Field Force Forecast

Healthcare complexity is changing the future of field teams and reshaping the very nature of those teams. How will your field force strategy evolve for this new era and how will you plan for the changes ahead?

The challenges in today's healthcare system come down to one critical frustration: friction. The systems designed to ultimately make healthcare more coordinated, consistent and accountable make the everyday realities of patient care more difficult and complex. In our latest guide, we lay out why our field force needs to transition from a focus on selling to a focus on removing hurdles.

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for some time. DTx brands are able to create new therapies based entirely around what a patient needs and, accordingly, the opportunities for patient-centricity afforded by DTx far surpass anything developers could achieve in the past.

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