

# Introduction to the Eastern Innovation Exchange and our support to business

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## Background to the AHSN network

- ✓ The Academic Health Science Networks (AHSNs) were established in 2013 by NHS England, to **connect** academics, researchers, industry and the NHS to **accelerate** innovation
- ✓ AHSNs operate with two key objectives: to **improve** health through accelerated use of innovation and generate economic **growth**
- ✓ **15 AHSNs** spread across England, with each AHSN serving a distinct regional population
- ✓ Each AHSN is tasked with establishing an **Innovation Exchange**, a central place that healthcare stakeholders can go for **information, guidance and support**
- ✓ AHSNs seek to foster **collaboration** with solution providers **across industries**



# Ideas into Practice



## Co- create new innovations

- Define problems: 3-5 year
- Create solutions through competitive process
- Invest in their co-development
- Develop solutions that bring patient & economic success

## *The INNOVATION Exchange*

## Support adoption

- Define problems: 1-3 year
- Support NHS to adopt ready to use solutions
- Support innovators to navigate & connect
- Broker solutions that bring patient and economic value



## Introduction to Eastern Innovation Exchange



## Vision for the innovation exchange

### Accelerate

**17** years

The problem: It takes 17 years to embed innovation into the NHS.

We want to accelerate this and drive long term change.



#### Clarity

Provide clarity on how the innovation exchange process works and how people can get involved



#### Needs based

Focus on real challenges and needs of our local health system



#### Collaboration

Bring together together local and national partners



#### Support

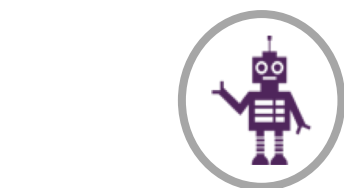
Provide the right level of support, tools and communications to progress ideas into tangible solutions



# What is an Innovation Exchange?

- We enable faster access to cost effective, innovative technologies for patients and citizens
- We support local priorities and find innovative solutions to local health and care challenges
- We bring industry together with healthcare professionals to find the best solutions
- We consult the general public to help guide the development and assessment process
- We are launching a new website  
[www.innovationexchangeeast.org](http://www.innovationexchangeeast.org)
- Our first innovation exchange networking event is on the 8th November 2018, on the topic of Suicide Prevention.

# Development of our innovation exchange pathway



## Innovator support

Support to innovators through access to advice and guidance and through our partnership with National Clinical Entrepreneurs, SBRI Healthcare and the MedTech accelerator.



## Needs analysis

Support to development of clear statements of need, co-produced with citizens and linked to evidence and data, with a view of future proofing the solutions.



## Matching

Bringing together an interested community of professionals, citizens and innovators from throughout the region to match needs with solutions.



## Development

Support for a limited number of development projects throughout the year, designed to prove a concept works and minimize the number of repeat pilots that occur in the system.



## Adoption and spread

Support the NHS to adopt proven innovations, that have been nationally selected for wide scale adoption. To find out more on which innovations have been selected and how to nominate an innovation for consideration.

## Example Cancer Challenge Statements

- **How can we improve the adoption and spread of self care to prevent cancer?**

Suggested areas of focus:

- Evidenced innovations/ interventions to reduce the risk of cancer e.g. smoking cessation, keeping a healthy bodyweight, eating a healthy balanced diet, cutting back on alcohol, enjoying the sun safely, keeping active

<http://www.cancerresearchuk.org/about-cancer/causes-of-cancer/can-cancer-be-prevented>

- **How can we improve the translation of early diagnosis approaches into community settings?**

Suggested areas of focus:

- Bowel and breast screening programme e.g FIT
- Targeted adoption through new Cancer care in the community nurses
- Risk stratified pathway techniques

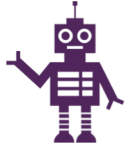


## Innovation Exchange East



Identification of key themes to tackle for 18/19:

1. Achieve Zero suicide- matching in progress
  - Expressions of Interest received from innovators for 21 September deadline
2. Early diagnosis of stage 1 and 2 cancer ongoing
3. Create efficiency through better estate management- early 2019



Actively seeking themes to tackle in the future and innovations meeting these and other NHS challenges:

<https://innovationexchangeeast.org/submit-idea>

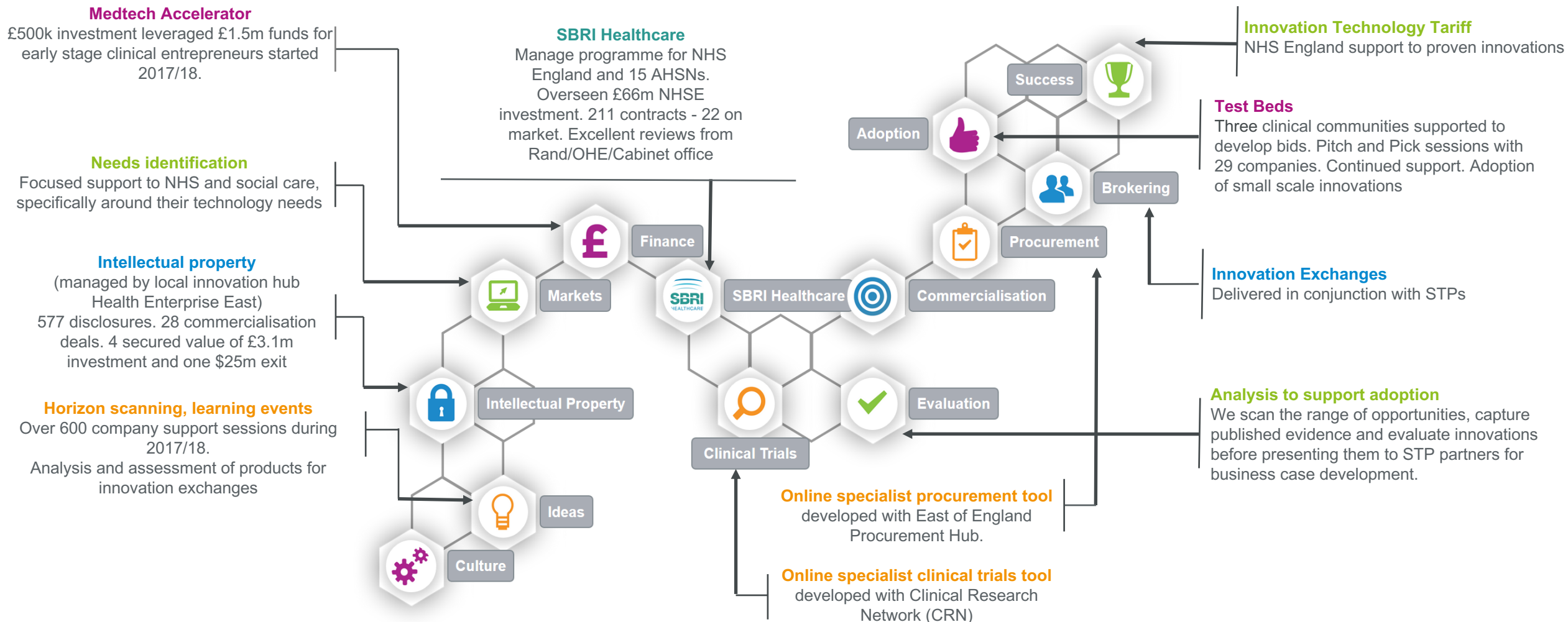


Request publication following consideration by our Editorial Board or just for AHSN consideration



# Business support across the Innovation Pathway

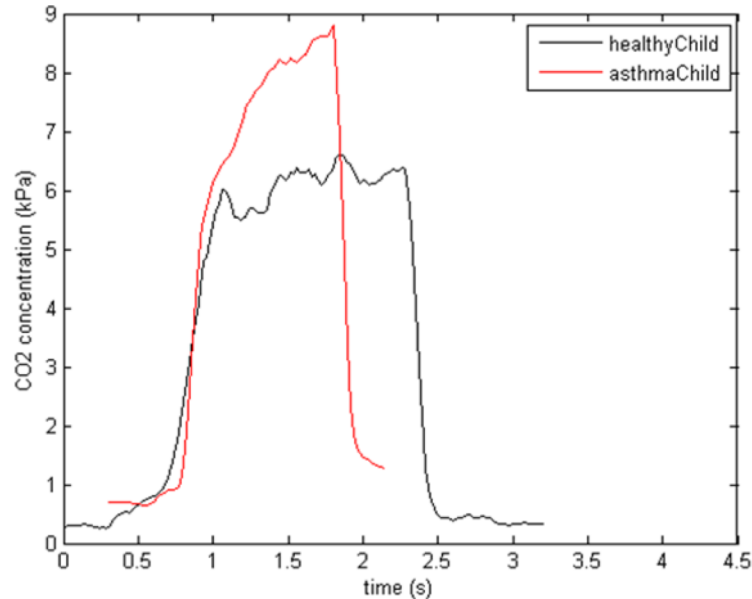
A programme of business support developed for SMEs and industry with key regional NHS partners. Delivered 3309 connections with industry in first license period, providing a pipeline of innovations for the NHS and health partners







# Early stage innovator support



- SBRI funding- COPD & Asthma challenges
- In development to predict exacerbations and avoid admissions, saving the NHS c. £90m per year
- Eastern AHSN has provided:
  - Introductions to clinicians and business support
  - Expert advice about clinical development, regulatory and NHS procurement processes
  - Support for funding from Innovate UK and NIHR
  - Support for competitions and awards
  - SBRI Alumni programme







NHS needs  
driven  
competitive  
process clinically  
led

Pipeline of over  
150 innovative  
companies

£75m invested  
by NHS England

£1.5bn value  
offer to NHS  
reaching 7m  
patients

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





# From bench to bedside – case studies



**Owlstone Medical** - Ambition to save 100,000 lives & \$1.5bn in healthcare costs  
Early detection of lung cancer is first target.  
Analysis of non-invasive biomarkers in breath.  
Company supported to connect Clinical leads, patient voice & backed for investors



Thank You



A range of companies with patient engagement and condition management tools.

ADI – pain management  
uMotif – participation and informed patients  
MymHealth – chronic condition management tools.





**Interested in future events and opportunities  
for innovators and industry partners?**

**Subscribe to the Eastern AHSN  
newsletter and  
register your innovation**

**Sign up at:**

**[www.eahsn.org/resources/monthly-newsletter/](http://www.eahsn.org/resources/monthly-newsletter/)**  
**[innovationexchangeeast.org/submit-idea](http://innovationexchangeeast.org/submit-idea)**

