



**Invitation to Tender for Evaluation of SBRI Healthcare Programme
(2008-2013)**

**Eastern Academic Health Science Network
& Health Enterprise East**

Deadline for submissions: Noon, Friday 6th December 2013

1. SBRI Healthcare Background

The Small Business Research Initiative for Healthcare (SBRI Healthcare) is an NHS England initiative, championed by the newly formed Academic Health Science Networks (AHSNs), who aim to promote UK economic growth whilst addressing unmet health needs and enhancing the take up of known best practice.

Part of Innovation Health and Wealth, the SBRI Healthcare programme sets industry the challenge in a series of health related competitions which result in fully funded development contracts between the awarded company and the NHS. Unlike many R&D projects which offer grant or match funding, SBRI contracts are 100 per cent funded and the company retains the IP.

SBRI health related programmes have been running since 2008 and prior to the establishment of NHS England programmes were run the Department of Health and Strategic Health Authorities with the support of the Technology Strategy Board (TSB).

The programme is now directed by the Eastern Academic Health Science Network (EAHSN) on behalf of NHS England and the other regional AHSNs. Health Enterprise East is the management partner and supports the EAHSN to handle the applications, assessments and delivery against contracts.

As part of on-going efforts to measure the outcomes and effectiveness of the programme we are now looking to commission a review of the success and return on investment to date of the health related SBRI competitions run over a four year period.

This will build on work commissioned by the TSB in 2010 will looked at the effectiveness of the SBRI schemes across government and included some specific examples from health (Research report: Buying Power? June 2010 www.nesta.org.uk/publications/assets/features/buying_power).

2. SBRI Healthcare Competition Process

The competition process broadly has four stages:

1. **Stage One:** the NHS identifies a series operational or policy challenge and outlines the problem in the form of a competition to business;
2. **Stage Two:** involves an open competition where those companies with promising solutions are awarded contracts to test the feasibility of their solutions (phase one funding);
3. **Stage Three:** those companies that successfully pass the feasibility test can apply for further contracts to develop a working prototype (phase 2 funding);
4. **Stage Four:** the NHS or other healthcare provider either procures the resultant technology or it enters the open market – or both.

Companies are supported during their phase one project with support from a health economist, provided through central programme funding, and from the SBRI project team to engage with NHS clinicians for insight into the market for their device or technology. Further details of the programme are available from the SBRI Healthcare website – www.sbrihealthcare.co.uk.

Competitions to date

To date we have run eleven competitions in total with over 700 applications received across a variety of topics including patient safety, managing long terms conditions, dementia, medicines management and improving patient experience at end of life. A total of 65 phase one contracts and 27 phase 2 contracts have been awarded to date with total funding of over £15m allocated.

A few of the companies have reached the market however many are still in the development stage and range from technical feasibility (phase ones) through to clinical trial or pre-market stage.

3. Purpose/objective of Evaluating the SBRI Healthcare Programme

With the expansion of the national programme there is a need to evidence to stakeholders outcomes achieved to date, potential future benefits of technologies coming through the programme and value for money in order to support continuing investment.

Evaluation of the programme will be used to:

- assess the value delivered by the programme to companies who have received awards under SBRI
- establish the appropriate metrics for measuring the success of the programme in this year and future years
- assess the impact of the programme to date in terms of wealth creation (metrics to be agreed)
- identify any barriers that have limited/restricted the impact of the programme
- promote the success of the programme to stakeholders including government, the media, AHSNS and clinicians within the NHS more widely
- encourage other companies to apply for future SBRI competitions
- make recommendations to the SBRI Management Board about how the programme should be developed to ensure successful outcomes

4. Methodical Preference

A qualitative and quantitative evaluation to highlight the outcomes to date and potential future return on investment from the SBRI Healthcare competitions run to date. We would also like to identify and explore any barriers that may have restricted the impact of the programme.

HEE can provide contact details for a cross section of the companies who have received awards from SBRI health related competitions, which currently numbers 65 in total. In addition to a survey/questionnaire to be conducted (method of delivery to be agreed) to all 65 companies, we would like to have more in-depth qualitative responses through interviews with at least six of the successful companies.

We would also like to have some qualitative interviews with key members of the SBRI project team and Management Board to gain insight into what has worked well so far in terms of the process of running the competitions, and areas for improvement.

HEE will also provide some quantitative data from in-house records for inclusion in the final report, to be combined with the other data, to provide an overview of the impact made by the SBRI programme with HEE support and the barriers they have come up against in doing so. This data will be drawn from other surveys or evaluations previously carried out, case studies, existing health economics data and other activity records.

We are open to suggested approaches for how the evaluation should be conducted to achieve optimum results.

We are looking for a team:

- with solid experience of evaluation research using qualitative and quantitative methods
- with expertise in evaluating innovation programmes
- offer value for money in achieving the objectives
- can demonstrate ability to deliver to time and budget on past projects
- ideally, bringing experience of working with innovative SMEs

5. Reporting expectations

We will require updates of progress at regular intervals, and would like to be able to review findings mid-way through the evaluation.

A final report including tables and charts as appropriate to visually highlight key findings is required. Format should support content being incorporated into powerpoint presentations etc as required. Provision of a hard copy and master copy in electronic format.

Main audiences for the final evaluation report will be:

- Senior members of the government, including political leaders at the treasury and DH
- NHS England
- NHS clinicians/commissioners within the system
- Companies applying for funding under the scheme (past, present or future)
- SBRI Management Board
- TSB in their oversight of the programme

The SBRI Healthcare programme will own the copyright in all materials produced.

6. Timelines and Budget Expectations

The evaluation should be completed and final documentation delivered by the end of February 2014. An interim report with some initial headlines would be helpful to have by the 24th of January in time for the next SBRI Management Board meeting.

We envisage that the budget will be in the region of £50k including all expenses and travel costs (exclusive of VAT). As this programme is funded by the public purse, we will seek to obtain maximum value for money from the evaluation.

Payments will be released in stages alongside agreed milestones, providing those have been met. For the purposes of this invitation to tender, Health Enterprise East will act as the contracting party on behalf of the Eastern Academic Health Science Network.

7. Further information and deadline for quotes

For further information on this brief please contact Dr Anne Blackwood, Chief Executive of Health Enterprise East, on Tel: 01223 597813 or email: anne.blackwood@hee.co.uk. Please supply a copy of your quote to Dr Anne Blackwood at the email address above by noon on Friday 6th December 2013.