



**South East Health Technologies  
Alliance**

**the route to innovation**

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# SEHTA and Innovation

- Introduction to SEHTA
- The biggest health technology cluster in the world
- Radical innovation comes from SMEs
- ICE-T- a case study
- Opportunities for South East Coast SHA



## SEHTA- who are we?

- The sector consortium for health, funded primarily by the South East of England Economic Development Agency (SEEDA)
- Non-profit, non-aligned company limited by guarantee
- Owned by members from **biotechnology, diagnostic, medical device and pharmaceutical** industries:

Core	Affiliate	Associate
<ul style="list-style-type: none"> <li>• Companies in the region's health technology sector</li> </ul>	<ul style="list-style-type: none"> <li>• Non-profit organisations (eg. universities, charities, RDA)</li> <li>• Companies outside the region</li> </ul>	<ul style="list-style-type: none"> <li>• Support companies (eg. consultants, legal, finance)</li> </ul>



# Highlights

- 1200 members from 20 countries – most SMEs
- 52 companies accessed over £15 million
- 55 companies helped access NHS – 6 licence deals, 7 prototypes
- Brokered deal between J and J and SEEDA - £500k research grants
- TSB events - £1.8 million grant awarded
- Greater South East Cluster maps
- ‘Completed 2 EU projects secured funding for 2 more
- Launched ICE-T autumn 2009



# **GSE Health Technology Cluster - Biggest health cluster in world!**

- **4700 core companies generating £100 billion**
- **11400 supply/delivery companies generating £32 Billion**
- **All world's top pharma companies**
- **60 research active universities including 4 out of top 6 universities in world attracting total of £4 billion in research funding (2000 – 2007)**
- **Complementarity between 3 sub-regions (LDA – Trade, SEEDA Med device, pharma, EEDA biotech)**
- **Excellent supply chain opportunities – well diversified health technologies sector**
- **4 SHAs total budget around £30 Billion pa?**





# Health Technology Sector in the GSE

## Legend

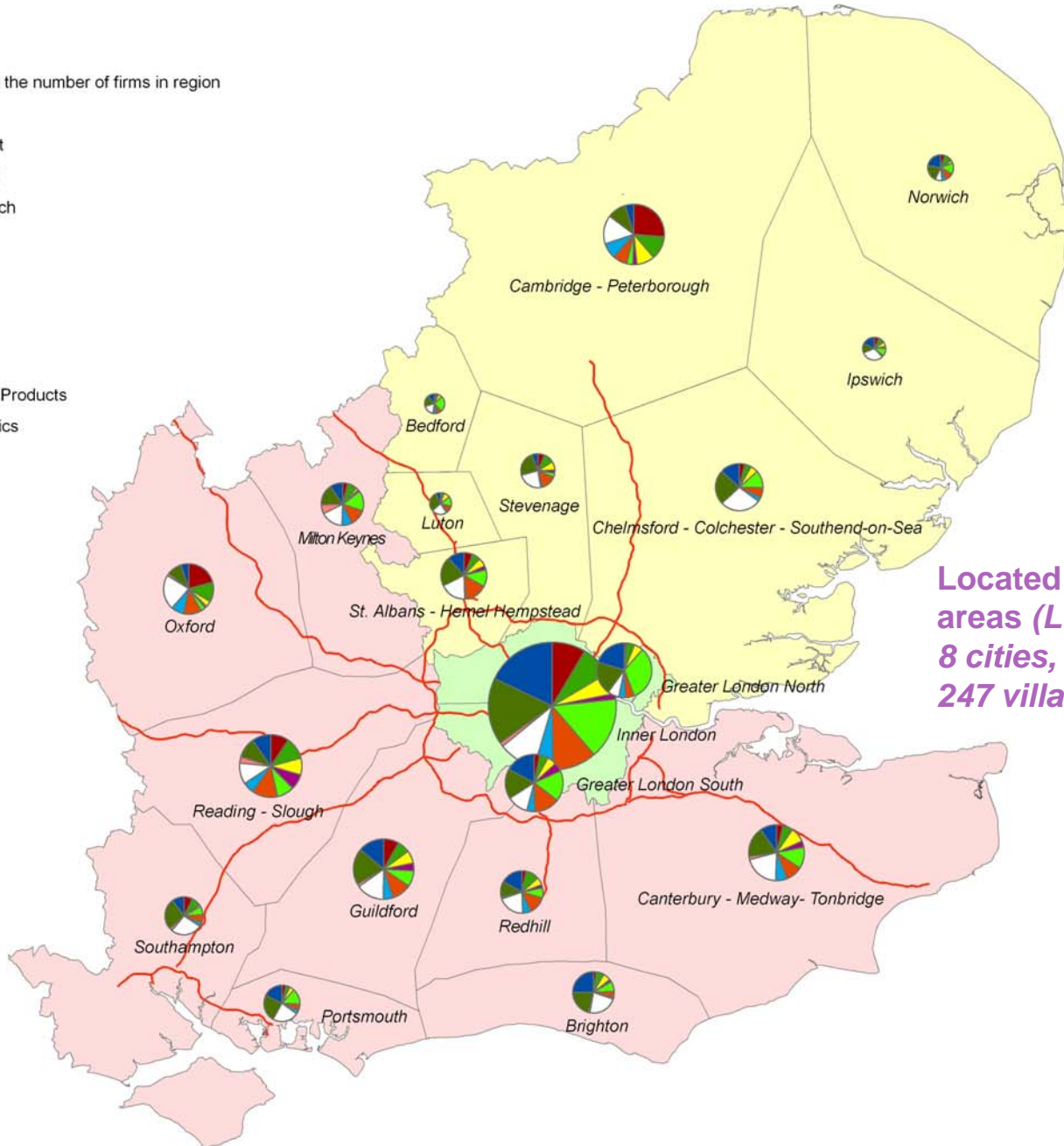


Size is proportionate to the number of firms in region

- Bio-Pharma R&D
- Drug Development Support
- Bio-Pharma Manufacturing
- Integrated Pharma & Biotech
- Trade Pharma Products
- Bio-Pharma Support
- Diagnostics
- Medical Devices
- Telecare
- Trade Medical and Optical Products
- Health Products & Cosmetics

Administrative Regions

Motorways



**Located in 406 residential areas (London and suburbs, 8 cities, 100 small towns, 247 villages)**

# SEHTA and Innovation

**Predominant source of radical innovation is SME**

**SEHTA offers a route to the SME community**



# International Centre of Excellence in Telecare (ICE-T) Case Study

- **Government policy and activity in Telecare/Telehealth**
- **Ageing population, more LTCs**
- **Need for more efficient/effective care**
- **Cluster of companies/knowledge base in region**
- **Major report produced**
- **Business opportunities identified**
- **Support from RDA secured in principle to create ICE-T**



# Thematic Areas

- Telecare in private care homes and domiciliary care sector - prescribed
- Support for fragile individuals or groups - elective
- Support for people in work or returning to work, through the workplace - elective



# Telecare Development Activity Matrix

<b><u>ENABLING ACTIONS</u></b>	<b><u>THEMATIC AREAS</u></b>		
	<b>Private care home and domiciliary care sector</b>	<b>Support for fragile individuals or groups</b>	<b>Support for people in work or returning to work, through the workplace</b>
<b>Standards</b>	←		→
<b>Education and training</b>	←		→
<b>System integration</b>	←		→
<b>Social marketing</b>	←		→
<b>Usability and user involvement</b>	←		→



# Development of ICE-T

- International focal point for everything Telecare
- ICE-T will identify and fund innovative developments in Telecare and related Teleservices
- ICE-T will call for project proposals for innovative Telecare product and service development: initially at the nodes in the Telecare development activity matrix
- Projects will be collaborative between industry and universities or NHS and will be match-funded by industry, as appropriate (50%, or 75% in the case of SMEs).



# Helping to meet South East Coast Pledges

**Diagnosis and management of illness on local high street or at home**

telehealth=managing and monitoring

**Special programmes to help cope with LTCs e.g. diabetes**

telehealth diagnosis and monitoring,  
implantable devices

**All patients will hold their own medical records**

**-e-health agenda integral to telehealth**



# Helping with care pathways

- Staying healthy
- Long term conditions
- Mental health – especially neurodegenerative conditions
- End of life care



# Helping with innovation agenda

- Unique relationship with SMEs – responsible for radical innovation
- Unique relationship with universities e.g grants database, student intern project, voucher scheme



# Opportunities for SHA

- Funding SBRI around specific challenges
- Adoption of solutions
- Increasing efficiency and effectiveness of care
- Transfer care hospitals -community

