



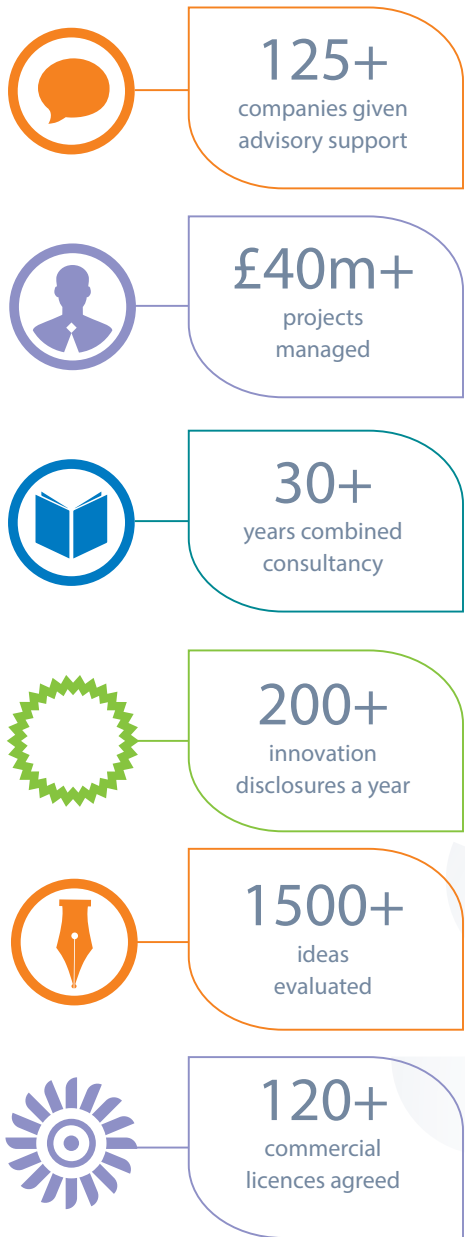
A Leading NHS Innovation Hub
Member Services

Delivering technology advisory and innovation management services to industry and the NHS



Health Enterprise East

HEE at a glance...
the first ten years



Realising Innovation

Health Enterprise East

28 organisations
HEE currently serves 28 NHS organisations across Primary, Secondary and Tertiary Care.

Health Enterprise East (HEE) is a membership organisation that provides innovation management services to the NHS. Originally established as the not for profit ‘NHS innovation hub’ for the Eastern region, HEE has grown to offer a full range of professional business and intellectual property (IP) management services..

Through its NHS member services, HEE ensures that pioneering innovations from staff across the NHS are identified, developed and commercialised for the benefit of patients, staff and society. Closely affiliated with founding member Papworth Hospital NHS Foundation Trust, HEE currently serves 28 NHS organisations across Primary, Secondary and Tertiary Care who can access a full range of skills and expertise by payment of a small members fee.

10 year track record
of providing innovation management services to NHS organisations



Skilled team with a wide range of IP management and business analysis experience



Access to finance to develop ideas



Training in innovation management and IP through the Innovation Scout Scheme Network



Innovation Scouts Network

Connecting NHS staff to promote innovation, adoption and diffusion of best practice

50+

active Innovation Scouts



HEE has created dedicated networks to support the promotion and adoption of novel ideas and best practice. These networks help to facilitate knowledge transfer between healthcare professionals across our membership, and foster collaborations between health, social care, the voluntary sector and industry.

The Innovation Scouts Network supports the development of an innovation culture within NHS organisations that promotes identification, spread and adoption of new ideas. The network comprises individuals in NHS organisations who have a passion for innovation, working as local champions to support staff in their area. The scheme began with a pilot in 2008 involving six organisations and has now grown to over fifty Innovation Scouts region wide.

Benefits of the scheme include:

Training

in innovation management and IP



Access

to additional networking and training events



Dedicated

Innovation Scouts area on HEE website comprising case studies, toolkit etc



“ Believe in what you are doing and the healthcare we deserve tomorrow. To achieve this you need to be patient, persistent, enthusiastic and able to communicate well - but above everything, you need to listen. ”

Innovation Scout @
The Princess Alexandra Hospital NHS Trust

“ I love meeting people in the Trust I wouldn't normally meet and it's also rewarding to help people to realise their ideas and get them some recognition for their efforts. ”

Innovation Scout @
West Suffolk NHS Foundation Trust


“ One of the most common things said to me by Innovators is that they had been sitting on their idea for many months or years, but did not know where to take it or who to talk to. The Innovation Scout scheme gives the Innovators the chance to see a local contact, gain easily accessible information about innovation and discover a clear way to take their idea forward. ”

Innovation Scout @ Norfolk & Norwich University Hospitals NHS Foundation Trust



Meet the Inventors


Health Enterprise East supports innovators at our NHS member organisations through various stages of their innovation development. Here are just a few comments from some of our inventors.



“Often there are numerous iterations of the idea before you get to the final product. Think about how the innovation will be used in clinical practice. This will affect the design and the ease of implementation when asking clinicians to use it.”



Dr Peter Young
Consultant Critical Care
The Queen Elizabeth Hospital King's Lynn NHS Foundation Trust
Invention: The Non-injectable Arterial Connector (NIC)
The Queen Elizabeth Hospital 
King's Lynn
NHS Foundation Trust



“If you have something which you think you can develop into an innovation, then you will need to make sure that you can identify the right people to help you bring that idea to fruition. It is clear to me that the most useful innovations actually come from people at the coalface, and therefore this is something that a working health professional can uniquely bring to the table.”



Dr Norbert Kang
Consultant Plastic Surgeon
Royal Free London NHS Foundation Trust, formerly of West Hertfordshire Hospitals NHS Trust
Invention: earFold™
West Hertfordshire Hospitals 
NHS Trust




Dr Andrew Mitchel
Consultant in Clinical Neurophysiology
Cambridge University Hospitals NHS Foundation Trust
Invention: Ulnar Splint
Cambridge University Hospitals 
NHS Foundation Trust

“Daydream about problems and how to solve them; identify lots of problems that need solving. Pursue your idea and do talk to your innovation hub early.”



“At HEE you will meet like-minded-people, who are enthusiastic to hear new ideas and can provide funding to support the development of promising new innovation. This is a refreshing change. Every time you bump your head on a problem, of which there are many, don't give up, learn from it and move on. The whole process is very daunting but exciting - feel the fear and do it anyway.”



Dr Tamsin Brown
Tamsin Brown
Community Paediatrician
Cambridgeshire Community Services
Invention: Hear Glue Ear
Cambridgeshire Community Services 
NHS Trust

Define Market Needs

Capturing Ideas | Identifying Needs | Evaluation

New ideas and innovations can be generated at any stage in the care pathway and often arise in response to a known challenge or an identified unmet need. Great ideas come via different routes and from any member of staff. However, in order for NHS staff to recognise the potential value of their idea, it is key that they develop an understanding of the innovation pathway, of the wider market context, along with the potential impact an innovation could have.

Seeking timely advice at the early idea stage is equally important. This will ensure that bright ideas are identified early, safeguarding innovation, retaining NHS ownership and giving any IP the best chance of protection.

HEE supports its NHS members to generate ideas and define market needs by:

Helping

to determine needs and specify requirements



Raising awareness

and understanding of the innovation pathway



Running innovation competitions

to encourage staff to come forward with ideas

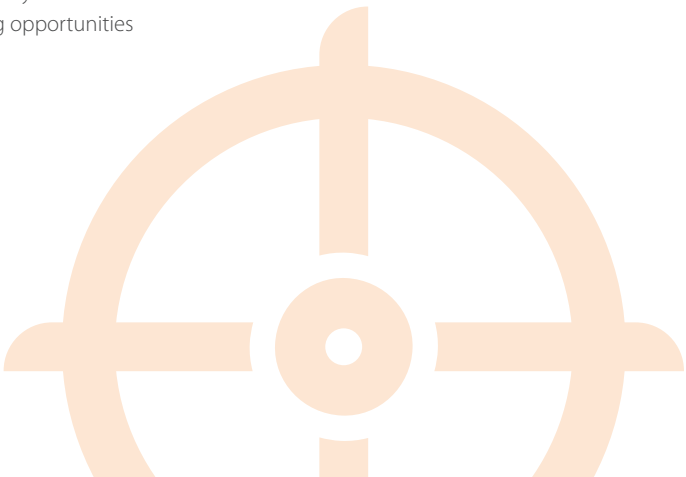


Providing insight

into market dynamics, relevant players and emerging opportunities



HEE Innovation Awards Dinner
June 10th 2016
Radisson Blu
Stansted



Proof of Concept Funding

Funding for Early Stage Ideas

up to **£125k**
available for
NHS staff developing new
medical technologies and
software

HEE has dedicated Proof of Concept funding that can help you address the gap between early stage ideas and commercialisation-ready technology. Proof of concept funding can be used to test the technical feasibility of your idea, explore its market potential, understand the regulatory pathway for your device or write a business plan to attract further external investment.

In addition to its own Proof of Concept funding, HEE is working with regional local enterprise partners and the Eastern AHSN to create an early-stage funding vehicle that will make awards of up to £125k available for NHS staff developing new medical technologies and software. The MedTech Accelerator will be launched in the Autumn of 2016.

Invention: HANDYtrak
Trust: Cambridge University Hospitals
NHS Foundation Trust



Innovation: SAFIRA
Trust: The Queen Elizabeth Hospital
King's Lynn NHS Foundation Trust



Explore Solutions

Intellectual Property (IP) Protection

Assessing the uniqueness of a product idea, validating the market and analysing the potential IP are fundamental to successful commercialisation of a product or service. HEE will evaluate the potential of new ideas, help explore different technology solutions and facilitate decisions around IP protection, the market opportunity and commercialisation strategies.

All proof of concept work will be commissioned by HEE and members are given access to HEE's dedicated Proof of Concept Funds which commissions the development of prototypes, provides feasibility study funding and conducts market research.

HEE supports its NHS members to explore solutions by:

Carrying out a full
market and product
assessment



Advising on potential for IP
protection and identifying
valuable IP (patents,
copyright, design rights
etc.)



Making informed
recommendations
on commercialisation
strategies



Access to proof
of concept funding



Realise Opportunities

Technology Commercialisation | Adoption & Diffusion

HEE can provide support throughout the commercialisation process by identifying the best route to successful commercial exploitation, such as licensing or creating new spin-out companies.

HEE will negotiate and draft all necessary agreements on behalf of our NHS members and provide post-deal management of licensees. This ensures ideas have the best opportunity to deliver real patient benefits.

HEE supports its NHS members to fully realise opportunities by:

Undertaking marketing activities

to identify and engage commercial partners



Negotiating

reasonable commercial terms protecting member's interests



Identifying

other sources of funding e.g. research funding or private investment (Venture Capital or Business Angels etc.)



Monitoring

of commercial partners and revenue collection



Case Study

Ablatus Therapeutics | Founded to Develop and Commercialise Pioneering Cancer Treatment

Created with support from HEE, Ablatus Therapeutics Ltd is a medical device company spun-out of the Norfolk & Norwich University Hospitals NHS Foundation Trust (NNUH). A first for the Trust this start-up company has been founded to develop and commercialise a novel tissue ablation technology to treat the most challenging and often inoperable, solid cancer tumours.

Further investment and support comes from Anglia Capital Group, New Anglia Local Enterprise Partnership and the Low Carbon Innovation Fund, totalling £500K and will be used to fund further technology development towards CE-marking and human study trials at the NNUH.

Tissue ablation is a surgical procedure used to destroy tissue, such as a tumour, in situ. A needle-like probe is placed inside the tumour; radiofrequency waves passing through the probe increase the temperature within the tissue and results in tumour destruction. However current application of the procedure is limited in terms of the size and location of tumours which can be treated.

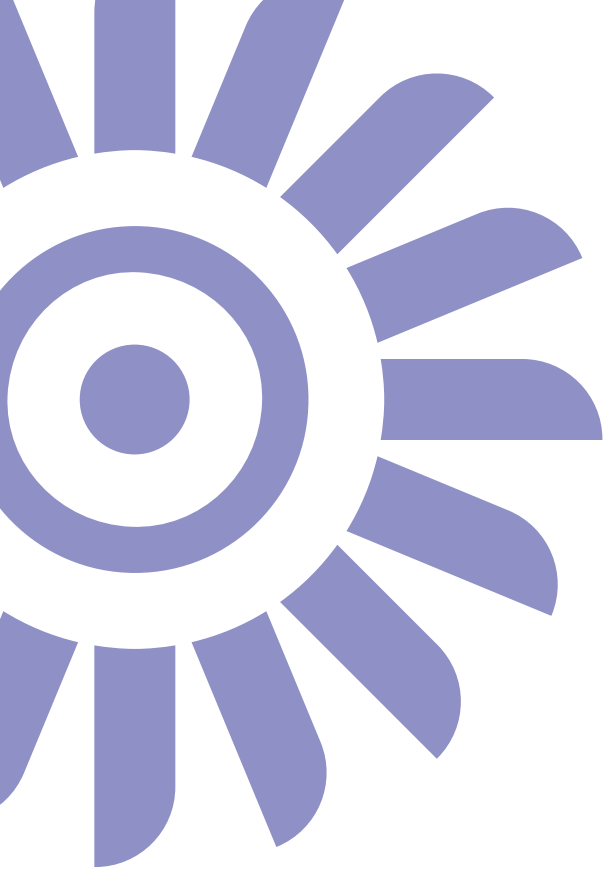


Ablatus Therapeutics is leveraging a novel technology called Bimodal Electric Tissue Ablation (BETA) which offers the potential to address some of the problems of the most commonly-used ablation system. HEE provided proof of concept funding, managed the IP, secured the commercial partners and investment round to support the further development of this technology.



“We are delighted to have been involved in the early stage funding and commercialisation of such an exciting technology especially as it shows every potential to revolutionise how certain cancers are treated.”
Dr Anne Blackwood, CEO at HEE





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