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5

new clinically-led competitions where NHS needs have been articulated for business to respond to

20

Phase 2 contracts awarded with a total value of £14m

22

Phase 1 contracts awarded with a total value of £2m

265

applications from industry assessed and supported or feedback given

16 million

value of Phase 1 and Phase 2 contracts awarded

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SBRI Healthcare evidences success

This year has seen the SBRI Healthcare programme come of age. The programme has been part of the national innovation pipeline for five years with a further three years at the regional level before. In that time the support for companies has grown substantially – from three companies and a £3m budget to over 175 companies and over £10m invested each year by NHS England – and the results have grown with us.

Evidence of our success was seen in three separate reviews of the programme, all undertaken this year. A tightly commissioned review of the benefits to NHS England by independent consultants PA Consulting was strengthened by a wider review of the innovation landscape conducted by RAND Europe. Both reports show that SBRI Healthcare is delivering value for money for the NHS and bringing much needed support to innovative companies. the reports have evidenced that the programme has secured over £30m savings to date for the NHS with a pipeline valued in excess of £1m.

The Prime Minister, Theresa May announced a **government review – led by David Connell –** which looked at SBRI Healthcare in comparison with similar schemes across government. The Connell review found that SBRI Healthcare is "the single best role model for future programmes from other public sector organisations..."

These reviews have enabled the SBRI Healthcare programme board to look again at their leadership and a governance review is being finalised, bringing a new level of engagement and oversight to the programme for the future.

On a more specific level the programme has been delighted by the success of some of our companies. Cambridge based leso, CRiL and Owlstone have been joined by Edinburgh based Snap40 and Care Sourcer in securing millions of pounds of co-investment from private and public funders. Other companies such as Bristol based Open Bionics, and Southampton's Xim have been promoted by the BBC and identified by the Prime Minster's office as exciting companies to watch. My Diabetes My Way has joined Nervecentre Software and ArtemusICS on the National Innovation Accelerator (NIA) and DrDoctor and myCOPD will also be supported through the Innovation Technology Partnership scheme as well as all members of the NIA.

"Focused 'challenge-led' events facilitated by AHSNs with strong representation from NHS influencers and decision-makers." (ADI)

> "Introduction to clinical leaders has been invaluable." (Biovici)

"It allowed us to better understand NHS requirements and procurement...face to face meetings and regular NHS readiness events." (Cambridge Oncometrix)



"Companies, such as 365 Response, Mayden and Just Checking have seen considerable adoption and take up in the NHS with savings of more than £15m through the changes they have enabled."

We were also delighted to see that companies, such as 365 Response, Mayden and Just Checking have seen considerable adoption and take up in the NHS with savings of more than £15m through the changes they have enabled.

Our competitions this year have focused on cancer, mental health, surgery and our latest competition, launched in June of this year has two themes of dental innovation and musculoskeletal innovations. The cancer call, launched in the summer last year has resulted in four Phase 2 awards, three drawing on the diagnostic opportunity of deep learning and liquid biopsies and one, using artificial intelligence is focusing on primary care needs.

Looking forward, the programme is finalising its new governance and oversight structure and following the re-licensing of our key partners, the 15 regional Academic Health Science Networks, we look forward to setting out a longer-term vision and plan.

Our thanks go to our board members who give their time and interest freely and the team at Health Enterprise East, Dr Anne Blackwood, Chris Warwick, Chris Armstrong and Joop Tanis who have supported us through all of our work.

Richard Phillips and Karen Livingstone Chair and National Director, SBRI Healthcare

"Excellent support
- introductions and
expertise in the
medical field."
(JVS Products)

"The cancer call, launched in the summer last year has resulted in four Phase 2 awards, three drawing on the diagnostic opportunity of deep learning and liquid biopsies and one, using artificial intelligence is focusing on primary care needs."

"A good blend of commercial and clinical expertise" (Healthera)

"Very valuable and insightful feedback from the team at the WE-AHSN which is much valued and appreciated at every stage of growth." (Digital Algorithms)

About SBRI Healthcare

SBRI (Small Business Research Initiative) Healthcare is an NHS England funded programme that provides investment to innovative companies to solve healthcare problems.

Our carefully tailored competitions are designed to deliver the maximum impact on the NHS and increase the likelihood of successful adoption.

Individual competition themes are worked up with top specialists in the field, including clinical and operational staff from the frontline of service. Our partners, the 15 Academic Health Science Networks (AHSN) help us to connect with the breadth of the NHS to identify key challenges that could respond to technology intervention.

We invite innovative companies to come forward with creative solutions, then if they are selected to receive funding and support, we provide them with the resources they need to take the next steps. For example:

- 100% funded contract
- o Phase 1 contract for feasibility testing (£100,000, up to six months)
- o Phase 2 contract for prototype development (up to £1 million, up to one year)
- Access to networking opportunities with NHS partners
- Direct connections to clinical partners
- Enablers to help companies access procurement opportunities
- Expert guidance through the complex process of bringing a product to market in the healthcare arena
- A health economic assessment of their product and plan is undertaken

Evidence has shown that our programme is particularly attractive to smaller companies, for example, RAND Europe research conducted in 2017 regarding the SBRI Healthcare programme found that:

"SBRI has enabled us to develop and validate our Lifelight vital signs technology, taking it from a promising proof-of-concept through to a changing impact on the NHS and healthcare globally."

"[The programme] does appeal to and suit small, earlystage businesses. The majority of respondents to the surveys (both successful and unsuccessful applicants) were microenterprises, one survey respondent stated that the programme fills an important gap in the funding landscape by supporting SMEs. The programme has a number of strengths, including low administrative burdens for applicants and awardees, effective processes for identifying and articulating needs, and a beneficial provision of health economics support in Phase 1.

Many identified the demand-led approach as the main characteristic that sets it apart. As one said: There are a plethora of schemes that directly incentivise the supply end of innovation... but that is usually less likely to meet the requirements than demand-led innovation."

A further independent review conducted in 2017 by David **Connell** highlighted the SBRI Healthcare programme as "the single best role model for future programmes from other public sector organisations."

The report also noted that:

"There are some very well managed [SBRI] programmes like those at NHS **England.** These have experienced teams that have worked together over many years to carefully define the challenges that need addressing and run a portfolio of competitions each year. The contracts awarded have been large enough to have a transformational impact on some of the companies backed by taking them to key development and testing milestones, and helping them secure procurement and/ or other commercial sales."

Connell's report illustrated some of the success of SBRI Healthcare as follows:

- "Provided highly innovative and potentially cost effective solutions to public sector challenges (like PolyPhotonix in the treatment of diabetes related blindness)
- Enabled existing start-ups like Fuel3D not just to sell into the UK public sector, but through the credibility gained, to raise finance to successfully commercialise its technology in other applications globally
- Led to the creation of new companies like Owlstone Medical that have gone on to raise significant funding."

Governance structure

SBRI Healthcare is part of the Government's wider life science strategy and cross government SBRI approach, but is directly funded by NHS England. The programme is run by Karen Livingstone, National Director on behalf of England's 15 AHSNs.

We are governed by a programme management board with representation from the AHSNs, industry, Innovate UK and NHS England. The Chair of the Board is Richard Phillips, Director of Healthcare Policy at the Association of British Healthcare Industries (ABHI).

"Improved definition of our target market, networking, further funding and procurement." (Bering)

"Insight on the medical devices, product development and procurement process, one on one coaching through Step into Healthcare, imminent intros to procurement managers and the clinical research network." (DeepMed IO Ltd)

"Helped to 'sign-post' and clarify health economics/impact model expectations for adoption into NHS." (Medtechtomarket)

> "Access to key clinicians and IT management." (Isansys Lifecare)



Impact in 5 years

Throughout the past 5 years, we have built a strong capability to deliver for the NHS, for the businesses we work with and for the wider economy. The PA consulting review in 2017 was commissioned by NHS England to assess the value SBRI Healthcare has realised for the NHS to date and the potential value from projects still in the pipeline.

They concluded that: "While it is still early in the innovation pathway to be expecting tangible benefits for the NHS, there are positive signs to indicate that SBRI-H is operating effectively and is on track to deliver significant value for the NHS as well as the UK economy as a whole."

PA also commented that:

"The estimated cumulative future savings to the NHS enabled by the SBRI Healthcare portfolio is expected to be of the order of £350-£480m in 5 years (2022), rising to between £1,200M-£1,800m in 10 years."







£14.6m

From job creation

£6.4m

Non NHS sales (US/European exports) £104m

Of private investment funding in SBRI backed companies

Savings based on secured information for shortlisted SBRI projects

Totals (to nearest £100,000)

£13,100,000 to £18,600,000

NHS England savings

£11,500,00

Other UK NHS/ social care savings

£19,100,000 to £22,200,000

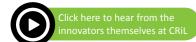
> Recurring annual NHS savings

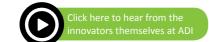
The amount of annual recurring savings is forecast to increase as adoption spreads.

Our focus on changing health outcomes and empowering patients has enabled us to work with some of the most innovative companies in the UK today.

The SBRI Healthcare competitions launched this year challenged industry to accelerate their thinking around the applied use of the latest innovations in mental health, cancer screening and diagnosis, and technology in surgery. The areas identified for a focused SBRI competition were determined in conjunction with NHS England and the Academic Health Science Networks (AHSNs) and were announced in summer of 2017. The programme is integral to the work of the AHSNs, and is directly aligned with NHS England's defined needs as the SBRI programme commissioner.

Companies who were successful in obtaining SBRI support via previous competitions have now begun to be adopted in the NHS, realising steps forward in care for patients across the country.





the signs

C the signs is a multi-platform digital tool that uses artificial intelligence mapped with the latest NICE guidelines to identify patients at risk of cancer, at the earliest and most curable stage of the disease. Covering the entire spectrum of cancer and cross-referencing multiple diagnostic pathways, C the Signs can identify

which cancer(s) a patient is at risk of, as well as what test, investigation or referral they may need – all in less than 30 seconds. C the Signs is facilitating the faster diagnostic pathways as well as improving the 62-day cancer waiting time standard, through better use of tests

C the Signs is part of the NICE Endorsement programme, working in partnership with three cancer alliances and endorsed by Macmillan. It is currently being used by over 500 GPs in seven CCGs, covering two million patients, with the plan to roll it out across the NHS and, integrating it within existing electronic health records.

Competition: Cancer

Funding to date:

† (♠) ② ≥

AHSN: Eastern

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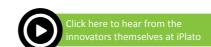
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connecting patients
transforming healthcare

iPLATO Online Consultation offers patients a world class 'mobile first' health service through myGP®.

Using automated care navigation, the smartphone app helps the patient find more convenient alternatives to seeing a GP, while always keeping their appointment booked until they have received the care they need. In the latest version, GP practices can choose to engage with patients via inapp messaging, voice and video to provide an end-to-end digital consultation service which is integrated to the underlying GP Principal System. In trials funded by SBRI Healthcare, this solution has proven to improve the patient experience and reduce GP workload while delivering a very healthy return on investment to commissioners and taxpayers.

myGP is the fastest growing patient facing service in the UK and confirmation of assurance for national roll-out is expected imminently. It is currently servicing 20 million patients and nearly 3,000 GP practices.





Just Checking is an activity monitoring service that helps vulnerable adults and people with dementia stay at home for longer. Sensors are placed around a property to help show an overview of daily activity, without the use of cameras or microphones. Today, over 80% of UK local authorities use Just Checking for assessment and care planning across learning disabilities, older adults and reablement; with thousands of professionals and family users logging on each day. In June 2017, Just Checking won Touch FM's Pride of Warwick

District 'Business of the Year' award for business performance, positive customer relationships and value to users.

"We thought it would be a matter of weeks before mum would have to move to residential care. But we were able to support mum at home for over 9 months!"

Sarah Palmer, daughter, Birmingham

Just Checking have been proven to have saved social care costs in excess of £11m and the NHS is seeing nearly £5m of recurring savings too.

Competition: GP Funding: £800,000 **AHSN:** Imperial College



Competition: Phase 3 competition

Funding: £877,703

AHSN: West Midlands

In 2017, RAND conducted a **review of SBRI Healthcare** basing their findings on a series of stakeholder surveys and interviews with successful applicants. As part of this research, they investigated the expected benefits to patients from the innovations supported by the programme.

innovations supported by the programme. Nearly one quarter of Nearly half of innovations SBRI Healthcare awardee (20 respondents, or 45 Expected benefits to patients from the SBRI Healthcare programme respondents to the survey per cent) had already (10 out of 44) identified led to or were expected other potential benefits to lead to reductions in the duration of existing treatments Improved patient or carer experience was the next most frequently mentioned benefit following NHS cost savings (37 respondents, or 84 per cent) Improved patient outcomes and/or recovery rates were frequently mentioned (35 respondents, A slightly Of those 25, 17 expected or 80 per cent) smaller number their innovation to (19 respondents, or benefit more than 43 per cent) cited 100,000 patients in the increased compliance UK, including 8 that or adherence to expected to benefit more existing treatments than a million patients

The impact on our economy

The SBRI Healthcare model is seen to be popular with smaller and medium sized businesses and founder entrepreneurs, primarily because SBRI brings support to accelerate the development phase but also provides the companies with clarity on the NHS needs. Other key benefits include the relatively unique opportunity to receive 100% funding, the company to retain the IP rights and the potential for the NHS to become the all-important 'lead customer'. Over the past five years, we have seen impressive growth in a number of the companies supported by our programme, with 21 companies exporting their products to international markets.

The potential impact on the UK economy was independently evaluated by PA Consulting in 2017 who reported that: "Additional impacts for the economy as a whole (as of September 2017) were valued at £125m, including £14.6m from job creation; £6.4m from export sales; and £104m of private investment funding in SBRI backed companies."







VocaTempo is an app that interprets voice commands for children with severe speech and tiring to use, they do not promote natural the time taken to compose messages.

Therapy Box worked closely with teams from the University of Sheffield, and Barnsley hospital. Early trials for young people with moderate to severe dysarthria yielded very positive results. After just one session 80% of users were able to generate a message faster using speech commands with VocaTempo than they were with their everyday

In 2018, Therapy Box won the Scale & Grow scooping up a share of the £1million prize fund. They reported having saved the NHS £6 million so far, cutting the cost for the NHS from £5,000 to £159 by replacing an older system with the

impairments, and generates a clear message using synthetic speech. Communication aids can be slow communication due to the lack of eye-contact and

category in the Virgin Business Voom competition,

communication method.

SBRI has supported the development of the national 365 Smart Platform and the Digital Transport Marketplace to transform urgent care flow. Supporting hospitals, GPs and ambulance trusts across the UK to find, compare and book transport for the movement of patients. This digital innovation, for the first time, completely removes paper-based and telephone bookings ensuring control, quality and best value for every booking while vastly improving times from booking to patient pick-up.

The platform connects the un-connected in health and social care. It digitises the access to a real time, assured and procured network of suppliers across ambulance, taxi and mental health services through one shared platform.

It saves time, money and effort for clinicians and staff across the UK whilst delivering quicker flow, reducing bed blocking and supporting improved front line ambulance

Competition: Reducing

pressure on urgent

& emergency care

Funding: £999,694

One year after launching the Marketplace, 365 Response has taken on more full time staff and the platform has processed over 20,000 bookings on behalf of 10 trusts, 45 CCG and health boards connecting them to a growing network of over 100 transport providers.

Where 365 Response have implemented their new urgent care system support there have been in excess of £1.5m savings with a recurring saving of over £500k

Competition: Reducing pressure on urgent & emergency care

Funding: £996,587

AHSN: Yorkshire and Humber



365 RESPONSE

Snap40 have developed a solution to prevent avoidable deterioration in patient health. The Ai technology absorbs data from multiple sources, including continuous vital signs from snap40's wearable device and electronic health records. The technology immediately analyses the data to calculate if a patient is stable or not, allowing oversight across the emergency department, better planning and data-driven admission decisions. When the probability of deterioration reaches a threshold, an immediate call to action is issued, to

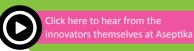
to carry out feasibility testing on the technology. Phase 2 funding is supporting Snap40 to further develop the platform and conduct two clinical studies to help validate the

Snap40 have set up an office in New York as well as their HQ in Edinburgh. They have managed to raise an additional \$8M, believed to be the largest seed funding round ever in the UK



Funding: £519,788

AHSN: Health Innovation



David Connell's 2017 review of SBRI in

relation to supporting the growth of the innovation economy concluded that:

"Around 62 per cent of SBRI funding goes to SMEs and econometric evidence suggests that, even at this relatively early stage, SBRI contracts have a positive impact on company revenues."

SBRI contracts have:

enabled

more established SMEs to develop and launch new products



triggered the creation of successful new

firms

provided

credibility for companies to move into new applications and geographic markets as a result of UK public sector procurements



as a catalyst for struggling companies with novel technologies find applications and bring them to market



led

to significant amounts of equity investment being raised in some of the companies funded



ators themselves at Myway Digital Healtl

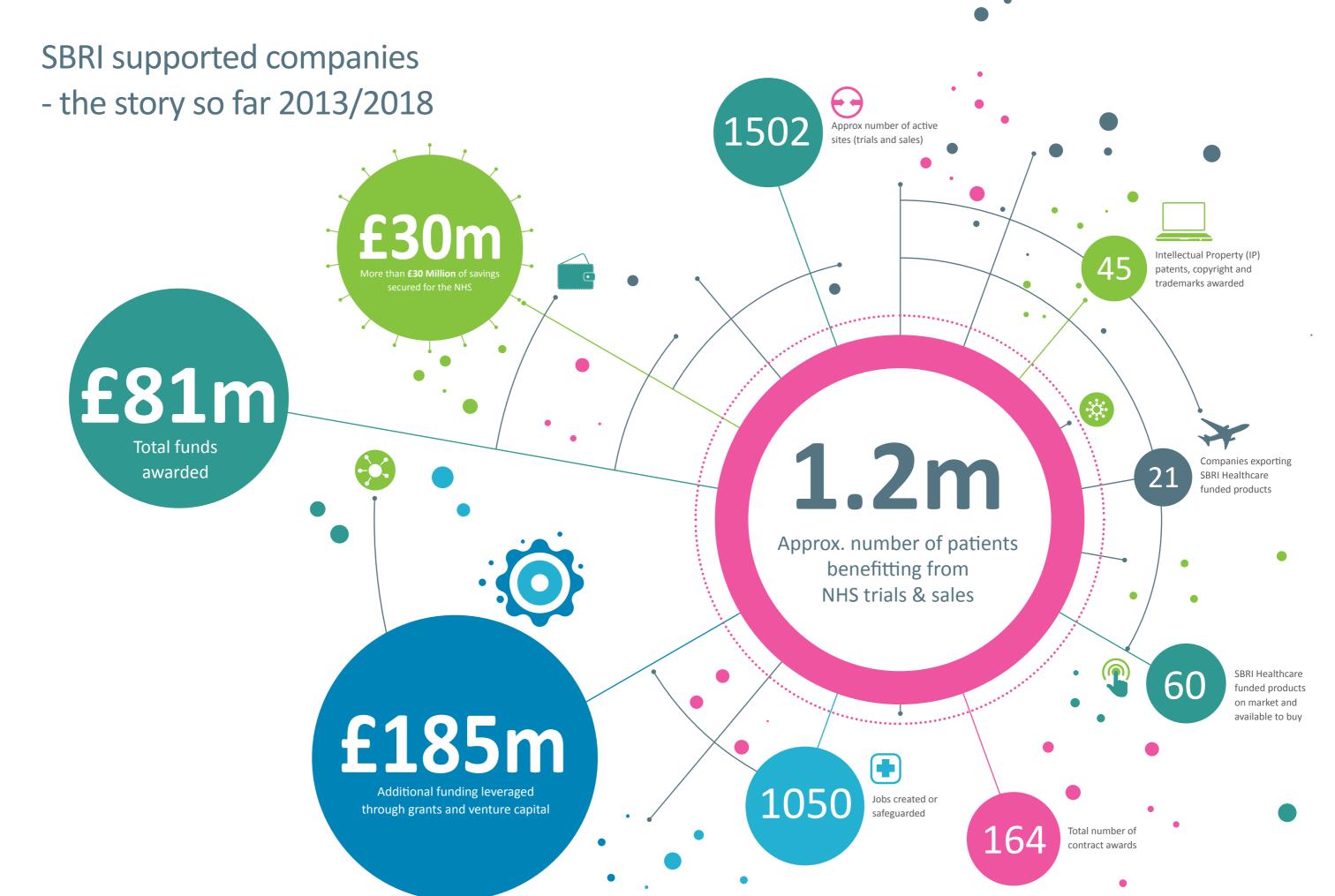
Connell also commented that:

"A vital feature of the SBRI model is that contracts are of sufficient size to take successful projects to major deliverables milestones. By enabling companies to engage seriously with potential public and private sector customers for the resulting products and generate serious interest from potential partners and investors, this can have a transformative impact on company prospects."





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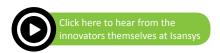
In 2017 Professor Sir John Bell was asked by the Government to bring industry together and lay out the life sciences sector's vision of how the UK might exploit its existing strength to increase the pace of economic growth.

NHS and industry collaboration is highlighted as one of the central themes of the Life Sciences: Industrial Strategy. specifically to facilitate better care for patients through accelerated adoption of innovative treatments and technologies. His core recommendation being to "adopt the Accelerated Access Review with national routes to market streamlined and • clarified, including for digital products."

SBRI Healthcare welcomes the recommendations in both of these reports. A key factor in building the UK's capability in the life sciences and ensuring economic growth will be to deliver integrated health systems and improved collaboration. The Academic Health Science Networks (AHSNs) are vital to facilitating this collaboration, working on a regional basis, they are the only bodies to connect all partners across sectors: NHS, academic organisations, local authorities, the third sector and

"Transformation of the NHS to keep up with the changing pattern of disease and demography is a crucial objective over the next twenty years and, if appropriately applied, the same innovation that drives global economic growth could also be used to both improve outcomes in the NHS and, ultimately, to reduce cost."

Professor Sir John Bell, Life Sciences Industrial Strategy, Aug 2017





11 HEALTH



Patient developed Alfred Alert is a device that sticks to most ostomy bags and sends data via Bluetooth to the patient's mobile, indicating how full the bag is which helps in avoiding leakages. This alleviates potentially embarrassing and distressing situations, as well as improving quality of life and reducing the risk of

On a clinical level, it can send data back to healthcare professionals to enable remote monitoring. This helps to reduce preventable hospital readmissions and further complications.

Michael Seres, a long-term patient turned innovator who founded 11health, created the Alfred Alert device from his hospital bed after he was the 11th person in the UK to undergo a small bowel transplant in 2011.

"With the availability of the Alfred Alert, bowel patients will no longer suffer from unnecessary accidents and will be able to live as normal lives as possible. The device, developed by patients for patients, sends information to health professionals to simplify patient monitoring, and we estimate it can save 33% of current NHS stoma care costs."

Competition: **Funding:** £896,500

AHSN: UCL Partners

Fund (NPIF), and the Greater Manchester and Cheshire Life

Sciences Fund made through private equity firms Maven Capital Partners and Catapult Ventures respectively.

Funding: £1,080,723

AHSN: Greater Manchester





Open Bionics aim to change perception of prosthetic limbs for young people by creating low-cost bionic hands based on popular characters from films such as Iron Man, Frozen and Star Wars. The bionic hands can be created for children as young as eight, and because they are created using 3D scanning and printing technology, they cost a fraction of the normal price and time to build.

The team are working with NHS England on a world-first clinical trial to make affordable bionic arms available for children in the UK. Following successful trials in 2017, the product has been launched in private clinics and the team continue to work with the NHS to commission them.



Urinary tract infection is a common condition and a frequent reason for potentially preventable hospital admission, with total treatment cost estimated at £2500 per person.

Microbiosensor are developing a low-cost, early warning device which can be used in the home or care home setting to detect the presence of a urine infection and show which antibiotics can be used to treat it. It will give a more rapid read out than conventional microbiology testing and so allow earlier, more effective, antibiotic therapy.

As well as successfully receiving SBRI Healthcare support, the team have secured the 'Bionow Investment Deal of the Year Award' for a £1.4m investment deal recently completed with the Northern Powerhouse Investment

Competition: Reducing pressure on urgent & emergency care

Liberty Foreman, BeamLine Diagnostic CEO

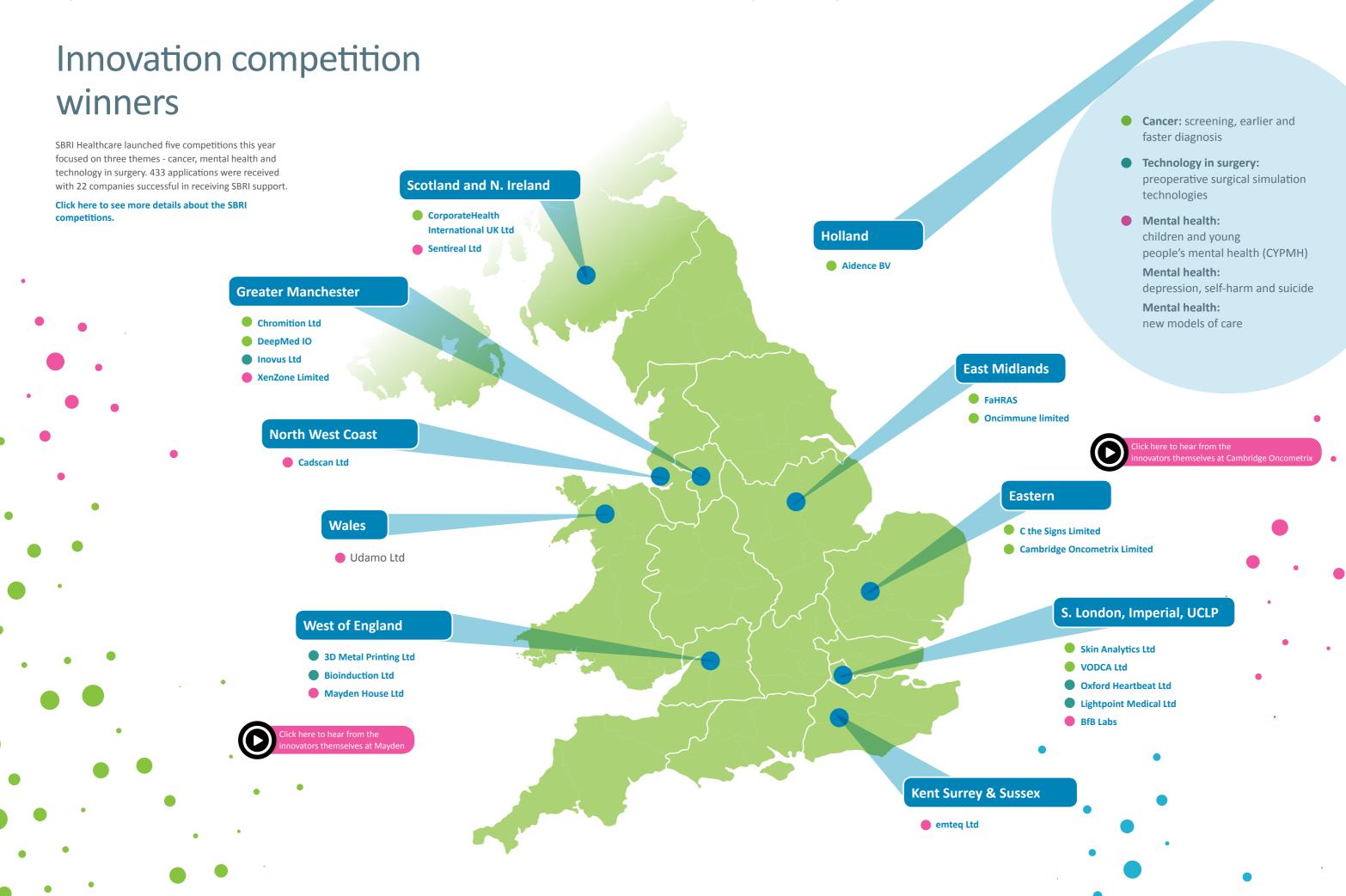
BeamLine Diagnostics

Biopsy procedures for cancer diagnoses generate millions of samples that must be sent off for complex testing. Up to 99% of these are benign but, under current protocol, all must be put through time-consuming analyses. The burden on pathology laboratories is causing delays of up to 8 weeks. A low-cost, fast and accurate biopsy triaging system is being developed by BeamLine to identify benign samples and eliminate them from the pathology pathway. The SBRI-funded project will determine whether it can be applied to colonic polyp screening in the colorectal cancer diagnostic pathway.

"The BeamLine system has the ability to disrupt the cancer diagnosis pipeline and alleviate pressure on overburdened pathology services. We can identify benign tissue specimens within seconds. Samples can be screened at the bedside, halving the number sent to pathology, and Competition: Acute making the process much less stressful for patients."

Funding: £804,859

AHSN: Oxford



Financial report

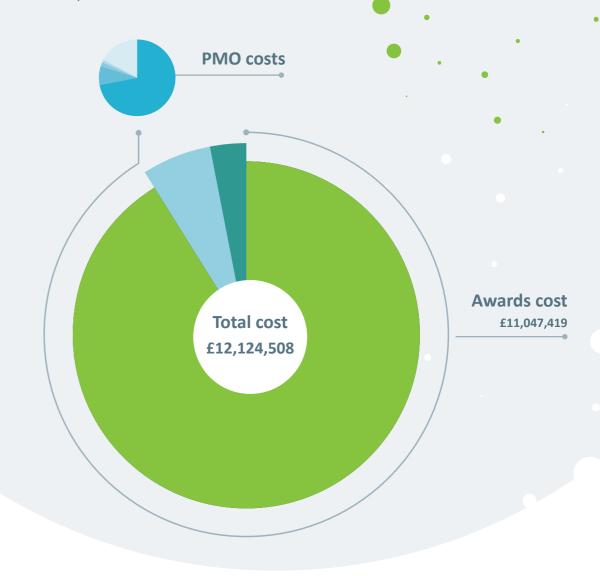
The draft financial year statement for 2017/18 is detailed here. The programme received £12,200,000 net cash from NHS England during the year and dispersed £12,124,508 net cash by year end. The remaining balance of £75,492 is carried forward.

SBRI budget reconciliation against forecast for 2017-2018

Category	Actual	Budget	Variance
Company awards by competition			
Frail elderly - spring 2015	£320,814	£320,814	£-
A&E - autumn 2015	£1,571,289	£1,571,289	£-
Acute sector - spring 2016	£3,668,548	£3,500,007	£168,541
GP of the future - autumn 2016	£3,270,804	£2,666,672	£604,132
Cancer - spring 2017	£841,498	£1,250,010	(£408,512
Surgery/mental health - autumn 2017	£453,407	£625,005	(£171,598)
Available for co-investment	£0	£332,782	(£332,782)
Health economics support	£83,621	£105,150	(£21,529)
Sub-total awards	£11,047,419	£11,219,158	(£171,739)
PMO costs	£716,630	£710,000	£6,630
Irrecoverable VAT	£360,459	£270,842	£89,653
Grand total	£12,124,508	£12,200,000	(£75,492)

Costs

A breakdown of our expenses is shown here



Awards cost	11,047,419
PMO costs	
Staffing	517,143
Technical assessors	57,988
Annual survey work	11,000
Legal & accountancy	8,303
Marketing	122,196
Irrecoverable VAT	360,459
Total	12,124,508

SBRI Healthcare board

Rob Berry Head of Innovation and Research, Kent, Surrey and Sussex AHSN and representing

Wessex AHSN

Anne Blackwood Chief Executive Officer, Health Enterprise East, management support (in attendance)

Cynthia Bullock SBRI Account Manager – Health and Life Sciences, Innovate UK

Andy Burroughs Director of Wealth and Enterprise, Wessex AHSN (until April 2018)

Andrew Cheesman Finance Manager, Financial Strategy, NHS England

David Connell SBRI expert, Senior Research Fellow of the Centre for Business Research, Judge Business

School and industry representative

Richard Devereaux-Phillips Director Healthcare Policy, Association of British Healthcare Industries (ABHI) Board Chair

Steve Feast Managing Director, Eastern AHSN (until April 2018)

Chris Hart Commercial Director, East Midlands AHSN (until April 2018)

Kevin Kiely CEO Medilink North of England, Medilink UK Representative

Anna King Commercial Director, Health Innovation Network, South London AHSN, and Chair of the

SBRI Finance and Audit Committee

William Lilley Commercial Director, West of England AHSN (from April 2018)

Karen Livingstone National Director SBRI Healthcare and Director of Strategic Partnerships and Industry

Engagement, Eastern AHSN

Stuart Monk Commercial Director, South West AHSN (until April 2018)

Frank Ratcliffe Associate Director of Industry and Innovation, Wessex AHSN (from April 2018)

Piers Ricketts Chief Executive Officer, Eastern AHSN (from April 2018)

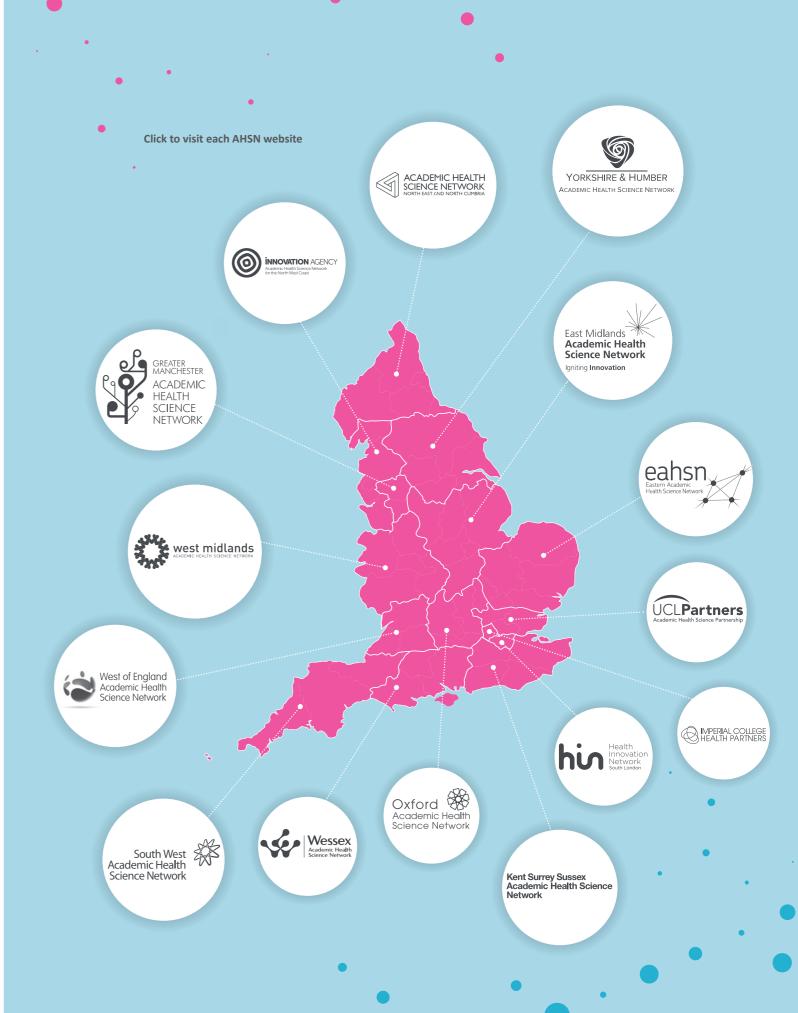
Tim Robinson Interim Commercial Director, East Midlands AHSN (from April 2018)

Kathy Scott Deputy Director Research and Innovation, NHS England (until June 2018)

Keri Torney Deputy Director of Life Sciences, NHS England (from June 2018)

Nicola Wesley Chief Operations Officer, North East and North Cumbria AHSN

Neville Young Commercial Director, Yorkshire & Humberside AHSN (from June 2018)







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