



# SBRI Healthcare

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*The***AHSN***Network*



**England**

**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](http://www.innovateuk.org/sbri)

website contains details of all SBRI competitions



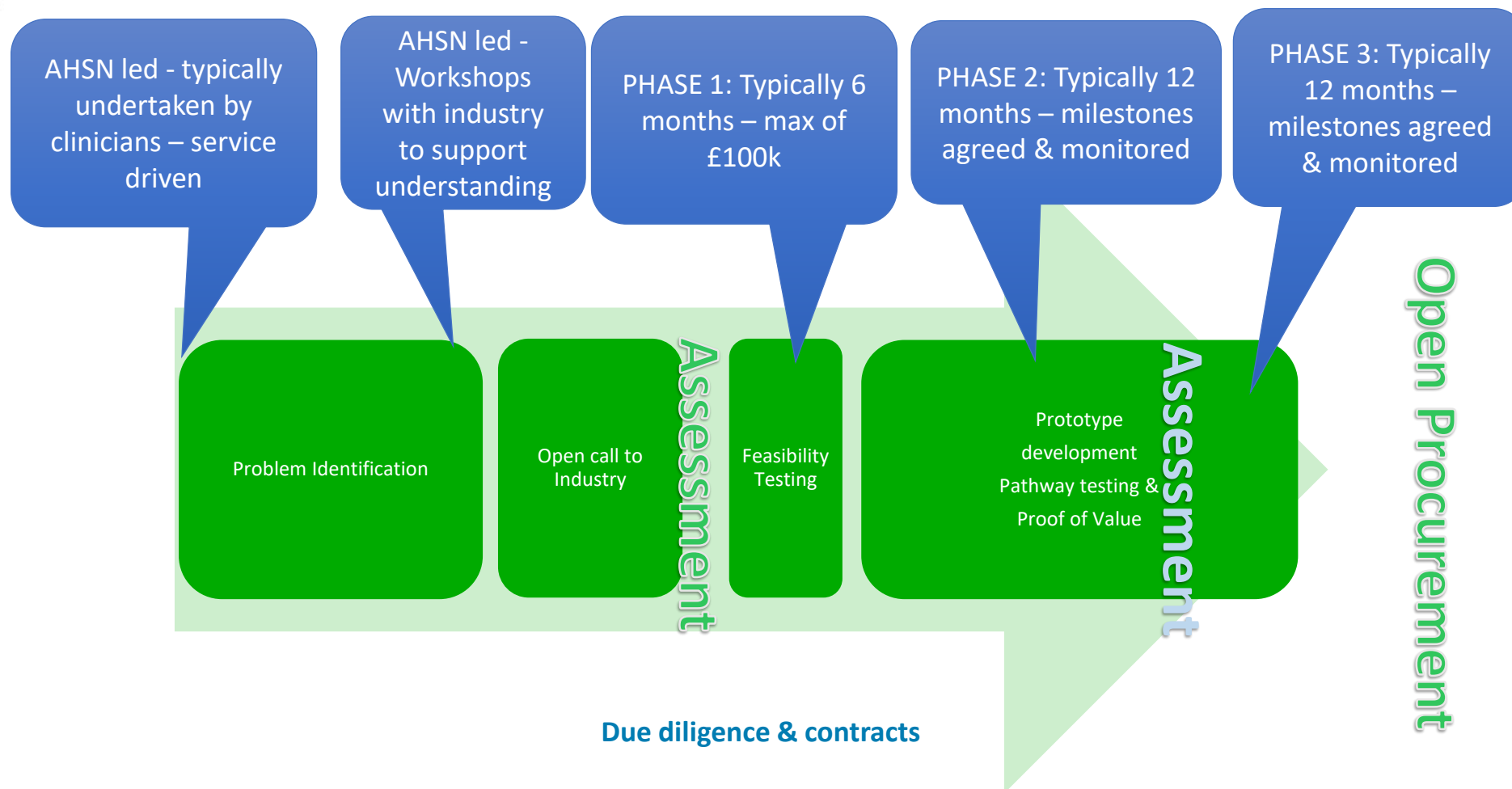
# SBRI Healthcare

Launch - July 2018

- Improving Outcomes in MSK Disorders
- Dentistry, Oral Health & Oral Cancers

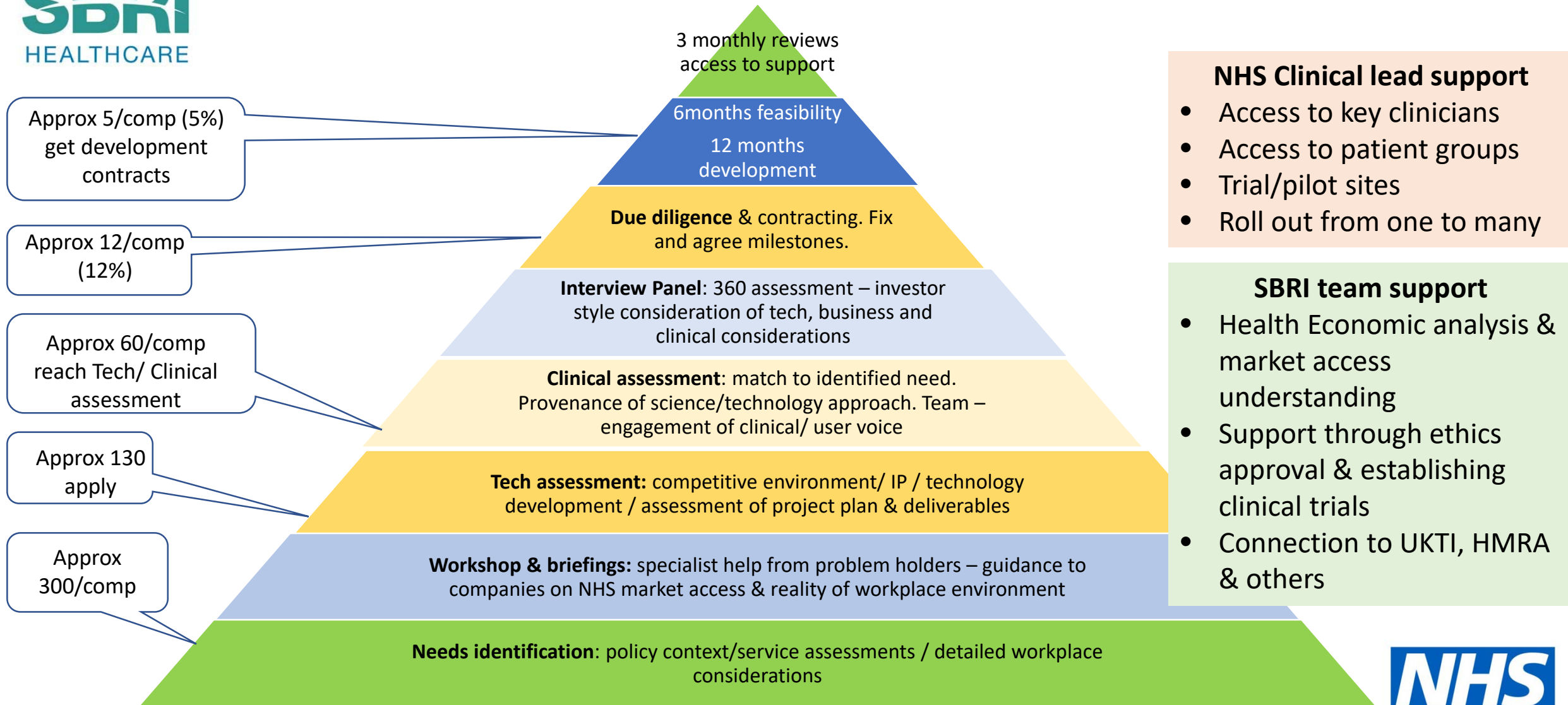


# SBRI Process





# Approach



# New Competition July 2018

**Competition launch:** 9<sup>th</sup> July 2018

**Closing Date:** **Noon 22<sup>th</sup> August**

**Briefing Events:** London 19<sup>th</sup> July

**Assessments:** September/October 2018

**Interview panels:** October 2018

**Contracts awarded:** November 2018

# Musculoskeletal disorders

- Category 1: Self-care and preventative interventions

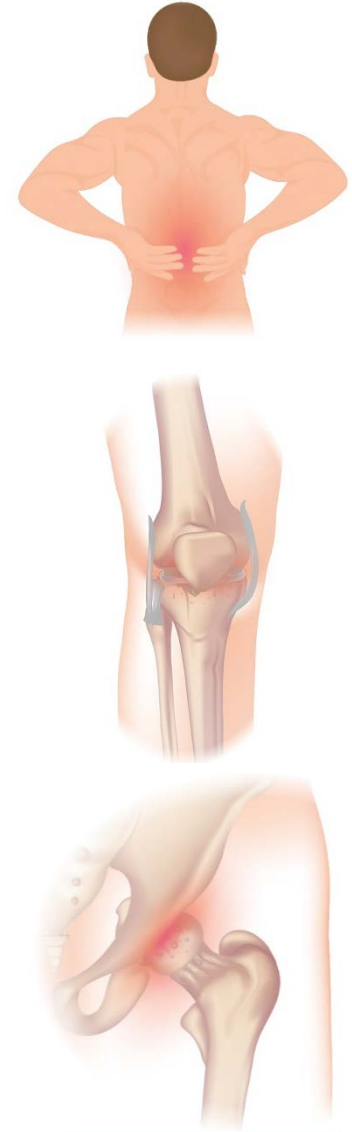
For category 1, we are seeking a solution that will close the gap between what we do and what we know. In addition, it needs to make use of self-care techniques that will encourage the user to use them for a long time and conform to all regulations (international and national).

- Category 2: Efficiencies in delivering care

In category 2, we need to fulfil the lack of emphasis on the rehabilitation patients immediately post surgery period for hip fracture patients on acute wards. It also needs to lower the chance of surgical revisions specifically on younger female patients.

- Category 3: Scaling up the use of regenerative medicine

In category 3, we are looking for more progress in developing new treatments to alleviate OA as a disease and has a cost-effective approach such as cell therapy. It also needs to translate the proven research on cell therapy into an effective commercial venture and scale it up so it can reach all potential patients.



# Dentistry and oral health

- Category 1: Improving oral health for children and young people

For category 1, we are looking for transformative innovations that can augment existing initiatives or develop new technologies that could improve oral health in children and young people. They need to improve communication between dentists, GPs and secondary care providers as well as being available to children of all backgrounds.

- Category 2: Oral cancers

In category 2, we are searching for a resolution that will help raise awareness of head and neck cancer and can help get early diagnosis of oral cancers. It will also need to get GPs and dentists to work together to refer patients to suitable help but has to be affordable to both practices.



SBRI Healthcare - big impact in first five years



**788 jobs**

with an  
economic value  
of £14.6m

**224**

224 contracts awarded to  
businesses across Phases 1, 2, 3



**£158m**

£158m additional funding  
leveraged through grants &  
venture capital



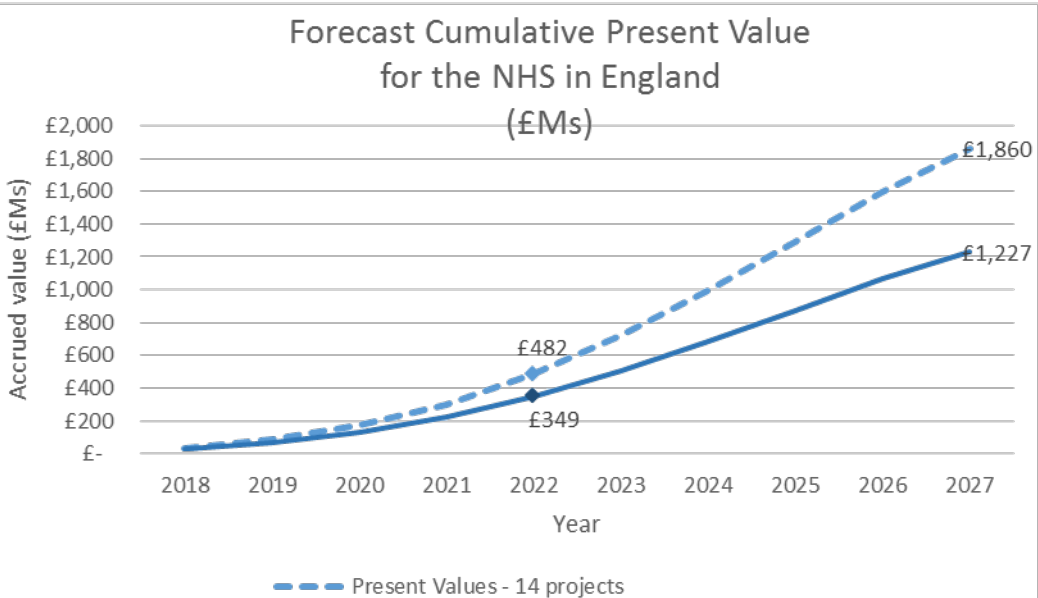
**£30.1m**

Savings to health and  
social care to date

**£19m /year**

Recurring annual value

The estimated future savings for the NHS is expected to reach £310-440M by 2022, rising to £1,150-£1,780M by 2028



**£74m**

total funds awarded

153

Phase 1

71

Phase 2

8

Phase 3



135 patents, copyrights, trademarks  
and scientific publications applied for  
or awarded

382 finalised  
agreements with UK  
and foreign companies

**382**

**18**

18 companies exporting  
their products to  
international markets





## Benefit for patients

- 704k patients impacted to date in 778 different NHS/care settings.
- Potential to impact 59.5m – potential to save the NHS £1bn.
- Reduced harm evidenced.
- Reduced length of stay and no. of GP appointments
- Improved PROMs reporting – from <2% to >40%
- 135 IP applications: Five NICE approvals submitted



*"I'm no longer worried about losing my driving licence, no longer worried about losing my house or my job. My last eye check up at the hospital confirmed that for the first time in over two years, BOTH my retinas are stable once again...with no signs of any small bleeds at all"*  
(Polyphotnix patient)





# Benefit for business and the economy

- £140m private investment secured by SBRI Healthcare backed companies
- 788 jobs created or safeguarded with £47m economic impact
- 50 products on the market and available to purchase – 18 companies are exporting & 3 have secured sales in excess of £500k
- Companies have been created and have only survived as a consequence of SBRI funding



# Supporting the solutions to spread

## Docobo

### **ARTEMUS-ICS™ – stratification intelligence for care delivery**

- **Intelligent patient identification**  
Identifies the health status of total population  
Enables care teams to identify patient cohorts for appropriate interventions
- **Intervention tracking**  
track progress of prescribed interventions  
Provides forecast verses actual spend
- **Personal integrated care record**  
Shows all health and social activity for each patient

## Bering Ltd

Bering is developing a mathematical model able to predict unplanned emergency hospital admissions with 91% accuracy. The model points to key factors that determine individual risk, allowing for initiation of a person-centred intervention.

Bering have been working with the Symphony team in Somerset to support health and social care integration.



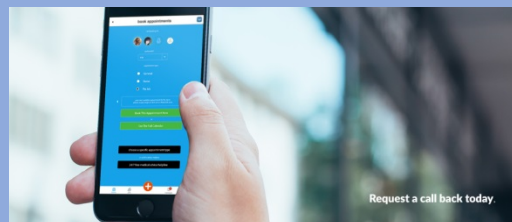
# Supporting the solutions to spread

## Jim

Contact free vital signs  
for home, surgery,  
acute and care homes

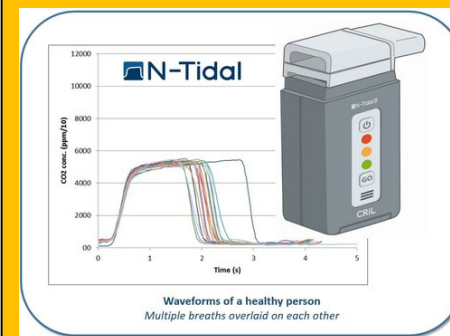


Digital solutions with proven  
patient access improvement to  
support early diagnosis, enabling  
powerful health promotions, to  
people living with long-  
term conditions..

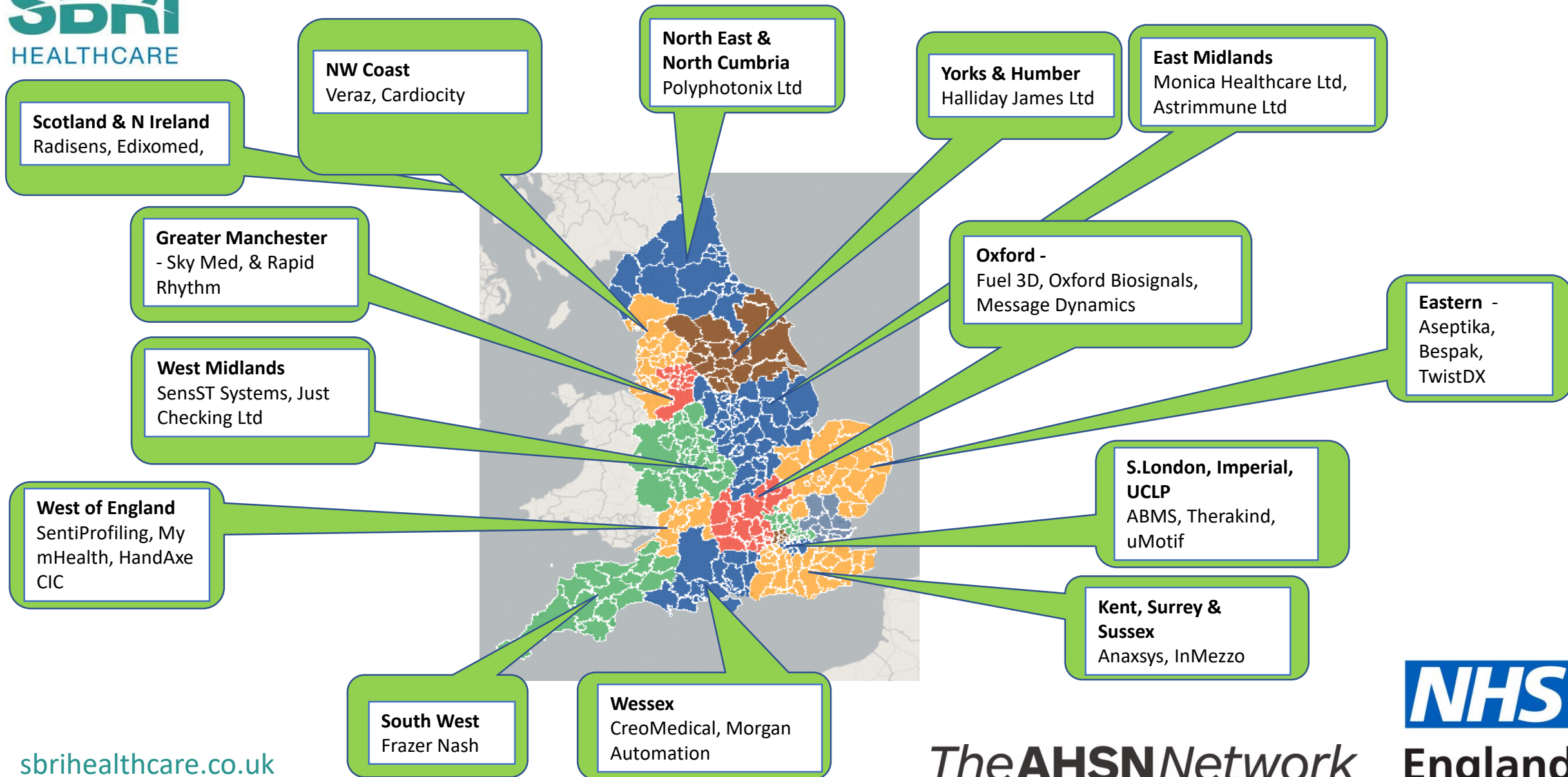


Breathtaking Technology

Measuring the Co2 in normal tidal  
breath giving a clear indication of  
changes in respiratory  
performance – to addresss the  
challenges of spirometry  
assessments.



# AHSN/SBRI companies







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