



Health **Innovation**
Assessment Portal



HIAP-Scotland: Innovators' Guide



Version June 2015

The Innovation Portal: National Services Scotland's Role in Development and Innovation

Background

The Scottish Government's [Statement of Intent for Health](#) sets out the Government's vision for Scotland to be a leading centre for innovation in health. The Government aims for this to be achieved through partnership working between the Government, NHSScotland, Industry partners, Higher Education Institutes and the research community.

To achieve best value for NHSScotland there has to be a balance between understanding and knowing what NHSScotland needs, and what solutions - including further development of these solutions - are available to meet these needs. NHSScotland recognises the need for an open and receptive environment for innovation and for working together with companies to develop technologies and innovations.

It is recognised within National Services Scotland (NSS) that developmental procurement can make it easier for NHSScotland and Industry to engage with each other. To help with this, the Innovation Portal has been developed as a framework for effective communication and contact among NSS, NHS Boards, partner agencies and the wider Research and Industrial communities. The Innovation Portal is a way to encourage and facilitate development and innovation by acting as a point of entry for innovators wishing to start a dialogue with NHSScotland

Aims of the Portal

The aims of the Portal can be described as follows:

- to provide a single point of contact to access information, advice and an initial assessment for new products and technologies for consideration by NHSS;
- to equip potential suppliers to NHSS with information, guidance and support as to how to develop ideas and innovations into products and technologies that may be of potential use to NHSS;
- to support and regularise the initial assessment process, levels and types of evidence (and their sources) and feedback to developers of new technologies and ideas;
- to encourage a multi-disciplinary assessment community able to provide constructive criticism and feedback on potential technologies and innovations;

- to promote the work of other organisations in this area and to ‘sign-post’ interested suppliers to those other organisations accordingly;
- to create a forum for debate and generate dialogue on the emerging ‘unmet needs’ of NHSS.

Benefits to Innovators

The Innovation Portal allows innovators to liaise with NHSScotland at an early opportunity while crucial decisions can still be influenced.

The Portal also creates an opportunity for industry to establish relationships and develop partnerships with NHSScotland. There are considerable mutual benefits for both the NHS and industry in working together to help identify and develop the next generation of innovative products and applications.

The Innovation Portal will offer constructive feedback and guidance which will benefit industry and individuals making a submission, as well as promoting to NHS Scotland the availability of specific technologies across a range of areas. It is important to understand that it is **not** the intention of the Innovation Portal to act as a ‘pre-qualification’ step. Use of the Portal does not confer any benefit towards the award of a procurement contract. A positive assessment will not, in itself, result in NHSScotland placing orders or making commitments for any specific technology or device.

Key responsibilities of Innovators are:

- Register as an innovator on the www.hiap-scotland.org and provide accurate contact details.
- Choose your solution’s “area(s) of improvement” carefully as these will be used to link the appropriate assessors to the solution.
- Use the text boxes available to provide relevant details which illustrate how your solution relates to each question or section.
- Be direct. Provide clear and concise information about your solution. The higher the quality of the information you provide the better the quality of the feedback we can provide.

- Be judicious. Intellectual property, libel, defamation, copyright, freedom of information and data protection laws apply.
- Be careful. Never give out personal/patient specific information.

Application and Assessment: The 6 Portal Sections

Contained within each application are six sections which can be described as follows:

1. General Information;
2. Benefits
3. Market Readiness & Evidence ;
4. Commercial Information;
5. Strategic Fit
6. Other Information.

Section 1: General Information

In this section innovators are asked to give some background information about their submission including which area(s) the innovation aims to improve. These areas assist in the processing of submission and are used to ensure that the correct assessors are assigned to the solution, as such this is segment of the submission is not marked. NSS is aware that the list of areas is not exhaustive and should you be unable to find an area on the list which matches your solution, please contact nss.innovationportaladmin@nhs.net and we will be happy to advise on the matter.

Here, Innovators are also asked to provide brief description of the solution including its functionality and categorisation. This is important as it provides a contextual background for the assessment.

Section 2: Benefits

The benefits section is designed to encourage innovators to consider which patient groups would potentially benefit from the adoption of the technology in NHSScotland.

It also looks to establish whether there is a basis of support for the solution and if it aims to replace a product which is currently used. This is intended to provide a picture of the relative efficiency of the solution.

The purpose of this is to evaluate the relative efficiency of the technology in comparison to current methods or products in use within NHSScotland.

Section 3: Market Readiness and Evidence

This section looks at the current market status of the technology. Innovators are expected to provide information on any challenges which they expect to face in bringing the product to market and any support that would be involved in assisting the adoption of the technology.

In this section, Innovators are also asked to provide feedback on appropriate types and sources of evidence in terms of relative efficiency, safety and cost effectiveness.

The purpose of this is to evaluate whether further evidence gathering would be required to support the adoption of the solution within NHSScotland.

Section 4: Commercial Information

This section aims to identify what the likely cost impact would be for the solution to be adopted within NHS Scotland, including recurring costs and disinvestment costs and to encourage Innovators to consider the financial implications that uptake of the product may have for NHSScotland.

Section 5: Strategic Fit

It is important that innovations are assessed against how the solution would benefit NHSScotland in relation to the Scottish Government's Statement of Intent for Health and Wealth as well as other relevant strategies. This section allows Innovators to describe the ways they believe their innovation would provide these benefits.

Scottish Government policies are available on the Health and Care pages of the www.gov.scot site: <http://www.gov.scot/Topics/Health> and particularly in the Health Services section: <http://www.gov.scot/Topics/Health/Services>. These pages also include contact

details for specific strategies and policies. If you cannot find the strategy or contact that you are looking for, please get in touch with the relevant Scottish Government policy lead through the General Enquiries mailbox: ceu@scotland.gsi.gov.uk”

Innovators are also requested to provide information on where the solution will be supported and manufactured and how it would be supplied in this section.

Section 6: Other Information

This section allows the innovator to input information which has not been captured within the other sections, which the innovator deems may have a bearing on their application.

Feedback: Responses to Applications

The ‘value add’ of the Portal is the ability to canvass and receive feedback on submissions across a wide cross-section of NHSScotland. This is achieved through use of an ‘Assessor Community’. Invitations are issued to those with relevant knowledge to participate as assessors within the Portal. The role of the assessor is to provide feedback on submissions.

A list of areas of interest is included as part of the assessor and submission registration. For assessors they will tick their relevant areas of interest/expertise and this will be matched against the application. Accordingly, it is hoped to gather a number of views from a range of disciplines and specialisms to provide feedback to innovators.

The Portal allows the development of constructive feedback, having a value to industry and individuals while promoting the availability of specific technologies across a range of areas. Additionally it is expected that where applications are lacking, we can signpost those submitting applications to agencies which can help them develop the relevant areas.

Feedback on applications will be based upon the range of responses currently provided by NHS Scotland but presented in a more transparent and consistent way. Six response types are envisaged, (although some of these may in turn lead towards a further response).

- **Further information sought.** It could be that assessors need more detail on particular aspects of the submission before making a determination. The Portal process will allow for submissions to be ‘edited’ and updated to include further information;
- **Incremental/”Me Too”.** From the evidence provided there is significant overlap with existing applications or technologies, (whether or not currently used by NHS). In these cases further advice would be provided on existing routes to entry in relation to standard

procurement processes – offering advice on next planned review, or an encouragement to register with the Scottish Government’s advertising portal, etc.;

- **No likely fit.** While the solution may (or may not) have interest it is not clear how the adoption would support the strategic aims of NHS Scotland at this time;
- **Signposting.** There are many other organisations which can provide advice and support within the Health technologies/business development arena. This response will be used to provide direction to the most relevant of these. In many cases this will be in relation to ‘evidence of claim’, whether clinical or commercial;
- **Samples requested.** Assuming that the submission is sufficiently well developed, samples may be requested for further assessment. Without the necessary certification (CE markings, for example) these would not be used in any ‘live’ situation but may provide the assessors with a better view of the functionality and characteristics of the proposal;
- **Progression to Formal Review Assessment.** Where the submission has clear potential but requires further consideration, this response may stimulate a controlled pre commercial procurement dialogue to take place between interested parties.

How can the Portal be accessed

To access the Portal, please access the following web address

www.hiap-scotland.org

For further details please contact:

nss.innovationportaladmin@nhs.net