

East Midlands Health Innovation Fund

Guidance Notes

December 2023



Guidance Notes

Health Innovation East Midlands is investing in creating innovative market-ready products and services that can bring about positive impact for the health and care system.

The Health Innovation Fund offers support for East Midlands based SMEs or businesses working with a healthcare system partner in our region to further advance disruptive innovations ripe for NHS uptake with significant potential for rapid economic return for the region. The programme reflects the importance of obtaining economic benefits from public funding by supporting innovations that are market-ready but require an injection of specialist support to enable successful deployment and scale.

Proposals must be supported with a letter of support/intent from a health or care organisation. Where a business does not have a health or care system partner, we may be able to help to explore system interest. Applications can come from any area of technology relevant to the health and care sector but must demonstrate system interest and how they are approaching net zero and patient and public involvement.

In applying, you are entering into a competitive process where your chance of success in securing funding will depend on the number and quality of applications submitted.

Funding type

Grant 100% intervention rate.

Project size

Projects of 6 to 9 months with total eligible project costs between £5,000 and £10,000 from a SME applicant. Due to current restrictions, we will be accepting only one application per SME.

Eligibility

Your project must:

- Start by 1st April 2024.
- End by 31st December 2024.
- A start-up, micro, small or medium enterprise (SME) as the applicant.
- Applicant to be based in the East Midlands or working with a regional system partner to exploit the results in the East Midlands region and have total eligible project costs between £5,000 and £10,000.
- Eligible project costs must be receipted from suppliers/sub-contractors/health and care partners for delivery of services/specialist support.

Eligible expenditure should support and accelerate the adoption and spread of your solution. Examples include but are not exhaustive to:

- IP strategy, development of commercialisation plans and marketing strategy.
- Stakeholder and customer engagement activities to strengthen your value proposition.
- Building your evidence, quantitative research, and validation (including real world evaluation).
- Benefits analysis, budget impact and financial modelling, costing tools and health economics evaluation.
- Implementation of Patient and Public Engagement (PPI) or Net Zero strategy.
- While solutions should have progressed along the regulatory roadmap, consideration will be given to support outstanding compliance or the development of quality management systems where they pose an existing barrier to deployment.

Under current restrictions, this competition will not fund any procurement, commercial, business development or supply chain activity with any Russian and Belarusian subcontractors. This includes any goods or services originating from a Russian and Belarusian source.

Suppliers/subcontractors must be based in the UK and the work must be carried out in the UK. Selection must go through your usual procurement process. All supplier/subcontractor costs must be justified and appropriate to the total project costs. For the purposes of this competition the Channel Islands and the Isle of Man are crown dependencies and not classed as part of the UK.

Subsidy control (where applicable)

This competition provides funding in line with the Subsidy Control Act 2022. Further information about the Subsidy requirements can be found within the [Subsidy Control Act 2022 \(legislation.gov.uk\)](https://legislation.gov.uk/ukpga/2022/25/contents).

You must always make sure that the funding awarded to you is compliant with all current Subsidy Control legislation applicable in the United Kingdom. If you are unsure about your obligations under the Subsidy Control Act 2022 you should take independent legal advice. We are unable to advise on individual eligibility or legal obligations.

Health Innovation East Midlands is unable to award organisations that are considered to be in financial difficulty. We will conduct financial viability and eligibility checks following the application stage.



Scope

To be in scope your proposal must demonstrate:

- An innovative solution that will lead to new NHS products, processes, or services that are significantly ahead of others in the field, set for rapid commercialisation.
- Clear potential to positively impact the health and care system and improve productivity, and competitiveness within the healthcare economy.
- A clear, evidence-base to deliver significant economic impact, return on investment (ROI) and growth through commercialisation, as soon as possible after project completion.
- A proposal that represents good value for money and how funding will make a difference to your adoption and scale.
- A team with the necessary skills and expertise to exploit the outputs of the funding and to achieve rapid commercialisation.
- User needs are considered to deliver more desirable and useful solutions.
- Identification of who is ready to buy your innovation.

We are not funding projects:

- that do not meet the competition eligibility or scope.
- for SMEs that are not either based in the East Midlands or partnering with a healthcare system partner in our region.
- that do not address the market potential and market access for their innovation.
- that do not evidence the deployment potential for the solution to lead to significant return on investment (ROI), positive economic impact, growth and scale-up.
- that do not provide clear and realistic plans for commercialisation and scale.
- we will not fund commercialisation activities such as marketing and sales.

Dates

- **Competition opens 1st January 2024**
- **Competition closes 1st March 2024**
- **Applicants notified and projects start 1st April 2024**

Please refer to the FAQs for further guidance. If your question has not been addressed, please email healthinnovationfund@medilinkmidlands.com.



Terms & Conditions of Grant

1. In submitting this Application, the applicant warrants that the information contained in it (including but not limited to the Declaration in Section 9) is complete and accurate in all respects and that any subsequent changes to such information will immediately be notified to Medilink Midlands Ltd in writing.
2. The grant is discretionary, and the applicant must demonstrate that (1) the overall project relates to a potential innovation within the healthcare sector and (2) the business has a need for a grant to progress the project.
3. Any relationship to employees of Medilink Midlands Ltd and Health Innovation East Midlands must be declared.
4. Retrospective applications are not acceptable under any circumstances, i.e., for work done prior to grant approval.
5. Any grant awarded shall be used only for the purchase of the Services referred to in Section 7 of this Application Form from the service provider(s) stated in that Section. The applicant authorises Medilink Midlands Ltd to contact the service provider(s) at any time to confirm any details related to the (proposed, current or previous) provision of the Services. A service provider must be a company / trading entity unrelated / unconnected to the applicant company.
6. If the invoiced charges from the service provider(s) are less than those set out in Section 7 of this form, Medilink Midlands Ltd will reduce the grant available accordingly. However, if these invoiced charges are higher, any grant awarded will not be increased.
7. If requested to do so by Medilink Midlands Ltd, and subject to commercial sensitivities, successful applicants shall fully cooperate with Medilink Midlands Ltd in publicising the benefits of the scheme.
8. On any publicity that the applicant produces that refers to this grant, the applicant will acknowledge Health Innovation East Midlands as the funder.
9. Successful applicants will be required to retain (and safely store) all documentation relating to this application, the Services and any grant. Project documentation must be kept for at least 3 years after the end of the Competitiveness programme.
10. Successful applicants will also be required to:
 - i. make sure that the project is managed in accordance with your project proposals and all terms and conditions if this award.
 - ii. inform Medilink Midlands promptly of any issue or material change that may affect the progress, delivery or exploitation of the project.
 - iii. Attend a start-up and completion meeting with a representative of Health Innovation East Midlands
 - iv. Attend relevant events provided by Medilink Midlands Limited or Health Innovation East Midlands which will support your business.
11. Any funding support awarded will be paid only after receipt by Medilink Midlands Ltd of the required evidence of purchase and payment by the applicant for the agreed service. The payment process will therefore be:
 - a. The service provider invoices the applicant the full service cost and the applicant pays for the Service(s) in full;
 - b. The applicant submits to Medilink Midlands Ltd by the Planned Final Claim Date set out in the offer letter:
 - i. A fully completed Grant Claim Form in a format required by Medilink Midlands Ltd and supported by such additional information as it may request, together with a completed feedback questionnaire in such format as Medilink Midlands Ltd may reasonably require.
 - ii. An invoice to Medilink Midlands Ltd for the agreed grant excluding VAT.
 - iii. Proof of payment of the full service cost in a format reasonably acceptable to Medilink Midlands Ltd to include:
 - A copy of a bank statement confirming each payment endorsed with the words "I certify that this is a true copy of the original bank statement" countersigned by the claimant,
 - A copy of each service provider's invoice endorsed with the words "I certify that this is a true copy of the original invoice" countersigned by the claimant, and
 - A written acknowledgement from each service provider direct to Medilink Midlands Ltd confirming payment.
12. In the event that the applicant is unable to claim the full amount of the grant by the Planned Final Claim Date set out in the offer letter, Medilink Midlands Ltd may at its sole discretion agree to pay some or all of the grant to the applicant upon receipt of the documentation referred to in paragraph 11(b) above. However, it shall have no obligation to do so, and shall not, under any circumstances, have any obligation to make any payment in respect of any claim submitted after the planned final claim date on the offer letter regardless of whether the Services have been completed and paid for.
13. If the Services cannot be delivered as specified in the application form the applicant must inform Medilink Midlands immediately. Medilink Midlands shall not under any circumstances have any obligation to make any payment in respect of any claim submitted for different Services, or Services provided by a different provider, regardless of whether these have been completed and paid for unless Medilink Midlands has given prior written approval.

