

Validation is not market readiness

January 2026

Welcome to the seventeenth CRANE newsletter. With validation concluded, CRANE arrives at its single most important lesson — one that should concern anyone who funds, buys or builds digital health in Europe: a solution can be fully validated and still not be ready to deploy. This issue looks at that gap, and why closing it is now the priority.

— VALIDATION IS NOT MARKET READINESS

The gap CRANE ran into

At the close of Phase 3, CRANE's two solutions had demonstrated their value with real citizens — yet neither had reached the maturity that wide deployment requires. The shortfall lies not with the project but with a **structural gap** in how Europe carries innovation from pilot to practice.

The suppliers reached the same conclusion independently: getting from a validated solution to real-world use needs a dedicated implementation effort of two to three years, with proper budget for the human side — training, change management, integration, communication. Buyers and suppliers, on opposite sides of this procurement for years, ended up asking for the same missing instrument.

— CLOSING THE LOOP IN SWEDEN

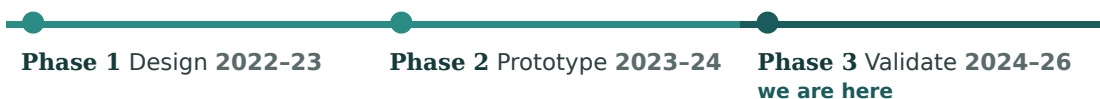
Swedish eHealth Agency, 22 January 2026

On 22 January 2026, CRANE results were presented to the **Swedish eHealth Agency** in Stockholm, exploring how the project's infrastructure components could contribute to the Swedish National Digital Infrastructure connected to the European Health Data Space. Conversations like this are how a finished pilot starts to become part of national infrastructure.

The lesson that matters most: *proven value is not the same as deployability. Europe needs an instrument for the distance between a successful pilot and real-world use.*

— CRANE AT A GLANCE

A three-phase journey



WHAT'S NEXT

CRANE now shares its experience more widely — including a cross-consortia meeting and a showcase at the Norwegian Health Directorate. We will report on both in the next issue.

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All the best, and let's CRANE!