



# Case study: Digital health

## BACKGROUND

The convergence of digital technologies, health and computing power is changing the way we deliver care. The North is at the forefront of providing a research and testing environment for companies at the cutting-edge of digital health. We have worked with companies ranging from SMEs to large medical technology companies - where the NHSA has acted as a single point of contact to the full breadth of the North's £17bn health economy.

## NHSA SUPPORT

The NHSA brokered relationships between digital health companies and research active clinicians from across the North's leading NHS Trusts. Working next to clinical teams companies have been able to produce road-maps for the development and clinical validation of their technology. The NHSA has worked with companies to build health economic business cases for wider implementation of their technology into the NHS through partnering with leading health economic teams from York and Sheffield. We've been able to scale up the deployment of these technologies to other Northern centres and city regions using our well-established networks.

## RESULTS

The NHSA has helped digital health companies to validate and scale their technology across the North of England. Examples include: working with IBM Watson to establish new R&D partnerships to validate the role of AI in healthcare, supporting two NHS National Innovation Award Fellows in building meaningful and value creating connections with NHS Trusts.

See how we helped Congenica Ltd here

Securing £1.1m from Innovate UK to support Ixico Plc established a multi-centre clinical trial with their digital application for neurodegenerative disease.

For more information please contact the NHSA on [info@theNHSA.co.uk](mailto:info@theNHSA.co.uk)

[www.theNHSA.co.uk](http://www.theNHSA.co.uk)



# Case study: Global voice

## BACKGROUND

The North has a globally recognised clinical research cluster built on the research being conducted in NHS Trusts, Universities and rapidly developing hub of life science companies.

Around 570,000 people are employed in health sciences across the North, 7.5% of the region's workforce, with 38,000 jobs supported in over 1,000 private sector companies. Government funding has not reflected this with less than 6% of recent NIHR budget deployed across the North.

## NHSA SUPPORT

The NHSA has worked consistently to promote the work of the North's health sciences through its promotional activity. This has included: Westminster round tables with ministers, evening events attended by Ministers including, Lord Prior, George Freeman MP as well as by the Chair of NHS England Professor Sir Malcolm Grant and senior University, NHS, Government and Industry figures. The NHSA supported an IPPR North Health Innovation report highlighting inequalities in health funding – and the vast amount of value health science brings to the region.

The NHSA attends global conferences and meetings speaking in the US, Singapore, Sweden, Berlin and many other countries to promote the North's health science network. This has been supported by media coverage in national publications such as The Times, The Financial Times, The BBC, The New Statesmen, and more, and in regional publications such as The Yorkshire Post, The Newcastle Journal, Manchester Evening News, and more.

## RESULTS

The NHSA has been invited onto the UK Government Life Sciences Industrial Strategy Steering Group alongside the private sector, trade bodies, research charities and other health cluster teams. We were asked to co-produce a strategy document by UKTI (now DIT) to map out the North's health science capabilities which is now in place across the world.

The NHSA received £20m funding to launch Connected Health Cities, a northern health data pilot. The North's health science sector is becoming globally recognised with increasing investment and visibility for the region.

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# Case study: Open innovation

## BACKGROUND

We act as a proactive technology scout across leading Northern universities, hospitals and clinical networks. The NHSA has a track record of working closely with open innovation (OI) teams from global pharmaceutical, medical technology and informatics companies.

## NHSA SUPPORT

The NHSA sits at the heart of a network of research intensive hospitals and world-leading universities. It works at scale with its members and corporate OI teams. We can pull together a call for proposals based on specific therapy areas and sectors. Using a coordinated outreach and managed process, the NHSA manages the call and provides formal expressions of interest for review by the OI team. Where a match occurs between a proposal and the OI team the NHSA facilitates introductions between academics and clinical institutions for in-depth discussions.

## RESULTS

A simple streamlined access point through the NHSA to world leading clinical research expertise across NHS teaching hospitals and universities accessing five of the top 20 UK universities. The NHSA's bespoke project management service provides a dedicated project manager able to streamline interactions between universities hospitals and clinical networks. As a result, OI teams from companies such as Daiicho Sankyo, Johnson & Johnson, Pfizer, Abbvie and Grunenthal have been able to quickly identify new commercial opportunities.

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# Case study: Research coordination

## BACKGROUND

The NNSA works with its clinical and academic members to help structure more collaborative approaches to bidding for research funding. Examples of this work includes supporting NNSA members bid for the NIHR Med Tech and In Vitro Diagnostic Cooperatives (MICs) and the UK Institute for Health and Biomedical Informatics Research (UKIHBIR).

January 2017 saw the deadline for applications to the National Institute for Health Research (NIHR) for the MICs which will replace Healthcare Technology Cooperatives (HTCs) and Diagnostic Evidence Cooperatives (DECs). Another call was put out in February 2017 from the Medical Research Council (MRC) for statements of interest from higher education institutions to participate in the UKIHBIR as substantive or partnership sites.

## NNSA SUPPORT

The NNSA brought together applicants from all Northern sites to discuss how Northern MICs could incorporate a Northern collaborative ethos within their applications to NIHR. We facilitated the sharing of clinical themes strengthening existing relationships and identifying new opportunities to work together. We provided standard text for use in the applications presenting a coherent narrative on intentions for collaboration across the Northern MICs. The NNSA team will provide continued support to the group once successful MICs are announced. This includes Business Development and Industry Liaison.

For the UKIHBIR, the NNSA brought together applicants from invited higher education institutions to discuss areas of complementarity and negate effects of competition. Broad themes for all applications were collated and circulated and together with an ongoing dialogue with all sites, this presented the opportunity to link organisations wishing to submit 'partner site' applications to potential substantive sites. Standard text was provided for use in proposals to articulate the major strengths and assets of NNSA member organisations, which would add great value to the Institute.

## RESULTS

The outcomes of both calls are pending, with decisions expected around May for the MICs and August for UKIHBIR participation. The activity undertaken in coordinating and supporting these proposals has provided the opportunity to develop a standard framework of NNSA support.

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# Case study: Surgical robots

## BACKGROUND

The NHSA was approached by a Singaporean medical technology company that has developed a robot for automated prostate biopsy sampling. It was asked to identify clinical partners across the North which had the right infrastructure to test and validate their technology within the NHS.

## NHSA SUPPORT

Thanks to the NHSA the company sat down with academics and clinical leaders from across eight city regions to discuss initial deployment and testing of their technology in a highly rigorous and research orientated clinical environment. Strong clinical connections were formed with Leeds Teaching Hospitals NHS Trust, Sheffield Teaching Hospitals NHS Foundation Trust and the Yorkshire & Humber Academic Health Science Network (AHSN). A health-economic evaluation of the technology, in parallel to the clinical evaluation, was proposed and the School of Health & Related Research (SchARR) based within the University of Sheffield was tasked with integrating a health economic assessment into the clinical protocol.

## RESULTS

The NHSA was able to rapidly build a strong consortium of clinicians, centres and infrastructure for the company to work with. As a result the company's technology will be evaluated within two NHS Trusts simultaneously, as well as producing the health economic data required for eventual adoption and recommendation by NICE. The trial of this technology is due to begin in early 2017.

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