

11 steps to bring GLA:D® to a new country – with budget estimates

The indicative project methodology outlined below largely follow the eleven steps previously taken to successfully bring GLA:D® to China. For Canada and Australia, steps 2, 3 and 10 were not considered necessary since well-established osteoarthritis researchers were available and there was knowledge about beliefs among health care professionals and patients, and at least a moderate awareness at the societal level of osteoarthritis and the role exercise therapy should have in its treatment. As each country and context is different, the below steps are only an indication of what steps to consider.

1. A licensing contract between University of Southern Denmark and the organization responsible for implementation of GLA:D® in the new country is written up and signed.
Cost estimate: University of Southern Denmark (SDU) will charge a signing fee of EUR 2.000 for access to and use of GLA:D® material in English. Separate contracts are needed if you are interested in running more GLA:D® programs intended for other musculoskeletal conditions.
2. Collection of quantitative and qualitative data from health care professionals, patients and their relatives on beliefs about osteoarthritis and its prevention and treatment.
Cost estimate: Costs for partner depends on local setup. No fees or SDU costs to be paid.
3. A group of future GLA:D® trainers (4-6 physiotherapists/osteoarthritis researchers), a journalist and a representative from the health care authorities (or alike) to travel to Denmark for a week to see GLA:D® being performed in local physiotherapy clinics and to visit University of Southern Denmark to learn more about exercise therapy as treatment for osteoarthritis.
Cost estimate: SDU will arrange and host the visit. No fees or SDU costs to be paid. Partner pays all travel and accommodation costs related to this activity.
4. The Danish team (2(-3) people) goes to the new country for a week to train the trainers in a 2-day course. This course is conducted in English. During the visit plans on implementation and adaptions of the original GLA:D® program is also discussed.
Cost estimate: SDU will charge a total course fee of EUR 2.000. Partner pays all travel and accommodation costs for the Danish team related to this activity.
5. Translate and culturally adapt the GLA:D® material into the local language. This step also includes getting input from local patients with osteoarthritis to be enrolled in focus groups of 3-5 people.
Cost estimate: Costs for partner depends on local setup. No fees or SDU costs to be paid.
6. Translate and culturally adapt the questionnaires needed to evaluate the effectiveness into the local language.
Cost estimate: Costs and resources are country specific. No fees or SDU costs to be paid.

7. Establish a database for evaluation of patient-reported outcomes. The intention is to collect data electronically.
Cost estimate: Costs for partner depends on local setup. Consider RedCapCloud or similar. Remember to allocate resources to support users and maintain database covering Personal Data according to EU Data Protection laws. No fees or SDU costs to be paid.
8. A website similar to the GLA:D® websites in Denmark, Australia and Canada is set up in the local language with information about osteoarthritis and its treatments.
Cost estimate: Costs for partner depends on local setup. Remember to allocate resources to maintain and keep website updated and interesting. No fees or SDU costs to be paid.
9. A media campaign (TV, printed media, social media) is conducted to impact on patients, clinicians and society's awareness about osteoarthritis and their beliefs about exercise therapy as effective treatment of osteoarthritis. The GLA:D®-certified clinicians are encouraged to use media and spread the word in their local area to patients, GPs, orthopedic surgeons and other stakeholders.
Cost estimate: Costs for partner depends on local setup. No fees or SDU costs to be paid.
10. The Danish team visits the new country twice a year to follow-up on quality and progress of research.
Cost estimate: Partner pay all travel and accommodation costs for the Danish team related to this activity. No fees to be paid to SDU.
11. To facilitate national uptake, GLA:D® courses for local clinicians from different regional areas are held in the local language by the 4-6 trainers taking the initial expanded course in English (2 people are needed for the practical part to train 10-20 local clinicians per course, in Denmark 6 people are needed to train 80 clinicians).
Cost estimate: SDU will charge a license fee of EUR 50 per certified GLA:D clinician, based on a local certification course fee of EUR 500 per clinician (In Denmark the market price for similar courses is EUR 500). In case the local certification course fee is higher than 500€, the license fee to SDU is 10% of the local course fee. Remember to allocate resources to plan, register, conduct and follow up on clinicians to your budget.