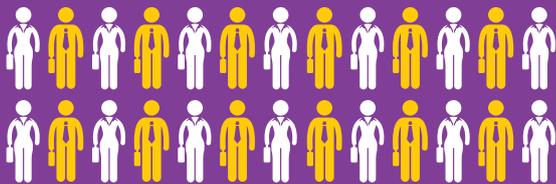


Industry and Innovation: better outcomes for patients, value for the NHS, economic growth, jobs and profitable local companies

What was delivered in 2016/17?

• **Health Innovation Programme (three-day course for Wessex start-ups)**

In 2016, 11 Wessex health innovators attended and received support, two of which were invited to apply for free support in the University of Southampton's Science Park Catalyst Centre. In 2017, we had people from 14 Wessex start-up companies attend, of which, six were asked to apply to the Catalyst Centre, signifying an increase in the quality of the start-up businesses. One of the 2015 attendees - My mHealth - has gone on to become an NHS England National Innovation Accelerator fellow, and is set to benefit from the national Innovation and Technology Tariff.



25

Start-up health innovation companies supported in 2016 and 2017

- Since starting in August 2016, we have seen and advised 17 Wessex start-up companies at Health Innovation Surgeries, including those developing innovative wearable technology, self-care apps and new products for the frontline NHS, all with follow-on actions for support.

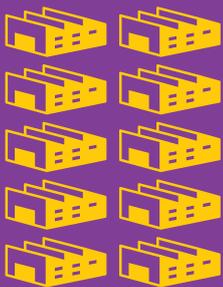
• **Funding Support Service (find grants, check and send)**

In 2016, we produced and published 23 Money Minutes Podcasts to bring grant opportunities to local businesses. Collectively these have been listened to 22,000 times.



In 2016-17, we helped 11 organisations apply for business development grants. Six of these applications were successful, securing total awards of

£1.9M



Helped 10 companies reach

10,000

potential customers



23 Money Minutes Podcasts have been listened to

22,000 times

246
companies supported

1500h
of industry help provided

40
innovations spread to other regions

Industry and Innovation: better outcomes for patients, value for the NHS, economic growth, jobs and profitable local companies

What was delivered in 2016/17?

• Innovation Forum

We've held two Innovation Forums in which start-ups can talk directly to potential end-users from the NHS and universities. The feedback from those events was very positive, including requests to go on tour across the Wessex patch; dates for 2017 to be announced.

• Investor Showcase (getting investment to innovators)

Wessex has led a consortium of three other AHSNs and the SETsquared Partnership to organise this event during March 2017. We received 46 applications, of which 16 were selected and trained. Over 80 investors attended, and the meeting was opened by Dr Luisa Stewart from the Office for Life Sciences, on behalf of Nicola Blackwood, Secretary of State for Innovation and Public Health. We expect investments arising from this meeting to be confirmed six to nine months after the event. All companies have confirmed they are in discussion with investors following the event.

• Exhibition opportunities

We have supported 10 separate companies to exhibit at four major events, reaching collective audiences of over 10,000 people and directly resulting in confirmed contracts.

• Awards Support Service

This is a new service we started in late 2016. We have supported two companies to apply, and be successfully shortlisted, for national awards, and intend to do more in 2017.

In 2016/17 we have arranged face-to-face feedback on five innovations (Nexa, SmartMDS, DexoTechnologies, EasyVideo, Orthimo) with clinicians. We also supported Nexa to apply for their first supply framework. They are now 'on the shelf' and can be purchased by hospitals across the north, east and London.

We have also supported one innovator - Paul Jennings at Serenity Integrated Monitoring (SIM) - to successfully apply for the National Innovation Accelerator programme. We have supported multiple SBRI (national funding for innovations) applications, two of which have been successful. Four of the 17 (total) NIA fellows are also beneficiaries of the Innovation and Technology Tariff, and have strong Wessex links.

