



**Invitation to Tender for Health Economics support of SBRI  
Healthcare Programme**

**SBRI Healthcare**

**Deadline for submissions: Noon, Wednesday 14<sup>th</sup> May 2014**

## **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 by 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.

Following an open procurement call, companies have been selected to receive Phase 1 feasibility contracts under the SBRI Healthcare programme. The developments are 100% funded and suppliers for each project retain the IP generated from the project, with certain rights of use retained by the NHS.

Health Economics support will add significant value to the SBRI Healthcare programme by helping the selected technology based companies to demonstrate the potential cost-effectiveness of their products and so aid their chances of adoption within the NHS or other healthcare markets in the future.

## **2. Development Contracts**

Development contracts were awarded to successful companies following an open competition process. The competition is expected to be run in two phases.

### **Phase 1**

Phase 1 is intended to show the technical feasibility of the proposed concept, and the development contracts are for a maximum of £100,000 per project. We have funded a number of Phase 1 contracts, each of which will run for a period of six months between May 2014 and October 2014.

### **Phase 2**

Phase 2 contracts are intended to develop and evaluate prototypes or demonstration units from the more promising technologies in Phase 1. The overall budget and timescale for Phase 2 is still being developed but is expected to run from October 2014. Only companies that have successfully completed Phase 1 can apply for Phase 2.

The technologies funded are ideally expected to be in use within two years (with the aid of fast track evaluation by the NHS), but longer lead times (perhaps up to four or five years before being in use) were also welcome.

### **3. The Challenge**

In this round of competitions, SBRI Healthcare looked for companies specifically focused on driving towards better health outcomes for patients across seven categories; Cancer, Cardiovascular, COPD, Diabetes, Mental Health, Patient Safety and Research Tools.

For more details on the individual categories and the challenges, please read the attached competition briefs.

- Cancer
- Cardiovascular
- Chronic Obstructive Pulmonary Disease (COPD)
- Diabetes
- Mental Health
- Patient Safety
- Research Tools

Successful businesses are intended to be those whose technology address the specific needs outlined in the brief and who could make a measurable improvement, in both quality and cost-effectiveness, to what is currently being procured by the health service. SBRI Healthcare awards are intended to achieve major milestones on the route to commercialisation, including prototyping and demonstration, and to be particularly helpful to early stage companies.

### **4. Health Economics Support**

Health Economics Support adds significant value to the SBRI Healthcare programme by working with the selected technology based companies to evaluate the potential cost-effectiveness of their products and so aid their chances of adoption within the NHS or other healthcare markets.

SBRI Healthcare is inviting proposals from companies, universities and independent providers to supply health economics training and advice to 21 companies selected initially for Phase 1 feasibility studies in the Cardiovascular, COPD, Diabetes and Patient Safety categories. There may be subsequent opportunities to extend this support programme into Phase 2. It is envisaged that this support in Phase 1 might take the form of individual support (face to face or by telephone conference) to the companies involved during the final phase of their projects to aid them in developing an understanding of the potential impact of their technology on the care pathways identified.

The successful contractor will be expected to:

- Aid each of the companies in gaining an understanding of the health economics agenda in the NHS as it may apply to their product.
- Through an initial scoping exercise identify the potential qualitative and quantitative benefits to patients and the health service from the new products such that the

company can begin preparing a compelling business case to future purchasers/commissioners within the system.

- Provide a brief written report for each company summarising the potential cost-effectiveness of their product and provide guidance as to what additional data may be required in order to prepare a more compelling business case nearer to market launch.
- Provide a summary report to the SBRI Healthcare Management Board on all 20 companies such that the funders can evaluate the relative potential benefits of each product to the health service in the future and which will inform decisions for funding at Phase 2.

It is recognised that many of the companies will have technologies at an early stage of development without validated clinical trial data and therefore some assumptions will have to be made when assessing their potential economic impact. A full cost-benefits analysis is not expected at this time.

## **5. Timing**

Please email your proposal with a breakdown of the support structure and costs to [sbrienquiries@hee.co.uk](mailto:sbrienquiries@hee.co.uk). Proposals to be submitted no later than **noon on 14<sup>th</sup> May 2014**. Contract to be awarded by 2<sup>nd</sup> June 2014.

Further details of the challenge and expected outcomes of the projects can be found in the Briefs on the SBRI Healthcare website which can be found at [www.sbrihealthcare.co.uk](http://www.sbrihealthcare.co.uk)

## **6. Costing**

The budget available for the work will be up to £80,000, inclusive of all costs and expenses, but exclusive of VAT. The money will be paid in two instalments with the final instalment dependent on completion of the key deliverables.

## **7. Contact Points**

Questions on the tender should be addressed to [sbrienquiries@hee.co.uk](mailto:sbrienquiries@hee.co.uk) or telephone 01223 597813.

## **More Information**

SBRI is co-ordinated and championed by the Technology Strategy Board. It is designed to encourage government departments and other agencies to invest in innovative companies and to encourage them to procure innovative solutions to some of the challenges that they face. The aim of SBRI is to use the power of government procurement to drive technology development, especially in early-stage companies, supporting projects through the stages of prototyping and demonstration, which are typically hard to fund. SBRI offers an excellent opportunity for businesses to develop and demonstrate technology, supported by a customer, and to reach the first rung on the government procurement ladder.

<http://www.innovateuk.org/deliveringinnovation/smallbusinessresearchinitiative.ashx>

### **About Academic Health Science Networks**

Academic Health Science Networks, of which there are 15 regionally based, have been recently designated to provide a systematic delivery mechanism for the local NHS, universities, public health and social care to work with industry to transform the identification, adoption and spread of proven innovations and best practice. SBRI Healthcare competition theme areas are chosen in partnership with the Academic Health Science Networks across England. The programme management is led by the Eastern Academic Health Science Network on behalf of NHS England.

[www.eahsn.org.uk](http://www.eahsn.org.uk)

### **About Health Enterprise East and Competition details**

Health Enterprise East Limited (HEE) is a leading NHS Innovation Hub in England, and assists with accelerating the development and uptake of innovative MedTech products and services that improve the quality of healthcare delivery.

Having pioneered and successfully run the initiative for the East of England since its launch in 2009, HEE now oversees the national SBRI Healthcare programme bringing together businesses, the healthcare industry and the NHS. Information on future competitions can be found on the SBRI Healthcare and the Health Enterprise East websites.

[www.hee.co.uk](http://www.hee.co.uk)

[www.sbrihealthcare.co.uk](http://www.sbrihealthcare.co.uk)