4.4 Finance your future: What role can the NHS play in growing local economies?

Lord Andrew Mawson, Chair of Well North and social entrepreneur
Duncan Selbie, Chief Executive Officer of Public Health England
Dr Liz Mear, Chief Executive Officer of Innovation Agency
Dave Horsfield, Digital, Innovation and Research Lead, Liverpool CCG
The NHS’ role in growing local economies

Dr Liz Mear
Chief Executive

@MearLiz
15 Academic Health Science Networks – innovation, health, economic growth, advancing technology
NHS England’s four objectives for the AHSNs

- Focusing on the needs of patients and local populations
- Building a culture of partnership and collaboration
- Speeding up adoption of innovation into practice to improve clinical outcomes and patient experience
- Creating wealth

Plus the three gaps identified in the NHS Five Year Forward View (health and wellbeing, care and quality, funding and efficiency)
We are catalysts, connectors and collaborators

• **AHSNs are catalysts** for the spread of innovation at pace and scale - improving health, generating economic growth and helping facilitate change across whole health and social care economies

• **AHSNs connect** - as member organisations we are well placed to mobilise cross-sector buy-in, developing powerful regional networks of NHS and academic organisations, local authorities, third sector and industry: responding to diverse patient and population needs through partnership and collaboration

• **AHSNs create** the right environment for relevant industries to work with the health and social care system
Our role in generating economic growth in life sciences and health care

- Spreading innovation
- Improving health
- Generating economic growth
- Advancing health technology
The Innovation Pathway

BESPOKE SERVICES COVERING THE ENTIRE INNOVATION LIFE CYCLE FROM CONCEPTION OF AN IDEA THROUGH TO ITS EVENTUAL REALISATION OF COMMERCIAL SUCCESS.

AHSNs help companies & innovators navigate a fragmented landscape.
Key AHSN impacts since 2013

• **6.3M people** have benefited from AHSN activity
• **226 innovations** have been adopted via significant AHSN involvement
• **Over £330M in innovation funding** has been leveraged by AHSNs
• AHSN-enabled innovations have been implemented in **over 11,400 sites**
• **Over 500 jobs** have been created
Accessing the zero cost NHS Innovation and Technology Tariff 2017-18

ITT was introduced to incentivise the adoption and spread of transformational innovation in the NHS. It aims to remove the need for multiple local price negotiations and guarantee automatic reimbursement when an approved innovation is used. At the same time the ITT allows NHS England to optimise its purchasing power and negotiate national “bulk buy” price discounts where applicable on behalf of the NHS.

2017-18 is the first year of the ITT and a pathfinder year; 6 themes have been identified which could provide innovation benefits to the NHS at scale.

Guidance available here:-
Innovation examples – ITT products

- Non-Injectable Arterial Connector (NIC): prevents wrong route drug administration (produced in Liverpool)
- Pneux: stops ventilator associated pneumonia, the leading cause of hospital acquired mortality in ITUs
National Innovation Accelerator

25 Innovation Fellows: innovative health technologies and services into action

Francis White
spreading the use of Kardia from AliveCor, the UK’s first mobile heart monitor

Dr Penny Newman
Health Coaching

Dr Lloyd Humphries
Patient Knows Best
Other products

• Through our network of AHSNs: **STarT Back** from West Midlands, **Chat Health** from Eastern AHSN

• **Atrial fibrillation:** eleven AHSNs sharing new ways of preventing stroke through testing and prescribing; commissioning toolkit

• **Mental health:** House of Memories in Liverpool now being adopted by three other AHSNs

• **Importing innovation expertise**
Our five goals

**GOAL 1**
Support system transformation through the adoption of innovations that enhance quality and value

**GOAL 2**
Support innovation centres and SMEs to drive economic growth

**GOAL 3**
Drive adoption of digital innovation to improve health and care for our population

**GOAL 4**
Deliver the NHS Improvement Patient Safety Collaborative programme

**GOAL 5**
Collaborate with the Network of AHSNs to accelerate the spread of transformational innovation across the country
Whole Health and Care Economy working

• Establishing a core shared purpose
• Establishing strong interpersonal relationships
• Agreement on why we are doing this – what are the service user benefits from the transformation?
• Shared mechanisms for managing financial risk and benefit
• Shared understanding of when the system needs to work together and when it needs to compete
AHSN work is guided by our members – our Board:

- Provider trusts
- Commissioners – CCGs and NHS England
- Strategic Clinical Network
- Local Enterprise Partnerships (LEPs)
- Public Health England
- Health Education England
- Universities
- Clinical Research Network
- ABPI and ABHI
- Healthwatch
- Research and innovation hubs
- North West Coast Collaboration for Applied Health Research (CLAHRC)
- Two STPs
Regional Transformation Partnerships x 2

- Addressing the three gaps – health and wellbeing, care and quality, finance
- Unlocking local energy and leadership
- Resource for the future to drive coherence between silos
- All system partners fully involved
- Financial balance across a wide region
- Focus on prevention
Supporting infrastructure for economic growth

Total amount Innovation Agency investment in the region:

£100m to date for a £1m investment, leveraging additional external funding examples;

• Health Innovation Campus, University of Lancaster, due to open in 2019
• Liverpool Bio-Innovation Hub at University of Liverpool - opened February 2016
• Alder Hey Research and Education Centre - opened October 2015
• Alder Hey Innovation Hub for digital and sensor technologies - opened March 2016
• Centre for Integrated Health Science, Chester, Countess of Chester NHS Foundation Trust and Cheshire and Wirral Partnership NHS Foundation Trust - opened April 2015
• Accelerator Hub, Royal Liverpool & Broadgreen University Hospitals NHS Trust – opening autumn 2017
• Chorley Digital Park – due to open in 2018
Supporting infrastructure for economic growth

Alder Hey Children’s Hospital
Pump-prime funding into Institute in the Park and Living Hospital Lab - helping to leverage £12m ERDF funding
Investment to support our region

- ERDF – 3 programmes (£6 million)
- Active member of ECHAlliance, a network of connected health ecosystems in over 30 countries
- STOPandGO – a €17m project to procure 7 new services through PPI processes in 4 different countries – local investment in digital prevention technologies - - £600k to Liverpool County Council
- ENSAFE - €2m project to support prevention and self care for older people in 4 different countries
- ALTAS - A € 360k project to design an e-learning package for Assisted Living Technologies across Europe
- EIT KIC Health – € 2.1 billion for 140 organisations to develop products and services for health
Which areas do the programmes cover?

- **Lancashire**
  - Lead Partner with Lancaster University as delivery partner

- **Liverpool**
  - Delivery Partner with Liverpool CCG lead partner

- **Cheshire & Warrington**
  - Lead Partner with GM AHSN as delivery partner
What do the programmes offer?

- Accessing funding
- Evaluation and evidence
- Procurement
- Regulatory approval
- Commercial tools
- Positioning, presenting, pitching
Outcomes of Investment

The £6m over the next three years will help:

• Support 280 healthcare small and medium size enterprises (SMEs)
• 150 SMEs recruit additional staff due to expansion
• 75 SMEs develop new products for the NHS
• 50 New SMEs will be created

Employment decreases health inequalities and improves health
How we helped Leanvation to break into NHS Supply Chain

WHAT WE DID

With help from the Innovation Agency the company overcame the rigorous processes involved in securing three framework award contracts with SBS, HTE and NHS Supply Chain. This means that Leanvation surgical gloves are now available to NHS trusts throughout the country.

“It is only as a result of the intervention of the Innovation Agency’s commercial team that we were able to break through barriers to joining NHS frameworks.”

Dr Jonathan Day,
Leanvation managing director
CATCH reduces dependency on NHS services by using a simple technology solution to deliver clinically validated information.

CATCH provides information pre-emptively at the right time to build confidence to provide self-care when appropriate and the knowledge to recognise when medical treatment is required.

catchapp.co.uk
The Problem

The treatment of minor ailments within primary care accounts for about **20%** of total available GP workload and is estimated to cost the NHS **£2bn**.¹

Young parents or first-time parents often face ‘information overload’ during pregnancy.

Most common hospital discharge types for young people aged 0-19:³

- **39.1%** Discharged with no follow-up
- **22.9%** Discharged with GP to follow-up

Self-care is usually considered but often abandoned before it can be effective, with people typically seeking the advice of a doctor within a period of 4-7 days.³

The main reasons for this are:

- A lack of confidence in understanding symptoms
- The perceived severity and duration of symptoms
- A need for reassurance that nothing serious is wrong
- Wanting a prescription to ‘cure’ the illness

---

¹ European Regional Development Fund

www.catchapp.co.uk
Champions of change, learning from innovation leaders
Creating a culture of innovation; part of the AHSN
Network for co-creating new technologies and systems
Contact us

Dr Liz Mear
Chief Executive
Liz.Mear@innovationagencywnc.nhs.uk
T: 01772 520260
M: 07891 698692

Lorna Green
Commercial Director
lorna.green@innovationagencywnc.nhs.uk
T: 01772 520259
M: 07507 845982
4.4 Finance your future: What role can the NHS play in growing local economies?

Lord Andrew Mawson, Chair of Well North and social entrepreneur
Duncan Selbie, Chief Executive Officer of Public Health England
Dr Liz Mear, Chief Executive Officer of Innovation Agency
Dave Horsfield, Digital, Innovation and Research Lead, Liverpool CCG
The NHS and local economic growth

Dave Horsfield
Digital, Innovation and Research Lead
NHS Liverpool CCG
Realising impact

• Social determinants (socioeconomic) have major impact on health and life expectancy. Marmot, M. (2010) *Fair Society, Healthy Lives*

• NHS is both a major employer and purchaser

• Liverpool CCG – approx. £850m per year

The difference in life expectancy between areas of the city can vary by more than 10 years.
Social Value

- Procurement & Commissioning
- Social Value Framework
- Living wage
- Contracting:
  - Can you break up larger contracts to make them more accessible
  - Incorporate social value into contracts
Driving Economic Growth

• Focus on Digital Health – major growth sector
• City region wide partnerships for economic growth
• Significant support for SME’s

NHS driving opportunities by describing the challenge well and being open to solutions not controlling or limiting the response
eHealth Cluster

• Originally created by the NHS in 2013
• Only SME led cluster of its kind in UK
• Large membership
• Opportunities
• Linking industry with Health and Social Care
• From 2014 – a company in its own right
Health Enterprise Innovation Exchange

• £3.5M ERDF Funded and led by Liverpool CCG
• Access to healthcare professionals, universities, other companies and members of the public
• Support navigating health system
• Repurposing of products/services from non-health fields
EU Reference Site
Opportunity designed-in

- ALTAS
- PHR Platform and Citizen ID
- Sensor City Collaboration and LCR 4.0
- City Region Innovation Board
- City Region Health & Life Science Board
4.4 Finance your future: What role can the NHS play in growing local economies?

Lord Andrew Mawson, Chair of Well North and social entrepreneur
Duncan Selbie, Chief Executive Officer of Public Health England
Dr Liz Mear, Chief Executive Officer of Innovation Agency
Dave Horsfield, Digital, Innovation and Research Lead, Liverpool CCG