

HIAP-Scotland

A Guide for Innovators

The Innovation and Improvement team and the Procurement Accelerator Service (PAS)

With the re-launch of the Health Innovation Assessment Portal (HIAP) Scotland website we have entered a second phase in its development. HIAP remains the location for the registration of your Innovations and as before you will receive feedback from suitably experienced and qualified stakeholders across the NHS in Scotland. We are working to extend the reach of HIAP to ensure we consider the whole Health and Social Care setting. There are a number of enhancements to the HIAP website which can be seen on the home page, and a significant change to the 'behind the scenes' activity which now included a procurement accelerator service with closer links to Innovation Leads from all Health Boards.

We recognise innovation gets stuck at many places, sometimes because it's not good enough, sometimes it is but the clinician and supplier have been so focused in their design development that they have not thought about how to sell it, what users are currently buying and how they are buying it, what post market launch they will need and crucially, who is going to fund the purchase.

The innovation landscape is wide and varied both externally and internal to NHSS and Social Care, we are connected to the National Innovation Leads, Regional Test Beds, other innovation teams such as SHIL and CivTech, as well as specialist resource at Health Boards. One of the aims of HIAP is to bring together all 'innovations' creating a one stop shop for innovation information. As part of the service provided through HIAP we ensure an innovative company understands the current commercial business model and develops a sustainable business model that is relevant and acceptable to all Health Boards. The method of doing this in a focused, time efficient and accessible process is a key part of our service.

Meet the team:



John Moodie

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Innovation and Improvement Lead

John leads the team and links to many of the internal and external stakeholder groups as well as providing support to innovation companies.



Adriana Roemmele

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Innovation and Improvement Programme Manager

Adriana carries out in-depth reviews of innovations and provides innovation specific support to companies as well as working with key stakeholders.



David Beattie

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Innovation and Improvement Programme Manager

David manages all web contact, actively monitors and closes feedback to innovation companies and is often the first point of contact.

As part of the site development we have added 6 new areas:

This is live content and will constantly be updated.

If there is anything you think may be useful to the Innovation community please let us know and we will explore adding it to HIAP.

Health Innovation in Scotland

As part of good governance and planning all NHS and Social Care organisations are involved in research, improvement and developing better ways of meeting population health and wellbeing.

Latest News

Keep up to date with the latest health innovation news and trends from around Scotland and beyond.

You will also find the most recent news posted at the top of the website.

Video and Media

This is the central repository for all video and media coverage on health innovation. Here you will find event videos, one-to-one interviews with healthcare innovators, and presentations from health innovation events throughout the country.

Innovation Routes and Funding Links

Innovation is the production or adoption, assimilation and exploitation of a value-added novelty in economic and social spheres.

Here you will find important route and funding documents, as well as links to external information from industry sources.

Case Studies

Discover the latest health innovations in Scotland. Find out the background, benefits and potential future fit into NHS Scotland from HIAP innovations.

Useful Links

We have listed linked to sites that are often requested from Innovators and Stakeholders. e.g.

- Health and Wealth in Scotland: A Statement of Intent for Innovation in Health
- 2020 Vision for Health and Social Care
- Quality Strategy
- Procurement, Commissioning & Facilities Website
- Scottish Health Technologies Group
- Scottish Health Innovations Ltd.

Application and Assessment: The 6 Portal Sections

As well as recording your company details contained within each Registration of an Innovation are six sections which can be described as follows:

- 1. General Information;**
- 2. Solution Benefits**
- 3. Does the Solution Replace an Existing Alternative**
- 4. Evidence of market readiness**
- 5. Commercials and Costings.**
- 6. Which Organisations Have been Approached**

Section 1: General Information

In this section applicants are asked to give some information about their submission such as what area the product / technology/ innovation will improve, and describe the expected effectiveness of the proposal, ideally with reference to objective evidence of improvement. There is a drop down selection of numerous hospital and social care applications that each innovation will be categorised into.

NSS are keen to gather data on the source of innovations, the size of the organisation and whether or not there is a potential for this to support (or grow) employment within Scotland. Also there is a new area for innovators to upload files to support their innovation such as specifications, full description guides etc. The ability to add files in a broad range of formats such as PDF, Excel and Word files.

Section 2: Solution Benefits

The Healthcare Quality Strategy was published in 2010 with the aim of delivering the highest quality healthcare to the people of Scotland and ensuring that the NHS, Local Authorities and the Third Sector work together, with patients, carers and the public, towards a shared goal of world-leading healthcare.

To maintain focus on achieving this, a Road Map was designed to make measureable progress to the “2020 Vision” which was published in 2013 across three domains (referred to as the Triple Aim). The Road Map describes 12 priority areas for action for pursuing the NHS Scotland’s “2020 Vision” for high quality sustainable health and social care services in Scotland.

In addition, the Statement of Intent for Innovation in Health, produced by the Scottish Government in June 2012, was launched as a bridge between the Quality Strategy for the NHS in Scotland and the Scottish Life Sciences Strategy 2011. At the heart of the statement of intent is innovation. The vision for Scotland expressed in the Statement is for Scotland to be seen as a world leading centre for innovation in health through partnership working between the Scottish Government, NHS Scotland, Industry and the Research Community. One of the fundamental aims of the Innovation Portal is to assess how any submitted innovation or technology can support the Triple aim namely

- Quality of Care;
- Health of the Population; and
- Value and Sustainability.

Furthermore, it also aims to assess how each Innovation would support the following twelve priority areas for Improvement namely

- Person-centred Care;
- Safe Care;
- Primary Care;
- Unscheduled and Emergency Care;
- Integrated Care;
- Care for Multiple and Chronic Illnesses;
- Early Years;
- Health Inequalities;
- Prevention;
- Workforce;
- Innovation;
- Efficiency and Productivity.

Innovators are encouraged to describe their solution benefits, explaining what their solution replaces ,show evidence of solution benefits, describe and show any testing and trialling information. Again there is a section for an innovator to upload documents to support their application.

Applicants are requested provide evidence on how the innovation adds benefit in relation to

- what degree it can be described as efficient (it does what it claims to do);
- having relative efficiency (that this is an improvement on alternative methods); and, finally,
- how cost-effective it is.

Section 3: Does the solution replace an existing alternative?

In this section Applicants/ Innovators are required to detail what their innovation replaces that is in common use across NHS Scotland. Again the option to upload various file format documents can be used at this stage and is encouraged to assist with the sign posting and assessment process

Section 4: Evidence of market readiness

In this section applicants are asked to provide feedback on appropriate types and sources of evidence. More specifically it asks for qualification on the three aspects of benefit, discussed in section 2 i.e. to what degree it can be described as efficient (it does what it claims to do), as having relative efficiency (that this is an improvement on alternative methods), and finally that it is cost-effective.

Section 5: Commercials and Costings

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. The information entered in this section will help the assessors establish funding links, procurement procedures to be used and finally landing zones and publications on how NHS Scotland and the wider social care areas can access the innovation using each bodies own Standard Financial Instructions to purchase goods and services

Section 6: Which organisations have been approached?

This section allows the applicant to input information on the bodies, groups , NHS Trusts and boards , Government enterprise etc that they have approached. Evidence of each engagement can be uploaded in this section to assist the sign posting and assessment process

How can the Portal be accessed

To access the Portal, please access the following web address

<http://www.hipp-scotland.org>

For further details please contact:

<mailto:David.beattie2@nhs.net>