

Developing the medical technologies the NHS needs: maximising the potential of the North west

Keith Chantler, Director of Innovation and Executive Director
TrusTECH[®] (North West NHS Innovation Hub)

Matching the requirements of the NHS with the supply of new innovations (pull not push)

- Important that new ideas being proposed or developed by industry, match real clinical need – creates a demand for new “products”
- We need to establish a clinical engagement framework – matching the priorities of NW and publicise its outputs i.e. opportunities
- Be clear about the NHS regulatory environment – what evidence trail is require to enable products to be used in the NHS
- Being clear about the evidence that NHS needs to enable decision to be made – clinical and financial
- Access to clinical test bed for trials and evaluation to provide clinical **evidence** for NHS to make decisions
- Feeding into the process for marketing (uptake and adoption) including smarter procurement

Characteristics of Medtech companies and their needs (including Biotech SME)

- Smaller than pharma and with more limited company R&D funds.
- Less aware of how to access NIHR infrastructure and funding sources; need more signposting and support to effectively access NIHR funds
- Much less aware of NHS regulatory requirements
- **However they are very responsive to new opportunities**
- Access to NHS is vital to ensure clinical validity; product development (including tissue) and trials and evaluations.
- Need help to understand complexity of NHS and its decision making
- Improving the support to medtech SME will enable us to get new products into NHS much more quickly

TrusTECH – facilitating access the NHS

Microvisk: Anti Coagulant Monitor; rapid POC test. Funded by NIHR i4i

→ Patient outcome – improved POC test, possible self admin

Byotrol: Novel biocide for HCAI. Funded by company

→ Patient outcome – Reduced/improved management of HCAI

Patientrack: Novel approach to EWS. Funded by local NHS Trust + TrusTECH + company

→ Patient outcome - > quality of care; < LOS; < adverse incidents

Femeda: Female incontinence device. Funded by company

→ > clinical outcomes; < costs for NHS (note NHS & University IP)

Smart Solutions for HCAI:

- Challenge to industry – new HCAI diagnostics, devices, products
- Rigorous evaluation - 9 under test in NHS across England.
 - Twist Dx – Potential 15 mins turnaround for HCAI identification
 - Silver Coated Catheter - < infection; < costs to NHS

Maximising the potential of the region

NW Innovation Gateway

NW Innovation Gateway – making existing component parts work more effectively together, to deliver consistently;

- Articulation of clinical need – active promotion
- Description of potential markets
- Describe the regulatory environment
- Describe the potential procurement options
- How do we plan for maximum adoption into NHS

Connecting SMEs where appropriate with NIHR infrastructure, including Comprehensive and Topic CRNs, funding through i4i, NEAT etc, Medical Devices KTN + Medilink etc

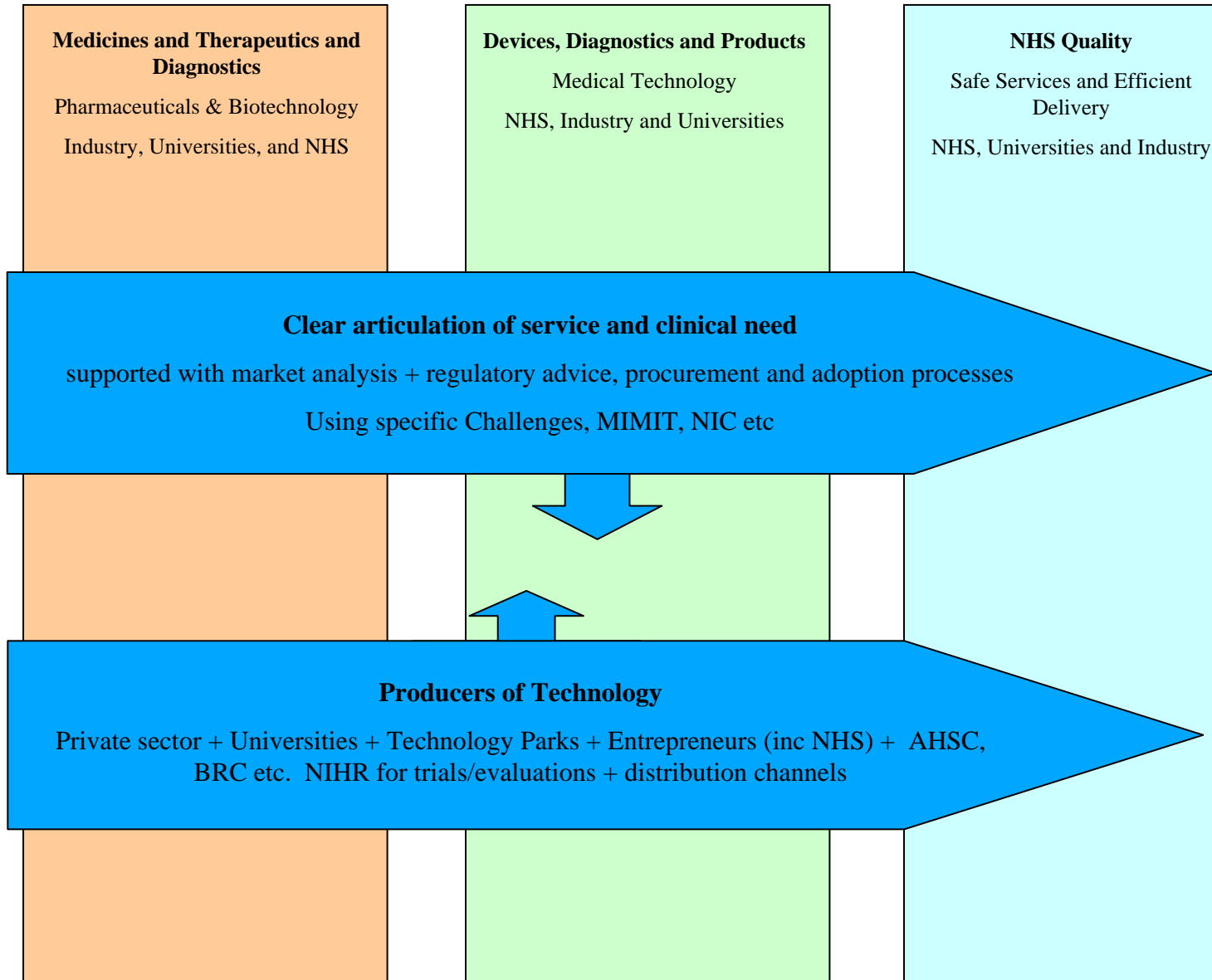
Linking to other regional support including

National Technology Adoption Centre Collaborative Commercial Agency ACTNoW – Clinical Trials Capability	Manchester: Integrating Medicine and Innovative Technologies (MIMIT) Medilink NW
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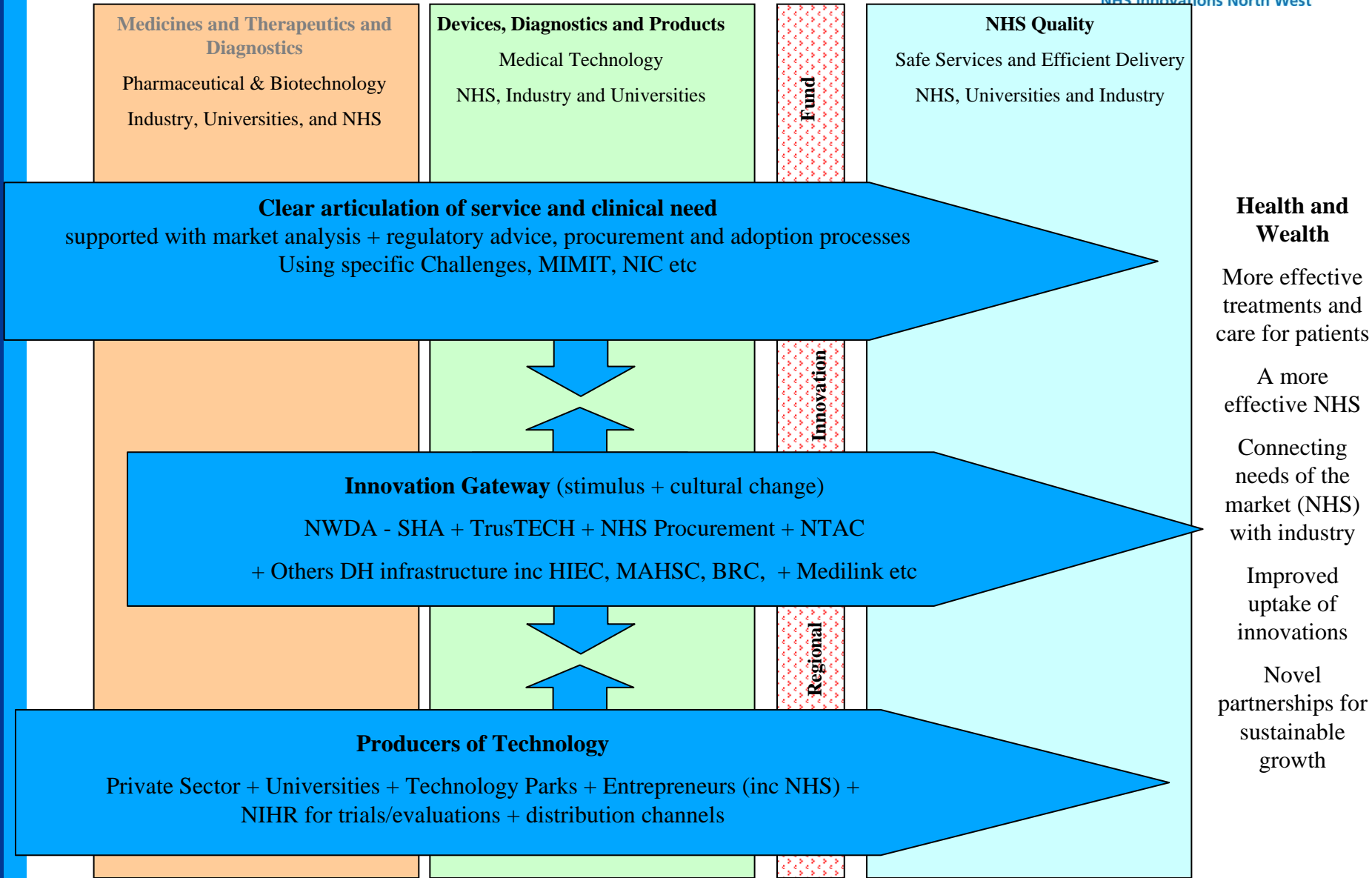
Using NW SHA Regional Innovation Fund where appropriate; NIHR i4i etc

Medtech (including Biotech SME) very important to region

- QIPP essential for NHS to manage within budget – to support and drive changes in quality and performance of NHS
- Technology plays important role to both support service change and to drive transformational change
- Ensure that medtech is able to access NIHR where appropriate.
- Creating the right environment is essential
 - Understanding opportunities
 - Partnerships
 - Confidence around developing IP
 - Using NIHR financial support
 - Using the North west regional infrastructure



The new Innovation Gateway

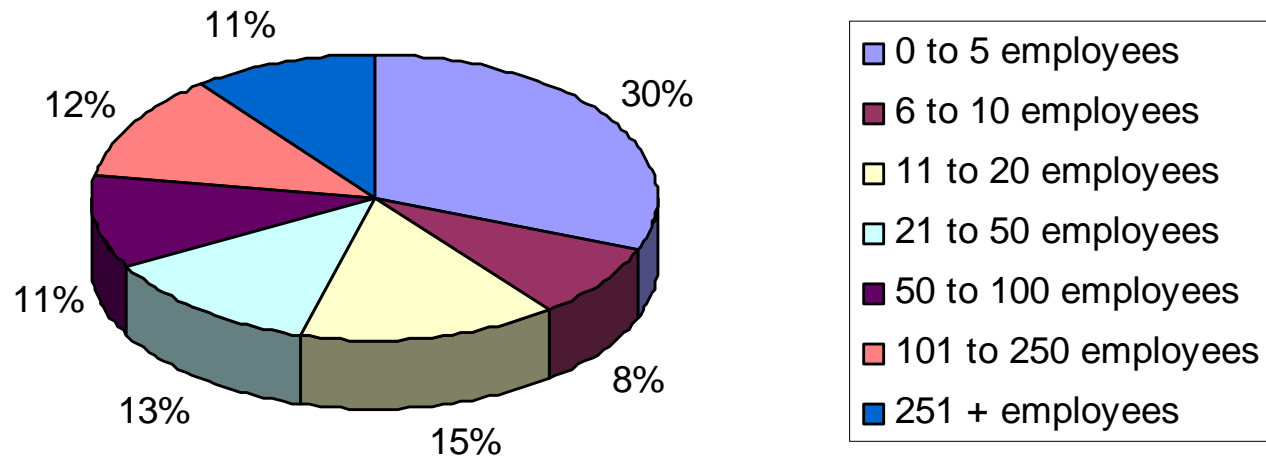


Questions

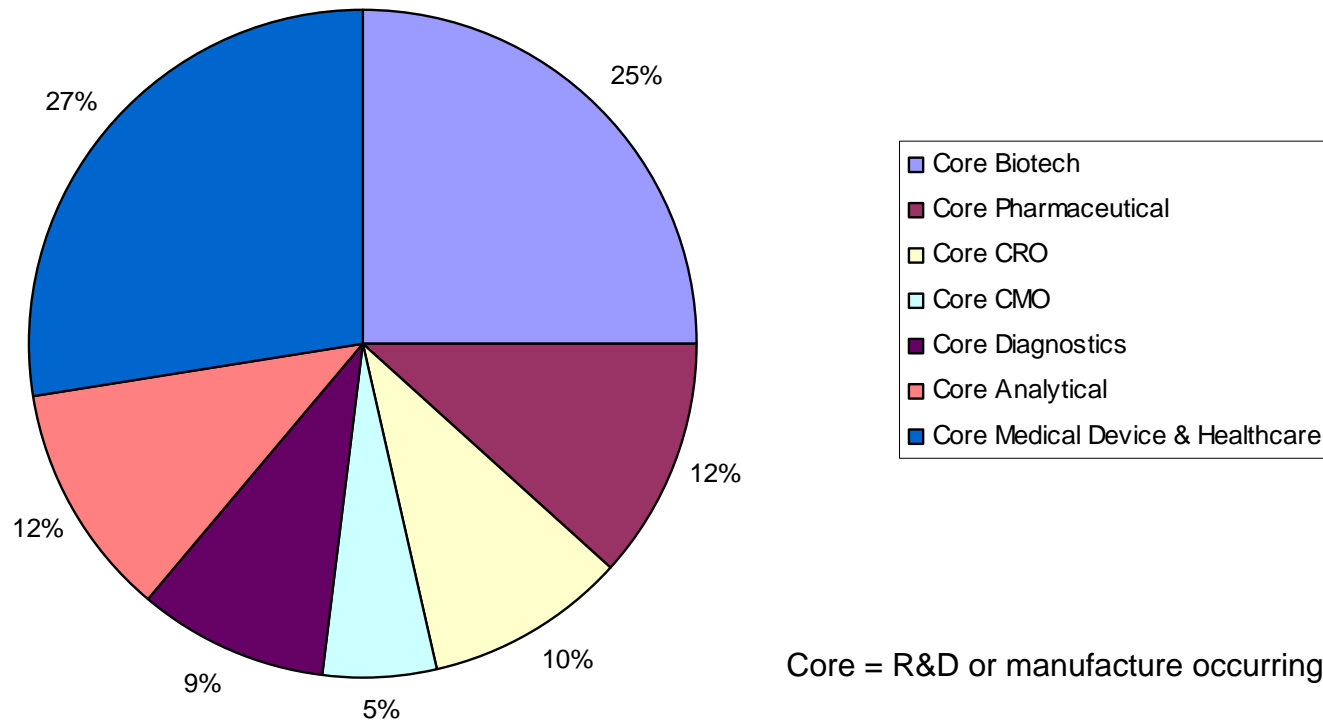
Office of Life Sciences proposition - we must (also) support the medtech sector as a valuable contributor to UK Plc; **creating a more effective NHS will also support the economy of the region:**

- What are the current roadblocks that might prevent effective engagement with the medtech SME community
- What role can NHS organisation play to increase the effective access to the NHS for medtech SMEs
- How do we systematically engage with the medtech sector to articulate our needs at Trust and regional/national level
- What is the potential role for NWDA to work with NHS to support this?
- How does the NIHR infrastructure map onto/ support the above?

Company Breakdown by Employment



Company Breakdown by Speciality



Breakdown by Sub-Region

Bionow core companies by sub-region

