

innovate

NEWSLETTER OF NHS INNOVATIONS EAST

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Health Enterprise East (HEE) is the NHS Partner Organisation for Innovation

EU Projects explore use of telehealth innovations for long-term conditions

Health Enterprise East (HEE) has been part of a team awarded European funding for two ground-breaking projects focusing on the use of telemedicine in caring for people with long-term conditions.



The ACCURATE-Business project (CURA-B), which involves ten partners located across France, Belgium, the Netherlands and the UK, aims to demonstrate the benefits of bridging industry with health and social care providers to develop innovative community-based service pathways that use Assistive Technology.

The team working on the project will also look at developing solutions that

overcome barriers in the adoption of telehealth solutions.

Working with UK partners including West Suffolk Hospital, Suffolk County Council and Anglia Ruskin University, HEE has recently hosted a workshop as part of the project, focusing on how an elderly COPD population could benefit from using a technology application in the home.



The second project - **e-Ucare** - aims to stimulate the market uptake and use of telehealth in the monitoring of heart failure, currently the most expensive long-term condition in the US and Europe and the biggest cause of hospital stays, costing the NHS around £625 million per year.

Working with 14 partners located across Europe, the team is divided into three hubs focusing on different aspects of the project. HEE, together with North East London NHS Foundation Trust, the University of Leuven and Leuven Innovation Networking Circle, is looking to develop decision support software (DSS) which will be able to predict if a patient is at a high risk of hospitalisation.

The team hopes to recruit up to 500 patients to this study over the next two years from which data such as BP, ECG, weight, oxygen saturation and heart rate will be gathered for analysis to identify potential risk factors. It is envisaged that the DSS will then be able to inform clinical decision-making and successfully impact treatment intervention of this patient group in the community.

Coming soon – 2012 Innovation Competition

HEE will shortly be announcing details of its 2012 Innovation Competition to be held during October. Categories and prizes to be announced in due course.

For further information over the next few weeks please see www.hee.org.uk



NHS Innovations East

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Message from Dr Anne Blackwood

It has been another busy period for the Innovation Hub since the turn of the

year. The publication in December of the Innovation Health and Wealth Report by the Department of Health set out a delivery agenda for accelerating the adoption and diffusion of innovation throughout the NHS. Included among the proposals was the setting up of Academic Health Science Networks (AHSNs) which will have a remit to align education, clinical research, innovation and healthcare delivery across local systems and drive the diffusion of innovation. We look forward to working

with the AHSNs when they are set up later in the year.

As part of developing a sustainable business model in the new landscape, we have recently boosted our Industry Services team with two new members, Sue Watson and Collette Johnson. Sue and Collette bring with them a wealth of consulting experience from previous roles and will be focussed on generating commercial revenue streams from helping businesses understand how to access the NHS market with new innovative products.

February saw the launch of a new £2 million Small Business Research Initiative challenge in the area of Medicines Management. Hosted by NHS Midlands and East in partnership with the Department of Health, the new

competition will challenge businesses to come up with innovative products and solutions that improve outcomes for patients and reduce wastage from non-compliance. HEE is providing the project management for the scheme (full details available on our website).

The collapse of both the London and East Midlands Innovation Hubs has led to requests for our services from both north and south of the region. In the last few months we were delighted to welcome Derby Hospitals NHS Foundation Trust and North East London NHS Foundation Trust as new members. Hertfordshire Community Health Services NHS Trust has also recently joined and we look forward to working with all our members, old and new, in the coming year.

Dr Anne Blackwood, Chief Executive HEE

HEE wins award for Clinical Database

The development of a web-based tool to accelerate and increase knowledge transfer interactions between the NHS and industry has resulted in an award for HEE worth £52,000.

The 2012 Fast Forward Competition was launched to find examples of knowledge sharing with industry to help boost UK economic growth.

HEE entered its Clinical Expertise Database for increased knowledge transfer in the NHS which offers a system to identify and contact NHS experts by their clinical and research interests.

Stuart Thomson, HEE's Head of Innovation said: "Expert clinical opinion is vital for companies when developing new medical technology to ensure unmet clinical needs are filled as effectively as possible and new products are 'fit for purpose' within the NHS. For many SMEs within the medtech sector, it can be difficult to identify clinical and research staff who have both the time



At the 2012 Fast Forward Awards, left to right: Stuart Thomson, Head of Innovation, Robert Donald, Intellectual Property Manager, both HEE, with Baroness Wilcox, Minister for Intellectual Property.

and wish to engage with them at an early stage of new product development.

Our Clinical Expertise Database will facilitate this important exchange".

New guide increases understanding of Autism

A new resource is in development to help professionals explain and individuals explore what a diagnosis on the Autism Spectrum Disorder means for all concerned.

Being produced with help from HEE, **The World According to Autism** was developed by Dr Leonie McDonald and Michelle Wilson, originally for themselves and colleagues to use, whilst they were both on placement at Suffolk Mental Health Partnership NHS Trust (now Norfolk and Suffolk NHS Foundation Trust).

The resource will help to promote an understanding of the key features of an Autistic Spectrum Disorder through a person-centred approach which highlights positive attributes and encourages family and carers to see the person rather than the diagnosis. **The World According to Autism** is designed for use with individuals of all ages by practitioners such as healthcare and education professionals who have additional specialist training in Autistic

Spectrum Disorders. It is suitable for a range of settings including Child and Adolescent Services, Paediatrics, Learning Disability Services, Adult Mental Health, Family Services and Education, as well as use in a training capacity.

HEE helped by clarifying the copyright ownership and protection and negotiated a licence deal with Speechmark Publishing, a leading publisher in the area of health, education and special needs, to develop the new resource.

Tracy Coultas, HEE Innovation Manager: "This new resource will be welcomed by professionals working in the field of Autism. By offering a more visual and tactile approach than existing guides, it will prove a valuable addition to



Inventors of The World According to Autism, left Michelle Wilson with Dr Leonie McDonald.

information already available. **The World According to Autism** is also a perfect example of a resource that is conceived and developed by people working on the front line who really understand the unmet need and what is required to fill it".

The World According to Autism is listed in the Speechmark 2012 catalogue and can be pre-ordered. It will be available in Summer 2012, priced £49.99.

Your innovation journey: step by step

1. Idea

Your idea should fill an identified unmet need and have the potential to deliver tangible benefits to healthcare delivery.

2. Disclosure

Submit your idea using the appropriate disclosure form available for download from the HEE website.

3. Evaluation

The potential of your idea will be assessed against various criteria including intellectual property (IP), technical feasibility and potential market size. A decision will then be made if it will be taken on as a project.

**** Decision point ****

When you disclose an idea to Health Enterprise East it will be assigned to an Innovation Manager. They will assess the idea against various criteria to identify if it is a suitable project for HEE.

6. Commercialisation

Steps are taken to find the best way to bring the innovation to market. This is normally identifying a suitable company to take on a license, but occasionally it may involve a new company formation.

5. Trialling/Testing

This follows prototype development and early stage clinical data, to collect evidence of effectiveness and benefits to be delivered by the innovation.

**** Decision point ****

4. Proof of Concept & IP Protection

IP protection as required will be put in place. Proof of concept could involve design and creation of prototypes, feasibility studies and peer review. If the concept is proved the project will continue.

**** Decision point ****

Recent HEE Spotlight Competition winners

Helping young people with eating disorders

Staff at Suffolk Mental Health Partnership in Ipswich have won first prize in the Early Intervention category of the recent Spotlight on Mental Health Competition.

The award was given for *Avatar Annie*, a software program and working model of a body which show the physical effects of inadequate nutrition and help towards a clearer understanding of the early stages in eating disorders.

It has been devised by the Child and Adolescent Mental Health Service (CAMHS) Eating Disorders Team, led by Dr Anne Reeve, Consultant Child & Adolescent Psychiatrist, and including Vicky Moss, Clinical Psychologist & Team Leader, Emily Baker Clinical Psychologist and Sarah Cross Specialist Nurse.

Staff were presented with an engraved trophy and a cheque for £2000 towards the next stage in the development of their innovation.

Dr Anne Reeve said: “*Avatar Annie* will enable young people and their families to see how current nutritional deficits are leading to real changes in their bodies.



The CAMHS Eating Disorders Team receive their award, left to right: Maria Brett, Eating Disorders Team Secretary; Vicky Moss, Clinical Psychologist & Team Leader; Dr Anne Reeve, Consultant Child & Adolescent Psychiatrist; Chris Armstrong, Marketing Coordinator, HEE; Emily Baker, Clinical Psychologist and Sarah Cross, Specialist Nurse.

The use of our anatomical model has resulted in very good feedback from young people and their families who have gained a much better understanding of the risks of their eating disorder.”

Chris Armstrong, HEE Marketing Coordinator added: “*Avatar Annie* met

all the criteria in the Early Intervention category of our recent Spotlight on Mental Health Competition. This innovation, identified by front-line NHS staff, ticked all the boxes in terms of helping to educate young people about the effects of eating disorders and encourage lifestyle changes.”

Award for clinical assessment package

A team from the East of England Ambulance Service has won an innovation award for devising a clinical assessment package for staff to use when responding to call outs from bariatric patients.

Lewis Andrews and Dave Sexby from the Hazardous Area Response Team, together with Tracy Nicholls, Clinical General Manager have created a training package which enables ambulance staff to make an accurate assessment of what is required before the patient is taken to hospital so that specific problems can be highlighted

and the appropriate equipment and resources provided on arrival.

Dealing with bariatric (morbidly obese) patients can pose a number of problems for ambulance staff in terms of lifting and transporting them to hospital. Over the last 12 months there has been a steady rise in call outs to this specific patient group and evidence suggests that this patient group is predicted to become more prevalent within the population.

The training package – Pre-Hospital

Bariatric Response - will lead to a more accurate assessment and also improved patient and staff experience when faced with bariatric call outs.

Lewis Andrews, one of the inventors, said: “We are delighted to have received recognition for this package with the Spotlight Award from HEE. The assessment module will vastly improve the patient experience, from delivery to definitive care, reduce the risk of injury to staff and also result in potential cost savings.”

Support scheme for dementia carers

A team from Cambridgeshire and Peterborough NHS Foundation Trust has won first prize in the Dementia category of the recent Spotlight on Mental Health Competition.

The award was given for the *Dementia Carers' Support Service (DCSS)*, which utilises hands-on experience of carers to befriend those currently undergoing the challenge of coping with dementia in the home environment.

It has been devised by a team from the Older Peoples' Mental Health Service (OPMH) at the Trust, including Fe Franklin and Sally Kitchen, Project Co-ordinators, Kaylie Butler, Team Support Worker and Terry Dellar, Team Administrator. The idea was originally proposed by Service Manager John Hawkins and Consultant Psychiatrist Dr Susan Welsh.

DCSS is focused on utilising the extensive hands-on experience of people who have cared for someone with dementia. The volunteers are linked to current dementia carers as a befriender or buddy. Sharing their time, the volunteers offer emotional, practical and

social support, as well as signposting carers to other services.

Fe Franklin, one of the DCSS Project Co-ordinators said: "Our Trust promotes a model of recovery in mental health and one of the principles we have identified is that family carers and other supporters are crucial to recovery. For many shouldering the weight of caring,

peer support is crucial to avoid feeling isolated and anxious.

"This scheme complements other support and help available and harnesses the hands-on experience gained by ex-carers who really do understand the challenges that living with dementia presents."



The DCSS Team, from left to right: Fe Franklin, Project Coordinator; Kaylie Butler, Team Support Worker; Dr Attila Vegh, Chief Executive, Cambridgeshire and Peterborough NHS Foundation Trust; Chris Armstrong, Marketing Co-ordinator, HEE; Sally Kitchen, Project Coordinator, DCSS and Terry Dellar, Team Administrator.



Staff at one of the Trust's bases at Melbourn are presented with the Spotlight Award, left to right: Hayden Newton, Chief Executive Officer; Chris Armstrong, HEE; Tracy Nicholls, Clinical General Manager; Lewis Andrews and Dave Sexby, Hazardous Area Response Team.

Innovation Scouts make a difference

HEE has recently reached the milestone of recruiting 50 Innovation Scouts across NHS Trusts to champion the importance of fresh thinking within their own workplaces. A recent event was held by HEE to focus on the increasing need for the spread and adoption of innovation in the NHS, to broaden best practice, increase efficiency, make cost savings and improve the patient experience.

The Scouts Networking Day included presentations, a training session in effective communications and networking opportunities and a keynote address by Professor Alan Barrell, Chair of HEE, entitled 'Innovation – Making the Big Difference in NHS Development' which tackled the issue of discovering, adopting and diffusing innovation to

support health and wellness.

The other keynote speaker was Diane Ketley, Head of Research & Evaluation for the NHS Institute for Innovation and Improvement, whose presentation included news of a new tool being developed to assist with the adoption and spread of innovation. Also contributing to the programme was John Drewry who gave a Masterclass entitled 'Making Words



Innovation makes a difference, left to right: Diane Ketley, Head of Research & Evaluation for NHS Institute for Innovation and Improvement, Tracy Coultas, HEE Innovation Manager and Professor Alan Barrell, Chair of HEE.

Work', to help attendees improve their written communication skills so they can highlight the key messages more effectively to encourage the adoption of innovations.

Meet the Scouts

Chris Cook

Research and Innovation (Interim Clinical Effectiveness) Manager
The Princess Alexandra Hospital NHS Trust



Q. How long have you been an Innovation Scout?

A. Since June 2008 – I was on the very first cohort of Scout Training.

Q. Why did you volunteer to become an Innovation Scout?

A. There was no time in our busy lives (predominantly R&D Managers) to take forward this initiative but this scheme offered excellent training and support to do so.

Q. What activities have you undertaken in promoting awareness of innovation and Intellectual Property issues in your Trust?

A. Attending all local audit days over a six month period (with HEE support) and taking prototypes of new innovations to give attendees something tangible to consider whilst asking the clinicians to look at the 'problem spaces' within their

environment as a starting point for innovative thinking. Senior members of the HEE team have also come along to the Trust-wide multi-disciplinary audit sessions and we have held an Innovations Clinic and had a stand in the foyer of Parndon Hall on a bi-monthly basis when surgical and medical doctors have teaching sessions. Last but not least I have made out of hours presentations and invited key members of the Trust including Chairman, CEO, Medical Director and Transformation Teams.

Q. Have you faced any particular challenges in your Scout role, and if so what were/are they and how have you tackled them?

A. Patience is not only a virtue but a must! One innovation project has been in the pipeline for three years and after fighting for capital investment funding for the building

work and equipment, the money has been agreed and work is now being carried out. I have also been developing a 'Proof of Concept' study protocol for a design brought in by HEE for a commercial company and the study should be commencing any day soon.

Q. Have you been involved with progressing any particular innovations that were successful?

A. I have been involved in several: the Bariatric Mortuary System and Animated DVDs for knee and hip replacements for patient education.

Q. What do you enjoy about being an Innovation Scout?

A. Learning about areas in the Trust that I would not normally be involved in, meeting new people and the thought process behind the concept of the innovations.

Frances Farnworth

R&D Manager
The Ipswich Hospital NHS Trust



Q. How long have you been an Innovation Scout?

A. Since 2008 when the pilot Scout scheme was run.

Q. Why did you volunteer to become an Innovation Scout?

A. I believe that any modern NHS organisation should be involved in innovation and research otherwise we would all be still biting on sticks! By becoming a Scout and having the support of HEE, I knew that I had somewhere to go with the ideas which made the process much more real to the inventor. They could see things happening!

Q. What activities have you undertaken in promoting awareness of innovation and Intellectual Property issues in your Trust?

A. We have had stands and I have recruited Elly Page to act as a second Scout within the Trust. We go to Trust team meetings and let them know we are here and also give them examples of ideas which HEE has given assistance to develop. Over the last couple of years, HEE has helped to commercialise Elevate Lower Limb on behalf of our Trust.

Q. Have you faced any particular challenges in your Scout role, and if so what were/are they and how have you tackled them?

A. Having someone bounce in with a really good idea which can't be developed is always hard, but on the other hand it's often worth thinking again as most inventors have many ideas.

Q. What do you enjoy about being an Innovation Scout?

A. I love listening to new ideas and seeing how passionate inventors can be. After all you can't have excellent medical care without new ideas for tools to deliver that excellent care. You just need to find one idea with potential and then together with HEE and industry we can make it happen.

Meet the HEE team



Sue Watson has joined as Senior Consultant, responsible for selling and managing delivery of HEE's Industry Services to healthcare businesses seeking to access the NHS market with innovative medical technologies. This will include overall responsibility for the management, reporting and delivery of a number of complex, multi-funded projects to time, budget and specification.

Sue holds a BSc in Biological Sciences and has worked in a range of roles including 16 years in the Innovation team at Sagentia in Cambridge and most recently at Team Consulting. She has in-depth experience of medical devices and life science products, as well as care pathways within the NHS, NICE, NIHR HTA and health economics outcomes.



Collette Johnson has been appointed as Project Manager with a brief that focuses on participation in grant initiatives, developing new commercial skills and knowledge within the organisation and promoting HEE's Industry Services consultancy practice.

Prior to joining HEE, Collette worked at Cambridge Consultants, helping medical technology companies to develop their strategies and working with a wide range of businesses from leading global multinationals to start-ups.

Collette holds an MPhil in Biotechnology from Cambridge University and has extensive knowledge of technology road mapping and medical technology development processes in Europe and the US, as well as being London Stock Exchange trained in understanding technology valuation and acquisition.

Bringing NHS and industry together

A clinical expertise database is being developed by HEE as a tool to bring together NHS and industry.

The initiative has recently won funding in the Fast Forward Awards 2012 (see page 2).

The tool enables clinical staff to input information relating to their areas of expertise and interest which is then made visible to industry (this is mediated and contact made to the clinical staff via HEE).

Used by those working in industry, the database will enable them to identify clinical professionals that they may want to undertake their clinical trials, form part of their focus groups or help them to develop their technology for the current unmet needs.

This database provides a real opportunity for NHS clinical engagement and is already starting to facilitate some strong industry and NHS relationships.

If you would like to be added to our database then please contact Sue Watson at HEE.

New Locum Web Portal saves on agency fees

An innovative on-line portal to match a hospital's needs for locum doctors with current availability is now installed at Addenbrooke's Hospital in Cambridge.

WorkDocx, the brainchild of Dr Basil Matta, Associate Medical Director, offers a national system where locums can register and hospitals can find them at short notice to meet immediate clinical needs.

The WorkDocx software has been developed in conjunction with HEE and WorkDocx Ltd, which already has similar products handling temporary placements in different sectors.

With the objectives of reducing the cost, effort, time and risk of using locums across the NHS, WorkDocx addresses the problems of the current system which is expensive and inefficient, often involving valuable staff time to call up agencies, review CVs, and then check registration,

travel visa, Right to Work and Criminal Records Bureau status. In addition, agencies can charge 20% or higher commission on locum pay.

The current system limits the search to those locums who have worked there, bank staff and internal availability, whereas WorkDocx enables an internet community of locums and other temporary health industry workers that any hospital can tap into, improving the quality of available staff.

It allows hospitals to rate locum performance, making information immediately available and also for the locums to rate hospitals for internal purposes.

HEE assisted by reviewing the innovation, helping to select potential companies to develop it and contributing financially to the trial costs of the system at the Trust.



Robert Donald, Intellectual Property Manager at HEE said: "This new web portal, which has the capability to provide a fast and accurate match between specific resourcing needs, is already providing a success at a major hospital in our region. The savings are significant in addition to other benefits such as improving quality and freeing up staff time which can be used on other important tasks".

Further details: www.workdocx.com

Innovations in brief



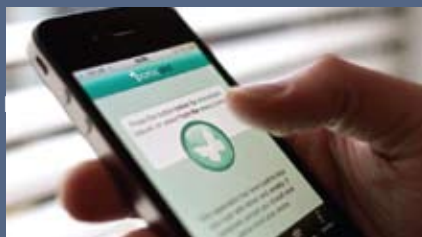
Speculum for Intravitreal Injections

Innovation: A single ophthalmic device which acts as a speculum and eyelash guard and also provides an injection site guide to speed up the procedure and make it more comfortable for the patient.

Trust: Norfolk and Norwich University Hospitals NHS Foundation Trust

Company: Amdel Medical Limited

Further details: www.amdelmedical.com



Panic Aid iPhone App

Innovation: iPhone App which provides support for those suffering from panic attacks, anxiety or stress by offering an initial relaxation exercise, explanation on how anxiety and stress affect your body and a range of practical self-help tools and techniques to help.

Trust: North Essex Partnership NHS Foundation Trust

Company: High Barn Ltd

Available from the Apple Store soon



Limb Sterilisation Sleeve

Innovation: A pre-operative limb sterilisation device consisting of a clear plastic sleeve with a portal for applying disinfectant fluid to the limb, reducing the volume required and enabling a faster procedure to be carried out on the ward, reducing operating time.

Trust: Derby Hospitals NHS Foundation Trust

Company: HEE is currently working with this trust to find a commercial partner for the innovation.

Further details: info@hee.org.uk

Contact us

NHS Innovations East

Papworth Hospital NHS Foundation Trust
Papworth Everard
Cambridge CB23 3RE

T: 01480 364925
F: 01480 364681
F: enquiries@hee.org.uk
www.hee.org.uk



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