



SBRI Healthcare Programme

An NHS England funded initiative delivered by
the Eastern Academic Health Science
Network

www.sbrihealthcare.co.uk



Agenda

11th November, London

- 12.30** Lunch & networking
- 13.15** Welcome from Chair – Christopher Parker
- 13.30** Overview of the SBRI Healthcare Programme – Karen Livingstone, National Director, SBRI Healthcare
- 13.50** The application & assessment process – Nick Offer, SBRI Healthcare Project Manager, Health Enterprise East
- 14.10** Clinical Presentations
- Imaging – Parashkev Nachev, Senior Clinical Research Associate at the Institute of Neurology
 - Brain Injury - Prof Peter Jarritt, Deputy Director, NIHR Brain Injury Healthcare Technology Co-operative
 - Child and Adolescent Mental Health Services - Natasha Swinscoe, Director of Development, West of England AHSN
- 14.55** Q&A session (All speakers)
- 15.30** Session close



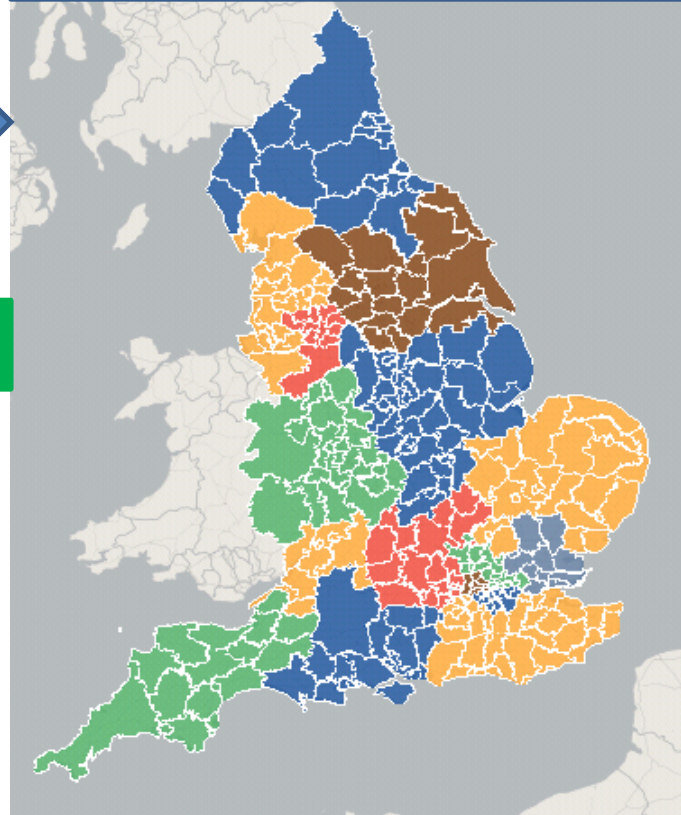
The NHS Innovation Agenda



Created
AHSNs

Lead SBRI

15 Academic Health Science
Networks



We will double our investment in the Small Business Research Initiative to develop innovative solutions to healthcare challenges, encourage greater competition in procurement of services, and drive growth in the UK SME sector



SBRI is a pan-government, structured process enabling the Public Sector to engage with innovative suppliers:

- ✓ Helping the Public Sector address challenges
 - Using innovation to achieve a step change
- ✓ Accelerating technology commercialisation
 - Providing a route to market
- ✓ Support and the development of Innovative companies
 - Providing a lead customer/R&D partner
 - Providing funding and credibility for fund raising



SBRI Key features

- ✓ 100% funded R&D
- ✓ Operate under procurement rules rather than state aid rules
- ✓ UK implementation of EU Pre-Commercial Procurement
- ✓ Deliverable based rather than hours worked or costs incurred
- Contract with Prime Supplier
 - ✓ Who may choose to sub contract but remains accountable
- IP rests with Supplier
 - ✓ Certain usage rights with Public Sector – Companies encouraged to exploit IP
- Light touch Reporting & payments quarterly & up front



Things to Note

- Any size of business is eligible
- Other organisations are eligible as long as the route to market is demonstrated
- All contract values quoted **INCLUDE** VAT
- Applications assessed on Fair Market Value
- Contract terms are non-negotiable
- Single applicant (partners shown as sub contractors)
- Applicants must fully complete the application form



Eligible costs (all to include VAT)

- Labour costs broken down by individual
- Material Costs (inc consumables specific to the project)
- Capital Equipment Costs
- Sub-contract costs
- Travel and subsistence
- Other costs specifically attributed to the project
- Indirect Costs:
 - General office and basic laboratory consumables
 - Library services/learning resources
 - Typing/secretarial
 - Finance, personnel, public relations and departmental services
 - Central and distributed computing
 - Cost of capital employed
 - Overheads





www.innovateuk.org/sbri

website contains details of all SBRI competitions



SBRI Process

AHSN led - typically undertaken by clinicians – service driven

AHSN led - Workshops with industry to support understanding

PHASE 1: Typically 6 months – max of £100k

PHASE 2: Typically 18 months – milestones agreed & monitored

PHASE 3: Typically 12 months – milestones agreed & monitored

Problem Identification

Open call to Industry

Assessment

Feasibility Testing

Prototype development
Pathway testing &
Proof of Value

Assessment

Due diligence & contracts

Open Procurement



New Competition Autumn 2014

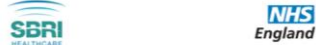


Brain injury healthcare – impacting the care pathway from prevention to rehabilitation

SBRI Healthcare NHS England competition for development contracts
October 2014



Brain Injury



Innovation in Child & Adolescent Mental Health Services

SBRI Healthcare NHS England competition for development contracts
October 2014

Child & Adolescent Mental Health



Improving efficiency and creating a better patient experience of outpatient services through better remote management of health and well being

SBRI Healthcare NHS England competition for development contracts
October 2014



Outpatients

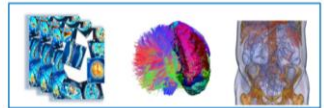


Improving the Care of the Diabetic Foot Ulcer – Better prevention, diagnosis, treatment

SBRI Healthcare NHS England competition for development contracts
October 2014



Diabetes



Medical Imaging – viewing, managing and analysing the wealth of data

SBRI Healthcare NHS England competition for development contracts
September 2014

Imaging

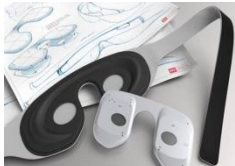


Competition launch: 20th October 2014

Closing Date: Noon 9th December 2014

Industry workshops: 11th November, London & 13th November, Leeds

Contracts awarded: March 2015



Case Study: Polyphotonix

SME PolyPhotonix has worked with the Liverpool University Hospitals Ophthalmology team to create a light therapy sleep mask which is CE certified for the treatment of diabetic retinopathy (DR).

- The Noctura 400 is based on Organic Light Emitting Diode (OLED) technology which offers a patient centric, non invasive home based monitoring treatment for patients with DR and age-related macular degeneration (AMD).
- The company are currently engaged in a multi-centre Phase III trial of the technology at Moorfields Hospital, London.
- The company have increased 5 fold, have all their manufacturing in the UK and are based at the National Printable Electronics Centre in Sedgefield.



Case Study: Fuel 3D Technologies

Oxford University Spin out Company, Fuel 3D Technologies, has devised a low cost 3D imaging technology, allowing any wound, scar or tissue blemish to be scanned, measured and mapped over time to inform medical processes like never before .

- The Eykona Wound Measurement System is the original scanning platform developed by Fuel3D. It generates 3D images of wounds to allow objective measurement for accurate wound assessment
- The scanning technology which was launched in the UK in December 2011, is already being used in 25 NHS hospitals as well as in universities and research projects in the UK, Europe and Australia
- The aim of the SBRI Phase 3 contract is to develop the Eykona system into a general medical scanning device able to benefit more patients in more specialties



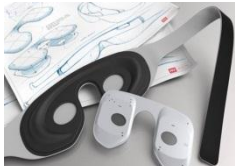
Case Study: Veraz

The Green Badge System (GBS) created by Veraz Ltd uses patented touch monitoring technology to improve hand hygiene compliance.

- The GBS works by monitoring instances of physical contact between healthcare workers and patients/beds/equipment, and the number and quality of hand washes performed by healthcare workers.
- The system provides visual feedback informing individuals and their colleagues of their compliance to hand hygiene protocols, whilst reassuring patients.
- Preventable Healthcare Associated Infections (HCAI) cause patients undue pain and suffering, in severe cases leading to death and disability, and are estimated to cost NHS approximately £4.5 billion per year.
- Veraz are currently engaged in the commercialisation of the product and are planning further trials in major NHS hospitals from mid to late 2014, with a market launch planned for early 2015.



The GBS offers significant benefits and savings to patients and the NHS because it has been proven to increase compliance to hand hygiene protocols by 300% during a successful trial in a working London hospital.



Case Study: Edixomed

Edinburgh based Edixomed have developed a Nitric Oxide dressing for diabetic patients with chronic leg ulcers to enable rapid healing



- The system delivers nitric oxide directly to specific skin tissue in order to help increase blood flow and stimulate wound healing.
- The SBRI funding has meant that we have been able to move from a non-investible company to one that could be invested in. Edixomed has partnered with a wound dressing company in order to bring the product to market in the UK and the dressing is now in clinical trials at Kings College Hospital, London and at Ninewells Hospital in Dundee.
- Chairman, Mr Wood says the company hope to bring the product to market later this year.



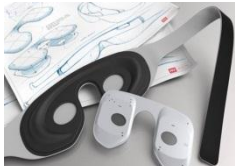
Case Study: Aseptika

Huntingdon based start up Aseptika Ltd has devised a home-based rapid quantitative test to predict exacerbation of lung infections in patients with long-term respiratory disease



- The company has successfully demonstrated the feasibility of quantifying the levels of key biomarkers in sputum donated by cystic fibrosis (CF) patients as a way of predicting the onset of chest infections known clinically as exacerbations.
- The company is now in the process of scaling up trials to make it possible for patients with a range of respiratory conditions including CF and chronic obstructive pulmonary disease (COPD) to self-monitor at home and reduce the frequency of unscheduled admissions to hospital.

Evidence indicates that for every day of 'advanced warning' and every day an effective antimicrobial is administered, time in the clinic is reduced by 0.5 day.



Outcomes achieved to date

	Competition	Launch Date	No. of entries received	Contracts Awarded		Competition Value
				Phase 1	Phase 2	
1	Pathogen detection (DH)	Oct-08	15	7	2	£2m
2	Hand Hygiene (DH)	Oct-08	38	6	4	£3.1m
3	Managing Long Term Conditions	Apr-09	89	5	2	£1.2 m
3	Patient Safety	Apr-09	46	5	2	£1.25 m
4	Keeping Children Active	Apr-09	42	1	0	£0.1 m
5	Dementia	Jun-10	28	7	3	£1.2m
6	Hospital Admissions	Jun-10	69	5	2	£0.4m
7	Long Term Conditions	Feb-11	73	8	5	£2.2 m
8	Medicines Management (DH)	Apr-12	49	5	4	£2m
9	Behaviour changes (DH)	Apr-12	108	8	2	£2m
10	End of Life	Jan-13	97	5	3	£2.5m
11	Mental Health	Jan-13	80	4	2	£2.5m
12	Cancer	Sep-13	22	4	TBC	Approx. £16m across 7 categories. Phase 1 Awards £2.8m
13	Patient Safety	Sep-13	55	5	TBC	
14	COPD	Sep-13	31	5	TBC	
15	Diabetes	Sep-13	48	6	TBC	
16	Research & Diagnostic tools	Sep-13	44	6	TBC	
17	Mental Health	Sep-13	56	4	TBC	
18	Cardiovascular	Sep-13	27	5	TBC	
19	Renal (DH)	Oct-13	41	14	TBC	Approx. £3.6m
20	Genomic (DH)	Dec-13	35	TBC	TBC	Approx. £10m
21	Phase three offer	Dec-13	10	8	TBC	Approx. £5m
22	Child & Maternal Health	May-14	12	4	TBC	Conditional offers. Phase 1 Awards £2.5m
23	Integrated Care	May-14	37	4	TBC	
24	Medicines Adherence	May-14	59	7	TBC	
25	Musculoskeletal	May-14	42	5	TBC	
26	Tele health/care - Learning Disabilities	May-14	31	6	TBC	
27	Brain Injury	Oct-14	TBC	TBC	TBC	TBC
28	CAMHS	Oct-14	TBC	TBC	TBC	
29	Diabetic Foot Ulcer	Oct-14	TBC	TBC	TBC	
30	Imaging	Oct-14	TBC	TBC	TBC	
31	Outpatient Services	Oct-14	TBC	TBC	TBC	
	TOTALS TO DATE		1284	149	31	£26m contracted



AHSN/SBRI companies

Scotland & N Ireland
Radisens, Edixomed,
TwistDX

**Grter Manchester
& NW Coast**
- Sky Med, TrusTECH

**North East &
North Cumbria**
Polyphotonix Ltd

Yorks & Humber
Halliday James Ltd

East Midlands
Monica Healthcare Ltd

West Midlands
SensST Systems, Just
Checking Ltd

West of England
SentiProfiling

Wessex
CreoMedical, Morgan
Automation

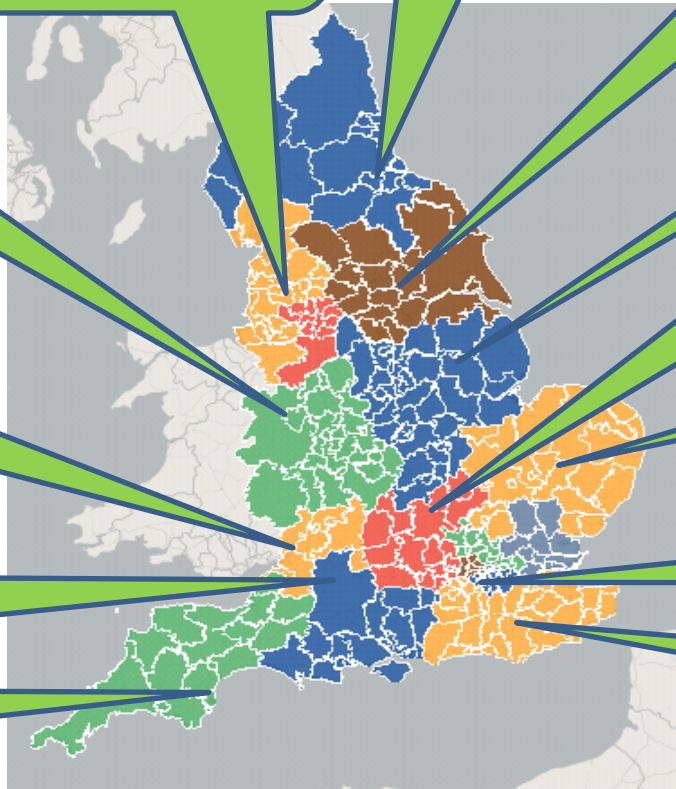
SW. Peninsula
Frazer Nash

Oxford -
Eykona, Oxford Biosignals,
Message Dynamics

Eastern -
Aseptika,
Bespak,

**S.London, Imperial,
UCLP**
ABMS, Pintrack,
Therakind, UMotiff

**Kent, Surrey &
Sussex**
Anaxsys, InMezzo





SBRI Healthcare Innovation Expo

QEI Conference Centre, London

10th December 2014

Keynote Speakers include Ian Dodge, National Director of Commissioning Strategy NHS England; Ian Gray, Chief Executive Innovate UK; & Tony Young, National Clinical Director for Innovation NHS England

Register at www.sbrihealthcare.co.uk/spark-2014



The application process

Nick Offer

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Application Process

www.sbrihealthcare.co.uk



bringing new technologies to the NHS

[Log in](#)

Log in to the SBRI Healthcare portal to review and track your application

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Mental Health – A Focus on Health Technology

[Enter this competition]

Welcome to SBRI Healthcare

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 Healthcare can 100% own and fund and even retain the IP.

Competition Overview

£5m funding will be awarded in a new round of SBRI Healthcare competitions. Apply Now

[\[Learn more\]](#)

[Patient Safety & Patient Monitoring](#)



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Your proposal

Proposal title:

Application Summary

General Information

Please provide the following information to register your interest in this competition. A secure workspace will then be set up which will allow you to complete your application. Note that you will be able to edit this information up to the point of final submission. If you do not have the answers at this time you may complete this submission form and then access it later with the contact information.

Contract Duration

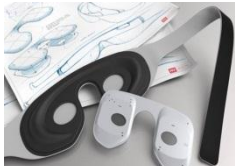
(months)

Total contract cost

(£) inclusive of VAT

What is the best way to describe your innovation?

[— Please Select —](#)



Application Process

Welcome to SBRI Healthcare portal. From here you can track your application or, if you are an assessor, access your assessments.

Applicants

My Applications

Phase 1 Apply Now

Assessors

My Reviews

Don't forget...

The SBRI has competitions starting all the time, plus news and more.

[Go there now^u]



Application Process

Get notified when something happens

Overview

Tasks (0)

Documents

Team

Process

Scorecard

Log

Settings

Application Summary

Edit

General Information

Contract Duration

6

Total contract cost

100,000

What is the best way to describe your innovation?

Existing technology with new modifications

Title and abstract for publication

Your tasks as gatekeeper are solved

Gatekeeper (0 of 0)

Team (1 of 2)

View all tasks

Feed



Application Process

[Overview](#) [Tasks \(3\)](#) [Documents](#) [Team](#) [Process](#) [Scorecard](#) [Log](#) [Settings](#)

Show tasks for Current stage ▼ [Create a new task](#)

Gatekeeper tasks

No tasks

Lead Applicant tasks


No tasks

Team tasks

	Assigned to	Deadline	Status
 Download Guidance Documents	Nick Offer	-	Not solved
 Complete Company Details	Nick Offer	-	Not solved
 Complete SBRI Application	Nick Offer	-	Solved (16/05/2014)
 Declaration	Nick Offer	-	Not solved



Application Process



Nick Offer
16/05/2014

✓ Owner

(1 member)

✓ Following

(0 followers)

👍

👎

(0 up, 0 down)

Help out, get access to documents and tasks

Get notified when something happens

Show your appreciation

Feedback

Overview

Tasks (3)

Documents

Team

Process

Scorecard

Log

Settings

This document belongs to the task

 **Complete SBRI Application** Nick Offer - Solved (16/05/2014) ▶

SBRI Application Form

Revision: 14 (16 May 2014)

 [Export this page to pdf](#)

Thank you for your submission to the Phase 1 process.

Below is the Phase 1 Application Form that you may save each section individually and log back in to continue working. Additionally, please click the "tasks" tab to view, download and complete the following steps needed in order to complete the application. Once these tasks are completed and marked as finished, you will be able to send in your application for review.

Please note When you upload your documents here (located on the right on this page), please click the grey flag icon so they can be visible to reviewers.

Required Tasks

Create new web document

Upload file

 **SBRI Application Form**

 Document overview

 Expression of interest



Assessment Phase Timelines

- Close competition, noon on 9th December
- Review compliance (Dec)
- Assessment packs assigned and issued to Technical Assessors (Dec)
- Each application reviewed & scored by 3 Technical Assessors (Jan)
- Assessment of long-list applications at panel meeting involving clinical leads (Jan)
- Production of rank ordered list for interview (Jan)
- Interview panels to select final winners (Feb)
- Draft and issue contracts (Mar)
- Feedback to unsuccessful applicants (Mar)
- Publish contracts awarded (Mar)



Assessment Criteria

1. What will be the effect of this proposal on the challenge addressed?
2. What is the degree of technical challenge? How innovative is the project?
3. Will the technology have a competitive advantage over existing/alternate technologies that can meet the market needs?
4. Are the milestones and project plan appropriate?
5. Is the proposed development plan a sound approach?
6. Does the proposed project have an appropriate commercialisation plan and does the size of the market justify the investment?
7. Does the company appear to have the right skills and experience to deliver the intended benefits?
8. Does the proposal look sensible financially? Is the overall budget realistic and justified in terms of the aims and methods proposed?



Key Points to Remember

- Research and define the market/patient need
- Review the direct competitor landscape and make sure you define your USP
- Consider your route to market, what is the commercialisation plan? Do you know who your customer will be, how will you distribute, how much will you charge for the product/service?
- How will the project be managed (what tools will you use, how will the team communicate etc)
- Provide a clear cost breakdown
- Make sure you answer all of the questions in sufficient detail
- Try not to use too much technical jargon, sell the project in terms the NHS will understand (outcomes, benefits to patients etc)



Contact Us

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