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Small Business Research Initiative (SBRI) Healthcare Programme

Competition 22 Briefing Event







SBRI Agenda

Time	Topic	Presenter
11:30 - 11:35	Welcome and introductions	Caterina Lombardo
11:35 - 11:40	Introduction to the Accelerated Access Collaborative	Lindsay Hughes
11:40 - 11:50	Introduction and overview of the SBRI Healthcare Programme and Competition 22	Rhanda Tajdeen
11:50 - 12:00	Delivering a Net Zero NHS – overview of the challenges	Nick Watts
12:00 - 12:10	Q&A	All
12:10 - 12:25	Insights and tips from successful Phase 1 award holders	Tom Dawson & Nathan Moore
12:25 - 12:35	The AHSN Network	Pete Waddingham
12:35 - 12:40	The application and assessment process	Rebecca Stevens
12:40 - 12:55	Q&A	All
12:55 - 13:00	Closing remarks	Caterina Lombardo

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- Lindsey Hughes is Director of Research and Engagement in the Innovation, Research and Life Sciences (IRLS) Group and Accelerated Access Collaborative at NHS England and Improvement.
- Dr Nick Watts is the Chief Sustainability Officer of the NHS, responsible for its commitment to deliver a world-class net zero emission health service.
- Tom Dawson is the founder of Revolution-ZERO, a net zero, circular economy focused PPE solution.
- Nathan Moore is a trauma and Orthopaedic Specialist Training Registrar in the NHS and Founder/Director of Primum Digital Ltd.
- Pete Waddingham is a Programme Manager at Yorkshire and Humber Academic Health Science Network

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The AHSN Network NHS





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Delivering a Net Zero NHS: Clinical Innovation Competition

Lindsey Hughes Director of Research and Engagement

11th August 2022









The AAC is a unique partnership between patient groups, government bodies, industry and NHS bodies

We work together to streamline the adoption of new innovations in healthcare:

ORGANISATIONS The AHSN Network

































PARTNER



ACCES* Selected AAC Board Members

COLLABORATIVE



Amanda Pritchard



Matt Whitty



Dr Sam Roberts



Prof. Chris Whitty





The Accelerated Access Collaborative brings together industry, government, regulators, patients and the NHS

- It removes barriers and accelerates the introduction of groundbreaking innovations which will transform care
- We support the NHS to more quickly adopt clinically and cost-effective innovations, to ensure patients get access to the best new treatments and technologies
- Innovations include medicines, diagnostics, devices and digital products
- We ensure that research and innovation meets the needs of the public, patients and the NHS







We set five priorities for the next two years

All of our work will be informed by patient experience and will support addressing health inequalities, NHS England's clinical priorities, net zero targets and the life science vision.



Delivering transformational commercial deals at scale

Negotiating great deals at scale that support rapid role out of the most promising innovations.



Increase the scale, diversity and speed of research

Increasing the scale, diversity and speed of research so that the NHS has the clinical evidence that reflects the population, in turn making it easier to adopt innovations that benefit all.



Articulating NHS needs and finding solutions

Signalling to researchers, funders, innovators and industry what the NHS needs while also systematically searching for new solutions to high priority areas of need.



Frontline innovation

Supporting programmes that help the NHS workforce to develop, evaluate and drive innovation on the front line.



Supporting the most promising innovations

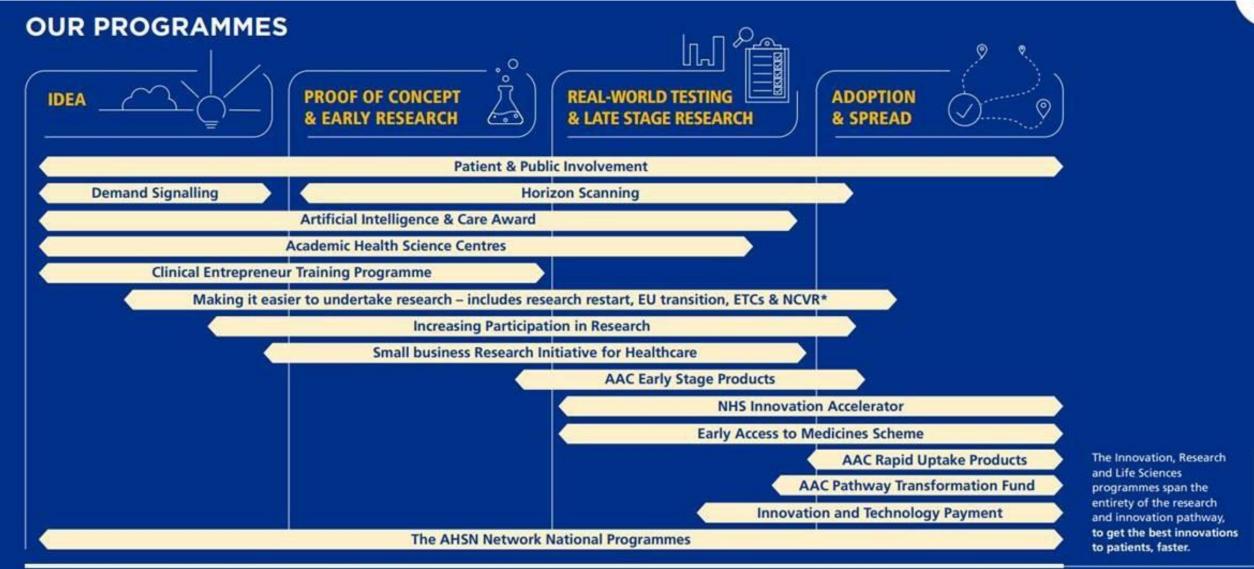
Working to increase uptake of NICE approved innovations from medicines, diagnostics, medical devices and digital products.

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What we do



Our impact in the last year

Estimated patient benefits include:

1,622

fewer clinical visits

10,312

fewer days spent in hospital

577,709

Patients are accessing our innovations

Across 762 sites



2,465
Jobs have been created



£18.1m of in-year savings have been delivered to the NHS



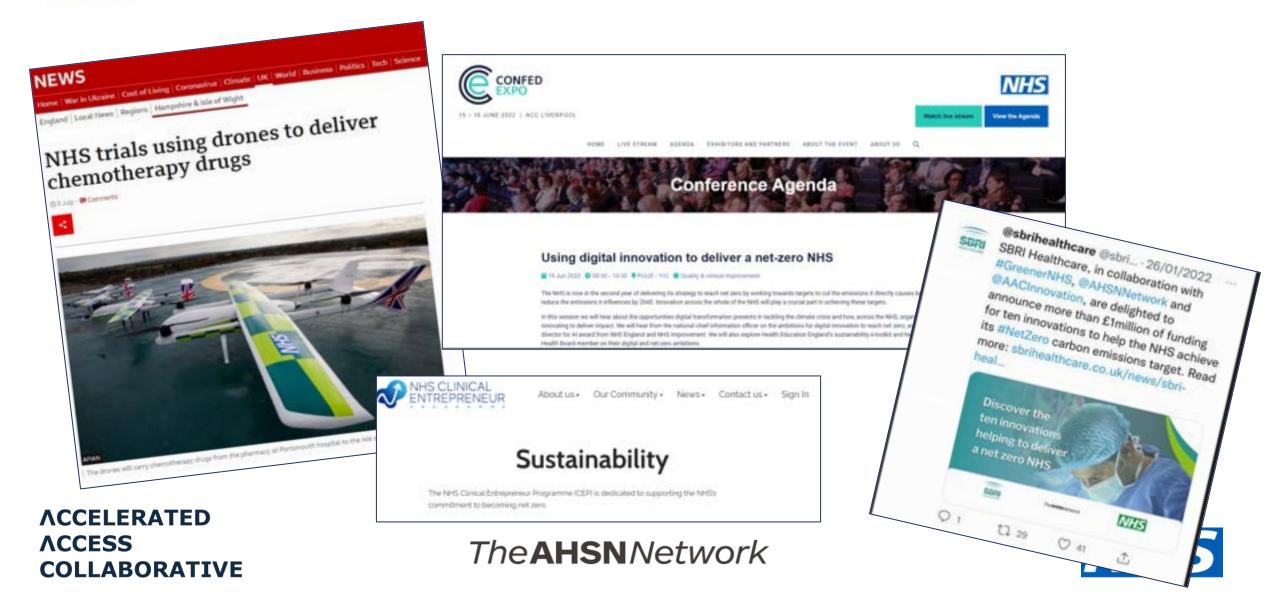
2,804 innovators are being worked with



3,092 innovations are receiving our support



AAC contribution to Net Zero ambitions







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Overview of the SBRI Healthcare Programme and Competition 22

Rhanda Tajdeen
Senior Programme Manager, SBRI PMO





About SBRI Healthcare

- Pan-government, structured process enabling the public sector to engage with innovative suppliers
- AAC programme managed by LGC Group & supported by the Academic Health Science Network (AHSNs)



Improve patient care



Increase efficiency in the NHS



Enable the NHS to access new innovations through R&D that solve identified healthcare challenges and unmet need



Bring economic value and wealth creation opportunity to the UK economy

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The AHSN network

A connected 'Network of Networks'

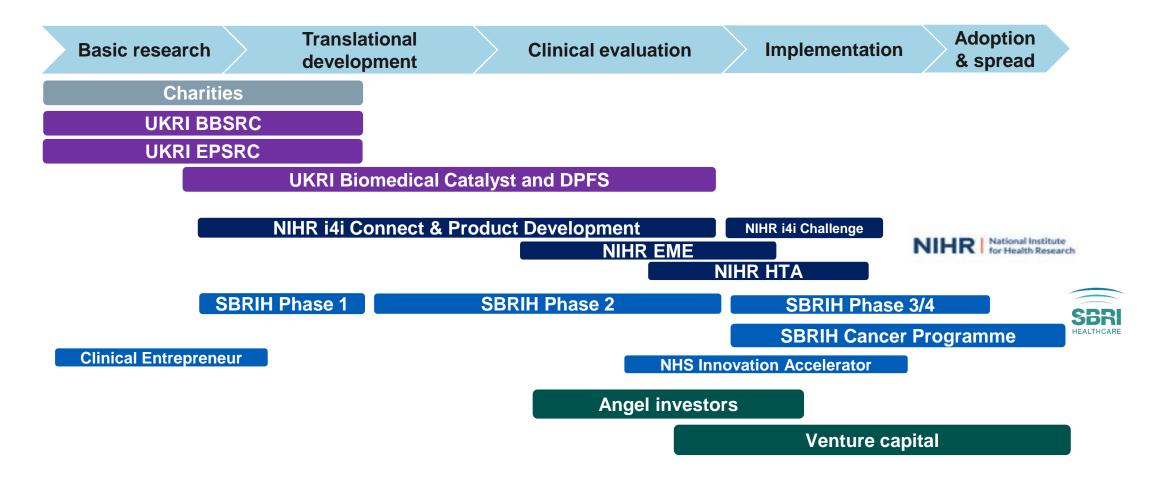


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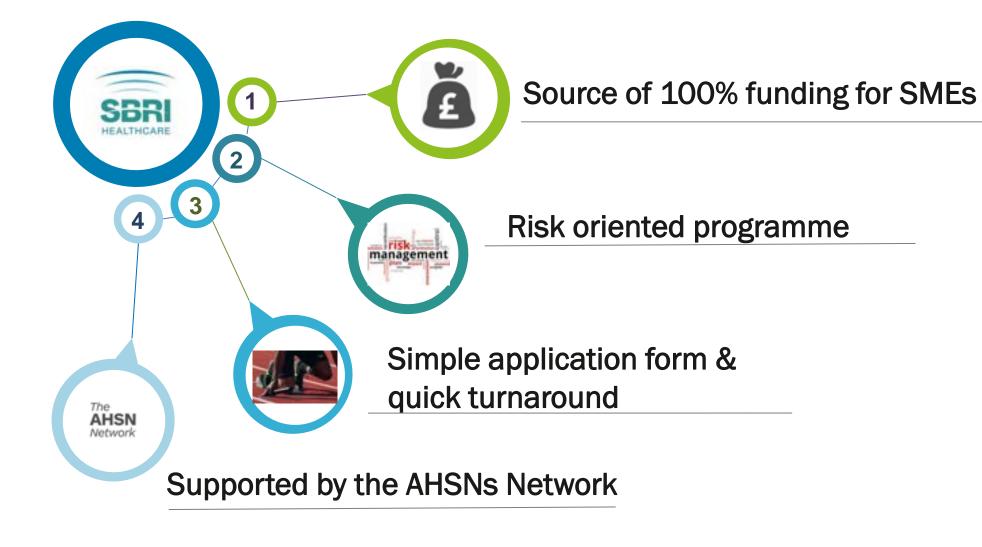
Funding landscape



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The AHSN Network NHS



Key features



Themed competitions to address identified unmet NHS challenges at early and late stage of innovation



- Particularly suitable for SMEs, but any size of businesses is eligible
- Other organisations from public and third sectors (including charities) are eligible as long as the route to market is demonstrated
- Based anywhere in Europe



At early stage of innovation the Programme has a phased development approach

- Phase 1, feasibility project (6 months, up to £100K, NET)
- Phase 2, development project (12 months, up to £800K, NET)



Late stage of innovation

 Phase 3, real-world evidence and implementation (12 months, up to £500K, NET)

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Phase 1 and Phase 2 expected exit points

Establish the technical merit, feasibility, and commercial potential of the proposed technology:

- Feasibility technical study
- Market validation
- Business plan
- Clinical partners identified
- Evidence generation plan for adoption
- Development of PPIE strategy
- Health inequalities impact assessment

- Minimal Viable Product developed
- Early clinical evidence gathering to demonstrate accuracy (and safety)
- Commercialisation strategy: business model, price strategy
- Health economics
- Evidence gathered towards regulatory documentation
- Implementation plan for adoption
- Next stream of funding identified / investment readiness if applicable
- Demonstration of strong involvement and engagement with patients and members of the public

Phase 1

Phase 2

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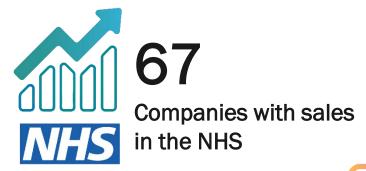






81
Companies with commercial revenues







£60m+
revenue generated



£607m+

Private investment leveraged

1,776 jobs created/retained



936

New collaborations established

>7.2m
patients involved
through sales and trials



18,810

Sites accessed through trials of sales

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LapAR is a laparoscopic training platform to democratise access to high fidelity laparoscopic surgical training

- Adopted by 8 deaneries for deanery-wide surgical training
- Adopted by 2 multinational medical technology companies (Olympus, Johnson and Johnson)
- Used to perform over 6,000 simulated surgical procedures since 2020
- Early evidence to show a 41% reduction in time to operate as a result of improved skill and confidence
- Health economics studies suggest the technology will result in a £115m per year cost saving to the NHS
- Exported to 4 continents



Evidence-base, accessible and non-stigmatising digital therapeutic intervention to tackle childhood anxiety generating real-time data



- Rolled out across 16 regions in the UK
- CE marked
- NHS DTAC assessment complete, DSP Toolkit published
- Partnerships with University of Reading, MindTech, Greater Manchester Mental Health Trust, Norfolk and Suffolk Foundation Trust, University of Manchester, BADTA

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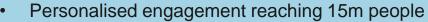


Supporting the UK's biggest workforce, our 7 million family carers

- 33,000 carers engaged through SBRI project
- Follow up paid trials in progress in both social care and NHS settings
- Pipeline of over 20 organisations (ICS, Social Care, NHS Acute, Community)
- Microsoft partner and strong links with Social Care
- Serco operational partnership
- Solution maps into £60m social care innovation fund launching in May 2022 for Local Authorities to call down on



iPLATO transforms access to health services and prevention through intelligent care navigation and personalised patient engagement



- 45 CCGs have commissioned the iPLATO Platform
- NHS Digital Assured App with 2.5m patient users
- iPLATO recently merged with Huma Therapeutics whoa has raised \$250m

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Competition 22 Phase 1 Briefing

Delivering a Net Zero NHS: Clinical Innovation Competition

<u>Categories</u>

- Decarbonising surgical pathways
- Reducing waste in surgery and critical care
- Net zero personalised care
- Tools to support the workforce to deliver net zero









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Competition 22 Phase 1 Briefing

Key dates

Competition launch	24 August 2022	
Assessment	October/November 2022	
Selection Panels	December 2022	
Contract awarded	January 2023	



















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Delivering a Net Zero NHS:

Overview of the challenges

Dr Nick Watts
Chief Sustainability Officer of the NHS









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Insights and tips from successful Phase 1 award holders

Dr Tom Dawson

FFCI., MB.ChB., D.Phil. (Oxon), B.Med.Sci., Dip.Sports.Med.

Founder, Revolution-ZERO

Mr Nathan Moore

T+O StR ST6
Director of Primum Digital Ltd
Clinical Safety Officer
NHS Clinical Entrepreneur
The AHSN Network





Our mission is to displace single use medical textiles with more effective, economic and sustainable reusable alternatives

SBRI Healthcare

Net Zero NHS

August 2022

The AHSN Network



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Fully define your value proposition



You must be able to communicate and defend your value proposition to anyone



Simple and Emotive

WHY WHAT HOW

It needs to be exciting



Backed by analysis

Competitors incl. Emerging
Points of Difference
Economic
Carbon
Environmental
Social



Immensely scalable

NHS focused

However remember:

We have a world to save

Commercial Strength
Know the regulatory and other barriers
Go where you are loved...

This is an amazing opportunity





Put yourself on the map

Support

- PMO team
- Net Zero team
- Wider community leverage you existing engagement
- Grow your team

Communications and networking

3 x conference presentations

- >1000+ Twitter
- >400+ LinkedIn



Direct and indirect partnerships



Accelerates commercial growth



Accelerates technical growth

Revolution-ZERO system

Displacing Single Use Medical Textiles with more effective Net Zero focused Reusable Alternatives



Repurposing

into other

products

Net Zero processes



High efficiency initiates: electric, complementary tech, energy scavenging



Renewable energy by default



Chemicals and processes to minimize environmental impact

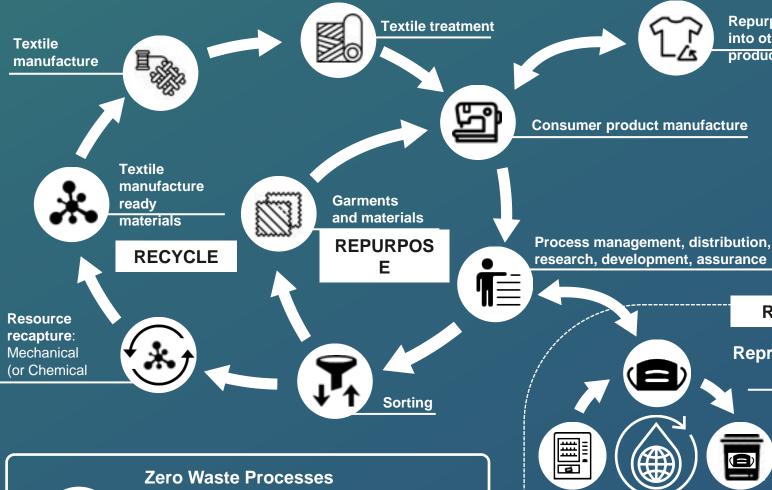


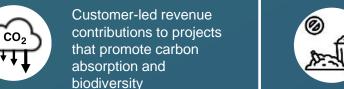
Local

- Manufacture
- Reprocessing
- Recycling





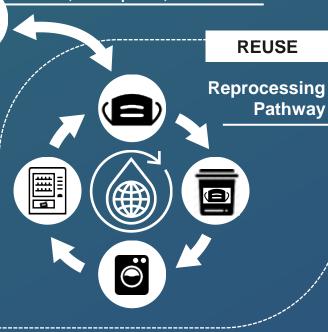






Includes textiles, cleaning materials, water, other resources.

Protecting carbon scavenging habitats from pollution damage is core to our offering.





Dr Tom Dawson

Founder

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+44 (0) 1962 435 045

E-mail

tom.dawson@revolution-zero.com





www.twitter.com/RevolutionZERO1



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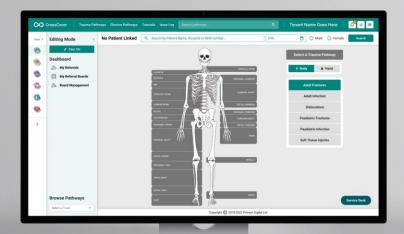
Mr Nathan Moore

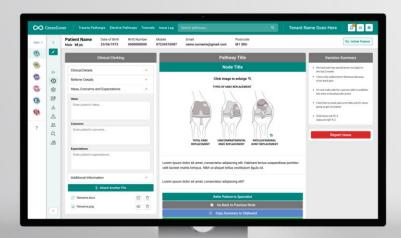
T+O StR ST6
Director of Primum Digital Ltd
Clinical Safety Officer
NHS Clinical Entrepreneur

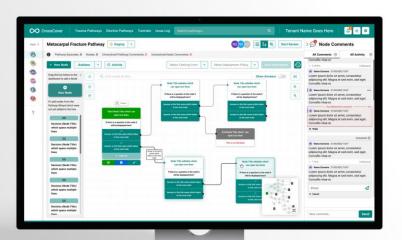
SBRI Healthcare Competition 22 Delivering a Net Zero NHS



















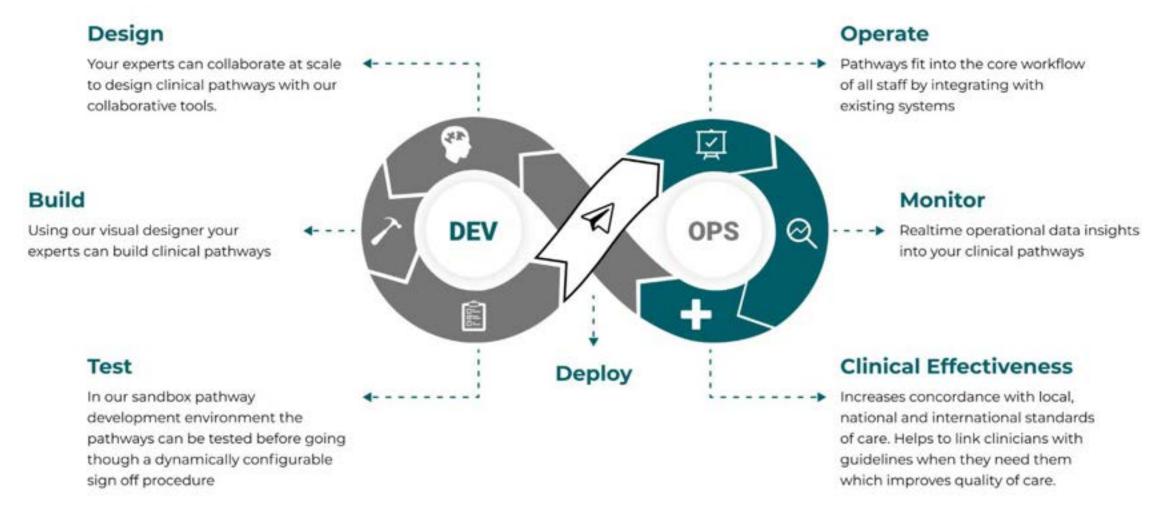






DevOps for Clinical Pathways







Award Benefits





Independent Validation



Indicator of Potential



Supports Business Case



Opportunities



Completing the form is useful



Tips









Reviews from many sources



Compelling story



Address Clinical & Cost effectiveness



MVP & Real-world testing



Lessons Learned





Win Hearts and Minds



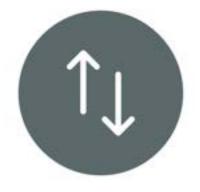
Support Your NHS Champions



Be Agile



Have a plan B



Top-down & Bottom-up support needed





NHS England & SBRI Healthcare Support



Workshops are great



Direct Access to the NHS Greener team



SBRI PMO support value proposition generation



NHS customers are an amazing partner



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THANK YOU



Mr Nathan Moore

nathan.moore@primumdigital.com www.crosscover.co.uk





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Q&A











The AHSN Network

Pete Waddingham

Programme Manager, Yorkshire and Humber AHSN





Transforming Lives Through Innovation

The Role of AHSN and Support for Green Innovation

Pete Waddingham
Programme Manager







- 1. A quick **overview** of the **AHSN Network**
- 2. A small **flavour** of some of our work
- 3. An overview of areas of support

A connected **'Network of** Networks' spreading healthcare innovation at pace and scale





We are the innovation arm of the NHS

We are **catalysts** for innovation

We **connect** partners across sectors

We **create** the right environment for change

We are **collaborators**



AHSNs work locally

Each AHSN is embedded in its regional health and care community

Local Structures change e.g. Y&H "Digital Hubs"

'Finger on the Pulse'





... and nationally

Each AHSN is part of the national AHSN Network:

- a unique collaborative of expertise and experience
- sharing learning
- pooling intelligence
- benefitting from a pipeline of emerging and proven solutions from around the country





AHSN Sustainability Community of Interest

- Formed over a two years ago
- Representation from each of the AHSNs
- Developed a strategy / where we add value
- Share Learning
- Showcase Innovations / Case studies / Supporting Projects



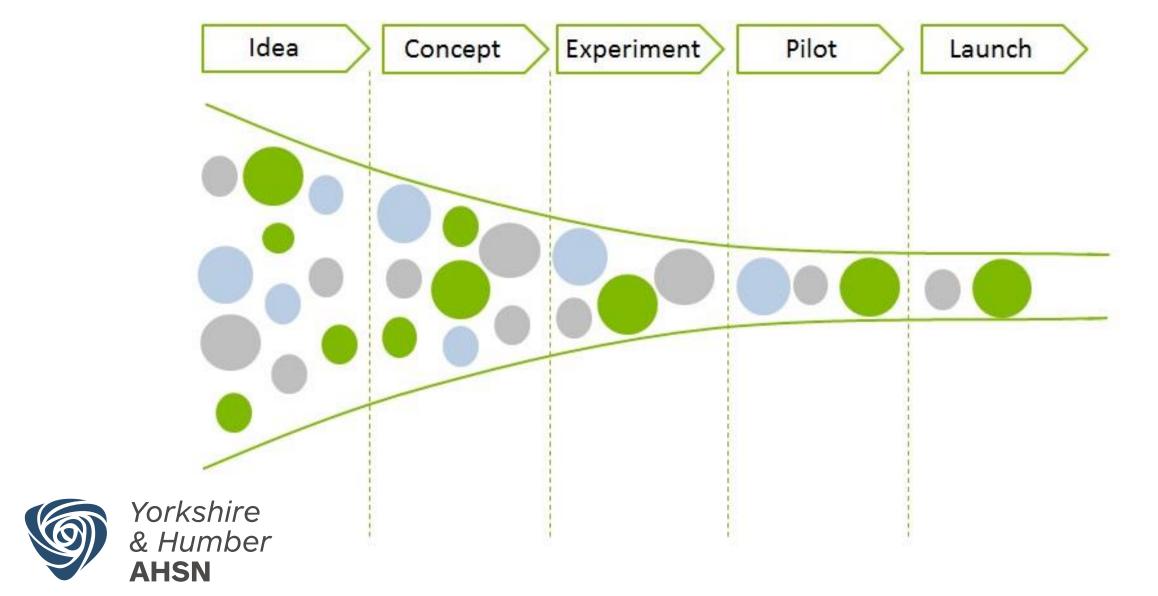


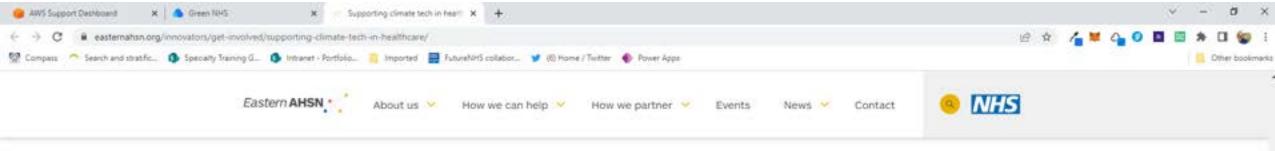
The "Delivering a 'Net Zero' National Health Service" publication references innovation and the AHSNs:

To support the future development and adoption of new technologies and innovations, the NHS will:

Work with the Academic Health Science Networks
 (AHSNs) to embed net zero into the AHSNs' business
 as usual processes, working with them to develop a
 network-wide ambition and identify specific ways of
 working to promote the drive to reach net zero

Innovation Pipeline





Sources of carbon emissions

Submit your climate tech innovation

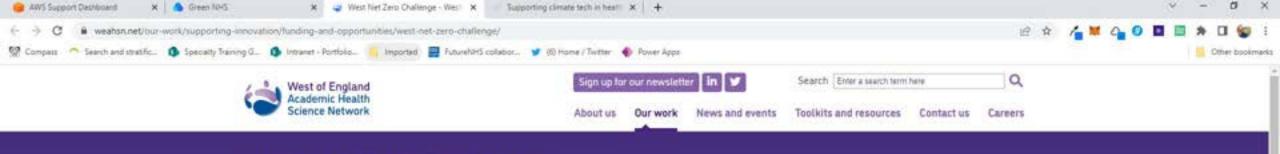
If you have an innovation that could help the NHS reach its sustainability target fill in the form below. This will help us understand the benefits of your innovation, your progress to date and where we could help you.



Share your idea

Do you have a great idea that could make a positive health impact?





West Net Zero Challenge



The West of England Academic Health Science Network (AHSN) and the <u>Health Technology Hub</u> based at the University of the West of England are launching an new initiative to support innovators and to support the NHS's commitment to reducing its carbon footprint.

The initiative - West Net Zero - is calling for small and medium-sized enterprises (SMEs) with sustainable innovations in the West of England to apply.

We are seeking those that have either new sustainable innovations or already existing products that can be adapted to help the NHS lessen its environmental impact, in line with its ambition of having 'net zero' emissions by 2040 and who may benefit from the expertise and support offered by the Health Technology Hub and the West of England AHSN Industry and Innovation programmes.

The programme is also looking for companies that are already based in, or are working with, an NHS organisation in the West of England* area.

Our work > West of England Academy > Transforming services and systems > Improving patient safety > Supporting innovation > Funding and opportunities » Support for your business. > The Innovation Exchange > The Future Challenges > Industry and Innovation News » Voluntary, Community, Faith and Social Enterprise (VCFSE) Partnership for Better > Create Open Health: Voices for Change > Digital transformation > Primary care > Mental health





Propel@YH Net Zero- Innovator Showcase Event

Posted: 7th December 2021

Propel@YH Net Zero was set up as a pilot accelerator programme to support a number of SMEs with a green innovation to develop their products and promote spread across Yorkshire & Humber. The programme, which consisted of a series of masterclasses and mentoring sessions ran throughout the summer with our Propel@YH Net Zero Cohort.

To celebrate the end of the programme and showcase these green innovations to our NHS stakeholders a small event was held on the 30th November 2021. Speakers included:



- Frank Swinton, Climate Change Lead for West Yorkshire Health and Care Partnership who introduced the session and highlighted the role of innovation in supporting climate change.
- Kathy Scott, Deputy CEO for Yorkshire & Humber AHSN who shared information on the AHSN Network and YHAHSN strategies and work to support the NHS Net Zero ambitions.
- Victoria Vaines, Programme Manager at Yorkshire & Humber AHSN presented on the Propel@YH Net Zero programme and outcomes.
- Tom Gausden, Senior Business Manager at Patients Know Best described what PKB is, what it does and its impact.
- Ewa Truchanovicz, Managing Director at Dignio described the Dignio platform, what it does and its impact for patients and healthcare.

View and download the <u>presentation slides</u>







Digital North

02 Dec

REGISTER

Digital North introduce health tech firms and their game-changing innovations which help to meet the recovery priorities of our NHS partners

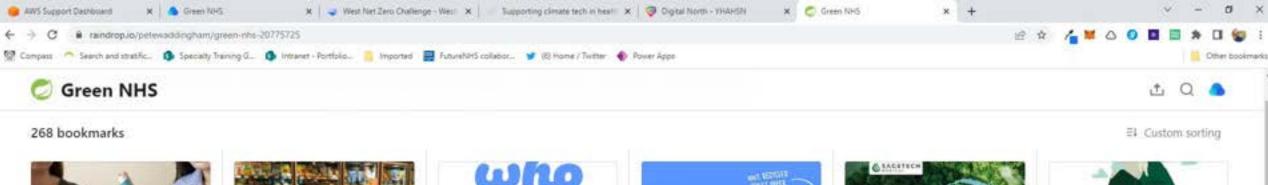
The Digital North accelerator programme is a collaboration between the four northern AHSNs. It aims to support regional digital health technology innovators in the adoption and spread of proven innovations within the healthcare system

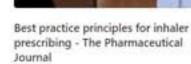
The 2021-22 "Restore, Reset and Recover" programme will deliver game-changing digital innovations from our cohort of eight companies that all help to meet the recovery priorities of our NHS partners as they respond to the continuing impact of the COVID-19 pandemic.

Across two showcase events we will provide NHS stakeholders with the opportunity to learn more about each of these proven innovative solutions, how they address known needs, what successes they have had and how they can support the current challenges facing the health and care system.

The events will be delivered with both national, regional and AHSN Network leaders as the keynote speakers who will provide an insight into the Digital North programme, current NHS policy and priorities, strategic developments and how digital growth is helping the region and future opportunities.







Introduction In October 2020, the NHS became the world's first health service to commit to reaching 'net zero' emissions by 2045[1]. The NHS is responsible for 4% of ...

#Asthma

Grønnköpingkið Hospital



Study reveals environmental impact of 57,000 multi-ingredient processed foods for first time

Is traditional toilet paper really that bad for the environment?

The short answer is yes. The long answer is vessssssssssssssssssssssssssss "deep breath"

#Resource #Report #Packaging #Paper #Consumables

support.whogives... today at 7:26 AM



Who Gives A Crap UK

We make super-soft, 100% recycled toilet paper, and we donate 50% of profits to build toilets in the developing world. Good for your burn. Great for the world!

#Consumables #Recycling uk.whogivesacrap.... today at 7:25 AM



SageTech Medical | Leading Sustainable Anaesthesia

#Gas #Supplier

#Innovation

Integrating simply, seamlessly and universally into existing anaesthetic equipment, the practical solution is supported by an easy to use, fully managed...



Home - Zero30

"The greatest threat to our planet is the belief that someone else will save it." Robert Swan, OBE Zero30 Now, here's the bad news. If we all carry on as we are, we face a ...

#Green Plan #Resource #Humber & North Yorkshire zero30.uk yesterday at 458 PM



pharmaceutical-jo... today at 7:57 AM



leap.ox.ac.uk today at 7:42 AM

#Food

New World Wind - Wind tree

The fictive city and region of Grønnköpingkið is building a new university hospital that will be ready to opprate in 2021. The hospital will and colar onormy



New World Wind offers power

generation solutions combining high technology and design, wind



Biotecture - Sustainable Hydroponic Living Wall systems

Biotecture provides innovative. flexible, modular green wall evetome offering a new level of



Pollution Solution - Capturing pollution at the source

Groundbreaking technology proven to reduce human exposure to road hazad air nollution by 91% with



sagetechmedical.... yesterday at 5:00...

Magment | Home

Dynamic Wireless Charging. Wireless charging infrastructure has arrived.



Charging points and electric vehicles UK 2022 - Zap Map Zap-Map: UK's No.1 EV charging

point app 2022. Zap-Map helps EV drivers search for chargers plan-

AHSN Support (Personal Reflections)

- Funding identifying sources (Funding bulletins / support with applications inc. partnering) NOT
 ALWAYS EASY / REVIEW & SUGGEST AREAS TO IMPROVE / EXPAND
- Navigating the Regulatory Framework inc. Digital/Medtech/AI NEW STANDARDS / REQUIREMENTS
- Connecting with key people / building relationships TAKES TIME / MANY TO CONSIDER
- Identifying RWE contenders ALWAYS ON THE LOOK OUT
- Critical Friend having honest discussions DEVILS ADVOCATE / THINKING ABOUT PERVERSE INCENTIVES / MARKET & COMPETITION
- Helping people understand the current pulls / pressures / Structural set up FLUID LANDSCAPE
- Helping Innovators think about how they address the big challenges HEALTH INEQUALITIES / ELECTIVE RECOVERY / GREEN etc
- Making things simple IF IT IS SIMPLE; LIKELY IT GETS DONE (e.g. Green / Social Value)
- Helping think about Comms Social Media / Blogs / Media Releases FINDING & PROMOTING THE STORY

ALL OF ABOVE KEY IN BUILDING THE BUSINESS CASE!



Thank you!

https://twitter.com/PeteWaddingham @petewaddingham (Twitter)
https://www.linkedin.com/in/pete-waddingham-b4ab8861/ (Linkedin)







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SBRI Healthcare application and assessment process

Rebecca Stevens
Programme Manager, SBRI PMO





Phase 1 and Phase 2 assessment process

Application

Open to everyone Short application form online

Panel Meeting

3 min video pitch Panel of clinical, commercial technical experts + patient/public representative

Phase 1 project

Up to £100K 6 months

Up to £800k **Panel Meeting**

15 min presentation + Q&A Same Panel composition







Due diligence and contracting

Phase 2 project

12 months



Patients NHS access Sales



Problem identification & articulation of clinical need

NHS Long Term Plan, Strategic papers, KOLs, Industry, AHSNs, Patients

Shortlisting

Reviewed by pool of Clinical, Technical and Commercial experts + PMO

Up to 25 applications shortlisted



Application

Only if Phase 1 project successful Detailed application form online Including PPI strategy Peer review







The assessment criteria

- 1. What will be the effect of this proposal on the challenge outlined in the brief? 20%
- 2. Is the project plan, deliverables and risk mitigation strategy appropriate? 15%
- 3. Will the technology/device/solution have a competitive advantage over existing and alternative solutions, how innovative is the proposal and are the arrangements surrounding the use and development of Intellectual Property appropriate? 15%
- 4. Does the proposed project have appropriate commercialisation and implementation plans? 20%
- 5. Does the project include consideration towards patient and public involvement? 5%
- 6. Does the proposed technology have potential to enhance equity of access and contribute to net-zero emission? 5%
- 7. Does the company and project team appear to have the right skills and experience to deliver the project? **15**%
- 8. Are the costs justified and appropriate? 5%

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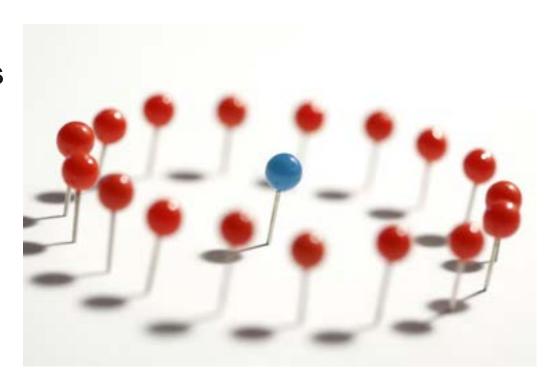
NHS



Success rate

2,425 applications scrutinised

9.4%



Phase 2 Awarded

49%

229 awarded Phase 1

Out of 229 Phase 1 awarded







Application process – www.sbrihealthcare.co.uk



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NHS



Competition documents



Supporting Documentation:

Invitation to Tender
Applicant and Portal Guidance
Challenge Brief
Template Application Form
FAQs

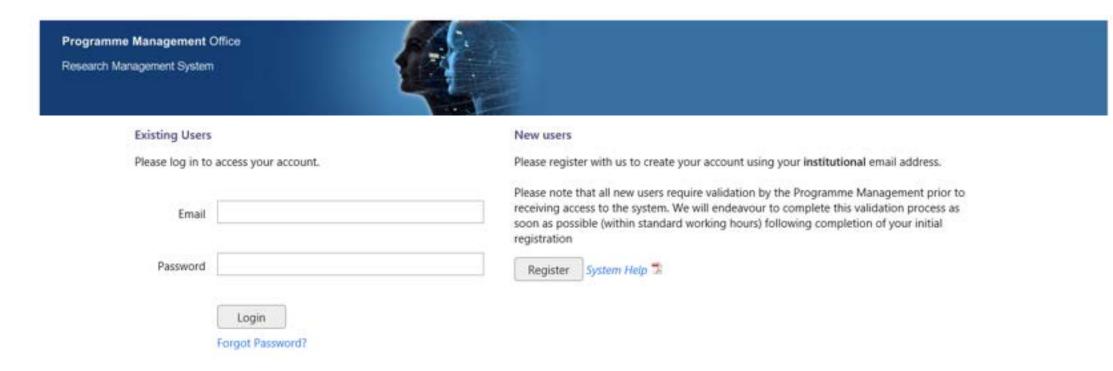
Key Dates:

Competition Launch – 24 August 2022
Deadline for Applications – 05 October 2022
Assessment – October/November 2022
Panel Meeting – 02 December 2022
Contracts awarded – January 2023

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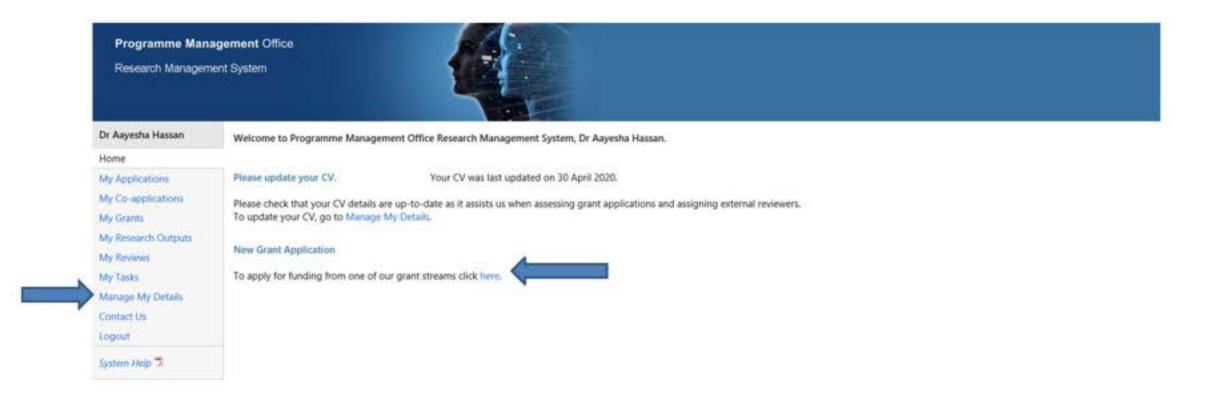




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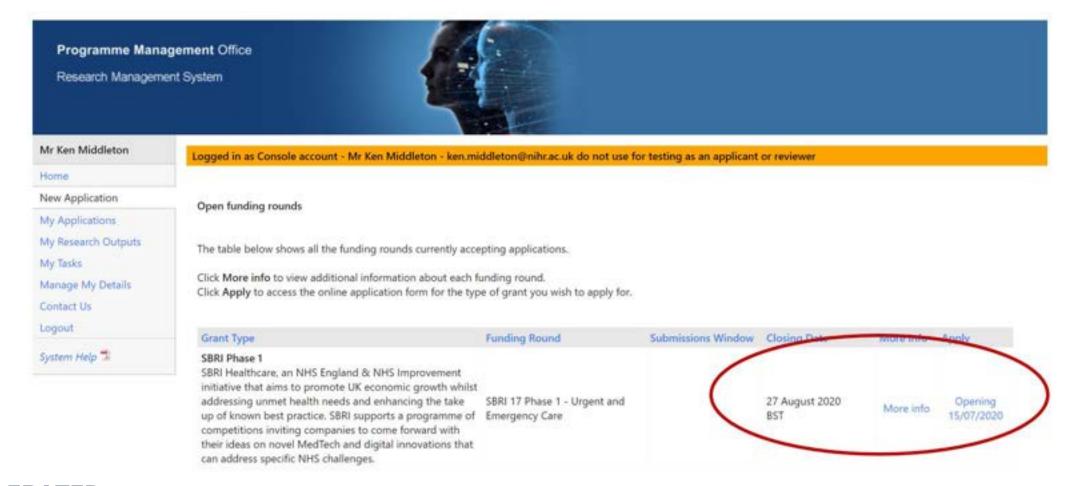












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Research Management System



Previous Next Save Save And Close

Urgent and Emergency Care 26817 Details... Introduction Section 1: Application Summary Section 2: Company Details Section 3: Plain English Summary Section 4: Project Plan Section 5: Team Section 6: Budget

Section 7: Supporting

Section 9: Validation

information

details

Summary

Introduction

There are a number of online guidance prompts (marked as a ?) available to you throughout the online form to help you when completing an application. It is strongly advised that you also read the relevant <u>Guidance for Applicants</u> before completing your application.

Please keep the use of acronyms to a minimum. Only use acronyms where a term is used frequently throughout the application. If you do choose to use an acronym, do not assume that the reader knows what it means, and be sure to define it when first used.

You are strongly advised to structure the longer sections of the application form (particularly the Project Description and Breakdown) in such a way that they can be read easily by reviewers. The use of long passages of dense, unstructured text should be avoided.

Schematics, tables, illustrations, graphs, and other types of graphics can be embedded to clarify the project plan but they should not clutter the central narrative. Images do not count towards the overall word count but inclusion of them to overcome word limits is not permitted. Images may only be included within the Project description and breakdown, Images included in other sections will be removed from the application and not seen by reviewers.

Members of the project team will need to invited through the RMS via email to participate as team members, after which they must both confirm and approve their participation. Please ensure that all team members invited to collaborate on this application have confirmed their involvement and approval of the application form content before submission.

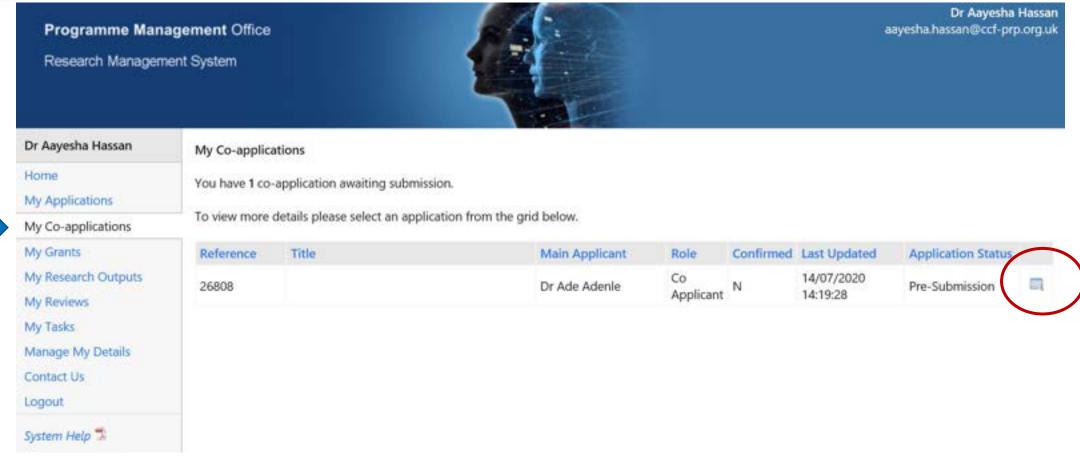
Although confirming and approving an application can be done at any time during the submission of an application, you are strongly advised to do this well in advance of the deadline.

If you have any queries with your application, you can contact the SBRI Healthcare Programme Management Office on 020 8843 8125 or SBRI@LGCGroup.com.

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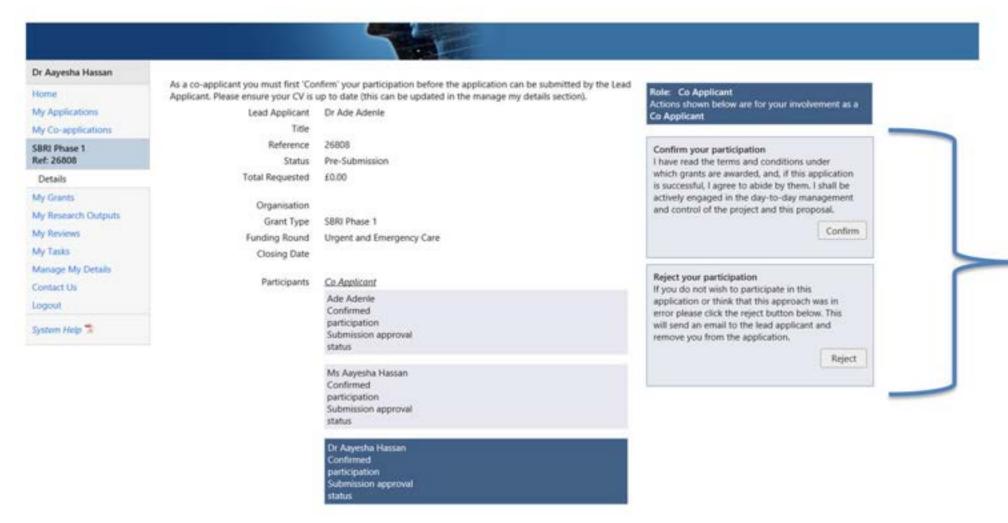












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Q&A





SBRI PMO will organise a Q&A session on 8th September 2022

from 15:00 to 16:30

Registration on <u>www.sbrihealthcare.com</u>

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Contact us for advice and specific guidance:

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Thank you for attending this webinar

