

Innovator Support – Terms of Engagement

2024

This guidance sets out what innovators can expect from working with Health Innovation East Midlands (HIEM) and the Health Innovation Network (HIN) and what we expect in turn.

Definitions:

- a) An innovator is a person or organisation developing a product or service. The term 'innovator' includes companies, academics, and clinicians as well as individuals planning to register a company who have not yet done so.
- b) An innovation is a product or service bringing new benefits to the payer, user, or patient.

1) Aims and Objectives

What to expect from us.

1.1 We provide a range of support services and guidance to innovators and innovations which have potential to improve patient outcomes, reduce overall NHS expenditure and grow the UK health sector economy.

1.2 Innovators that lack the potential to reach the market, are likely to fall outside the scope of work conducted by HINs, and the level of support available may be limited.

1.3 All decisions on whether to provide any form of support to Innovators are made at the sole discretion of the HIN.

What we expect from you.

1.4 Innovators must be open and honest in all communications about their evidence base, business plan and cost structures and always act in good faith.

1.5 Innovators must recognise that HINs are not commissioners or service providers and are therefore not themselves potential buyers of products or services.

1.6 Innovators must inform a HIN if they are already working with a different HIN. This is not necessarily a barrier but enables us to provide effective support and avoid duplication of effort.

2) About your Innovation

What to expect from us.

2.1 Only information about your innovation which is already in the public domain will be shared publicly unless explicit consent is given by the innovator. The HIN's have no interest in Intellectual Property (IP) and operate in confidence.

2.2 Unless information sharing is restricted by a Non-Disclosure Agreement (NDA) agreed with us, information shared by the innovator with any HIN for supporting product development, spread, evaluation or adoption may be shared with other HINs and or NHS bodies for those purposes. The HINs in the Network have signed a confidentiality agreement to ensure that information about your innovation shared with a HIN will be kept confidential.



2.3 Where relevant, a HIN will consider signing appropriate NDAs to protect the innovator's IP. NDAs must be prepared and presented by the innovator for consideration by the HIN.

2.4 All advice is offered with reasonable care and skill regarding HIN's understanding of the marketplace and the innovator's circumstances.

2.5 Health Innovation Networks are 'supplier agnostic' which means we do not directly endorse specific companies, innovations, or approaches – rather, we present promising innovative solutions that health and care organisations can consider as potential solutions to local challenges.

What we expect from you.

2.6 Innovators requiring an NDA will prepare and provide a draft agreement for the HIN to consider.

3) About the support we offer

What to expect from us.

3.1 As a publicly funded body, each HIN reports back to our commissioners on how our funding is spent (i.e. the number of innovators receiving support). Each HIN keeps appropriate records to enable that reporting.

3.2 As a publicly funded body, each HIN reports back to our commissioners on the impact that our support has. We measure our impact by asking innovators to complete an annual economic growth survey.

3.3 As a publicly funded body, each HIN may publicise the support given to innovators, and the outcome of that support through public channels such as annual reports, the development of case studies, public presentations, newsletters and social media posts and our reporting will be consistent with paragraph 2 above.

3.4 Each HIN may pro-actively inform innovators of relevant opportunities e.g. grant funding, educational events, networking meetings etc. and HINs will maintain records to enable appropriate communications.

3.5 All advice offered by a HIN is subject to the innovator conducting their own due diligence before implementation and HINs do not take any responsibility for funding applications that fail to win funding for any reason.

3.6 Our data collection and retention comply with UK data protection laws.

What we expect from you.

3.7 Innovators will complete an annual survey (as detailed in 3.2 above) to help HINs and our commissioners understand the impact of HIN support.

3.8 Innovators may publicise that they are working with one or more HINs but may not state or imply that our support (e.g. to develop, pilot or evaluate) constitutes endorsement of the product or its potential benefits without prior explicit written permission.



3.9 Where support from one or more HINs helps achieve demonstrable outcomes (e.g. funding, evaluations, contracts) then that support will be publicly acknowledged by the innovator, and innovators may be asked to work with the HIN to produce a case study documenting the support received and what impact it has had.

