

## HEALTH INNOVATION PARTNERSHIP

### Background

1. Scotland is well placed to be an international centre for innovation in health, with an integrated health service with major quality ambitions, a strong life sciences industry, excellent health data and first class universities and research capability. The Scottish Government's policy on innovation in health was published, along with an action plan, in 2012 as "Health and Wealth in Scotland: a Statement of Intent for Innovation in Health" <http://www.scotland.gov.uk/Resource/0039/00396711.pdf>. At the heart of the Statement is the theme of the delivery by NHSScotland of better healthcare through innovation, i.e. the invention, development, production and use of products, medicines, therapeutics, approaches and supporting services which create the opportunity to make major improvements to health and healthcare by doing things differently.

2. The Action Plan included a commitment to set up a Health Innovation Partnership (HIP) to foster partnership between the life sciences sector (particularly in Scotland) and NHSScotland. The HIP was set up by the Scottish Government in early 2013 to help NHSScotland experts to work with companies across the life sciences sectors of medical technologies (including diagnostics), drug development and manufacture, pharmaceutical services and digital health to improve the provision to and use of innovative healthcare solutions by the NHS. The HIP is designed to facilitate and strengthen the partnership between all of the life sciences sectors in Scotland and NHSScotland to their mutual benefit.

3. The industry liaison service of the HIP is delivered by the Scottish Lifesciences Association (SLA) under a pro bono contract. The Government seconds a senior NHS manager to the HIP to perform the NHS liaison role. In addition, NHS Health Improvement Scotland's health economists assist by assessing technologies arising from the work of the HIP using the Intermediate Medical Technology Overview developed by the Scottish Health Technologies Group.

### Industry Access to the Health Innovation Partnership

4. The HIP facilitates a 2 way exchange of ideas and requirements between the life sciences industry and the NHS. It currently (end 2016) has helped or is helping around 150 life sciences companies to access NHS clinical expertise and advice from well over 1,000 NHS experts on these companies' ideas and products, from initial inception to delivery of the product. Some of these projects were between a company or companies with an idea and a small group of interested clinicians. As a result of the HIP, several Scottish SMEs which had found it difficult to obtain contracts from NHSScotland now count it as a customer – see list of examples attached. Many HIP projects are ongoing, and there is a list of pending projects waiting to be taken forward. Some HIP projects ended with the company withdrawing from the process, or being told relatively quickly that its ideas were not relevant to NHS needs; that can be a commercially useful outcome. Overall, the HIP is highly valued by the Scottish life sciences business community.

### NHSScotland Access to Health Innovation Partnership

5. The HIP also helps clinicians to interact with life sciences companies to find solutions to NHS needs through a broader "HIP Plus" model developed to support bigger projects addressing NHS clinical priorities. These involve large groups of clinicians from across

Scotland working with multiple businesses, sometimes using Innovate UK's Small Business Research Initiative (SBRI) to fund them. HIP Plus workshops bring together clinicians and other NHS staff from across Scotland with companies to identify present and future NHS requirements for innovative technologies and services, and to suggest and develop solutions to them. This aspect of the HIP's work includes:-

- Helping to identify and disseminate NHS priorities (e.g. COPD, diabetes) to the life sciences community;
- Supporting the Health Board Innovation Champions to build networks between and within their Boards, and to gather intelligence about NHS requirements for innovative technologies and services;
- Identifying multiple opportunities for innovative business inputs to "patient care pathways" in priority areas; this might lead to a number of companies collaborating.

#### HIP Interface to NHS Procurement

6. Company requests for assistance from the HIP are logged using the Health Innovation Assessment Portal (HIAP) run by NHS National Services Scotland's National Procurement Directorate. The Portal provides companies with initial feedback on their ideas. The HIP also liaises directly with NHS National Procurement Directorate at a company project level to help remove obstacles to procurement and assist companies to enter their home market via NHSScotland. In appropriate cases, NHS "developmental procurement" contracts can support final development of a near market product developed via the HIP.

#### Performance

7. The initial SG/SLA contract in April 2013 set out a target of 8 projects completed that year. The number of company projects at the end of each year has been as follows:-

2013	28
2014	58
2015	99
2016	150

In most case, these companies have been linked with several NHS experts each. A list of summary business case studies is on the next page.

#### Funding

8. The HIP has no budget per se to support companies which access its assistance. However, these companies often find that private sector investors are more interested in investing in businesses which can show evidence from the HIP that they have NHS clinician advice and input to the development of their ideas for new healthcare products, since they are more likely to be successful in the long term. There are several examples of companies which have benefited from the HIP and which have subsequently raised new private equity. Companies can of course access the range of support and grants available from Scottish Enterprise for life sciences businesses.

John A Brown  
Industry Liaison Team  
Health Innovation Partnership  
29 Drumsheugh Gardens  
Edinburgh EH3 7RN  
0131 225 4628 / 0771 505 7964

**List of HIP case studies (not exhaustive) which have:-**

- (a) demonstrated industry and NHS partnering in new ways of value to both; and/or  
 (b) supported a cultural change in the approach of NHS/Social Care to pre commercial / commercial relations with businesses.

<b>Company</b>	<b>Functions</b>
1. Touch Bionics	Company did not sell to NHS home market. HIP facilitated NHS procurement; and an ongoing partnership with NHS Glasgow prosthetics experts to explore future product development.
2. Braidlock	HIP supported:- <ul style="list-style-type: none"> <li>• co-development with NHS of novel medical device;</li> <li>• a Health Technology Assessment of the device using the Innovative Medical Technology Overview process;</li> <li>• use of Ayrshire manufacturing site planned for next year;</li> <li>• NHS procurement support via national framework agreement and use of NHS distribution service</li> <li>• Support from SDI for exports/inward investment</li> </ul>
3. Cytosystems	Company with science struggling to exploit it. HIP facilitated:- <ul style="list-style-type: none"> <li>• access to clinical opinion on relevance of ideas;</li> <li>• access to NHS test bed;</li> <li>• support with early stage investment;</li> </ul> Company attributes success in obtaining EU Horizon 2020 funding to HIP support.
4. Edixomed	HIP project facilitated device trials and product development with NHS Glasgow; and advised on manufacturing options, NHS market entry and future development support
5. Lifescan	Via engagement with the HIP, this global company now has market access support for a new product, and is developing initiatives collaboratively which may provide future reference sites.
6. GSK	HIP worked with GSK to help company to develop novel approaches to delivering asthma medication. Inhaler project with NHS Grampian to increase patient compliance.
7. Blackford Analysis	Company sought new market opportunities in MS. Within 2 weeks of approach to HIP, it was able to access MS specialist advice to determine need for new products via a joint venture. Result was that Blackford now developing joint venture with a European partner.

8. Axys	Established digital health company already had NHS market intelligence and access, but needed assistance to work with a broader spectrum of NHS contacts. HIP helped it to do that, and to succeed in getting a pre-commercialisation contract via a Diabetes SBRI project.
9. Cohesion Medical	Digital health company struggling to obtain NHS market intelligence and access. HIP supported it to help it obtain a sub contract with NHS Glasgow
10.NHS Spin out (SBBK)	SBBK Medical Ltd was started by the NHS lead consultant for diabetes with an idea for better prevention of heel ulcers. Got in touch with HIP to find rapid route to market. HIP has supported SBBK to set up a company; prepare for investment; and find a manufacturing partner in Scotland.

### **NHS Test Beds set up in Scotland**

- Lanarkshire – hospital
- Clydebank - Alpha T at Golden Jubilee
- Glasgow - Medical Device test bed
- Forth Valley - LTC test bed
- West Lothian-Social Care/Primary Care test bed

### **Demand Led Innovation using Innovate UK's SBRI programme**

- 8 SBRI Programmes with over 50 pre-commercialisation contract opportunities for companies, e.g. Nov 2016 –circa 200 people attended a Dermatology SBRI launch in Edinburgh.
- Diagnostic Point of care (POC) Atlas developed to aid planning of future market for POC tests in NHS

