

Wessex Academic Health Science Network (AHSN)

Health Innovation Surgery (HIS) – Briefing

On the first working Monday of each month, Wessex AHSN holds Health Innovation Surgeries (HIS), structured meetings that allow innovators to explore their current barriers to reaching market with industry professionals who can offer advice and guidance, to help bring their products or services into the NHS faster. The panel is comprised of individuals across the [healthcare, commissioning, business, industry and academic sectors](#) and their aim is to offer tailored, appropriate advice and support for individuals such as yourself.

In your approach at the Surgery, bear in mind that the panel is not there to buy the product or be sold to; but they will endeavour to learn about the company, the product/service and discuss how any hurdles being experienced in trying to get it into the NHS may be overcome .

What to Expect

Application and selection

- To be selected for the HIS, innovators are required to complete [a form](#) registering their interest (if not already done so prior to an initial meeting). Your application will be acknowledged within a few working days. If a form has been completed for a different AHSN please send that if the information is still current.
- Each HIS takes place on the first working Monday of the month with limited slots, for which there is high demand.
- We aim for you to wait more than 6 weeks from application for your first meeting with us. If you wish to see us sooner than this please say so in your registration – 1:1 meetings can usually be held within 2 weeks.
- If you commit to a HIS appointment but subsequently become unable to attend please inform Wessex AHSN as promptly as possible so the slot can be offered to another – the next available HIS slot may be 1-2 months away, but we may be able to see you 1:1 before then.

In advance of the Surgery

Before the meeting the panel will review any further information we have about your company and innovation to make best use of the 60-minute Surgery appointment, so any information you can share with the panel will help us understand you and your innovation as quickly as possible, such as:

- Slide presentations
- Leaflets
- Reports
- Value Propositions
- Executive summaries

This should be sent to your named contact for the Surgery no later than the **Thursday before** the HIS. Please note that this information will be shared with panel members who may not be employees of Wessex AHSN but do abide with our [Innovation Exchange Terms and Conditions](#) – we suggest that information is only shared under these terms.

How to prepare before the Surgery

The panel request you prepare your thinking around the following to help focus discussion on the day:

Innovation summary

Clinical problem the innovation solves

How the product aims to benefit NHS services

How the product develops UK business and creates jobs

How the product will be paid for

Annual estimated cost savings to NHS

Barriers you experience or expect to making progress

The support you would like

During the Surgery

- You will be given a 60-minute appointment to meet with the Panel and discuss your product, service or innovation.
- Meetings will be held at the Wessex AHSN offices in Southampton however virtual / telephone meetings are available on request.
- Presentation equipment is available, however we find detailed presentations can dominate a Surgery. If a short slide deck is vital to your presentation let us know no later than the Friday before.
- We recommend only 10-15minutes of the appointment is used to present the company and innovation, around the “How to prepare” points above. This leaves time for the Panel to explore further with you.
- Bear in mind the need not to attempt to ‘sell’ or ‘pitch’ the innovation to the HIS as we are not in a position to buy or directly fund – we exist to understand as much of your innovation as possible and offer guidance and support in response.
- The Panel will ask questions about the innovation, the business/organisation, the development process, the anticipated route to market, and its proposed value to NHS.
- The Panel may make recommendations during the meeting on how your innovation / product can be adopted in the NHS.
- In some circumstances The Panel may assign actions to specific panel members to continue the support offered outside of the HIS.
- In some circumstances The Panel may not be able to offer advice to the innovator.

After the Surgery

- We will write within a few days with the recommendations of the Panel and any actions we agreed. These are offered as suggestions for what you might consider next – you should consider them in the context of your business as you see it, since in a short meeting it’s not possible for us to know all the details to be able to give firm recommendations.
- Panel members will follow up on actions assigned to them.
- Wessex AHSN may follow up on progress some months after the HIS to assess how effective the meeting was for you and to determine if further support may be helpful.

The Panel

The Panel is comprised of the following experts from a wide range of disciplines:

- Dr James Badger, Clinical Innovation Fellow, University Hospital Southampton NHSFT
- David Bream - SETSquared Programme Director, Southampton
- Robin Chave - CEO / Jane Holt - Business Development Director, Southampton Science Park
- Nigel Clarke - CEO, Morgan Innovation & Technology Ltd
- Paul Hudson - Senior Digital Innovation Manager, NHSX
- Steve Parr - Medtech, Caretech and d-Health Lead, EM3 Growth Hub
- Frank Ratcliff - Director of Industry and Innovation, Wessex AHSN
- Heather Bowles - Programme Manager Primary Care Innovations, Wessex AHSN
- Kevin Brooks - Funding Support Service, Wessex AHSN
- Robert Hull - Research and Innovation Associate, Wessex AHSN and NIHR
- Emily Hunter - Programme Manager / Sophie Barton - Analyst, Innovation Evaluation Programme, Wessex AHSN
- Peter Rhodes - Senior Project Manager, Industry and Innovation, Wessex AHSN (Chair)

Further resources

Company Engagement Form:

https://wessexahsn.org.uk/img/workstreams/Company%20Engagement%20Form_260121.docx

Wessex AHSN:

<https://wessexahsn.org.uk/innovation-exchange>

Wessex AHSN Industry & Innovation resources:

<https://wessexahsn.org.uk/programmes/6/industry-and-innovation>

Health Innovation Surgery:

<https://wessexahsn.org.uk/projects/131/health-innovation-surgery>

SETSquared:

<https://www.setsquared.co.uk/>

University Hospital Southampton:

<http://www.uhs.nhs.uk/>

NIHR-Clinical Research Network Wessex:

<https://www.nihr.ac.uk/nihr-in-your-area/wessex/>