



Health
Innovation
Manchester

Innovation Programme Guidance Notes

October 2020

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Introduction

Health Innovation Manchester is running a new Innovation Programme seeking innovations that have the potential to directly benefit the Greater Manchester and Cheshire East Healthcare system.

The priority area for the Innovation programme is “evaluating the remote management and/or diagnostics of post-acute (COVID-19) and/or chronically ill patients at home”

There are 2 work streams associated with the programme:

- A Momentum Fund call
- A Health Accelerator programme

Funding of £300k is available across the two work streams to support appropriate proof of value (Accelerator) or evaluation (Momentum) activities.

All applicants should describe their project in the application and indicate which work stream programme they wish to apply for. However, it is Health Innovation Manchester and the local healthcare system’s discretion which work stream programme is most suitable for your application.

Please note that the eligibility criteria is different for each call, however the application process is the same for both.

Key Dates





Momentum Fund

The Momentum Fund has been established to support the introduction and adoption of needs-led, evidence-based innovations into the healthcare system within the Health Innovation Manchester footprint.

It is designed to evaluate appropriate solutions, whether MedTech, digital, or service redesign to create real impact in improving citizens' lives and promoting economic development through purpose-driven innovation.

This call focuses on a search for solutions to support post COVID-19 clinical management and remote management of post-acute (COVID-19) and/or chronically ill patients at home.

Eligibility

We are seeking to fund market ready/close to market innovations for real-world evaluations up to £50,000.

The call is open to applicants based in the UK and International applicants, with Greater Manchester to be used as the test bed for the solutions across social, primary or secondary care.

Applications where matched funding has been secured or is in progress will be favoured.

Projects funded will typically last 6-12 months (with a maximum of 12 months) and will be monitored against agreed milestones and outputs. Any funding awarded will be held on account by Health Innovation Manchester and drawn down as required and on achievement of appropriate progress against the proposed work plan.

A partner health care organization must be sourced and based within the Health Innovation Manchester footprint¹

¹Health Innovation Manchester footprint encompasses:

Greater Manchester: Bolton, Bury, Manchester, Oldham, Rochdale, Stockport, Salford, Tameside & Glossop, Wigan

Eastern Cheshire: Alderley Edge, Chelford, Congleton, Disley, Handforth, Holmes Chapel, Knutsford, Macclesfield, Poynton, Wilmslow



Health Accelerator Programme *(in partnership with Danaher Diagnostics)*

The Healthcare Accelerator programme has been developed in partnership with Danaher Diagnostics (DH Diagnostics LLC, a Danaher Company)*. The programme will support a **small number of clinical value propositions (4-6) working on decentralization of diagnostic testing including multiple modalities and digital enablement.**

The priority area for the healthcare accelerator programme is remote management and/or diagnostics of post-acute (COVID-19) and/or chronically ill patients at home.

The objective of the programme is to assess the clinical value proposition of projects and develop their engagement with Greater Manchester and Cheshire East Healthcare system. In addition, opportunities will be provided for innovators to learn about the current NHS Landscape, its procedures, requirements and access local experts, plus utilise the expertise of Danaher Diagnostics to develop the solution and clinical value proposition.

The Health Accelerator Programme involves a further stage after a successful interview, where Health Accelerator projects will go through a solutioning phase before being considered for proof of value funding. This is to help further develop the solution but also ensure that there is engagement with the local healthcare system, in readiness for them to accept new innovations/solutions for evaluation.

This may result in some selected projects not receiving funding for a proof of value. Progression with the accelerator projects is also dependent on COVID -19 and it's impact on the local healthcare system.

Eligibility

We are seeking projects that have solution focussed innovations but require support with engaging with the GM Healthcare.

The call is open to applicants based in the UK and International applicants, with Greater Manchester to be used as the test bed for the solutions across social, primary or secondary care.

* See page 9 for further details on Danaher Diagnostics



Funding Requirements

Applicants may apply for funding between £25,000 and £50,000. Applications where matched funding has been secured or is in progress will be favoured.

Funded support allocated by Health Innovation Manchester can be used to pay for anything that is clearly related to advancing the innovative product/service, including the following:

- Market research
- Evaluation of an innovation (e.g. bench or clinical testing) including application for MHRA approval to conduct a clinical trial
- Third party professional fees (e.g. project management, health economic analysis)
- Activities that will enable early stage revenue generation (e.g. limited production and sales, business plan development)

The funding cannot be used for:

- Retrospective costs
- Capital costs
- Normal business costs (e.g. legal and financial fees will not be deemed eligible industry costs)

Please note that the applicant's direct costs **should not exceed 50 per cent of the total funding requested** unless there is a very strong justification for a higher amount. There must also be clear demonstration of a contribution from the applicant in terms of leveraged funding and/or resource.



Completing and submitting your application

Link for applicants: <https://innovationfund.grantplatform.com/>

You will need to create an account before being able to submit an application form.

If you have any queries prior to submitting your application, please email the Innovation Nexus team at IN@healthinnovationmanchester.com

The initial proposal is open to all applicants. This will then be reviewed by GM System leaders patient representative groups and clinical experts, with shortlisted applicants invited to deliver a pitch/ presentation to the review panel.

The application process is the same for both the Momentum Fund and Health Accelerator programme, however please note that the eligibility criteria and the shortlisting process is different for each workstream.

The questions that you are required to answer on the application form are listed on the following pages.



Application Questions

Innovation Data

Innovation Summary:

Provide an overview of the innovative product/service including its key benefits. Provide information that will help to clarify how the product/service will fit within the existing healthcare system.

Status of Innovation:

Please provide some detail, describing the current stage of the innovation.

Current status of the innovation

What stage of development is the innovation at? Is it, for example, in development, prototype, undertaking research/evaluation or market ready?

Describe any existing similar/equivalent innovations

How does your innovation differ to existing products/services?

Intellectual Property (IP Status)

Tells us who owns the IP and whether you need access to any background IP to carry out the work. How will the IP be protected?

Relevant publications

Is there any published information or are there any references about your innovation, its use or testing?

Project Proposal

Project Description

This will introduce reviewers to your application. Ensure that your innovation, project and how you intend to spend the award are clearly presented. You may want to complete this section after you have written the rest of the application.

What problem does the innovation/project address? Describe the clinical need.

How would the product/service be used, when in the patient journey, and by whom? Does it fit into any existing care pathways/packages? Is there any relevant NICE guidance? Include the magnitude of the clinical problem (incidence, medical impact, cost of the problem, underlying trends).

Have you undertaken Market Research?

Please detail here and included any links. Attachments can be uploaded at the end of the application.

How does your innovation fit within the current healthcare system? How is it an improvement upon other solutions that are available?

How does your innovation improve the way care is provided? You could include costs savings, market size, impact on readmissions/death rate/care quality/competitor information. Have discussions been held with appropriate partners to understand whether interoperability/ integration is necessary/achievable?

Aims and objectives of the project

Outline what you intend to achieve if this application is successful.

Start Date, End Date and Expected Duration of project (months)

Provide an estimate of the complete duration of the project in number of months; including approximate start and end dates.

Total funding requested

State the monetary value of the support that you are requesting from the Health Innovation Manchester Innovation Programmes. Applicants may apply for funding up to a maximum value of £50,000 (inc.VAT).



Continued... Application Questions

Other contributions to the project/leveraged funding

Detail other sources of funding or in-kind contributions to be used in the project or any other funding that you may have applied for.

Project milestones and Itemised Budget

Detail specific activities/milestones, the cost (split between HInM funding and Leveraged/In-Kind funding) and who will be paid for the activity.

Expected long-term outputs

Outline the projected long-term outputs that would result from Innovation grant funding at this stage. Please include an explanation of the significance of this support to the development of your innovation.

Implementation pathway and next steps

How will the innovation be progressed once the work is complete? Provide an outline plan for next steps/implementation following the completion of the proposed work.

Managing challenges within the project and identify potential future barriers to adoption

Outline any anticipated challenges and problems envisioned and the ways in which your team will address these. Include potential future barriers to adoption within the context of the local healthcare system; understanding of this may vary depending on the stage of development of the innovation.

Will the proposal require ethical or regulatory approvals?

If you answer yes you will be expected to explain how you will manage these during the project and demonstrate that you have considered how they may affect the timescale of the project.

Include a project plan with a timeframe for completion of work

Provide an outline project plan with timescales for reaching key milestones. This can be in the form of a Gantt chart or another chart/table. Please provide

Gantt charts either as an image within a Word file or as a PDF attachment. Microsoft Project files will not be accepted.

Team/Partners involved in the project

Please use this section to provide details of your team. Lead applicant can be any type of partner but it must be clear who other partners are, their position/title/organisation and geographic location. Note that NHS partners must be working within (and on behalf of) a Health Innovation Manchester footprint NHS organisation. If your application is shortlisted, you will be required to provide a letter of support for your project from this NHS or Social Care organisation.

Supporting material

Please upload your letters of support and any additional, relevant material you may wish to share, to support your application.

The application must be counter-signed (on letter-headed paper) by an authorised signatory for your organisation/company/NHS or academic department (e.g. CEO, MD, FD, department head). This should be submitted, as an attachment, with the application form.

Application deadline 11:59pm on 15
November 2020



Introduction to Danaher Diagnostics

Danaher Diagnostics (DH Diagnostics LLC, a Danaher Company) seeks innovative clinical solutions to help transform healthcare in key focus areas. Joint sponsorship of this funding call engages partners to explore, co-develop, and prove the value of new ideas. We expect this initiative to grow our funnel of investments in promising diagnostic solutions.

Danaher Diagnostics is a collection of the world's leading diagnostic companies: Beckman Coulter, Cepheid, Leica Biosystems, Mammotome, Radiometer, and HemoCue. Together, these businesses provide clinical instrumentation and software to healthcare professionals to safeguard patient health and improve diagnostic confidence wherever health care happens – from family physician's offices to leading trauma, cancer and critical care centers. Our data access solutions and management systems improve efficiency and automate workflows in laboratories, helping healthcare professionals provide better patient care. Our vision is to become the global leader in connected diagnostics, transforming insights into answers for patients everywhere.



Mammotome



Danaher is a global science and technology innovator committed to helping customers solve complex challenges and improving quality of life around the world. Our trusted brands hold unparalleled leadership positions in diagnostics, life sciences, and environmental and applied solutions. With more than 20 operating companies, our globally diverse team of 67,000 associates is united by a shared purpose: to help realize life's potential.





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