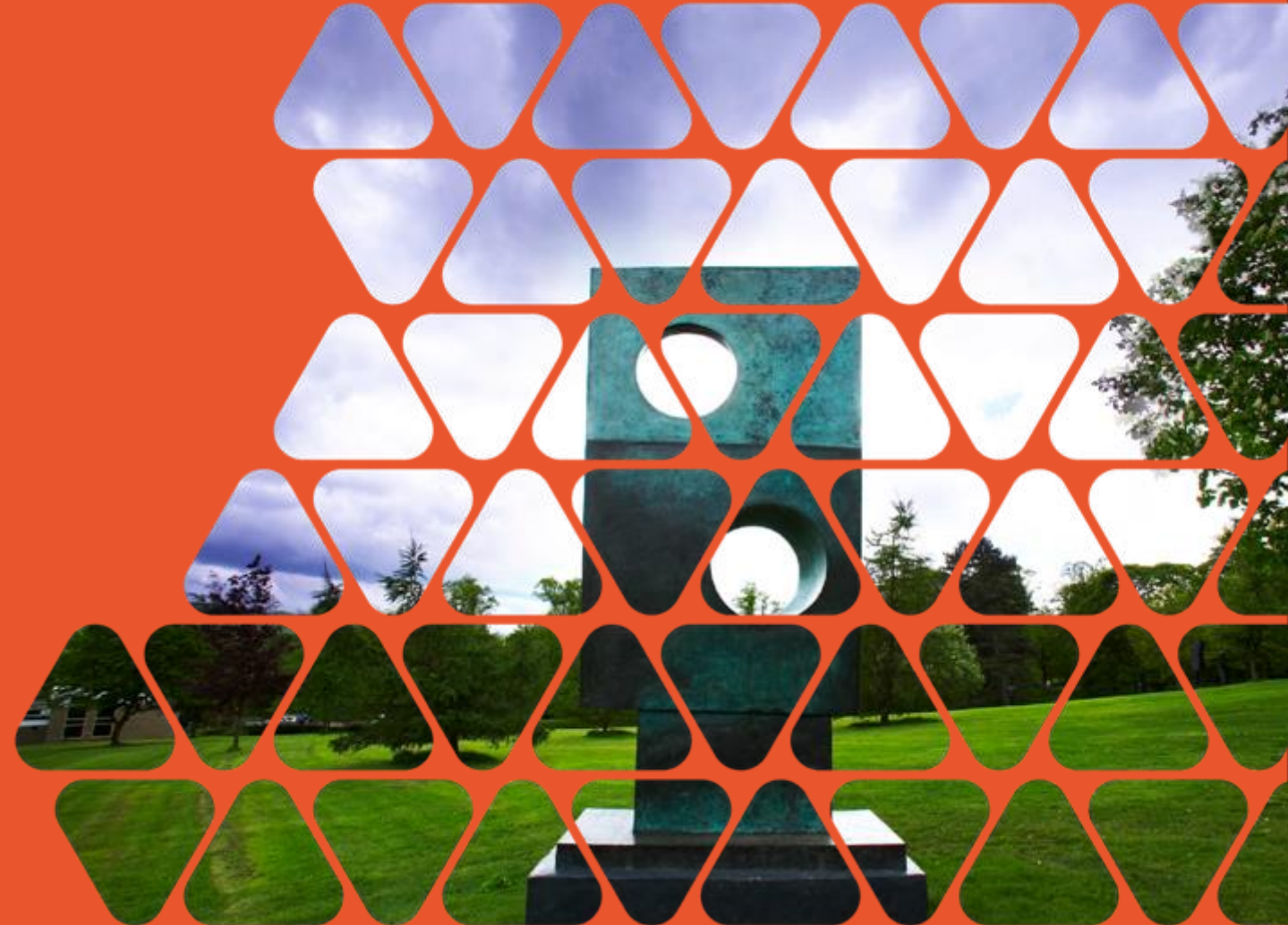




*Yorkshire  
& Humber*  
**AHSN**

**Transforming Lives  
Through Innovation**

# **Propel@YH Nordic Boot Camp**



# Yorkshire & Humber AHSN

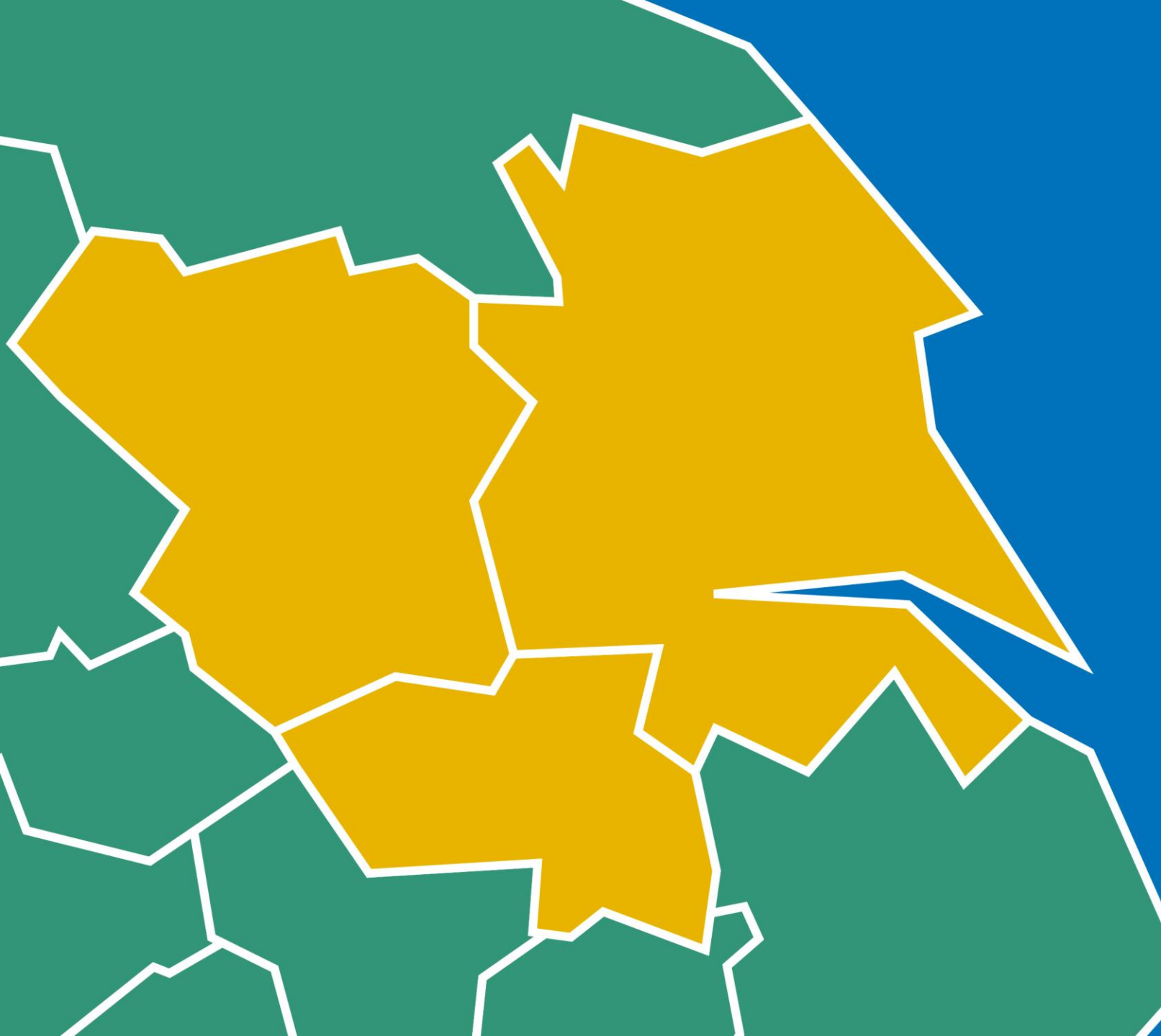
Yorkshire & Humber Academic Health Science Network (Y&H AHSN) is one of 15 AHSNs established by NHS England to operate as the key innovation arm of the NHS.

Across the country AHSNs act as a bridge between health care providers, commissioners, academia, and industry. By connecting these sectors, they help to build a pipeline of solutions for the NHS from research and product development through to implementation and commercialisation.

Locally, the AHSN work in partnership with their regional health and care community and develop projects, programmes and initiatives that reflect the diversity and meet the needs of local populations and health care challenges.

Local health and care stakeholders include NHS acute hospitals, mental health services, clinical commissioning groups, primary care networks and Integrated Care Systems.





# In our region

- **5.5m** citizens
- **£12bn** annual health and social care investment
- **22** Acute Trusts of which
- **6** are also Teaching Hospitals
- **5** Mental Health Trusts
- **20** Clinical Commissioning Groups
- **770** GP Practices
- **3** Integrated Care Systems
- **1,450** care homes
- **12** Universities
- **677** Life science companies



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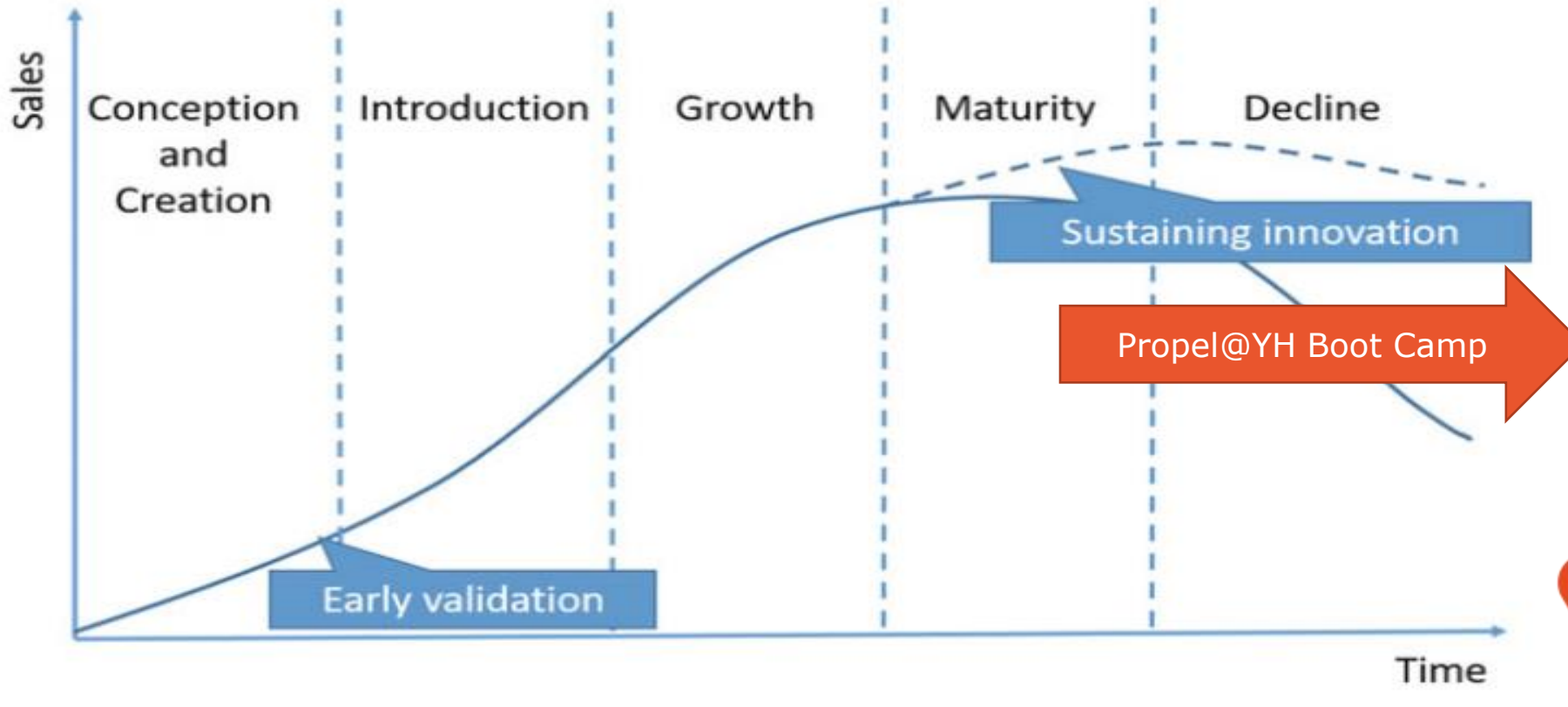
A week of activities for Nordic based Health Tech Providers

A structured course of support, advice, engagement and networking aimed at providing a strong “landing pad” to move into the UK NHS market



HILL DICKINSON

**Established Health Tech Providers in the Nordics**  
**Providers that are wanting to move into overseas territories**  
**Mature Product/s which will bring value & benefits to the UK**  
**Health Care Market**



# Why The Nordics?

## The Nordic Region

The Nordic countries include Finland, Denmark, Sweden, Norway and Iceland, as well as the autonomous territories of the Faroe Islands, Greenland and Åland with a combined population of 27 million.

The region features world-class healthcare and research institutions, highly skilled hardware and software expertise, a thriving industry and a strong start-up scene.

However there is a lack of awareness by Nordic companies on how to enter the UK healthcare market, and the challenges and opportunities in the NHS.

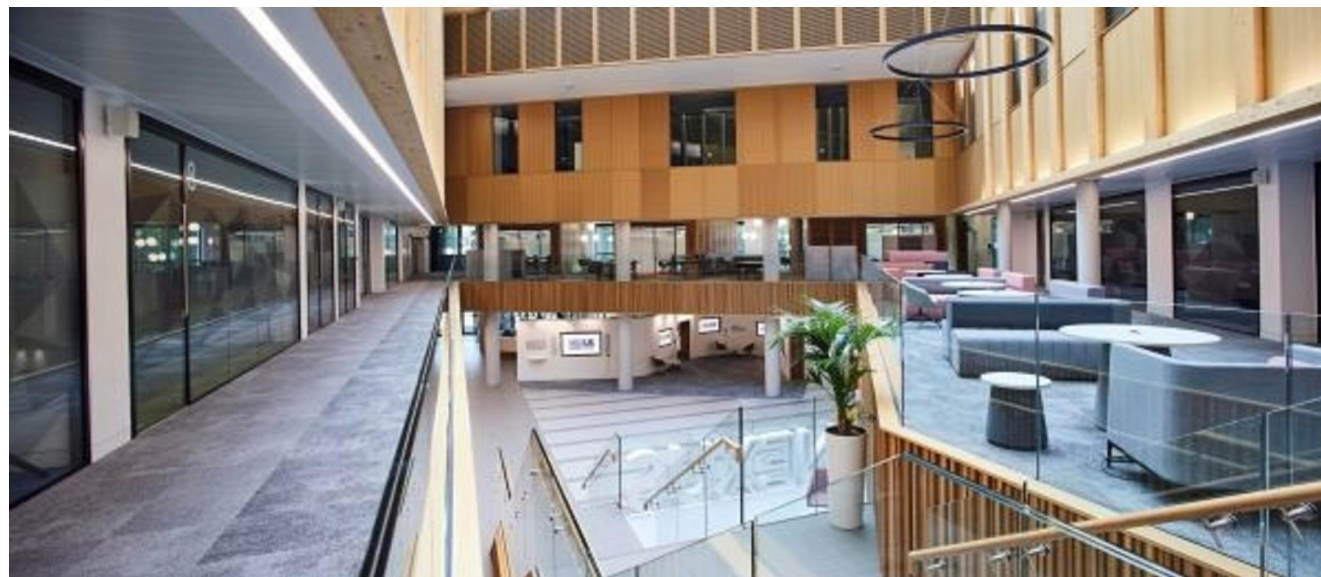
This is mirrored with a lack of awareness in the UK of the value, benefits, and solutions that Nordic healthcare companies can deliver.



# Why Leeds?

## The Leeds City Region

- The Boot Camp will take place in Leeds which nurtures a thriving HealthTech and life sciences sector. Over 22% of the UK's digital health jobs are based in the region which contributes more than £67 billion to the UK economy. Over 600 regional businesses, supply products and services to our health and care sector. The Leeds City Region ecosystem includes:
- 27 NHS organisations including national bodies such as NHS England and NHS Improvement, NHS Digital, NHSX, Public Health England, Health Education England and the NHS Leadership Academy
- 11 higher education institutions – the largest concentration outside London
- 250 MedTech companies and 65 dedicated digital health firms
- 196,000 people are employed in health and life science roles



# Propel@YH Nordic Boot Camp

## NHS Knowledge

- NHS National & local landscape
- National & Local programmes
- NHS priorities
- Procurement & Funding frameworks
- Local NHS partners

## Funding

- Funding Opportunities
- Procurement
- Access to Barclays Eagle Labs support & resources
- Access to Barclays Eagle Labs resources and locations in Leeds
- Access to investors and funding opportunities
- Signposting to funding opportunities

## Legal

- Masterclass with Hill Dickinson on legal aspects
- Data protection, patient confidentiality, medical devices, corporate structure, company formation and employment law, Legal basics & Intellectual Property rights
- Access to Legal representatives from Hill Dickinson's
- Access to digital legal content

## Networking

- National & local NHS stakeholders
- Leeds Teaching Hospital Trust
- Leeds Innovation Hub
- Nexus & Leeds University
- Integrated Care Systems
- Provider relevant stakeholders
- YHEC
- Hill Dickinson (Legal)
- Barclays Eagle Labs
- Leeds Health Tech Eco System

## Growth & Spread

- Growth & Spread methodology
- Governance
- Clinical Safety
- Relevant digital supporting content
- Access to Digital Navigator to support identifying specific needs



# SME Cohort

- Between 10 and 12 SMEs, limited to 2 representatives per company
- SME Entry Criteria
  - Established in one or more Nordic countries
  - Multiple site implementation
  - Reliable evidence generated on outcomes and benefits of solution
- No strict themes for solutions but the 22/23 NHS Priorities detailed on later slides will provide those areas that the NHS will be most focused on.



# SME Benefits

- Hands-on support from the UK healthcare systems:
  - Clinical & commercial feedback.
  - Co-development and assessment of the value proposition.
  - Networking opportunities with NHS stakeholders
- Support by best-in-class NHS and the AHSN commercial team.
- Funding opportunities by providing direct access to investment and other funding streams.
- UK and NHS network development.
- Defined workshops to better understand the challenges, opportunities and setting you up for the best chances of success.
- Partnering and collaboration with other Nordic and UK companies in the market.



# NHS Priorities 2022/23

- Invest in our workforce
  - with more people and new ways of working, and by strengthening the compassionate and inclusive culture needed to deliver outstanding care
- Respond to COVID-19
  - delivering the NHS COVID vaccination programme and meeting the needs of patients with COVID-19
- Deliver significantly more elective care
  - to tackle the elective backlog, reduce long waits and improve performance against cancer waiting times standards
- Improve the responsiveness of urgent and emergency care and build community care capacity
  - keeping patients safe and offering the right care, at the right time, in the right setting
- Improve timely access to primary care
  - expanding capacity and increasing the number of appointments available



# NHS Priorities 2022/23

- Grow and improve mental health services
  - services for people with a learning disability and/or autistic people
- Continue to develop our approach to population health management
  - prevent ill-health and address health inequalities
- Exploit the potential of digital technologies
  - to transform the delivery of care and patient outcomes
- Make the most effective use of our resources
- Establish ICBs and collaborative system working
- Sustainability agenda



# Preparatory Work

- Introduction meeting(s) with the Nordic partner organisation
  - Relationship building. Roles and responsibilities. Governance
- Monthly programme call
- Updates to Nordic Innovation/partner/Y&H AHSN



# Pre-Bootcamp week

- Launch/Briefing Webinar to present the programme to interested Nordic companies **15 weeks** before bootcamp week
- Companies that want to express an interest, to complete example form **12 weeks** before bootcamp week
- Y&H AHSN Review of Nordic Companies and final cohort confirmed **10 weeks** before bootcamp week
- Nordic Cohort Launch Event – **8 weeks** before bootcamp week



# Outline Timetable

| Mon                              | Tue                 | Wed                           | Thur                                 | Fri                                          |
|----------------------------------|---------------------|-------------------------------|--------------------------------------|----------------------------------------------|
| Welcome & Intro/partners         | Intro to the ICS    | Finance & Funding Masterclass | LTHT Innovation Pop Up & walk around | Round Panel Session                          |
| Delivering Innovation            | Regulatory Workshop | Legal Masterclass             | Nexus & Leeds University             | Next Steps & Ask the experts                 |
| Y&H AHSN Session                 | Business Cases      | Governance Masterclass        | Pitching & Networking afternoon      | Programme close, materials & close reception |
| Growth & Spread Methodology      |                     |                               |                                      |                                              |
| Governance & Clinical Safety     |                     |                               |                                      |                                              |
| Evening Networking/Social Events |                     |                               |                                      |                                              |



# Post-Bootcamp Activity

- Final reporting/metrics for programme
- Satisfaction/feedback survey with SMEs/partners

## SME Support:

- 1 x 60 min call 4-6weeks post event
  - Discuss plans for UK, aims, timescales
  - Signposting for further knowledge building
- 1 x 60 mins call 12 weeks post event
  - Focused planning for UK
  - Support any opportunities
  - Signposting/introductions for funding/pilots etc
  - Discuss Consulting support (In development)

## Potential Promotional Visit to Nordics

Opportunity to visit the Nordics to promote the programme at healthtech events or bespoke events with the SMEs.

Showcasing the success to promote a bigger and better 2023 programme.



# SME Costs

- £5000 per SME, up to two representative per company
- Costs include all workshops, events, food and refreshments during the day
- Costs do not include travel, accommodation or evening meals.



# Key Dates

- Planned start date: Late September 2022

