

# **INNOVATION NEXUS**

**Helping Companies do business with the NHS**

**SPARK 2014**

**December 10<sup>th</sup> 2014**

# Initial GM AHSN Company support

## Reactive enquiry service – Innovation Gateway

Responding to company enquiries

Providing an intelligent interface with the NHS

Launched Innovation Nexus Oct 2014

## Funding support – SBRI, RIF, CGF, Innovate UK

Awareness events – eshots, business breakfasts

Application support – introductions/guidance

## SBRI - CVD call

Coordinated clinical engagement and assessment

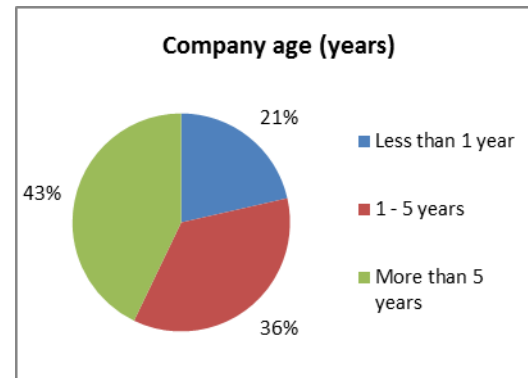
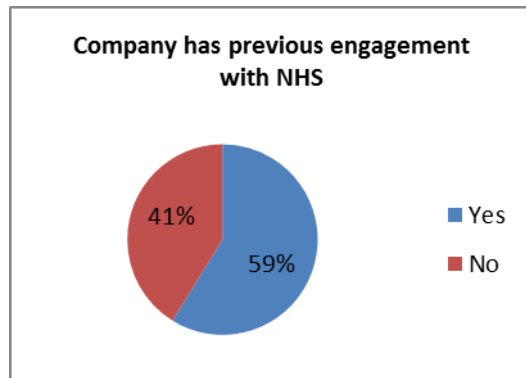
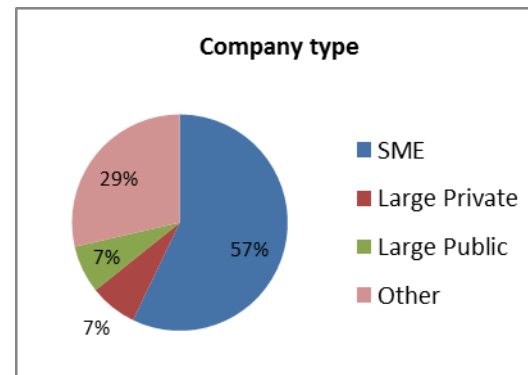
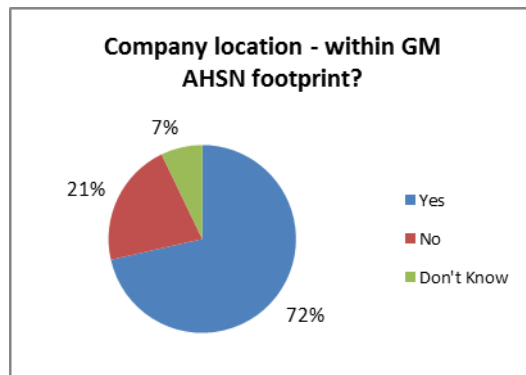
## Industry Procurement Adviser

Dedicated procurement advice/support to SMEs



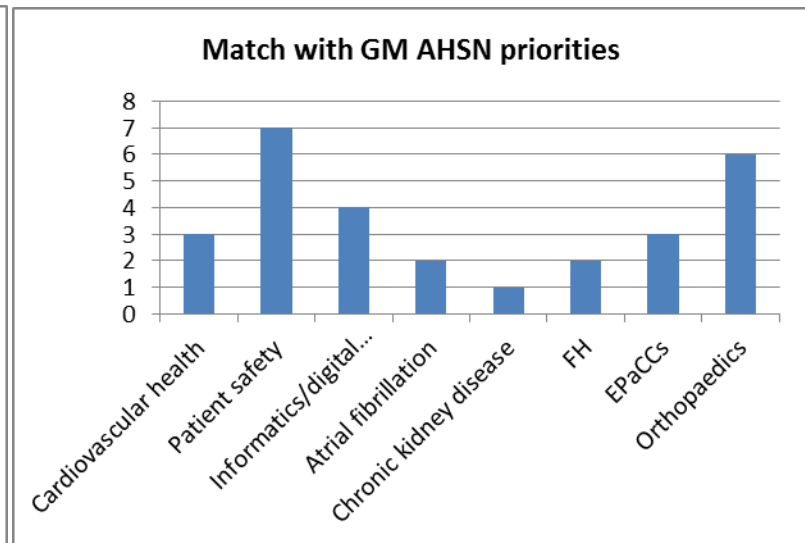
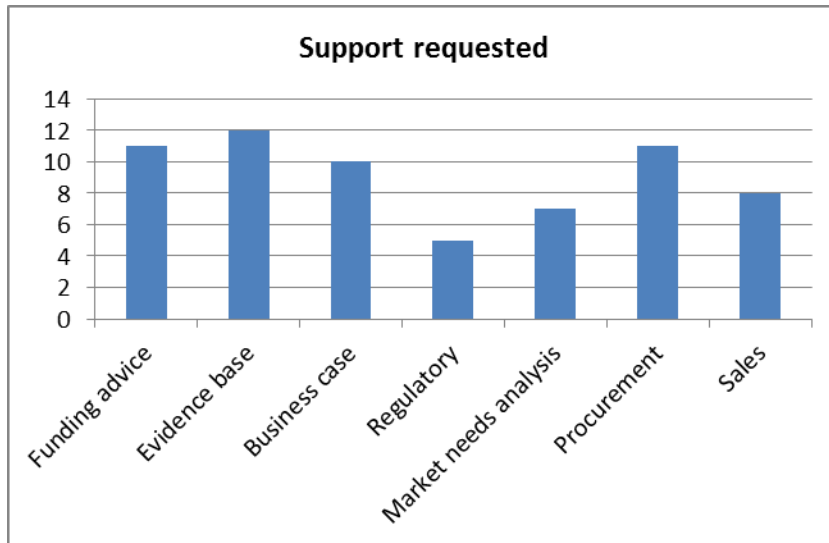
# Enquiries – company overview

	Innovation Gateway	Innovation Nexus
Enquiries logged	165	19
Companies supported	55	10



(Innovation Nexus data only)

# Enquiries –support requested



# SBRI and CGF support

## SBRI

Phase 1 Assisted successful company to locate part of SBRI funded trial into GM AHSN Trust and secure additional CGF award

Phase 2 Supported successful phase 2 SBRI award securing additional funding and creating/safeguarding 3 jobs

## Corridor Growth Fund CGF

GM based fund to assist early stage SMEs

Assisted 9 companies apply for CGF - 7 successful

Securing £657k of CGF and £700k of investment

Generating 24 jobs





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[www.intohealth.org](http://www.intohealth.org)





A company makes contact – through contact with a GM AHSN representative or associate, or via the GM AHSN website or the GM AHSN's Innovation Nexus portal.

**Company is directed to the Innovation Nexus Advice Service**



The company submits an enquiry to the Innovation Nexus Advice Service.  
[www.intohealth.org/gm-ahsn-advisors](http://www.intohealth.org/gm-ahsn-advisors)

**Enquiry is received by an Advisor**

The company is contacted by an Innovation Nexus Advisor.

**Advisor consults with the company to explore Innovation and the areas in which advice is required**

#### **FREE ADVICE AND SIGNPOSTING**

Next steps recommendations and guidance are provided free of charge and free of obligation by NHS experts and/or the GM AHSN's Industry Procurement Advisor.

Signposting or introductions to Innovation Nexus Associates and Partners. Company is directed to organisations who can provide support or relevant consultancy services.

This is not currently GM AHSN-funded support and companies will be expected to cover consultancy fees themselves.

On-going free-of-charge procurement support from the GM AHSN's Industry Procurement Advisor (subject to availability and relevance to AHSN activity).

# SME Innovation Nexus support -1

ST Ltd - Cell salvaging technology spinout from 3 GM AHSN NHS Trusts

- Assisted to get CGF award - £76k , part of £900K grant/investments
- Creating 3 jobs, clinical trials in GM and potential engagement with NICE

P Ltd - Improved rapid limb prosthesis via 3D laser scanning technology

- Assisted with clinical engagement, testing facilities, accommodation, CGF application, and Industry Procurement Adviser input
- Successful CGF; relocated operations from Bulgaria to GM/MedTECH Centre securing 4 jobs





# SME Innovation Nexus support -2

## OI Ltd - Use of O<sub>2</sub> for therapy

- Initial discussion to confirm assistance required
- Provided clinical links to international leader in wound care at UoM
- Introduction to Corporate investor, agreed in principle to invest ~£125k/assist clinical roll out
- Assisted to get ~ £120k Corridor Growth Fund award
- Assuming all funding and investment signed off, company will employ 4/5 new staff



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[www.intohealth.org](http://www.intohealth.org)

<https://www.youtube.com/watch?v=6V5IHxtScl&feature=youtu.be>

