

THE SYSTEM LEADER

Sharing health innovation news across Greater Manchester

Welcome to a special edition of the Health Innovation Manchester bulletin focused on upcoming opportunities for SMEs keen to navigate the healthcare industry.

Health Innovation Manchester offer events and industry support programmes to help SMEs to develop new innovative products and solutions that can be trialled and tested in our clinical settings before being launched for wider adoption and spread.

#WeAreHInM

Event: Ask the Buyer



**Put your procurement questions to NHS buyers in the North West
23 January 2019**

Businesses eager to get their innovation into the health and care sector will be able to put their

procurement questions to NHS Buyers and Local Authorities in the North West as the “Ask the Buyer” event returns.

Following a successful event in 2018, Health Innovation Manchester, in partnership with the Innovation Agency, will be hosting the free event again on Wednesday 23 January 2019 at Alderley Park Conference Centre, Cheshire.

Businesses within Cheshire, Warrington and Greater Manchester are invited to attend and will be given an opportunity to connect directly with the people within the NHS and Local Government who are responsible for purchasing goods and services in the North West.

Businesses will be able to raise awareness of their company and product with a panel of senior NHS buyers and ask questions about how to get services and supplies into the NHS. Information will also be available as to the support Health Innovation Manchester can offer to businesses who wish to trade with the NHS.

Speakers and panel members include:

- Ben Bridgewater — Chief Executive, Health Innovation Manchester
- Dr Chris Doherty — Managing Director, Alderley Park
- Colin Cram — Chief Executive, Marc1 Ltd, and Chairman, Open Forum Events
- Nick Allen — Industry Procurement Advisor, Health Innovation Manchester
- Peter Schofield — AGMA Procurement Programme Manager
- Steve Begley — Head of Procurement, Alder Hey Children’s Hospital Liverpool
- Amy Noble MCIPS - Head Of Procurement & Supply Chain, Aintree University Hospital NHS Foundation Trust & Liverpool Womens Hospital NHS Foundation Trust
- Marie Clayton – Deputy Director of Primary Care/Head of QIPP, NHS Bury Clinical Commissioning Group
- Sue Mason – Senior Clinical Procurement Adviser, NHS Shared Business Services
- Neil Hind – Procurement Lead, Greater Manchester Health and Social Care Partnership

Daniel Zamora, Commercial Programme Manager at Health Innovation Manchester, said: “This is an excellent opportunity for businesses across the region to meet and question NHS buyers and provides a unique and valuable insight into NHS procurement. Businesses across the region are some of the most innovative in the country, and we want to work with them to improve services for our citizens.”

The event is aimed at businesses who develop or manufacture products or services that would be able to be used within the NHS. Places are limited and are available to book online.

[Read more](#)

Why work with Health Innovation Manchester and the AHSN Network?

A central role of the AHSN Network is the mobilisation of assets within the NHS to drive the UK economy. The following support can be provided to companies by the AHSN Network:

- Understanding the needs of the NHS and navigation of the market; thereby de-risking investments
- Accessing innovations requiring development and commercialisation support

- Accessing technical expertise to create an evidence base for efficacy, and positioning products or services within the health and care market
- Post-adoption evaluation in practice (real-world evaluation) for assessment of long-term safety and efficacy
- Accessing the NHS as a market to drive adoption and spread

During Q1 and Q2 of 2018/19, 1173 companies have received support (for 1524 innovations) from the AHSN Network. This includes support spanning initial signposting through to long-term strategic partnerships.

Read more about how the AHSN Network is delivering economic growth [here](#)



Case Study: Microbiosensor

Manchester business Microbiosensor worked with Health Innovation Manchester on their TripleCheck innovation designed to identify potentially fatal infections in dialysis patients. The company completed a pilot clinical investigation following advice, guidance and funding from HInM before securing a £1.4 million investment to take the product through its final development.

Gordon Barker, CEO of Microbiosensor, said: "The funding from Health Innovation Manchester helped Microbiosensor Ltd improve its understanding of clinical trial management at an NHS trust and strengthen the design of a subsequent study. It has made a significant contribution to Microbiosensor Ltd's efforts to bring its medical device technology to market."

Event: Tackling Medical Devices Regulations



SMEs and confidently tackling the Medical Devices Regulations

13 February 2019

Delivered in partnership with the Association of British HealthTech Industries (ABHI), this hands-on one-day workshop aims to help small and medium-sized enterprises (SMEs) to develop the tools necessary to comply with new Medical Devices Regulation and then how to apply these tools to the overall business development strategy.

The new EU Medical Devices Regulation, which entered in to force in May 2017, expands on the CE-Marking requirements under the Medical Devices Directive that manufacturers have to meet to place medical devices on the market in the European Union.

The new Regulation (MDR) brings in a greater business focus, more scrutiny of technical documentation, enhanced clinical evaluation and post-market clinical follow-up, and traceability of devices through the supply chain.

Attendees will hear from industry experts as well as the Medicines and Healthcare products Regulatory Authority (MHRA) to understand the requirements for regulation from an industry and authority perspective. Attendees will also leave with an understanding of how the new regulations will affect their business.

[Read more](#)

World Healthcare Congress workshops



Entrepreneur SLAM and Innovation Connect Sessions 6 March 2019

Health Innovation Manchester and fellow AHSN, Innovation Agency, will be leading two innovator sessions at World Healthcare Congress Europe in Manchester on 6 March.

World Healthcare Congress Europe is a three-day event showcasing new approaches to health and social care delivery. It will take place at Manchester Central on 5 - 7 March.

Innovators and entrepreneurs are invited to two workshops designed to offer them a chance to showcase their innovations and engage with healthcare leaders from across the UK.

Entrepreneur SLAM — Wednesday 6 March, 9:00 - 10:30

Innovators and entrepreneurs attending the World Health Congress Europe, that have developed an innovation that can transform health or healthcare delivery, will be invited to apply to participate in the Congress Health and Care Slam. Entrepreneurs and innovators will be given the opportunity to present their innovation/project/company to potential partners, future customers and other leading stakeholders and opinion leaders in health & life sciences.

Innovation Connect Session — Wednesday 6 March, 15:30 - 17:30

Innovators and entrepreneurs attending the Business Partnering session at the annual World Health Congress Europe are provided an unrivalled opportunity to gain exclusive insights and advice from innovation experts and health and care decision makers at our Innovation Connect Session. These 1-1 advice sessions are designed to help innovators and entrepreneurs understand both the opportunities and challenges in applying their technologies, products and services, by providing free of charge advice from innovation experts and decision makers on how to overcome potential barriers, inhibitors, technical and operational issues.

Read more about the sessions on the World Healthcare Congress Europe website

[Read more](#)

Innovation Support Programmes



Excel in Health programme Launches 26 February 2019

The Excel in health programme is a series of business workshops run in partnership by the Innovation Agency and Health Innovation Manchester to support health businesses in Cheshire.

The free programme includes three sessions and by registering for the course you are committing to the following dates throughout February and March 2019.

Understanding the NHS as a Market Place — Tuesday 26 February

This workshop will focus on the healthcare landscape. It will include sessions on the market opportunities available to you as an SME and advice on procurement.

Developing your innovation for business — Tuesday 12 March

This workshop will focus on developing a healthcare value proposition. It will include sessions on a business plan review and an insight into evaluation by the National Institute for Health Research (NIHR).

Funding and pitching — Tuesday 26 March

This workshop will focus on funding opportunities available to you as an SME. It will include sessions on approaching bid applications and developing a five minute pitch.

In addition there will be an opportunity to take part in a Q&A session with our speakers and networking. The course will take place at Vanguard House, Daresbury, WA4 4FS.

[Read more](#)

[Read more about our work on our website](#)

<https://healthinnovationmanchester.com/>

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