

STEP INTO Healthcare



Momentum Fund Masterclass

Dr. Paul Hanmer

(Business Development Manager)

Citylabs 14th Nov 2018



Overview

- Housekeeping.
- Today's agenda.
- Context, life science sector support in GM.
- Context, the NHS at 70.
- Health Innovation Manchester.
- What makes a successful application?

Today's Agenda

0800 – 0900

Registration & Coffee

0900 – 0930

Introduction

Dr Paul Hanmer, Business Development Manager, TRUSTECH

0930 – 1030

Momentum Fund Application: Walk-through

Momentum Fund: Q&A

Sig Mikladal, Programme Manager, Health Innovation Manchester

1030 – 1100

Discussion & refreshments

1100 – 1145

Case Studies –Successful Momentum Applicants

Andrew Threlfall, Malinko

Rory Cameron, Gendius

Kat Parmar, Humedics

1145 – 1215

Q&A (with Case Study Speakers)

1215 – 1300

Life Science Support

The Northern Powerhouse

1,000 people were surveyed in the following cities and asked the question: “In your opinion, which is the second city of the UK?”	Response
Residents of Glasgow	Glasgow
Residents of Birmingham	Birmingham
Residents of Manchester	London

Caution: This is a joke!

Life Sciences & Healthcare Sector Support in GM

The Business Growth Hub. businessgrowthhub.com

- Life science sector support.
- Business start up
- Access to finance
- Export help
- Energy efficiency
- Digital
- Manufacturing advice

TRUSTECH. trustech.org.uk

- Life science sector support service on behalf of the Business Growth Hub
- Clinician feedback
- Product evaluations
- Early adoption / market research
- Usability.

Health Innovation Manchester. Healthinnovationmanchester.com

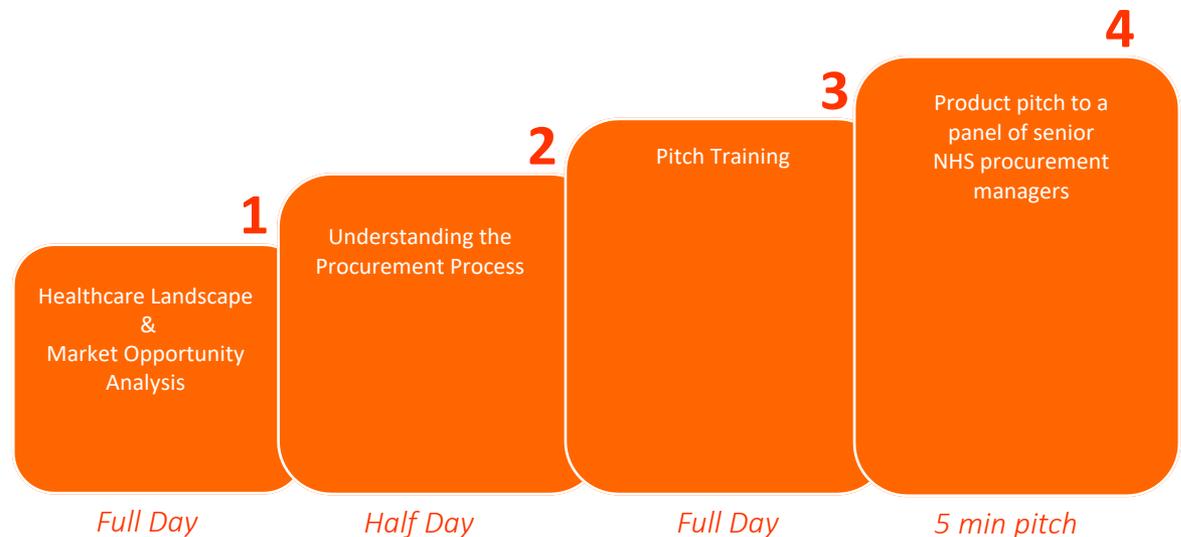
With the Manchester Business Growth Hub and TRUSTECH, Health Innovation Manchester has expanded its Innovation Nexus team via ERDF funding for the Sectors programme

The Sectors programme works across 4 key sectors in GM to develop innovative products and services and encompassing a

“Procurement Readiness” programme specifically for SMEs

“help companies improve their product pitch, and increase their chances of procurement and success in the life sciences market”

STEP INto Healthcare





The National Health Service was founded in 1948 based on two guiding principles...

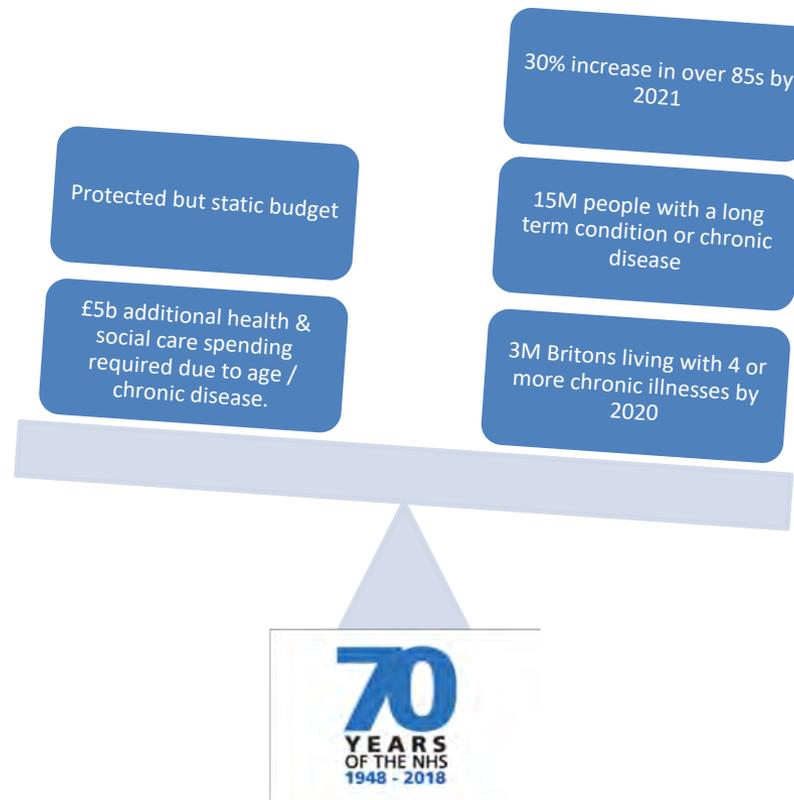
- To provide a **comprehensive service**,
- **free to the public at the point of use.**

The NHS provides the majority of primary, secondary and tertiary health care in the UK.

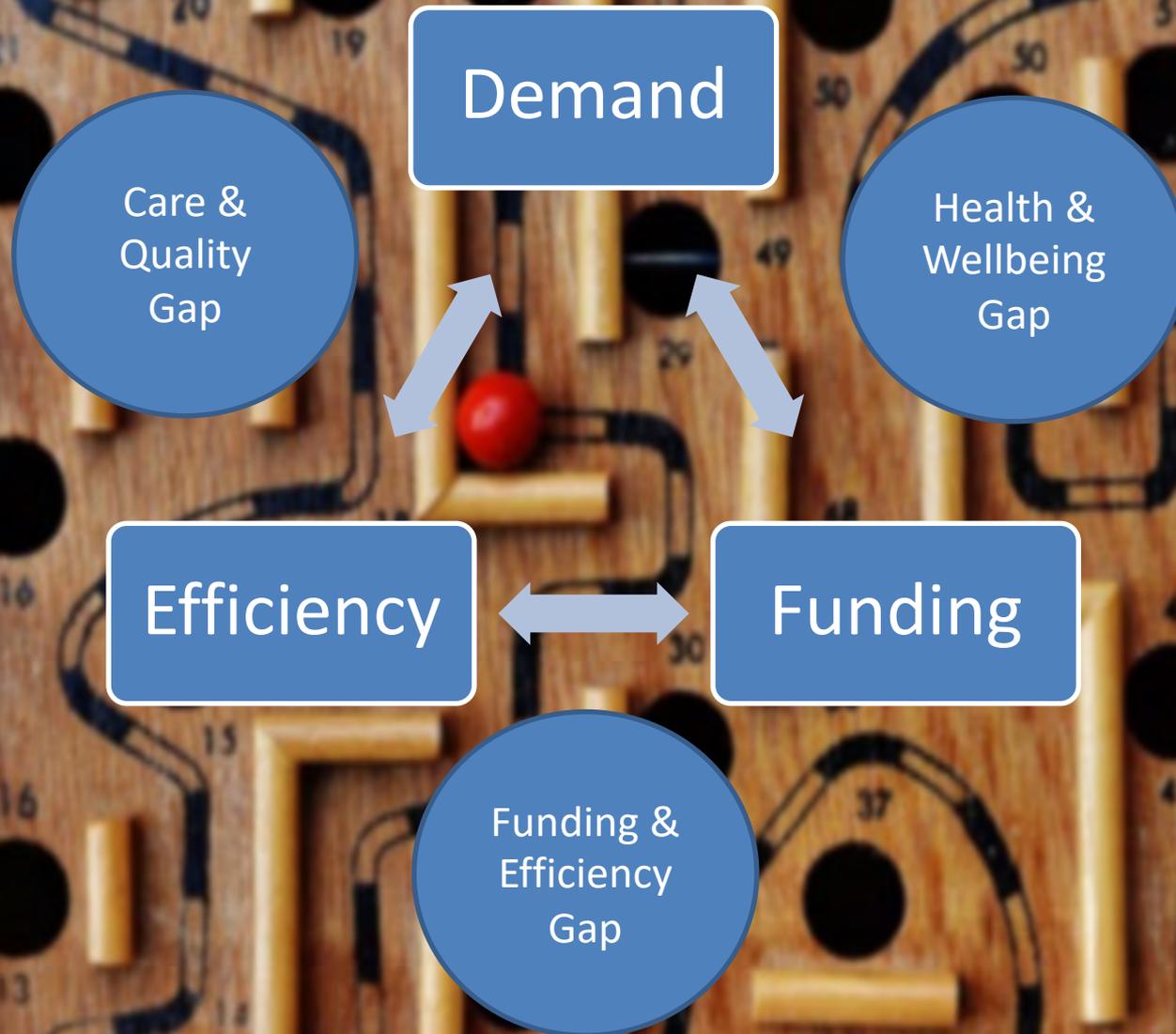
Treatment is free at the point of use for all people lawfully resident in the UK; around 62 million people. The service is funded by taxes.

The NHS is serving an ageing population.

The NHS's ability to provide universal, equitable, comprehensive, high quality healthcare that is free at the point of use is being tested by demographic change.



Challenges



A new vision of the NHS

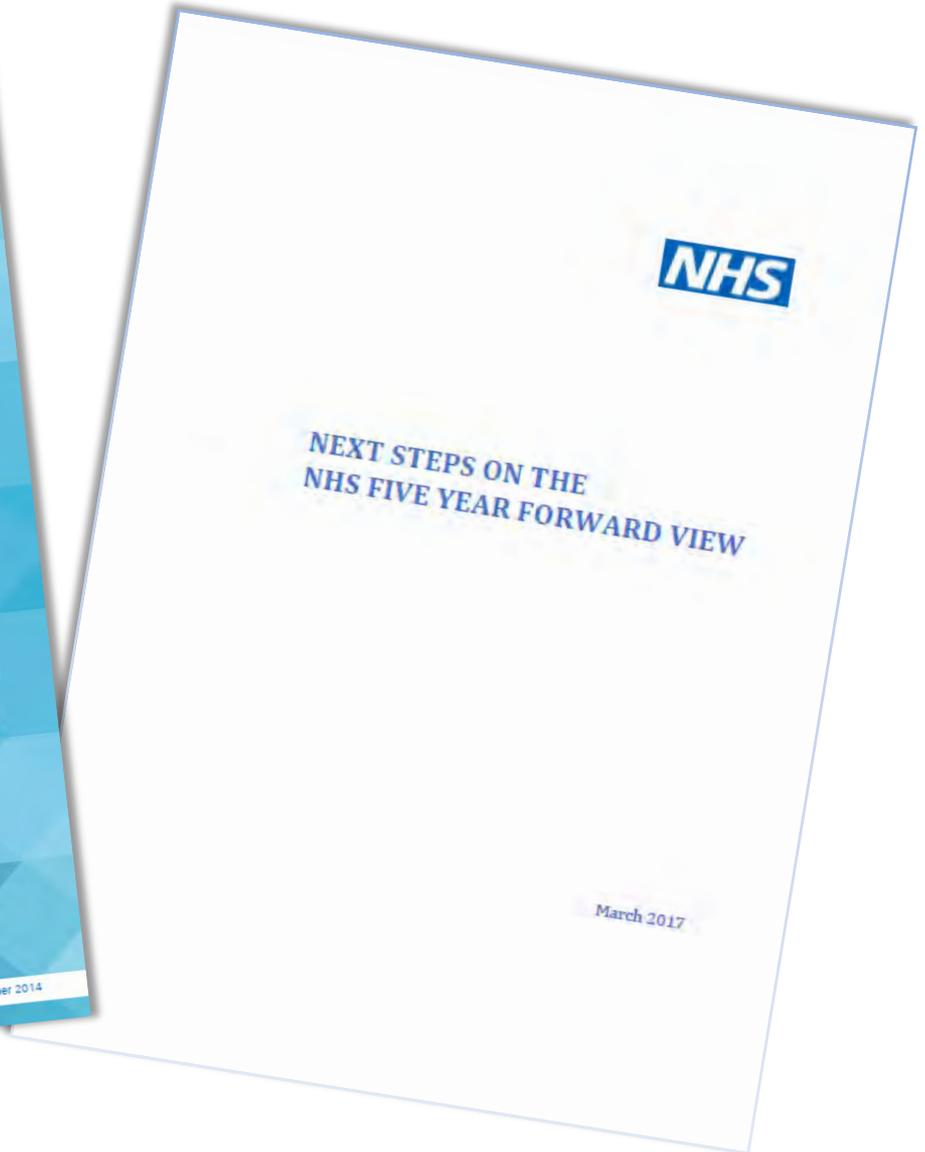
National “Health” Service

...of the people, by the people for the
people...
broad influencers of health & well being

National “Illness” Service

Factory model of care & repair
Limited engagement with population &
communities

NHS 5 Year Forward View



Health Innovation Manchester is an academic health science and innovation system, enabled by devolution

Officially established in
October 2017



“ Our vision is to be a recognised international leader in accelerating innovation that transforms citizens’ health and wellbeing. ”

Our system stakeholders



Patient outcomes across Greater Manchester are currently below national averages against a range of disease and mortality figures and faces significant public health challenges



£56 Billion GVA

Fastest growing LEP in the country



2.7 Million People

Growth of 170,000+ in the last decade



104,000 People Unemployed

7.8% (above UK average of 5.5%)



77.7 Male Life Expectancy

England average: 79.3



81.3 Female Life Expectancy

England average: 83.0



112,000

People on long-term sick and inactive



12,000 Children

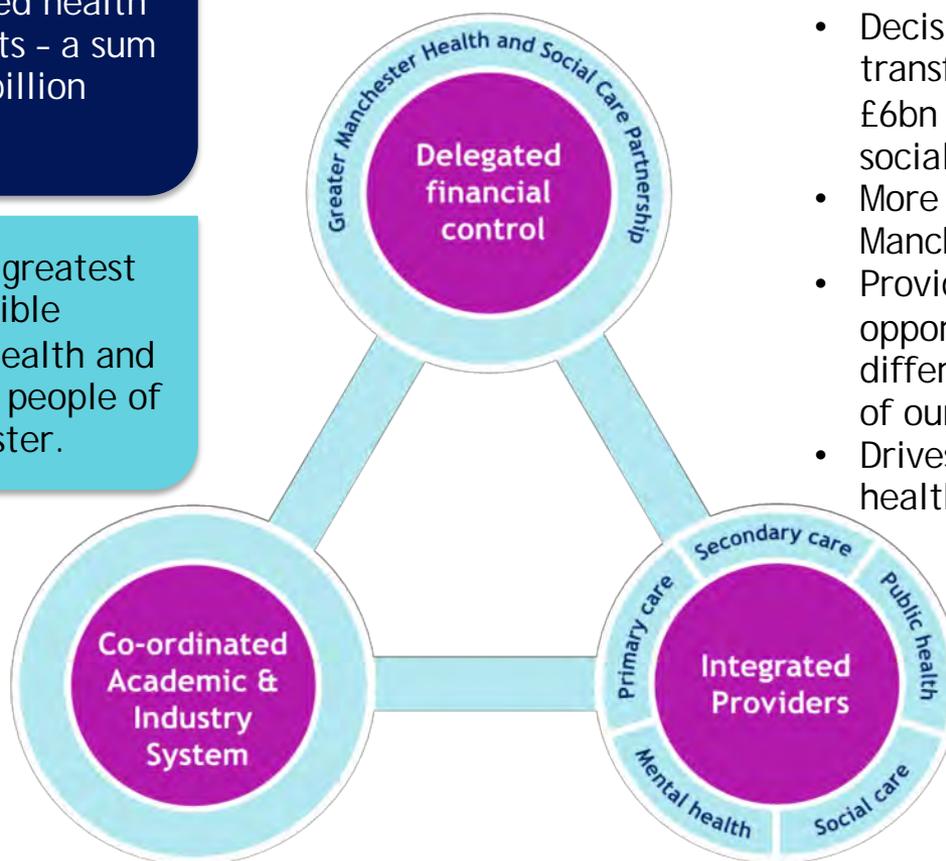
Not school ready

GVA – Gross Value Added
LEP – Local Enterprise Partnership

The devo difference

Greater Manchester is the only city-region in the country with control of its combined health and social care budgets - a sum of more than £6 billion annually.

Vision to deliver the greatest and fastest possible improvement to the health and wellbeing of the 2.8m people of Greater Manchester.



- Decision making powers transferred to regional level - £6bn budget for health and social care.
- More decisions about Greater Manchester made here.
- Provides the means and the opportunity to do things differently to meet the needs of our residents.
- Drives the integration of health and social care.

Devolution priorities

Objectives

- 1 Transform the health and social care system to help more people stay well and take better care of those who are ill.
- 2 Align our health and social care system to wider public services such as education, skills, work and housing.
- 3 Create a financially balanced and sustainable system.
- 4 Make sure our services are clinically safe throughout.

Outcomes

More GM children will reach a good level of development cognitively, socially and emotionally.

More GM families will be economically active and family incomes will increase.

Fewer GM babies will have a low birth weight resulting in better outcomes for the baby and less cost to the health system.

More people will be supported to stay well and live at home for as long as possible.

Fewer will die early from cardio-vascular disease (CVD), cancer and respiratory disease.



Our job is to discover, develop and deploy proven innovations across Greater Manchester's health and care services



Strategic drivers



HInM Business Aims

Our vision is to be a recognised international leader in accelerating innovation that transforms citizens' health and wellbeing.

1	2	3	4	5
Ensure a constant innovation pipeline into health and social care.	Prioritise and monitor innovation activities that meet the needs of GM.	Accelerate delivery of innovation into health, care and wellness delivery.	Amplify existing academic and industry value propositions.	Influence national and international policy.



Our live portfolio



Innovation deployment

17 Greater Manchester programmes

21 National programmes

Cardiovascular disease
Healthy Hearts

Mental Health

Gastroenterology

Medicine's Optimisation

Cancer

Patient Safety

Precision medicine

Respiratory

National Innovation Accelerators



Research

GM Research Hub
Academic engagement
Bid and grant support
Translational research

6 Research domains
Inflammation and repair, women and children's, cardiovascular, cancer, mental health, population health

Digital transformation



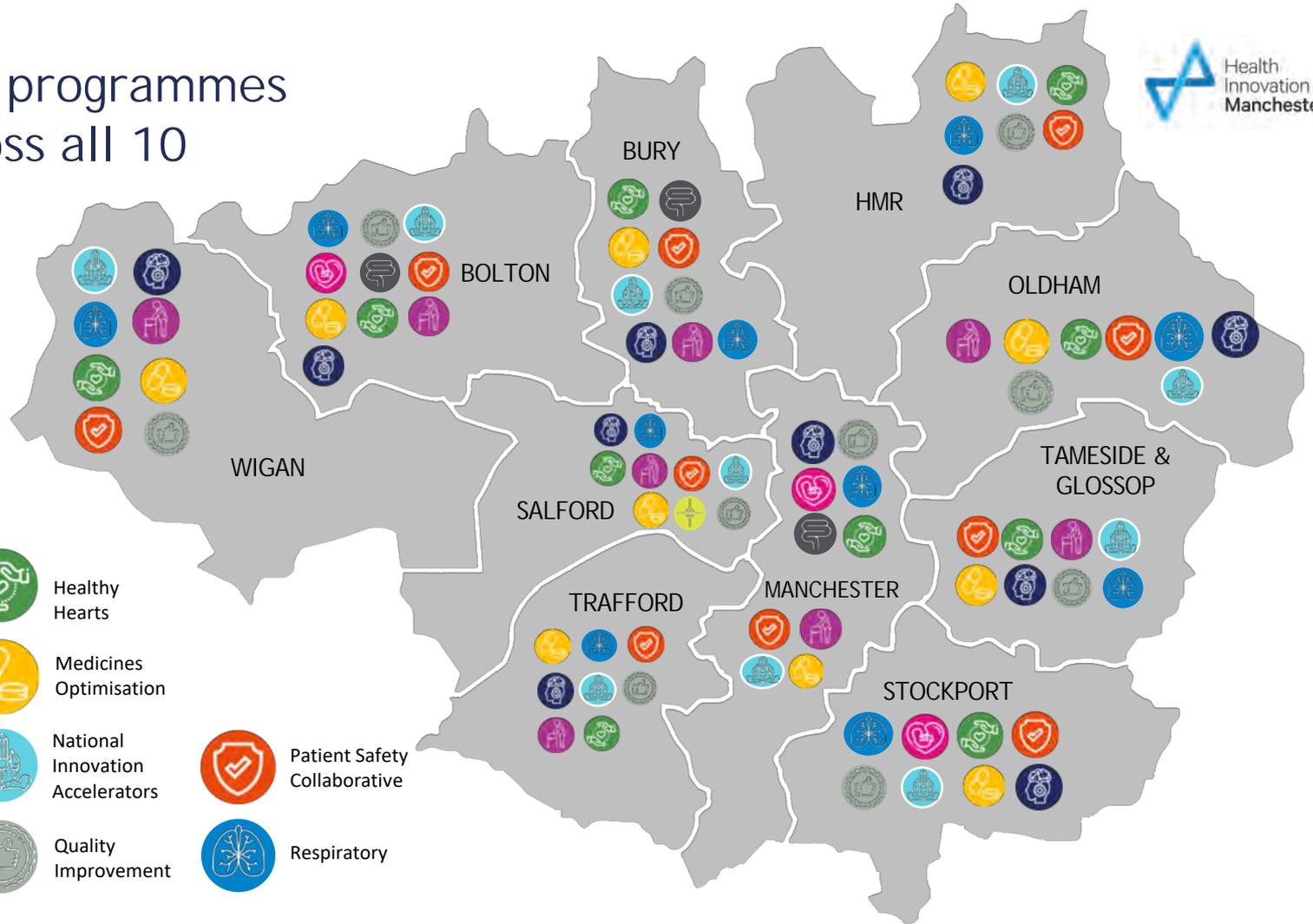
	Supporting GM Digital Strategy	GM shared care record implementation	
NICE DataLab	Digital innovation hub	Utilisation management	Digital health accelerators



Industry partnerships

	ABPI partnership	SME innovation funds	
GM Industrial Strategy	Economic growth	ERDF funded projects	Innovation pipeline
			ABHI partnership

Innovation programmes active across all 10 localities



Musculoskeletal



Gastroenterology



Healthy
Hearts



Maternity



Medicines
Optimisation



Mental Health



National
Innovation
Accelerators



Patient Safety
Collaborative



Precision
Medicine

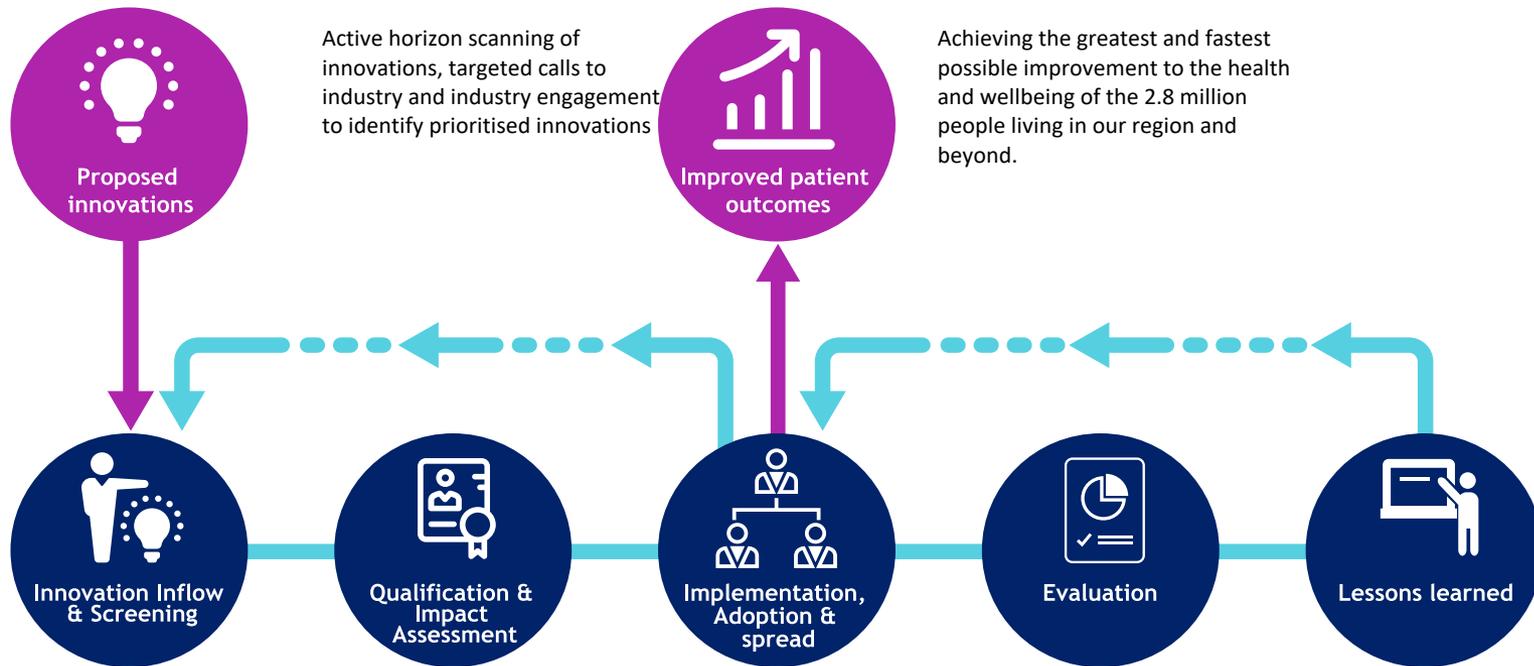


Quality
Improvement



Respiratory

Innovation Pathway



Our Innovation funds promote the introduction and adoption of needs led, evidence-based innovations into the health system of Greater Manchester

Health Innovation Manchester offers three funding categories, Ignite, Energise & Momentum, depending upon the development stage of the innovation



Early stage development of innovative solutions.

Funding for academics, NHS/Social Care and Industry Partners



Proof of concept/prototyping projects.

Funding for academics, NHS/Social Care and Industry Partners



Support market ready innovative products and services.

Funding for SMEs working with GM NHS/Social Care Organisations



Industry-led innovation



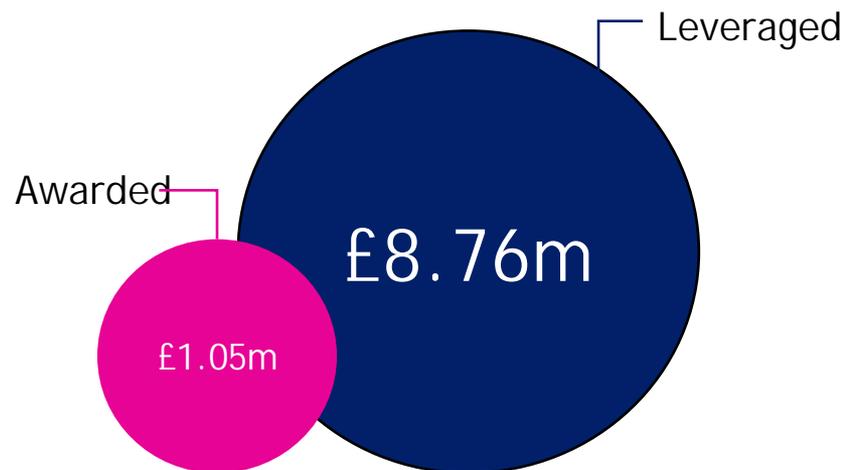
Strategic alliances:

- ABPI/ ABHI
- Cancer Research UK
- Dementia Industry Group

Support services :

- Innovation Nexus - 400 companies supported since 2014
- Innovation funding programmes
- Adoption/procurement advice (STEP Programme)
- NICE Meta tool to understand evidence required

HInM innovation funds & support





Collaborating with and for Industry



Lead partner in 2 recent calls
Reducing Pressure on Urgent
and Emergency Care
Improved Cancer Diagnostics

Defined clinical need and
provided clinical and
business assessors.
New calls in Spring 2019



Promoted to and supported
local clinicians
Successful for ERAS+
programme

Provided additional and
ongoing support for
implementation across GM

The steps in the META process...

NICE META Tool



NICE National Institute for Health and Care Excellence



TRUSTECH

The META Tool designed to help product developers understand what evidence is required to make a convincing case to payers and commissioners about their technology

GM Digital Health Accelerator

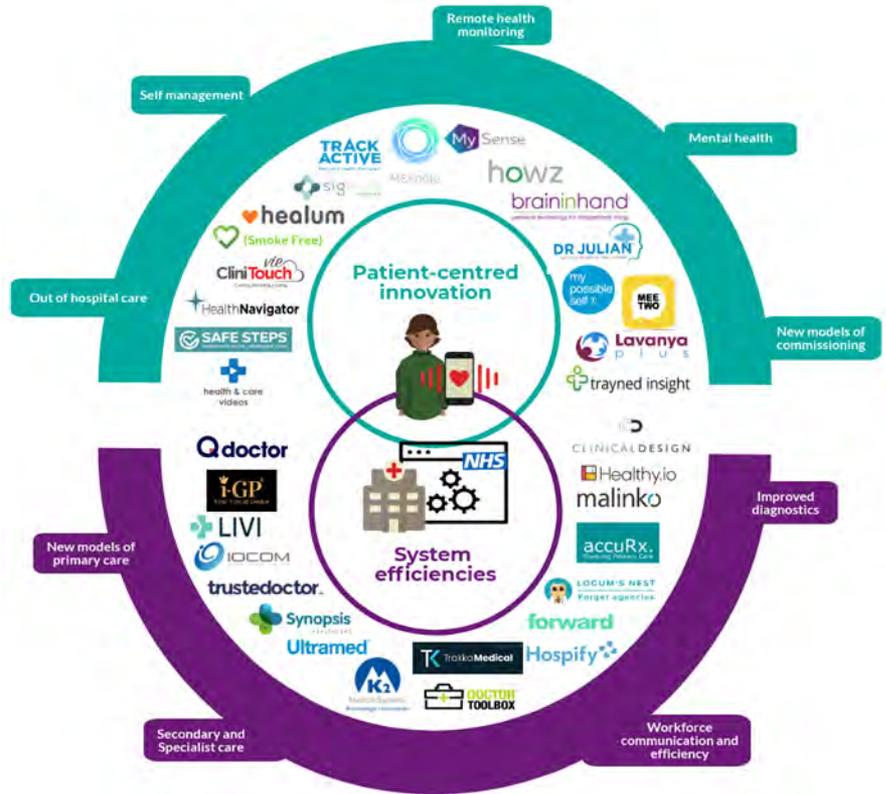
Part of National AHSN programme
 4 Accelerator Companies on GM cohort
 National cohort of 34

malinko

braininhand
 personal technology for independent living

SAFE STEPS

Healthy.io



What does the NHS look for? The three Es.



Does it work in
Clinical Trials?

Does it work in
Clinical Practice?

Does it contribute
to more efficient
use of resources?

Value for Money?

A good application should....

Define and address a validated problem or opportunity in the health & social care system.

Quantify the benefits of the solution compared with current practice. This could be nationally, but ideally for GM and for a typical NHS organisation.

Be based on SMART objectives (Specific, Measurable, Assignable, Realistic, Time-related).

Be evidence based.

What does the problem cost? How do you know this is a problem? Who does it affect / how often?

What is current practice in the NHS (including do nothing)? What does the problem cost? How do you know this is a problem? Who does it affect / how often?

Be clear what you are expecting the NHS to do as well as your own activities. Is this realistic? How will a monitor assess that the project was successful? Project plan, budget and timeline.

Cite your sources. Is this solution already being used in the NHS?

Any Questions?

