

EP 8

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Consulting in Healthcare - Dr. Adam Powell

Dr. Adam Powell — Health Economics Consultant



Dr. Adam Powell on what a healthcare consultant actually does: proving that a product works, modelling its return, and why trust decides which problems a client will hand you.

2012

the year he founded
Payer+Provider [0:45](#)

1-5

people on a typical
consulting team [20:00](#)

3

ways mental health apps
are used [25:01](#)

10 yrs

until AI handles much of
routine diagnosis [28:01](#)

KEY TAKEAWAYS

1 Consulting runs on trust

A new problem for an old client, or an old problem for a new client. Never a new problem for a new client. [13:54](#)

2 The job is showing that it works

Much of his work is contract research: analysing a client's own data to show whether its service does what it claims. [0:55](#)

3 Open-source tools travel

Sensitive data stays on the client's servers, and free, vetted software such as R is the easiest to get installed there. [16:39](#)

4 Apps complement care

Mental health apps work as a first self-assessment, as telemedicine with a counsellor, or as support alongside in-person care. [25:01](#)

5 AI will take on diagnosis

He expects AI working with a less-trained person to handle routine diagnosis, leaving physicians to treatment and procedures. [28:01](#)

Dr. Adam Powell · 14:07

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TERMS EXPLAINED

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