

SBRI Healthcare Programme

An NHS England funded initiative delivered by
the Academic Health Science Networks

www.sbrihealthcare.co.uk



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

www.innovateuk.org/sbri

website contains details of all SBRI competitions



The NHS Innovation Agenda

“There are great people in the NHS with great ideas. Through a focus on outcomes, we are going to enable and encourage them to turn those innovative ideas into reality. This will result in better care and outcomes for patients.”

SECRETARY OF STATE FOR HEALTH, ANDREW LANSLEY

INVENTION

The originating idea for a new service or product, or a new way of providing a service

ADOPTION

Putting the new idea, product or service into practice, including prototyping, piloting, testing and evaluating its safety and effectiveness

DIFFUSION

The systematic uptake of the idea, service or product into widespread use across the whole service.



We will double our investment in the Small Business Research Initiative to develop innovative solutions to healthcare challenges, encourage greater competition in procurement of services, and drive growth in the UK SME sector

HEALTH AND THE ECONOMY

The NHS contributes to the UK economy in four important ways:

1

Through the services it provides: a healthy population is more productive, and more economically active

2

By adopting innovation to improve its own productivity, it can deliver more health benefit for a given public resource

3

By accelerating adoption and diffusion of innovation throughout the NHS it supports growth in the life sciences industry

4

By exporting innovation, ideas and expertise, working in partnership with UK industry, it provides new business opportunities abroad for UK-based companies.



SBRI Process

AHSN led - typically undertaken by clinicians – service driven

AHSN led - Workshops with industry to support understanding

PHASE 1: Typically 6 months – max of £100k

PHASE 2: Typically 18 months – milestones agreed & monitored

PHASE 3: Typically 12 months – milestones agreed & monitored

Problem Identification

Open call to Industry

Assessment

Feasibility Testing

Prototype development
Pathway testing &
Proof of Value

Assessment

Due diligence & contracts

Open Procurement



New Competition Spring 2014

 Improving medicines adherence SBRI Healthcare NHS England competition for development contracts May 2014 Medication Adherence  	 Delivering safe, high quality, cost effective child and maternal health care SBRI Healthcare NHS England competition for development contracts May 2014 Child & Maternal Health 	 Integrated Care: Identifying Individuals at Risk of Becoming Complex Patients SBRI Healthcare NHS England competition for development contracts May 2014 Integrated pathways 	 Improving outcomes for patients with musculoskeletal disease SBRI Healthcare NHS England competition for development contracts May 2014 Musculoskeletal  	 Improving outcomes for patients with Learning Difficulties through better remote management of health and well-being. SBRI Healthcare competition for development contracts May 2014 Telecare/health in LD 
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Competition launch: 19th May 2014

Closing Date: Noon 10th July 2014

Industry workshops: 3rd June, Birmingham & 9th June, Manchester

Contracts awarded: October 2014



Case Study: Polyphotonix

SME PolyPhotonix has worked with the Liverpool University Hospitals Ophthalmology team to create a light therapy sleep mask which is CE certified for the treatment of diabetic retinopathy (DR).

- The Noctura 400 is based on Organic Light Emitting Diode (OLED) technology which offers a patient centric, non invasive home based monitoring treatment for patients with DR and age-related macular degeneration (AMD).
- The company are currently engaged in a multi-centre Phase III trial of the technology at Moorfields Hospital, London.
- The company have increased 5 fold, have all their manufacturing in the UK and are based at the National Printable Electronics Centre in Sedgefield.



Case Study: Fuel 3D Technologies

Oxford University Spin out Company, Fuel 3D Technologies has devised a novel 3D camera which allows for improved monitoring and clinical intervention of chronic wounds in clinics, hospitals and in patient homes.

- The Fuel 3D wound measurement system, which was launched in the UK in December 2011 and is already being used in 20 NHS hospitals and primary care settings, allows community nurses to monitor the wounds while having the back-up of hospital-based experts.
- Images can be evaluated without the need for patients to visit outpatients – increasing effectiveness and reducing costs. The technology allows wounds to be assessed by volume giving a more accurate picture of wound healing.



Case Study: Aseptika

Huntingdon based start up Aseptika Ltd has devised a home-based rapid quantitative test to predict exacerbation of lung infections in patients with long-term respiratory disease



- The company has successfully demonstrated the feasibility of quantifying the levels of key biomarkers in sputum donated by cystic fibrosis (CF) patients as a way of predicting the onset of chest infections known clinically as exacerbations.
- The company is now in the process of scaling up trials to make it possible for patients with a range of respiratory conditions including CF and chronic obstructive pulmonary disease (COPD) to self-monitor at home and reduce the frequency of unscheduled admissions to hospital.

Evidence indicates that for every day of 'advanced warning' and every day an effective antimicrobial is administered, time in the clinic is reduced by 0.5 day.



Outcomes achieved to date

	Competition	Launch Date	No. of entries received	Contracts Awarded Phase 1 & 2		Competition Value
1	Pathogen detection (DH)	Oct 2008	15	7	2	£2m
2	Hand Hygiene (DH)	Oct 2008	38	6	4	£3.1m
3	Managing Long Term Conditions	Apr 2009	89	5	2	£1.2 m
3	Patient Safety	Apr 2009	46	5	2	£1.25 m
4	Keeping Children Active	Apr 2009	42	1	0	£0.1 m
5	Dementia	June 2010	28	7	3	£1.2m
6	Hospital Admissions	June 2010	69	5	2	£0.4m
7	Long Term Conditions	Feb 2011	73	8	5	£2.2 m
8	Medicines Management (DH)	Apr 2012	49	5	4	£2m
9	Behaviour changes (DH)	April 2012	108	8	2	£2m
10	End of Life	Jan 2013	97	5	3	£2.5m
11	Mental Health	Jan 2013	80	4	2	£2.5m
12	Cancer	Sept 2013	22	4	TBC	Approx. £16m across 7 categories. Phase 1 Awards £2.8m
13	Patient Safety	Sept 2013	55	5	TBC	
14	COPD	Sept 2013	31	5	TBC	
15	Diabetes	Sept 2013	48	6	TBC	
16	Research & Diagnostic tools	Sept 2013	44	6	TBC	
12	Mental Health	Sept 2013	56	4	TBC	
13	Cardiovascular	Sept 2013	27	5	TBC	
14	Renal (DH)	Oct 2013	41	14	TBC	Approx. £3.6m
15	Genomic (DH)	Dec 2013	35	TBC	TBC	Approx. £10m
16	Phase three offer	Dec 2013	10	8	TBC	Approx. £5m
	TOTALS TO DATE		1103	123	31	£23m contracted



AHSN/SBRI companies

Scotland & N Ireland
Radisens, Edixomed,
TwistDX

**Grter Manchester
& NW Coast**
- Sky Med, TrusTECH

**North East &
North Cumbria**
Polyphotonix Ltd

Yorks & Humber
Halliday James Ltd

East Midlands
Monica Healthcare Ltd

West Midlands
SensST Systems, Just
Checking Ltd

West of England
SentiProfiling

Wessex
CreoMedical, Morgan
Automation

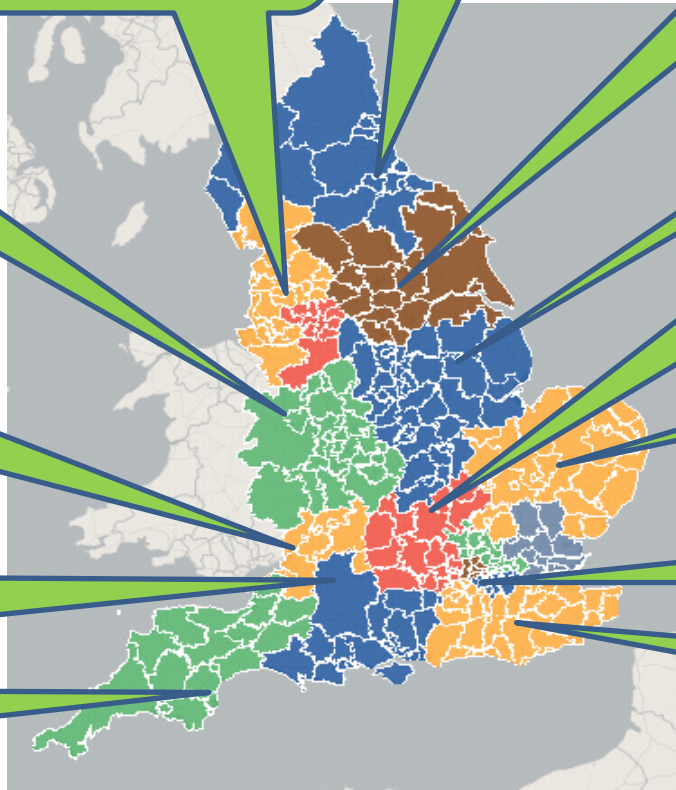
SW. Peninsula
Frazer Nash

Oxford -
Eykona, Oxford Biosignals,
Message Dynamics

Eastern -
Aseptika,
Bespak,

**S.London, Imperial,
UCLP**
ABMS, Pintrack,
Therakind, UMotiff

**Kent, Surrey &
Sussex**
Anaxsys, InMezzo



Application Process

www.sbrihealthcare.co.uk



bringing new technologies to the NHS

[Log in](#)

Log in to the SBRI Healthcare portal to review and track your application

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Mental Health – A Focus on Health Technology

[\[Enter this competition\]](#)

Welcome to SBRI Healthcare

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 Healthcare uses 100% non-research funding and uses within this ID

Competition Overview

£5m funding will be awarded in a new round of SBRI Healthcare competitions. Apply Now

[\[Learn more\]](#)

[Patient Safety & Patient Monitoring](#)



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Your proposal

Proposal title:

Application Summary

General Information

Please provide the following information to register your interest in this competition. A secure workspace will then be set up which will allow you to complete your application. After that you will be able to edit this information up to the point of final submission. If you do not have the answers at this time you may complete this submission form and then access it later with the contact information.

Contract Duration

Proposed:

Total contract cost

Inclusive of VAT

What is the best way to describe your innovation?

[Please Select](#)



Application Process

Welcome to SBRI Healthcare portal. From here you can track your application or, if you are an assessor, access your assessments.

Applicants

My Applications

Phase 1 Apply Now

Assessors

My Reviews

Don't forget...

The SBRI has competitions starting all the time, plus news and more.

[Go there now^{u7}]



Application Process

Get notified when something happens

Overview

Tasks (0)

Documents

Team

Process

Scorecard

Log

Settings

Application Summary

Edit

General Information

Contract Duration

6

Total contract cost

100,000

What is the best way to describe your innovation?

Existing technology with new modifications

Title and abstract for publication

Your tasks as gatekeeper are solved

Gatekeeper (0 of 0)

Team (1 of 2)

[View all tasks](#)

Feed



Application Process

[Overview](#)[Tasks \(3\)](#)[Documents](#)[Team](#)[Process](#)[Scorecard](#)[Log](#)[Settings](#)

Show tasks for [Current stage](#) ▼[Create a new task](#)

Gatekeeper tasks

No tasks

Lead Applicant tasks

No tasks

Team tasks

	Assigned to	Deadline	Status
 Download Guidance Documents	Nick Offer	-	Not solved
 Complete Company Details	Nick Offer	-	Not solved
 Complete SBRI Application	Nick Offer	-	Solved (16/05/2014)
 Declaration	Nick Offer	-	Not solved



Assessment Phase Timelines

- Close competition, noon on 10th July
- Review compliance (Jul)
- Assessment packs assigned and issued to Technical Assessors (Jul)
- Each application reviewed & scored by 3 Technical Assessors (Jul)
- Assessment of long-list applications at panel meeting involving clinical leads (Aug)
- Production of rank ordered list for interview (Aug)
- Interview panels to select final winners (Sep)
- Draft and issue contracts (Sep/Oct)
- Feedback to unsuccessful applicants (Oct)
- Publish contracts awarded (Oct)



Assessment Criteria

1. What will be the effect of this proposal on the challenge addressed?
2. What is the degree of technical challenge? How innovative is the project?
3. Will the technology have a competitive advantage over existing/alternate technologies that can meet the market needs?
4. Are the milestones and project plan appropriate?
5. Is the proposed development plan a sound approach?
6. Does the proposed project have an appropriate commercialisation plan and does the size of the market justify the investment?
7. Does the company appear to have the right skills and experience to deliver the intended benefits?
8. Does the proposal look sensible financially? Is the overall budget realistic and justified in terms of the aims and methods proposed?



Key Points to Remember

- Research and define the market/patient need
- Review the direct competitor landscape and make sure you define your USP
- Consider your route to market, what is the commercialisation plan? Do you know who your customer will be, how will you distribute, how much will you charge for the product/service?
- How will the project be managed (what tools will you use, how will the team communicate etc)
- Provide a clear cost breakdown
- Make sure you answer all of the questions in sufficient detail
- Try not to use too much technical jargon, sell the project in terms the NHS will understand (outcomes, benefits to patients etc)



Contact Us

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