Health Innovation East

Opportunities to collaborate with Kenya

Helen Oliver
Deputy Chief Executive
What is Innovation?

“Innovation is the process of turning new ideas into value, in the form of products services, business models; and other new ways of doing things. It is complex and goes beyond creativity and invention to include the practical steps necessary for facilitating adoption”

IESE Business School and World Economic Forum 2024
What does the Health Innovation Network do?
The role of Health Innovation Networks

The Health Innovation Network is the innovation arm of the NHS

Established by NHS England in 2013 to help adoption and spread of innovation

Connects the NHS, academic organisations, local authorities, charities and industry

Our core objectives:

• To generate a rich pipeline of useful, evidence-based innovations;

• To support the adoption and spread of proven evidence-based innovations

• To support economic growth
Over **2.2m patients** benefitting from our programmes

**19,392 patients** benefitting from objective ADHD tests, saving the NHS approximately **£6.5m**

Almost **40,000 hours** of health and care capacity released through our national workforce programme

An **additional 1,000** 16-25 year-olds have received early intervention specialised care for eating disorders

**£1.3bn** of investment leveraged for UK plc

Supported more than **286,000 people** at home with technology-enabled remote monitoring through the National Innovation Collaborative

**58%** (8,761) of care homes in England are testing or have implemented a deterioration management tool

**11,734 strokes avoided** due to our work in identifying and treating atrial fibrillation (2017-2020), saving an estimated **2,933 lives**
What we do

We help innovators to **navigate complex systems**, **generate value propositions** and convene citizens, academia, health services and industry to overcome challenges together.

Through this work we help patients, health providers and citizens to **realise the value of innovations quicker**.
The criteria for selecting our projects

Evidence based outcomes
We seek to support innovations which have a positive outcome on people’s lives – working hours saved, fewer hospital interventions, adverse events mitigated or avoided, increased economic benefits.

Reducing inequalities
Health disparities in the UK are stark and can undermine people’s ability to work and live long, healthy, independent lives while creating pressure on the NHS, social care and other public services.

Root causes of inequalities being racism, ableism, classism, sexism, Homophobia, xenophobia,

Transforming systems
We believe we have a core role in encouraging and enabling integration and transformation by removing traditional divisions, embracing the future and champion changes including embedding a culture of innovation to improve population health.
Opportunities for knowledge transfer
Health Innovation East: our capabilities

- At Health Innovation East we have a team of 50 clinicians, scientists and project managers and the support of numerous partner organisations to deliver the services set out below.

**Innovation pipeline management**

- Horizon scanning
  - Needs definition
  - Market reviews, including from Eastern and national AHSN database
  - Introductory events – presentations from innovators, design workshops etc
  - Evidence reviews

- Selection
  - A robust due diligence process using our Innovation Review Panel and Diagnostic tool scoring
  - Procurement support
  - Comparator analysis from across the AHSN Network

**Implementation Support**

- Market reviews, including from Eastern and national AHSN database
- Introductory events – presentations from innovators, design workshops etc
- Evidence reviews

- Evaluation
  - Evaluation design – what are we looking for? What metrics will support scale-up?
  - Access to specialists in clinical evaluation and specialist health economists
  - Benefit realisation expertise

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- Full-time innovation manager

**Implementation support, evaluation and scale-up**

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**Evaluation**

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**Spread**

- Grant and funding sourcing and bid writing
- Presentation of learning and evaluation results to support scale-up
- Bid writing
- Access to national networks
- Communication strategies and toolkits

**Patient, citizen and stakeholder engagement**

Continuous co-design of innovation programmes with those with lived experience, their carers and clinical stakeholders
Health Innovation East delivering bespoke events for different audiences across the innovation ecosystem

Insight to impact masterclasses
• Audience: mainly SMEs, large corporates.
• Educational masterclasses across a broad range of topics

Bridging the Gap
• Collaborative events across 2-3 AHSNs to support SMEs navigate the NHS

Funding workshops
• Partnered events that aim to provide information to SMEs about funding opportunities.

Innovation exchange events
• Matching system partner needs to known innovations. As requested
• Innovation exchanges may arise as an action from horizon scan findings.

Clinical Innovators Forums
• Events that complement the National Clinical Entrepreneurs Programme
• For clinical innovators to share experience, gain confidence & develop their idea.

Scale-Up Academy
• Specifically for SMEs needing to move into large scale commercialisation within ~12 month timeframe.
• Annual cohort
Our free online toolkits for SME's to support navigation of complex NHS healthcare ecosystem

- Building Business case
- Navigating the NHS landscape
- Health economics and evaluation
- Finance
- Patient engagement
- Clinical Trials
- NHS Digital Framework
- Medtech regulations
- Value Propositions
- Procurement
- Market Access
- The Routemap to Medtech Development
- Environmental sustainability

https://healthinnovationeast.co.uk/innovators/resources/
Health Tech Horizon Scans

Provision of curated, up to date innovations covering three main areas in the innovation lifecycle:

• Those at the early ‘ideation stage’, requiring extensive technology development
• Those where a ‘proof of value’ is underway
• Those ready to ‘deploy’

We run horizon scans for a diverse group of stakeholders. In 2023 these included:

• The Cancer Alliance
• NHS Integrated Care Boards
• Cambridge Rare Disease Network
• International: including USA, Singapore, Japan, South Korea
International programme: Building global partnerships

We are continuing to build global partnerships to develop the programme.
Inbound and outbound offers
Inbound and outbound objectives

Enhance our economic growth metrics to serve UK Offices for Life Sciences commission:

- Supporting UK industry to scale into other international markets.
- Attracting international organisations to bring innovation to our region’s health and social care system and/or set up UK operations in our region.

Increase our global reputation as thought leaders in healthcare innovation
How we support inbound innovators:

- **FUNNELING TO LOCAL INDUSTRY PARTNERS**
  - SCALABLE COURSES
    - INT’ MASTERCLASS
    - INSIGHTS TO IMPACT
    - NET ZERO WORKSHOPS
    - PPI WORKSHOPS
    - BD WORKSHOPS
  - CHANNELING TO PARTNERS
    - BID WRITING
    - GRANT SOURCING
    - REGULATORY
    - EVALUATION
    - DESIGN

- **Landing Innovators in the East of England**

- **EAHSN COMMERCIAL REVENUE & OLS COMMISSION ECONOMIC GROWTH**

**How the universal offer fits into the overall offer**
How do we support export?

- Creating Awareness of Markets Overseas
- Linking with Strategic Partners
- Strategic Partners Support Business Development
- Economic Growth OLS Commission & Commercial Revenue

UK Based Innovator Cohort (Working with AHSN International Group) + UK Gov Agencies

We convene a 60-minute virtual session introducing innovators to new markets:

- Market Opportunity Overview Sessions (MOOS)

Identified innovators are introduced to new markets & linked to our strategic partners.
Cancer initiatives

more than 3 million people are living with cancer in the UK. By 2030 this figure will rise to 4 million.
Macmillan Cancer Support is one of the largest British charities and provides specialist health care, information and financial support to people affected by cancer.

Health Innovation East work in partnership with Macmillan to support their innovation community, through brokering connections, conducting horizon scans and encouraging collaboration.
NHS CANCER ALLIANCES

We have Cancer Alliances in each region which work together to deliver the NHS commitments for cancer.

Cancer Alliances look at the care and support patients should expect to receive from diagnosis to follow-up across their whole area, so they can address variation and implement best practice. NHS England and NHS Improvement provide Cancer Alliances with funding, support and guidance to assist in their work.

Cancer Alliances bring together clinical and managerial leaders from different hospital trusts and other health and social care organisations, to transform the diagnosis, treatment and care for cancer patients in their local area.

These partnerships enable care to be more effectively planned across local cancer pathways.

Health Innovation East – collaborate closely with the Cancer Alliances
Cancer is the second leading cause of death

The sooner we detect cancer, the better chance we have to cure it.

Unlike other diseases, there is no single identifiable symptom or sign, nor test that can alert healthcare professionals to a potential cancer diagnosis. Recognizing the barriers and complexities to early cancer detection, C the Signs uses an evidence-driven approach to determine a patient’s risk of cancer at the earliest and most curable stage of the disease.
Liberate Pro is a digital web platform used at the point of care to engage patients in a meaningful conversation about their condition and treatment. The clinician selects from pre-loaded videos, teaching and educational deck, notes can be added to the decks and information personalised. Consultations can be recorded and compiled as a video and sent to the patients and their families for better understanding.
Developed in the UK it is accurate, less invasive and relatively inexpensive compared to endoscopy.

What is Cytosponge™?

The Cytosponge™ cell collection device is a minimally invasive\(^1\) way to perform a preliminary oesophageal cell collection in an office. Samples can be used for cytological and histological review to assess patients suspected of oesophageal pathologies.\(^1\)

For many patients, analysis of oesophageal cell samples can be an important step towards getting the right diagnosis and care.
Thank you for listening!

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