilitation of industry-leading NHS insights
- Pathway mapping and stakeholder engagement
- Product launch planning
- NHS education programmes
- Evidence led Research
- Informing strategy to demonstrate partner value in NHS markets
- Supporting partners to implement technology-enabled solutions at scale, including recommendations for pathway redesign



Did you know...

We collaborate with our extensive network of NHS experts to plan, create and execute effective activities to gather insight from those at the front-line

“Mtech Access are spot on with their real NHS knowledge and it is always up to date. They are always able to align what’s going on within the NHS with our commercial objectives”

Health Technology Assessment



Overcome one of the most significant market access hurdles. We offer a full suite of services from strategy through to evidence generation, model development, dossier writing and post-submission support

Our core services

- Review and critique of materials for HTA suitability
- HTA strategy
- Economic modelling
- Systematic literature review and network meta-analysis
- Submission writing
- Post-submission support
- Reimbursement support dossiers
- Scientific advice support and mock payer negotiations



Did you know...

We have collectively supported more than 150 HTA submissions, including MTEPs

“The situation was challenging, and I don’t think we could have got through the HTA process without the quality of the work, the complete understanding of the process, and fantastic project management”

Customer Communication



Illustrate your product's value and engage healthcare decision-makers with locally-relevant digital tools, including value proposition presentations, budget impact models and healthcare insight dashboards

Our core services

- Localised value propositions & budget impact models
- Digital communication tools
- Interactive PDFs, e-detailers and visual aids
- Flashcards, brochures, leave pieces
- Healthcare insight dashboards
- Healthcare capacity models, white papers and education materials



Did you know...

Our digital tools can be deployed online, as standalone apps for Windows or the iPad, or integrated with CRM systems such as Veeva

"The Budget Impact Model was exactly what we had in mind and we were delighted with the project overall. Sales on the product are 50% higher than they were in the same week last year"