



# 'Give it a go' digital adoption campaign

## Findings and recommendations



Remember  
when you  
said you'd  
never buy  
clothes  
online?



# Foreword

**In today’s modern world, a lot of things happen online, like shopping and banking. We want to make it just as easy for people to get information and support for their health online.**

Whilst we know there is a strong appetite for online health services within our region, research conducted into the barriers to digital inclusion in Cheshire and Merseyside revealed more needed to be done to raise awareness of the range of online health services currently available and to promote the personal benefits of going digital for those who can.

Our ‘give it a go’ digital adoption campaign launched in May 2023 aimed to do just that, whilst also providing the necessary reassurance that online services are safe and secure, and that access to healthcare services in person would still be available.

This report gives you all the details about our campaign, what impact it had, and how we will use our findings to overcome the barriers to digital inclusion and empower people to play a more active role in managing their health and care.

I hope this report helps you understand the progress we’re making in our goal to deliver efficient, accessible, and patient-centred care for all and our strive to ensure that everyone in our region has a great start in life and gets the support that they need to stay healthy and live longer.

**Professor Rowan Pritchard Jones**

Executive Medical Director,  
NHS Cheshire and Merseyside



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# Introduction

**NHS Cheshire and Merseyside's vision is to ensure that everyone in our region has a great start in life and gets the support that they need to stay healthy and live longer.**

To help us achieve this vision, we need to ensure that our people have quick and convenient access to the information and support they need to manage their health and care. One way we can do this is through the provision of online health services.

For many, accessing information and services digitally has now become a normal part of everyday life, with many routinely going online to bank, buy clothes and do their daily shop due to the speed and convenience this offers.

Whilst there has been a notable shift towards online services, going digital is not for everyone. We know that there are some people who can't or do not wish to use online services and that there are others who would like to give 'digital a go' but may lack the appropriate kit or the digital skills and confidence to do so. There are also many people who are digitally active, who routinely use online services but not for managing their health and care.



[Research conducted by our Digital Inclusion Group in November 2022](#) revealed a strong desire among the digitally connected people in our region to make greater use of online health services, with online prescriptions being the most popular service currently used.

Almost all (97%) of those using online health services said it benefited them. Yet despite the significant interest and benefits, three-quarters (77%) of those surveyed said they were unaware of the full extent of health services now accessible online.

Fears about data security and lack of trust were also identified as barriers to people going online, suggesting that more needed to be done to increase awareness of the range of online health services available and to provide reassurance that these services are safe, secure and provide personal value - saving time, providing convenience, and empowering people to play a more active role in managing their health.

In response, an integrated communications campaign was launched in May 2023 to help address these knowledge gaps and improve sentiment towards online health services.

Among the digitally active, the impact of the campaign was incredibly strong with 92% stating that it had encouraged them to access online health services.

In addition, 7 in 10 (69%) of the digitally uninspired or doubtful also agreed that the campaign made them realise how quick and easy it can be to access information online suggesting that the campaign was successful in encouraging people to use NHS online services.

This report outlines the campaign approach, impact and recommendations which will be used to support future digital inclusion campaigns to encourage more people in our region to 'give digital a go' and support our NHS drive to provide efficient, accessible, and patient-centred care for all.



“In today’s digital age, many people prefer the convenience of sending requests online. Online services can really help patients and GP practices, particularly when ordering prescriptions or accessing test results.”

**GP Dan Jones**

Digital Transformation Clinical Lead,  
NHS Cheshire and Merseyside

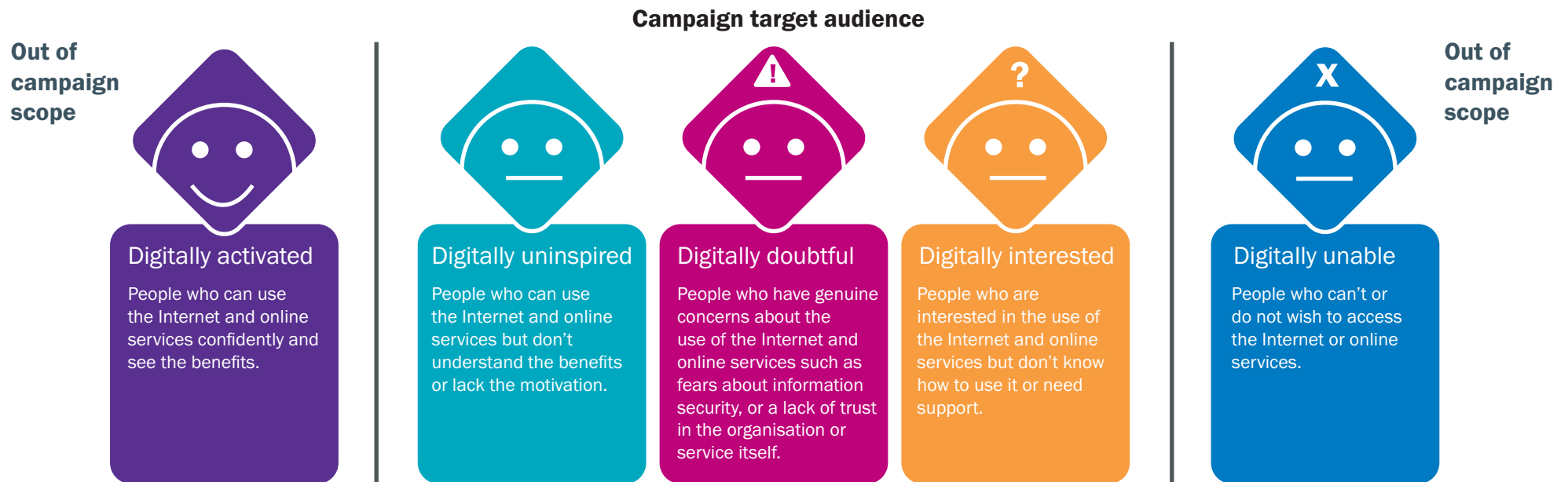
# Campaign background and approach

**A recommendation from the research conducted into the barriers to digital inclusion in November 2022 was the development of a communication campaign to better promote the personal benefits of accessing online health services.**

To support this campaign, NHS Cheshire and Merseyside - the Integrated Care Board (ICB), worked with key stakeholders from across the Cheshire and Merseyside Integrated Care System (ICS) to develop an integrated communications campaign to improve sentiment towards NHS services online and encourage people to 'give digital a go'.

The target audience for the campaign (*depicted below*) were digitally active residents in Cheshire and Merseyside who were not 'currently' using online health services.

This included all those deemed digitally interested in the use of online services but required some support; those who were digitally doubtful who lacked trust or required reassurance about concerns such as security, and the digitally uninspired, who could not see the personal benefit and therefore lacked the motivation to access services online.





To improve the sentiment towards accessing NHS health services online and encourage behaviour change, the campaign aimed to normalise the use of online health services by focusing on the personal benefits that they deliver, such as time savings and convenience. Focusing on the personal benefit, rather than specific functionality, was one of the key recommendations from the [research conducted in Cheshire and Merseyside into the barriers to digital inclusion](#).

Building on this research, the campaign provided reassurance that digital health services were not replacing personal contact

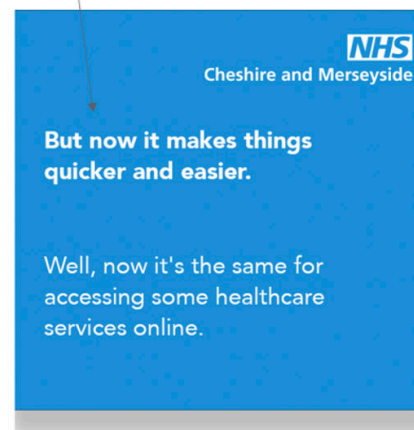
and that online services have an important role to play in helping to support NHS efficiency to enable better health and care. The campaign also provided the necessary assurance that there will continue to be non-digital alternatives for those who need them so that NHS services will remain accessible for all.

The key take home message for the campaign was: 'Accessing healthcare services online is quicker and easier and if you can, why not give it a go'?

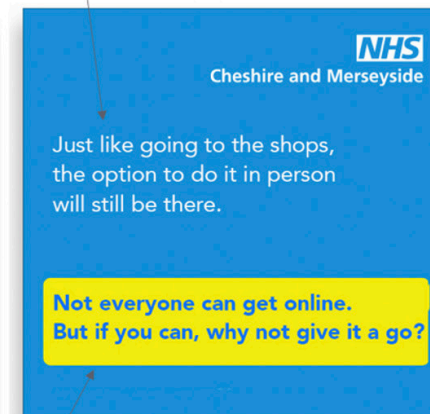
Normalise using digital channels



Focus on the benefits of digital channels



Ensure everyone knows there are still other options



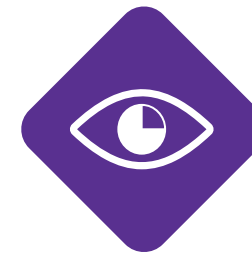
Encourage, don't tell

# Campaign strategy and coverage

The integrated communications campaign utilised a variety of channels.

This included a targeted digital campaign executed on Meta (Facebook) which signposted people to a campaign landing page of useful tips and case studies, along with digital, print and radio media coverage; digital display advertisements, as well as stories posted in organic channels including the NHS Cheshire and Merseyside website and regional GP websites.

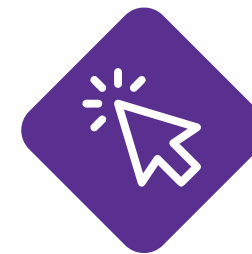
## Digital Meta (Facebook) campaign



1,900,259  
Impressions



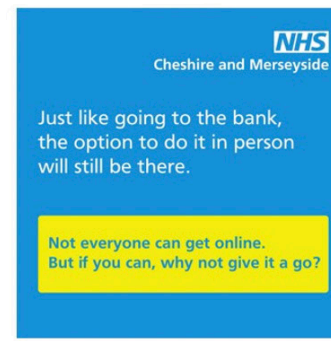
588,060  
Reach



11,249  
Clicks



423  
Reactions



**Reach** is the total number of unique people who have seen the content.

**Impressions** are the number of times the content is displayed, no matter if it was clicked or not.

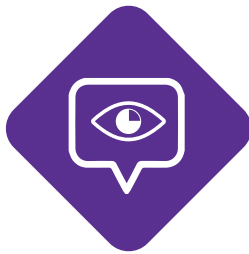
**Clicks** are a form of engagement such as visiting a website page for more information.

**Reactions** are a form of engagement with content such as a like or a comment.

## Media coverage (including digital, print and radio)



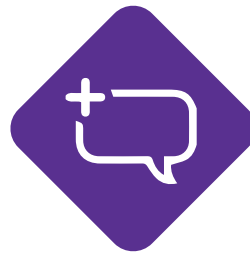
**10**  
Pieces of content



**107,000**  
Online views



**1,070,000**  
Gross audience



**21**  
Engagements

**NHS**  
Cheshire and Merseyside

**Remember when you thought you'd never buy clothes online?**

**But now it makes things quicker and easier.**  
Well, it's the same for accessing some healthcare services online. Just like going to the shops, the option to do it in person will still be there.

[www.cheshireandmerseyside.nhs.uk/give-it-a-go](http://www.cheshireandmerseyside.nhs.uk/give-it-a-go)

Not everyone can get online. But if you can, why not give it a go?

**ON THE SPOT NEWS**

HOME CRIME COMMUNITY BUSINESS SPORT CONTACT US ADVERTISE

### Cheshire and Merseyside residents urged to 'give digital a go' as part of new NHS campaign

Designer Brands **MAN TO MAN** 401-403 Lord Street SOUTHPORT 01704 537521

Community Contributor July 7, 2023 12:19 pm

NHS Cheshire and Merseyside has launched a new campaign to increase awareness of online health services after 86% of people surveyed said they wanted to start accessing services online.

**Birkenhead News**  
Mersey's local independent news website

Home Arts & Entertainment Business Community Emergency Services Environment Local Democracy

Home / All / Residents urged to 'give digital a go' as part of new NHS campaign

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**ALL EMERGENCY SERVICES**  
Residents urged to 'give digital a go' as part of new NHS campaign

NHS Cheshire and Merseyside has launched a new campaign to increase awareness of online health services after 86% of people surveyed said they wanted to start accessing services online.

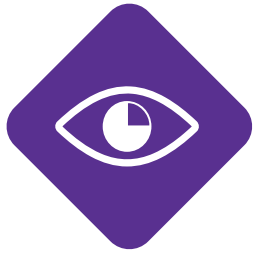
**Online views** is the total number of times content has been viewed by new and returning visitors.

**Gross audience** is the total number of individuals accessing content.

**Engagements** refers to an umbrella term for actions that reflect and measure how much your audience interacts with your content. Social media engagement can include likes, comments and shares, but the type of engagement varies by platform.



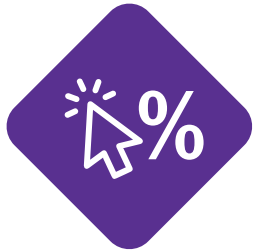
## Digital display advertising



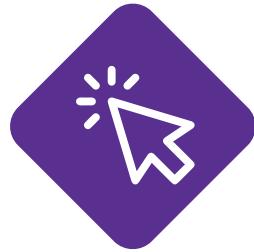
**341,200**  
Impressions



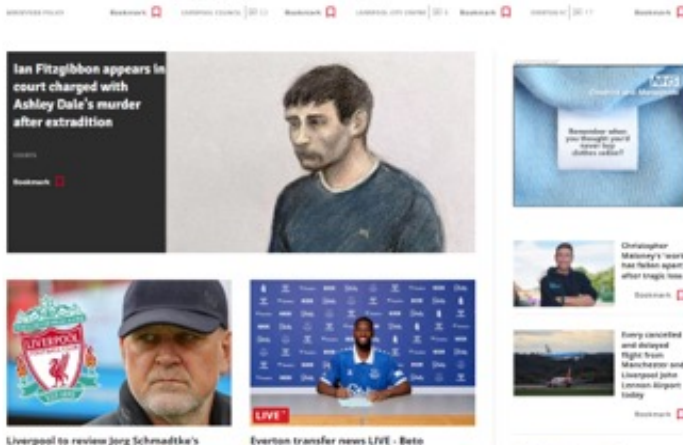
**84,010**  
Reach



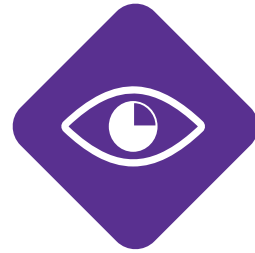
**0.22%**  
Click Through Rate (CTR)



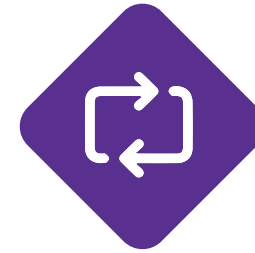
**758**  
Clicks



## Organic channels (including NHS and GP websites)



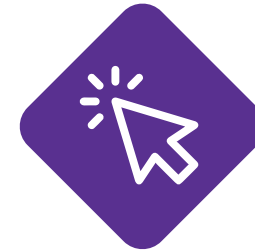
**6,471**  
Impressions



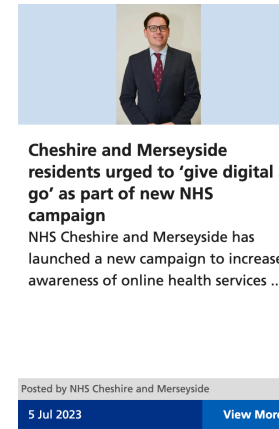
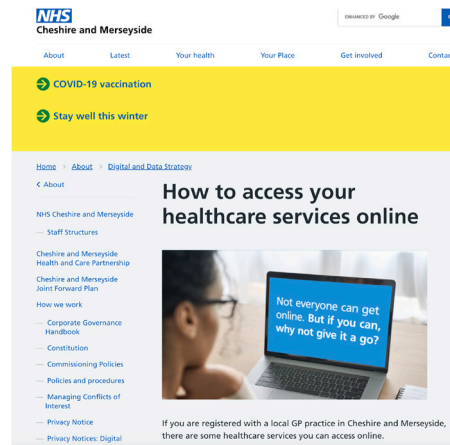
**84,010**  
Retweets/Shares/Reposts



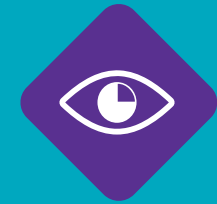
**44**  
Likes/Reactions



**758**  
Clicks



## Combined impact



**2,247,930**  
Impressions



**672,070**  
Reach



**12,054**  
Clicks

**Click Through Rate (CTR)** is a measure of how many people who view a social post, advertisement, or other piece of content, click through to read more or act.

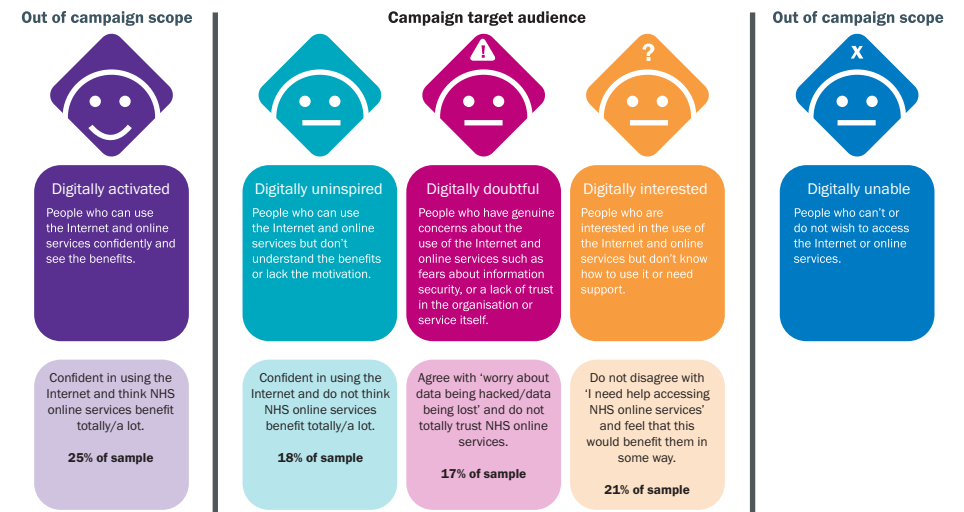
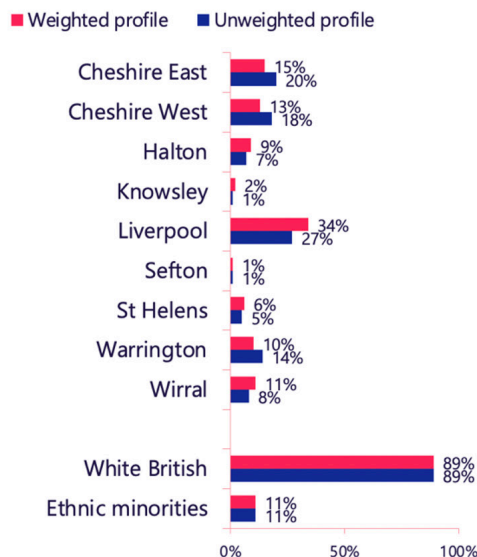
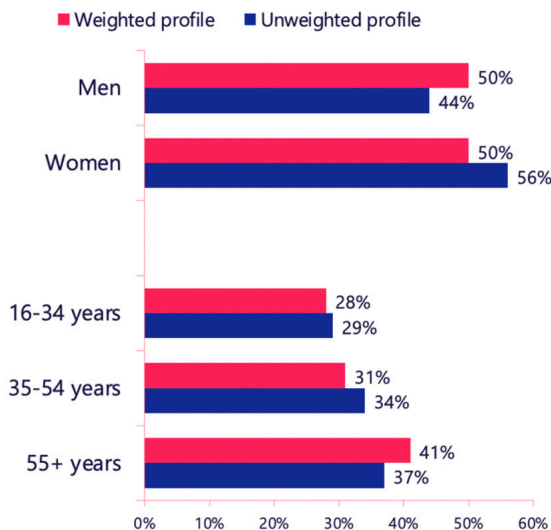
# Campaign impact and findings

To measure awareness of the campaign and its impact on sentiment towards accessing NHS services digitally, an online survey took place which was completed by 754 people from across Cheshire and Merseyside.

A profile of the survey sample is depicted below, with data weighted by age and gender to reflect the region.

The main findings from the online survey were:

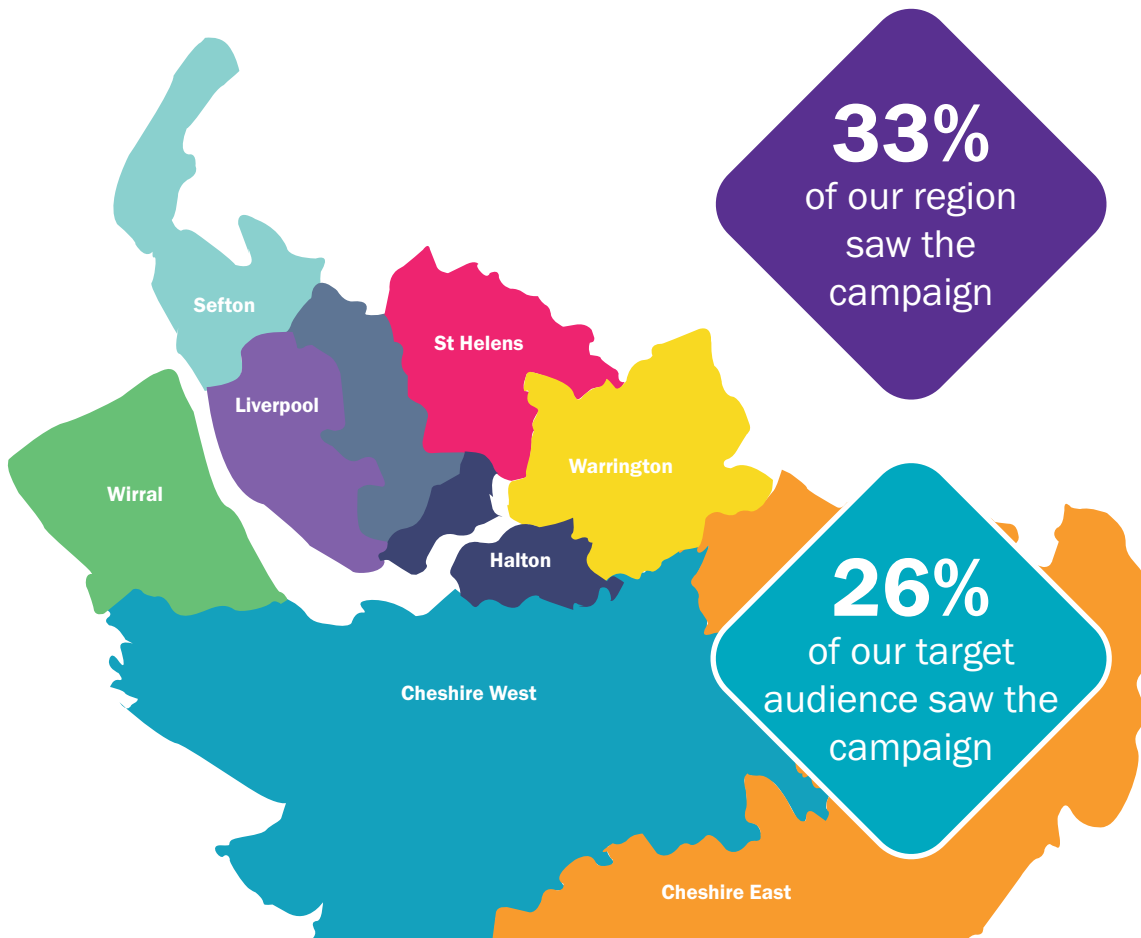
1. Awareness of the campaign was strong.
2. There is evidence that the campaign moved the dial among our key target groups.
3. The campaign's primary take away was to encourage use of NHS online services.
4. The digitally doubtful is the most negative segment towards accessing NHS online services.
5. There is evidence that sentiment towards NHS services online is improving.



# 1. Awareness of the campaign was strong.

## 33% of the Cheshire and Merseyside population saw the campaign.

This included 26% of the target audience. This means that the campaign reached over one quarter of our target audience which included those who are digitally uninspired, digitally doubtful, and digitally interested.

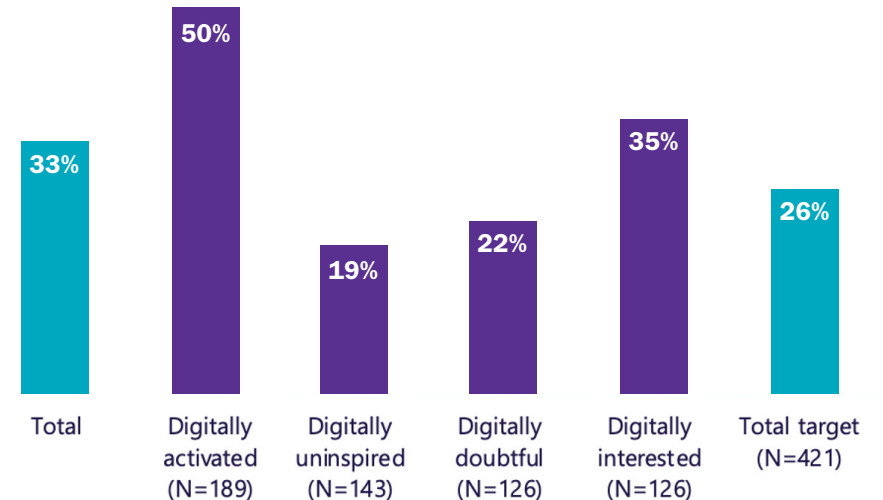


This figure was only slightly lower than the total sample due to the target audience having less engagement with NHS online services, so a lower level of awareness is to be expected.

Of the three target segments, awareness of the campaign was highest among the digitally interested.

The low awareness among the digitally uninspired suggests that it will be difficult to communicate with this segment.

Awareness of the campaign across Cheshire and Merseyside segmented by audience



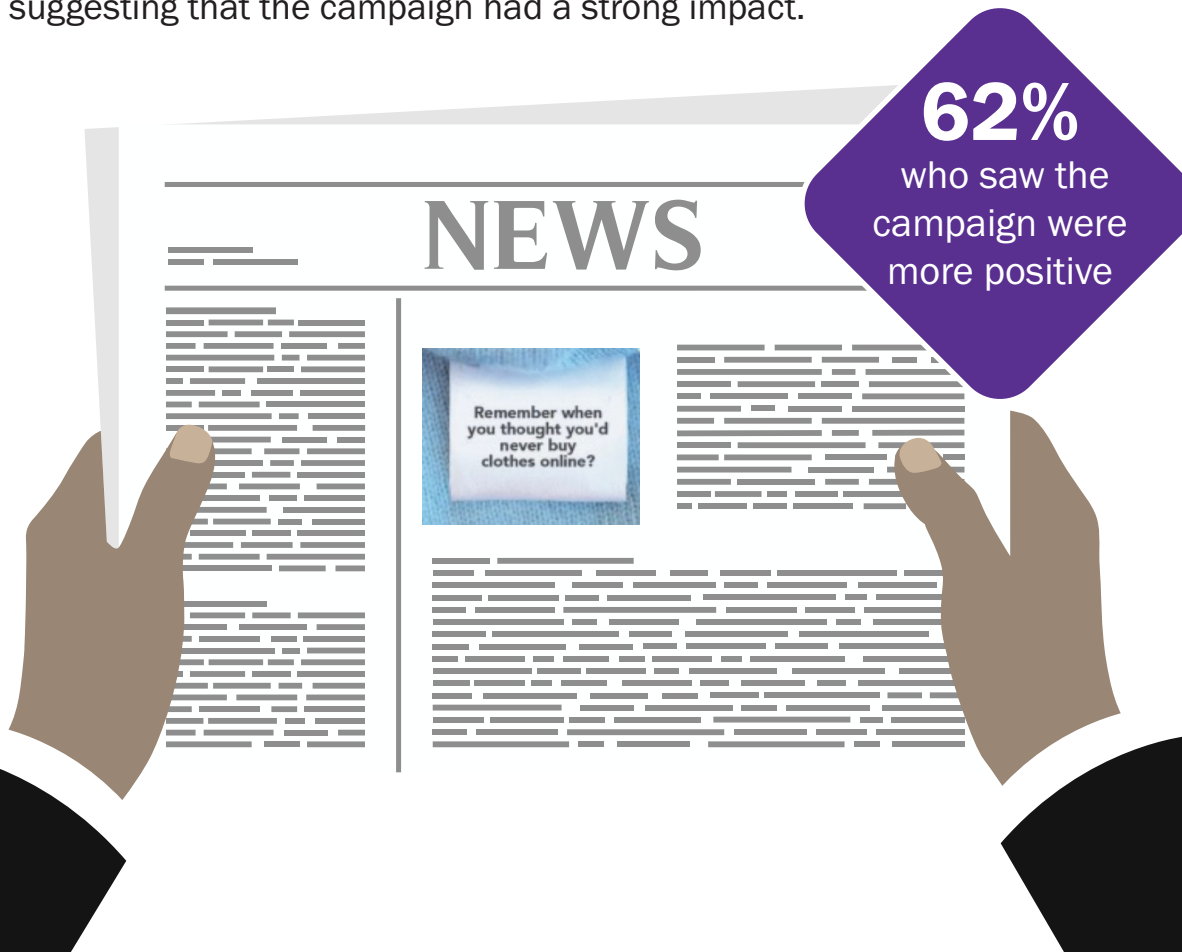
## 2. There is evidence that the campaign moved the dial among our key target groups.

### The campaign created greater positivity towards NHS online services.

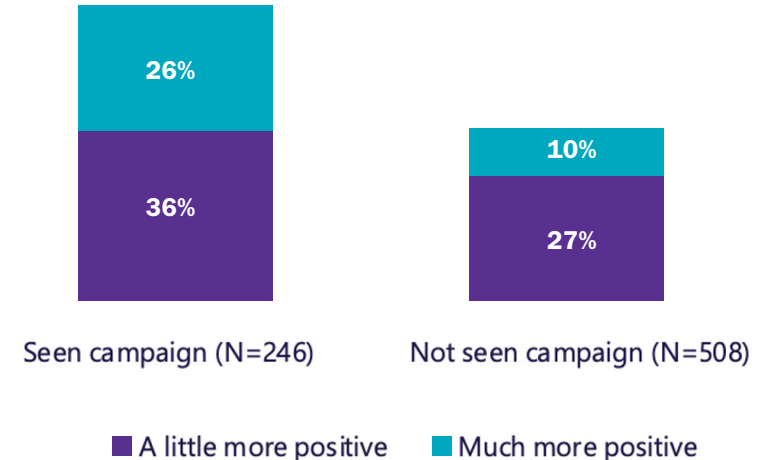
Those who saw the campaign were more likely to have become more positive towards accessing NHS online services, suggesting that the campaign had a strong impact.

62% of those who saw the campaign were more positive towards NHS online services, compared to 37% who did not see the campaign.

A quarter (26%) of those who saw the campaign are now much more positive towards accessing NHS online services compared to a tenth (10%) of those who did not see the campaign.



The change in positivity towards NHS online services for those who have and haven't seen the campaign





## The impact of the campaign is strongest among the digitally active.

The campaign has had a positive influence on NHS attitudes across all target audiences.

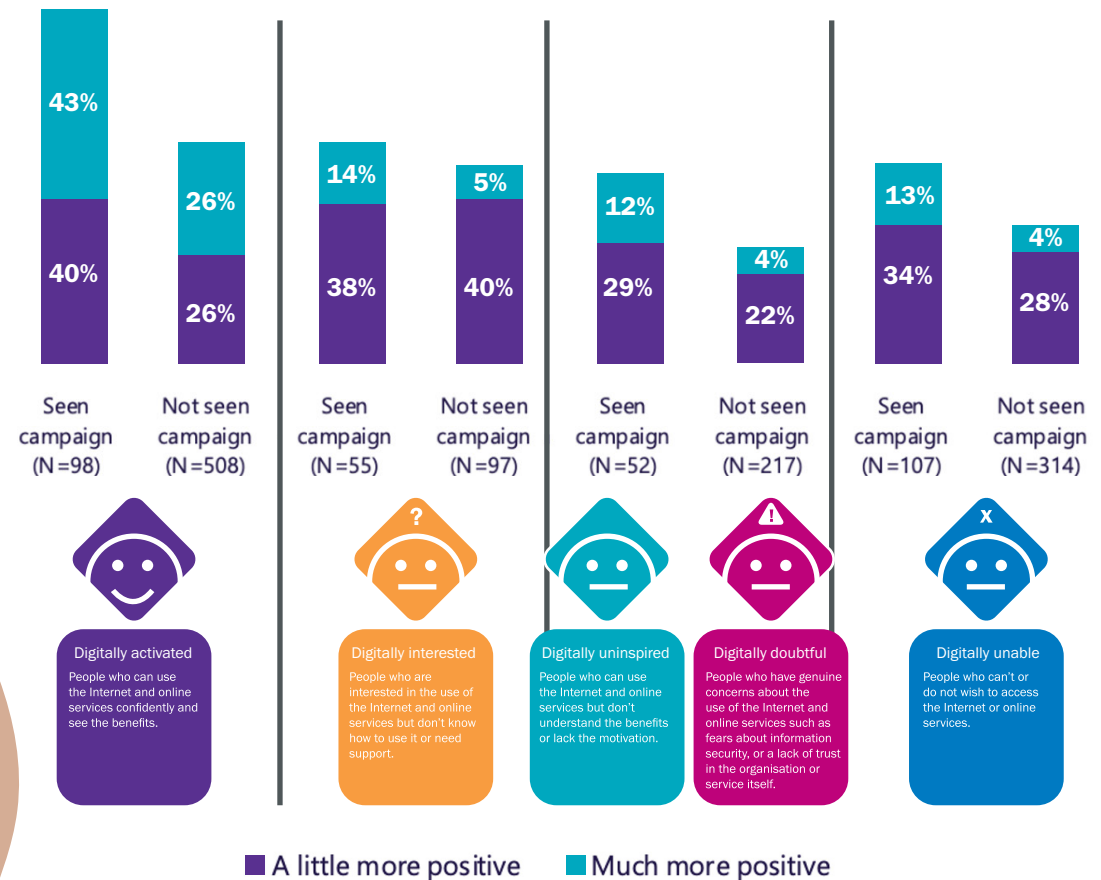
Among the digitally doubtful/uninspired\*, while positivity towards NHS online services was lower, the campaign had a strong impact on sentiment. Four in ten (41%) of these segments had become more positive towards NHS online services compared to only a quarter (26%) who had not seen the campaign.



Similarly, for the digitally interested, an increase of 7% was observed in overall positivity (45% to 52%) with an increase of 9% for those feeling much more positive (5% to 14%).

\*Combined due to low base sizes.

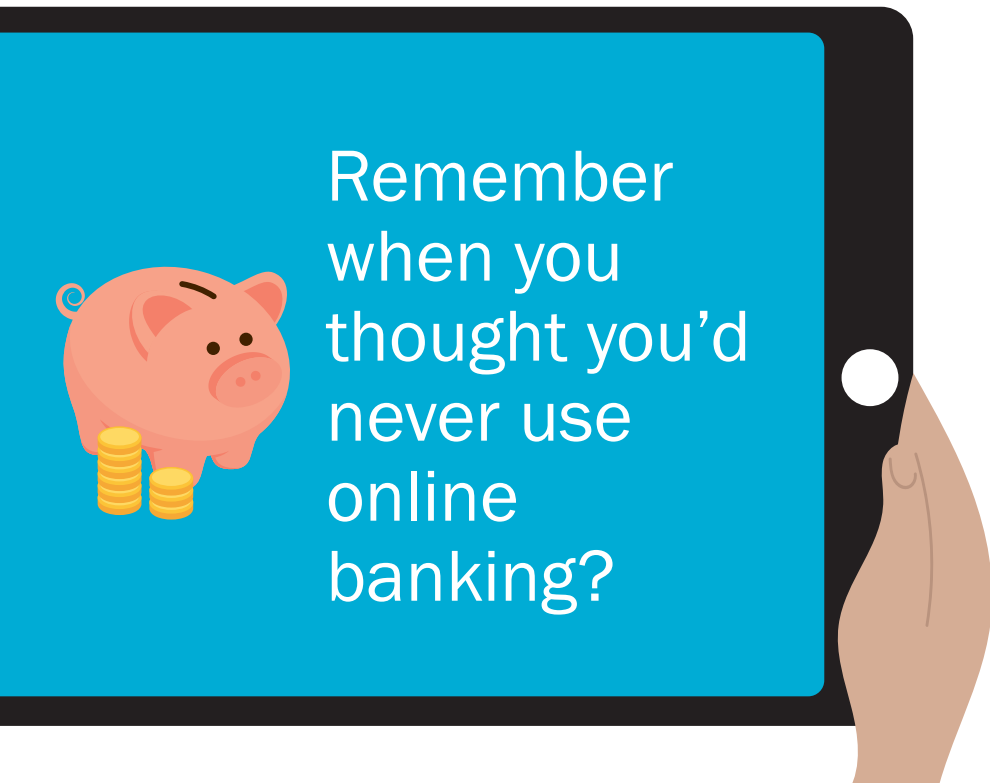
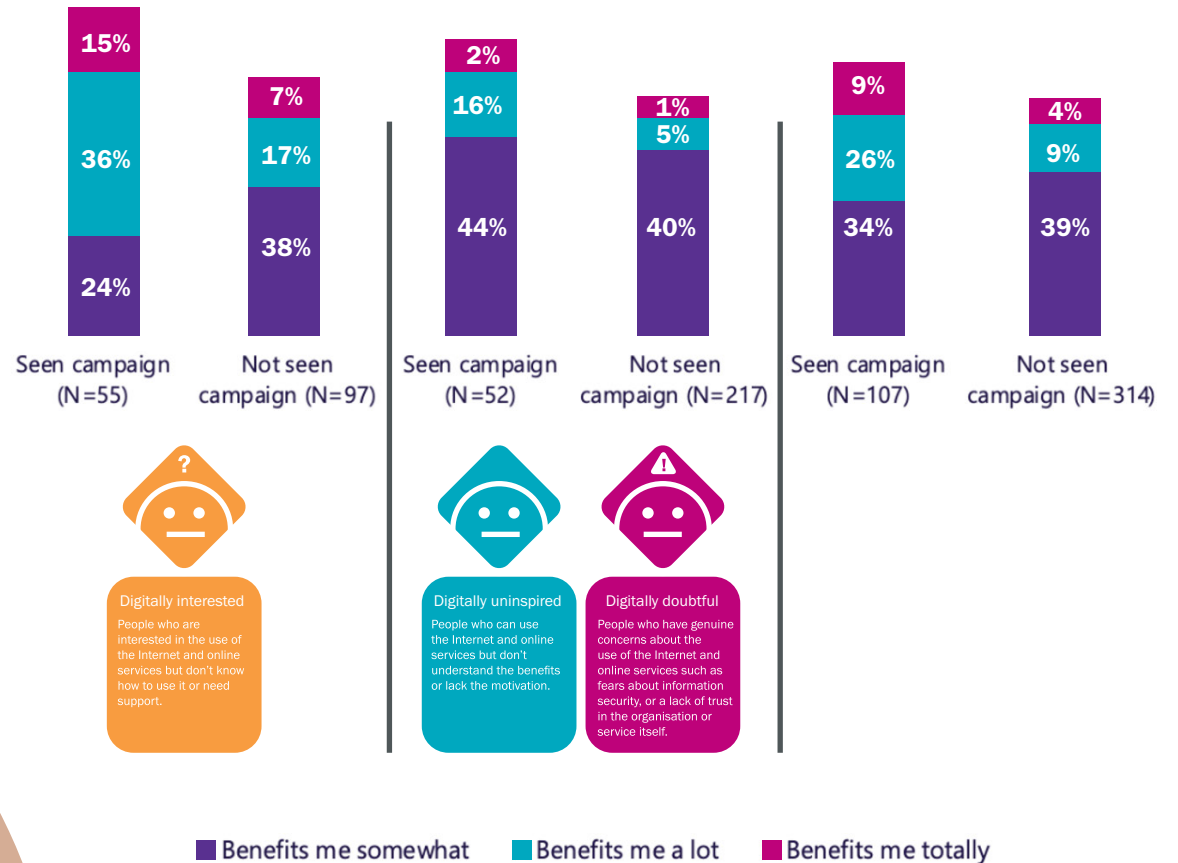
## The change in positivity towards NHS online services for those who have and haven't seen the campaign by audience group



**Those who saw the campaign had a greater appreciation of the benefits of NHS online services compared with those who didn't see the campaign.**

Taking all three target segments as a whole, those who saw the campaign were significantly more likely to think that NHS online services were of benefit. This improvement was noted in all three key target segments.

**An appreciation of the benefits of NHS online services for those who have and haven't seen the campaign by audience group**



### 3. The campaign's primary take away was to encourage use of NHS online services.

#### The campaign helped encourage people to use NHS online services.

81% agreed that the campaign encouraged them to access NHS online services, with 76% stating that the campaign encouraged them to find out more.

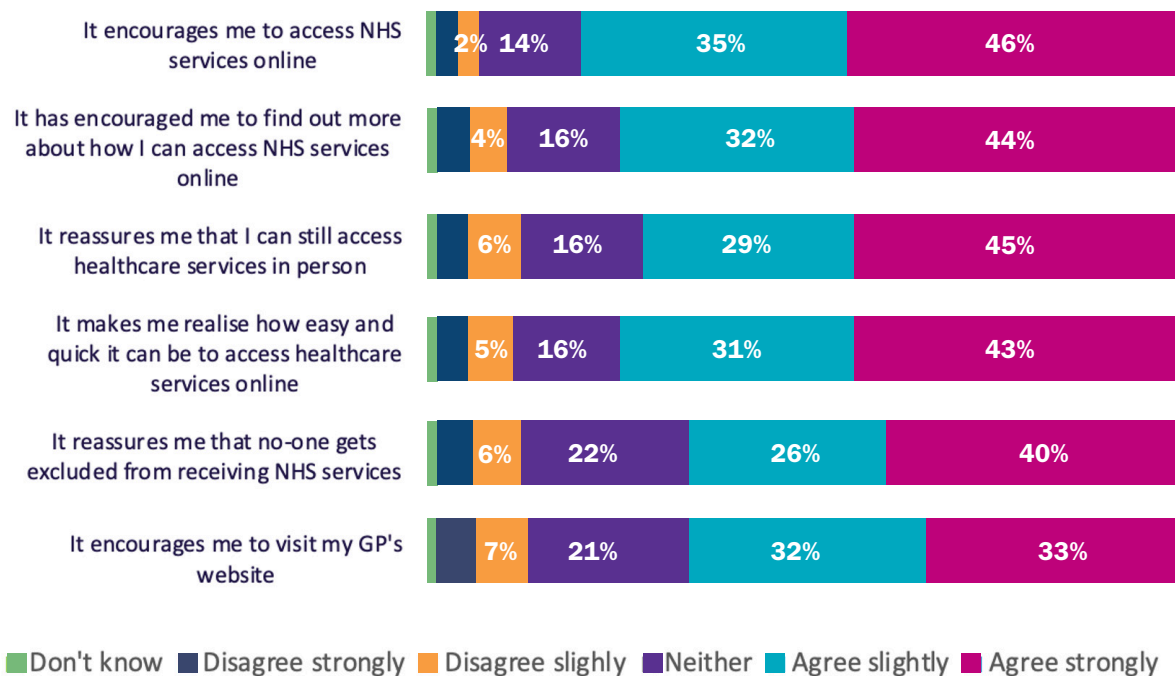
**81%** “The campaign has encouraged me to access NHS services online.”

“The campaign has encouraged me to find out more about how I can access NHS services online.” **76%**

In addition, 74% agreed that the campaign helped to make them realise how easy it can be to access healthcare services online. This is evidence that the campaign has effectively communicated the personal benefit to those who saw it.

Three quarters (74%) also agreed that the campaign helped reassure them that they can still access healthcare services in person.

#### The impact of the campaign with those who saw it



## The campaign encouraged all segments to access NHS online services.

The impact of the campaign was incredibly strong among the digitally active, with 92% stating that it had encouraged them to access NHS services online.

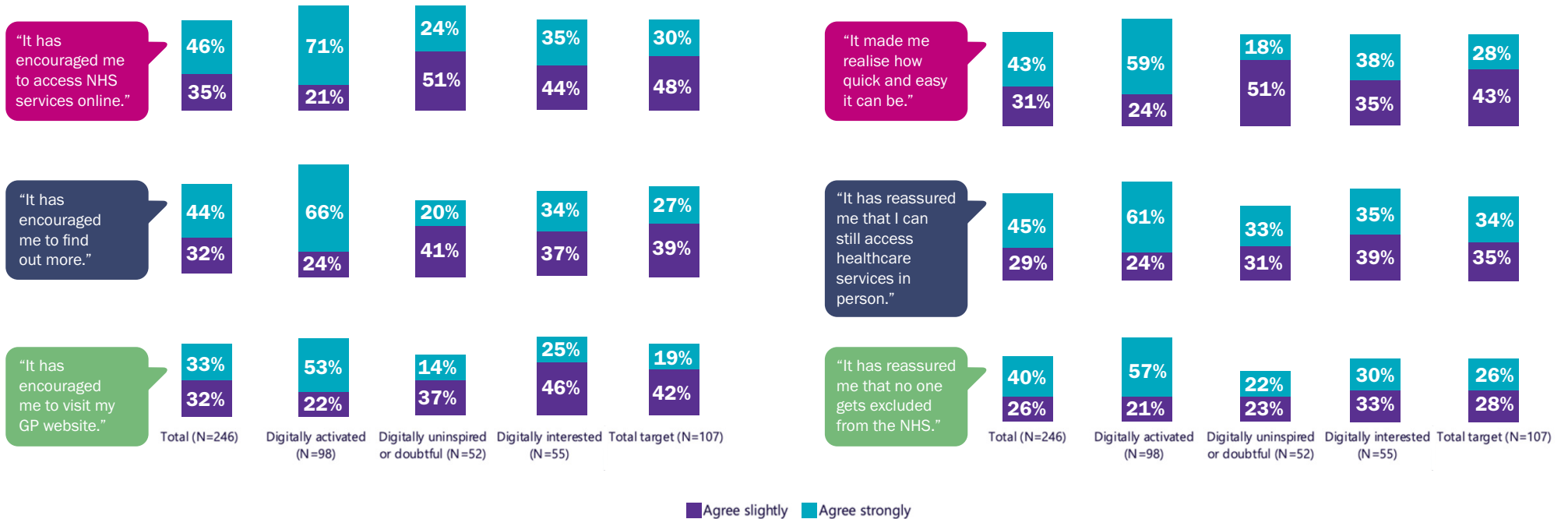
27% of the campaign target group strongly agreed that the campaign made them want to find out more, but only 19% would visit their GP website, suggesting that they may find information through other mechanisms.

## The digitally doubtful or uninspired still feel reassured by the campaign.

In addition, 7 in 10 (69%) of the digitally uninspired or doubtful agree that the campaign has made them realise how quick and easy it can be to access information online.

Over half of those who are digitally active agree with the campaign statements. Three quarters of this group feel reassured that nobody will get excluded from the NHS.

### The impact of the campaign with those who saw it by audience group



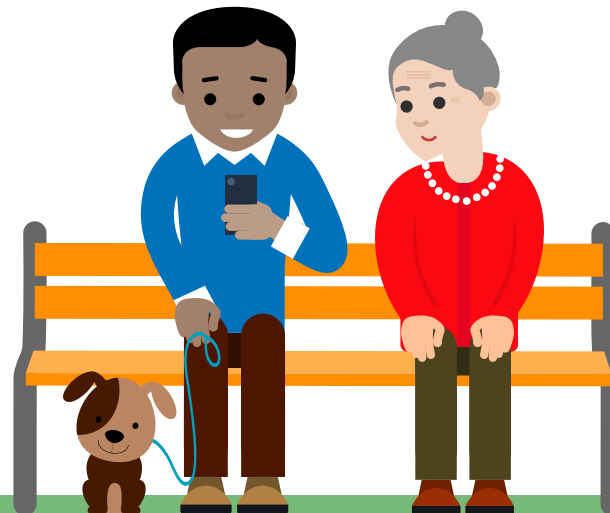
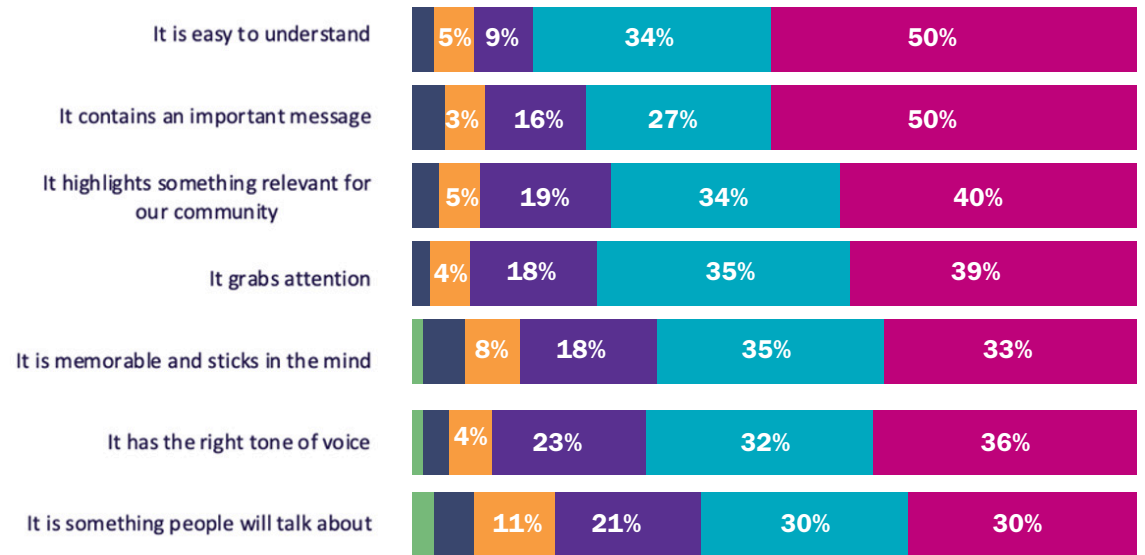


## The campaign received positive audience feedback.

Half of those who saw the campaign felt that it was easy to understand and that the campaign contained an important message.

Two thirds believed that the campaign had the right tone of voice and that the campaign was memorable, with 60% believing that it is something people will talk about.

## Audience feedback about the campaign



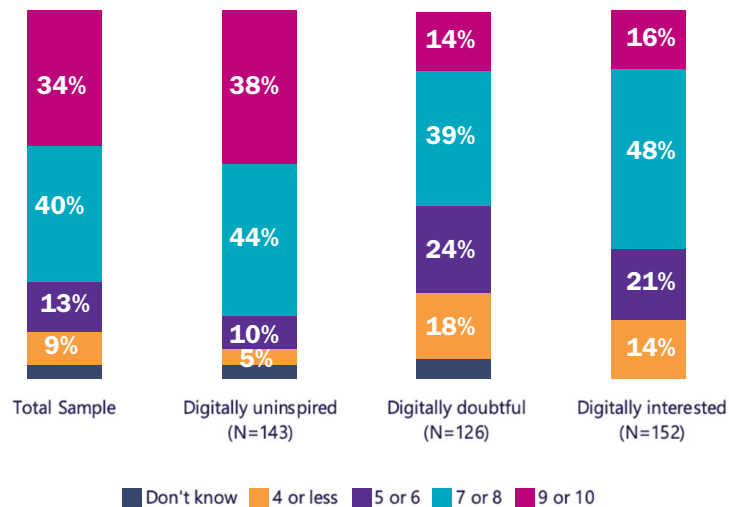
## 4. The digitally doubtful is the most negative segment towards NHS online services.

### Positivity in accessing NHS services is highest among the digitally uninspired.

The digitally uninspired target group is still extremely positive towards accessing NHS online services, despite them rating the benefits relatively low.

The digitally doubtful segment is the most negative towards NHS online services. This suggests that concerns about data security can create negativity towards the use of online services.

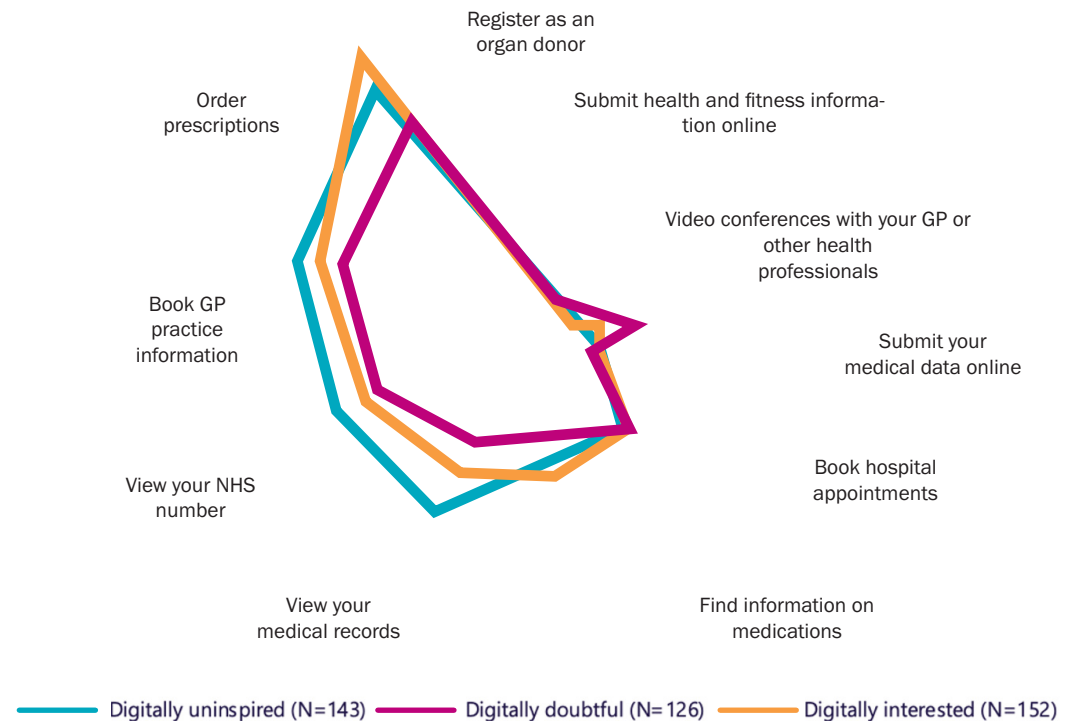
**Positivity towards NHS online services**



## Overall, the digitally uninspired are using NHS online services the most.

Of the three target audiences, the digitally doubtful are the least likely to access services online. As this segment has concerns about online security, this could suggest that this acts as a barrier to adoption.

### NHS online services currently being accessed by the target audience

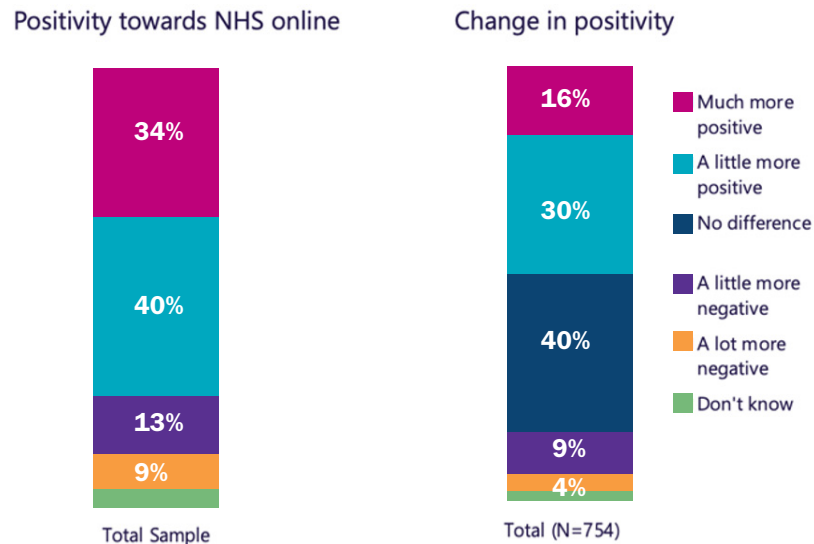


## 5. There is evidence that sentiment towards NHS online services is improving.

### People feel they are becoming more positive towards accessing NHS services online.

Positivity towards accessing NHS online services was reasonably good, with 74% responding positively. However, there remains 22% who are not positive and 4% who were not sure. Almost half (46%) felt that they were becoming more positive towards accessing NHS services online, suggesting a growing improvement in sentiment.

#### Change in positivity as a result of the campaign

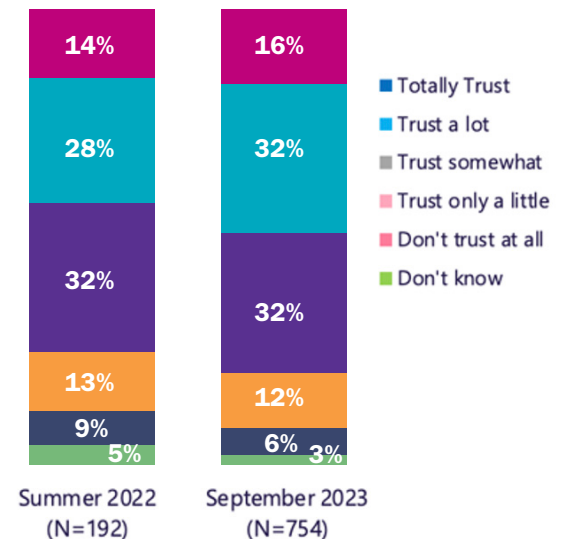


## There has been a significant increase in trust in NHS online services.

Trust in accessing NHS online services has increased significantly since 2022.

The number of people stating that they 'totally trust' and 'trust a lot' has increased by 6% since last year (42% to 48%). This is further evidence that sentiment is slowly improving.

#### Trust in NHS online services

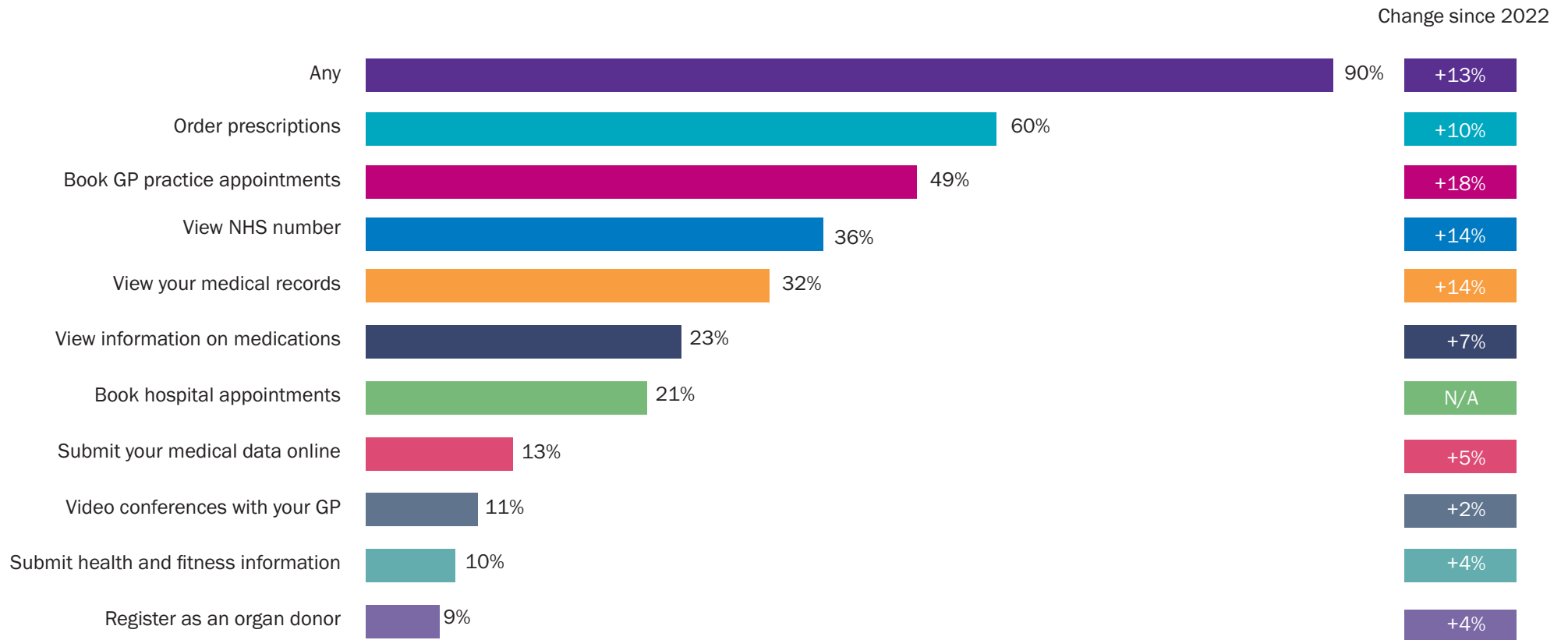


## There has been a strong increase in the use of NHS services online.

In 2023, 90% used an NHS online service representing a 13% increase since 2022. These increases have been observed across all NHS online services.

There has been a large increase in the percentage of people booking GP practice appointments online (up 18% to 49%). This suggests that the systems put in place across Cheshire and Merseyside since 2022 have had an impact.

### Use of NHS online services and the change since 2022





# Recommendations

**A review of our findings looking into the impact of our ‘give it a go’ campaign have led to the following recommendations.**

## **The digital adoption campaign should be repeated.**

For a change in behaviour to occur and become a habit, behaviour must be repeated and is not likely to happen after one experience. As such, messages reinforcing the personal benefit of accessing NHS healthcare services online need to be continually promoted on an on-going basis.

Positively, the digital adoption campaign reached a quarter of the target audience. Repeating the same messages, using different channel strategies, could help further expand the reach of this campaign.

## **Marketing segmentation should be used to appeal to the needs of specific audiences.**

The campaign messaging and choice of channels needs to be adapted based on the different groups within our target audience to be most effective in encouraging behaviour change.

For those who are digitally interested or even digitally doubtful, the most powerful method of conversion is through word-of-mouth promotion utilising digital volunteers and face to face digital inclusion services to help allay fears, promote the benefits and provide support.

Equally, for the digitally uninspired, campaign messaging must continue to communicate the personal benefit, utilising case studies and examples of how others have benefited to help build credibility and encourage others to ‘give digital a go’.

## **A specific campaign promoting online prescriptions should be created.**

Research findings identified that the most popular NHS online service currently is the repeat prescription service.

Although not relevant to all, it is the service offer that is seen to be the most beneficial.

As such, it is recommended that the promotion of this online service would be a beneficial starting point in helping people to get started in using NHS online services and encouraging the use of other digital services.

# Summary

**Our ‘give it a go’ digital adoption campaign has had a measurable impact, helping to improve positivity and interest in NHS online services with our target audiences and improving their appreciation of the benefits.**

Recognising that behaviour change requires continuous reinforcement, one of our recommendations is that the campaign should be repeated. Repeating the campaign will not only consolidate the achieved impact but will also provide an opportunity to broaden our reach.

Using different channels and key messages for the digitally interested, digitally doubtful, and digitally uninspired will also help to maximize the effectiveness of the campaign.

Word-of-mouth promotion and face-to-face digital inclusion services will be instrumental in converting the doubtful, while the uninspired may benefit from continued communication emphasising the personal benefits through case studies and examples.

The popularity of the repeat prescription service suggests that a specific campaign focusing on this service would be beneficial helping to cater to the current demand but also serve as a gateway for individuals to explore and embrace other available digital services.

By using the findings from our digital adoption campaign and embracing the recommendations, we can continue to pave the way for a digital healthcare landscape that is accessible, efficient, and patient-centred, ensuring that our community receives the support they need for a healthier and longer life.



## Find out more

You can find out more about our plans to support digital inclusion across Cheshire and Merseyside by visiting:  
[www.cheshireandmerseyside.nhs.uk](http://www.cheshireandmerseyside.nhs.uk)

