

Start with one process. Prove it. Then scale it.

Where to start with AI in a MedTech company: six steps, each small enough to begin inside two weeks, each with an exit metric, and no software until the flow is fixed.

57% of MedTech companies use AI mainly for individual productivity, with little process change

6% have redesigned a workflow around people and AI working together — 27% say it is the ambition

1 in 3 use AI outputs informally — no updated SOP, no validation step

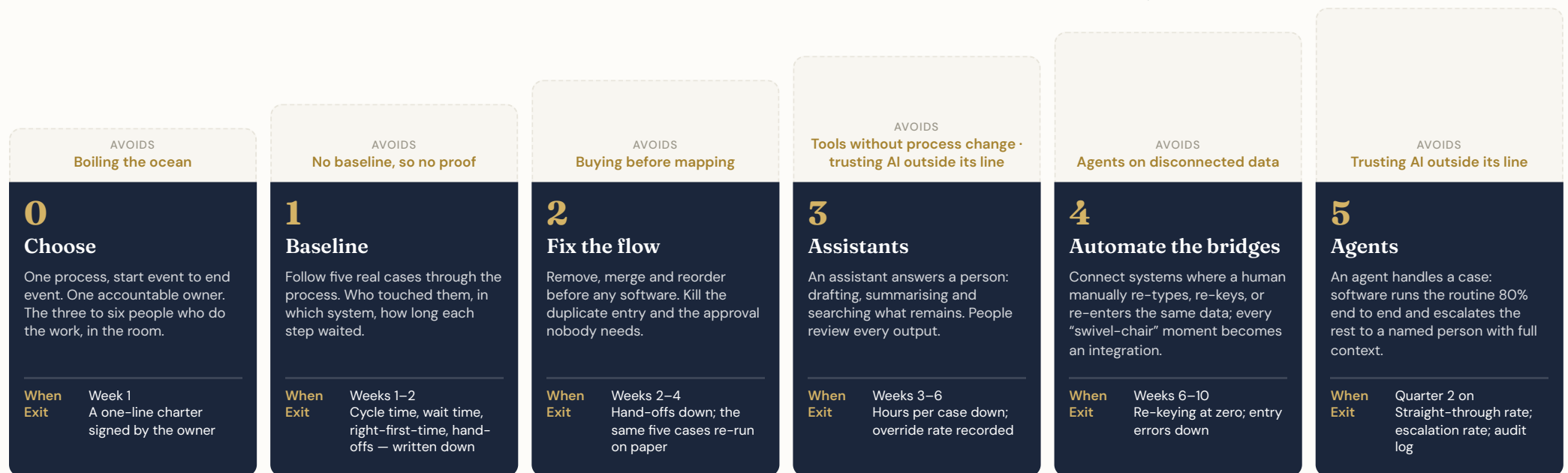
Where the sector stands. Deloitte Center for Health Solutions, survey of 100 MedTech leaders, May 2026. The gap between 6% and 27% is the gap this page closes.

The ladder — one process, six steps

Rule: you do not climb to the next step until the current one is measured.

STEPS 0–2 · NO SOFTWARE YET

STEPS 3–5 · AI, ONE LAYER AT A TIME



DEVICE-
COMPANY
RULES

A named human is accountable for every step
including the automated ones. Software can be responsible; a person is accountable. One name per step.

The procedure says what the AI does and who signs
what it produces, what the human checks. An undocumented assistant is what an auditor finds first.

No regulated or confidential data in consumer tools
technical files, complaint records, pricing, contracts, tenders — enterprise terms or nothing.

Track the human-override rate
the share of AI outputs a person changed. Near zero means excellent AI — or nobody checking. Know which.