

MidTECH Matters

News from NHS Innovations West Midlands

£10,000 for NHS employees to develop innovations

Our 2007 West Midlands NHS Innovation Awards will be launched early in the New Year, with a prize fund of £10,000 available for the development of ideas which could improve patient care, generate income or save money.

The awards aim to identify and reward innovative individuals and teams from within the NHS, and to promote innovations which have the potential to lead to improvements in healthcare, for patients in the region and beyond. They are open to all NHS staff in the West Midlands.

Entries in 2006 came from across 37 of the region's NHS Trusts and PCTs and addressed a wide range of specialisms, emphasising the richness of innovation present in the NHS throughout the West Midlands. From the 90 entries received, 18 finalists were invited to attend the prestigious awards ceremony at Thinktank in Birmingham, where prizes were presented to winners and runners-up by Professor Bernard Crump, Chief Executive of the NHS Institute for Innovation and Improvement. The prize winners were selected by an independent panel of judges, which included representatives from industry, academia and the NHS.

David Gleaves, Chief Executive of MidTECH said:

"We believe that there are many creative and innovative people working within the region's NHS, and this has been borne out by the high quality and sheer diversity of projects entered into the awards each year. Our aim is to help to identify and develop these innovations for the benefit of the innovators, their Trust, its patients and the NHS as a whole".



2006 Winners...

LOW TECH CATEGORY

Dressing Loop
Catherine Sykes
Occupational Therapy

University Hospital Birmingham NHS Foundation Trust



Palliative Care Resource Booklet for Care Homes
Christine Reddall
Macmillan Nurse for Care Homes

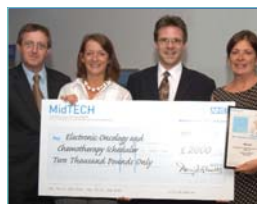
North Warwickshire PCT



HIGH TECH CATEGORY

Electronic Oncology and Chemotherapy Scheduler

Nick Exon
Service Improvement Facilitator (3 Counties Cancer Network)
Hereford Hospitals NHS Trust



Patient Advice and Information Database (PAID)

Susan Hyde
Health Information Manager
Heart of England NHS Foundation Trust



To find out more about the winning innovations, visit the news section of our website www.midtech.org.uk

All of the winning entries have been submitted into one of the new innovation categories of the Health & Social Care Awards, to be held in London in February 2007.

2007 awards

Details of how to enter the 2007 awards will be on our website www.midtech.org.uk from January. If you would like to receive notification and news about the awards by email, please contact us at competition@midtech.org.uk.



Prof. Alan Wenban-Smith

a message from our Chairman

You will read in this newsletter about the launch in September of the National Innovation Centre (NIC), how it aims to add value to our work and also speed up the adoption of new technologies into the NHS. It was clear that the NIC is feeling its way about how to respond to the different (and sometimes conflicting) demands of its role as a broker both for 'technology out' and 'technology in', and that its relationship with regional hubs is still evolving. However, there did seem to be recognition that innovation is primarily a bottom up process.

MidTECH appears well-regarded at national level; David Gleaves presented and I was asked to sum up and close the event. The NIC had used a diamond to illustrate the importance of the bonds between the many agencies involved in innovation. This gave me the cue to point out that this is also used by the economist Michael Porter to illustrate the importance of local proximity to the innovation process, and therefore the value of the hubs' bottom up role.

Watch this space!

Prof. Alan Wenban-Smith Chairman

Licence deal signed for device to prevent DVT



MidTECH Innovation Manager **Catherine Brady** and MDTi Chief Executive **Martin Levermore** celebrate the licence agreement

Shrewsbury and Telford Hospital NHS Trust, with assistance from MidTECH, has signed a licence deal with Medical Devices Technology International Ltd (MDTi) for the manufacture and distribution of a device which reduces the risk of DVT.

The device is the brainchild of Jill Parker, Commercial Physiotherapy Manager at the Apley Clinic. Mrs Parker explains: "A few years ago when I saw a piece of equipment demonstrated which was designed to reduce the risk of DVT, it started my brain working! Surely using the same principles it would be possible

to produce a low maintenance, user friendly, cost effective item to produce the same clinical benefits?"

The resulting product is a self-inflating cushion, which is placed beneath the user's feet to allow them to move their feet back and forwards, increasing the circulation in the lower limb. This prevents the blood from stagnating and reduces the chances of clots forming. The product's unique feature is a constriction which has the effect of flattening the longitudinal arch in the foot, replicating the action of walking and its effects on circulation. It potentially has a variety of uses in the rehabilitation of the leg and as an aid to improve proprioception to help balance reactions. MidTECH's involvement has ensured that both the Trust and Mrs Parker will receive a share of the revenue from the product.

Another success for MDTi has seen the Femmax Dilator, which originated from the Royal Wolverhampton Hospitals NHS Trust, made available on prescription. Joan Thomas, Clinical Nurse Specialist in oncology, devised the product as a way to assist women after radiotherapy or gynaecological surgery. MidTECH supported the launch of the Femmax at the Department of Health in October last year.

If you have an idea for a new medical device contact us on 0121 455 0346 or email enquiries@midtech.org.uk

To view MDTi's product range visit www.mdti.co.uk

E-learning programme launched for child protection training

An invaluable online child protection training programme is now on the market, as the result of a licence agreement between North Staffordshire Combined Healthcare NHS Trust and BYG Systems Limited, a leading UK supplier of learning solutions. It is designed to make it easier for organisations to comply with their statutory duty to train all staff who come into contact with children on child protection awareness, and is accessible via the internet or intranet.

MidTECH advised the Trust on their licence agreement with the company, and BYG are marketing the system to organisations across the UK who are required to train people working with children, such as healthcare professionals, social workers, teachers, police officers, youth workers and child minders. The course can be tailored to suit the needs of individual organisations.



If you have a training programme which could be commercialised, call us on 0121 455 0346.

To find out more about e-learning solutions or to enquire about purchasing the Child Protection programme visit www.bygsystems.com

Medici programme opens up training to the NHS

The Medici training programme is now being opened to NHS employees who are involved in working with new ideas, and who would be interested in the training and networking potential of the programme.

The Medici programme was set up in 2002 through a partnership of Midlands universities and with government funding. Its mission is to create a culture of entrepreneurship within universities, by awarding Medici Fellowships to academics wishing to commercialise research ideas, or just wanting to learn more about the process. Fellows have predominantly come from disciplines related to Medicine and Health/Biological Sciences.

Part of the programme involves regional training sessions which concentrate on specific areas of the commercialisation process using case studies and bringing in external speakers with relevant

experience. Interested NHS employees are now able to attend these sessions; the programme of forthcoming events is as follows:

Regulatory Affairs	17 Jan	Birmingham University
Business Planning/Strategy	21 Feb	Aston University
Finance Workshop	21 Mar	Nottingham University
Masterclass	16 May	Nottingham University

The cost for an NHS employee is £120 per day, but special rates may apply when a number of sessions are booked.

For more information about Medici training or to book a place please call Catherine Mansell, Medici Programme Director on 0121 414 4905 or email c.mansell@bham.ac.uk

To find out more about the Medici Programme, visit www.midlandsmedici.org

TTF offers £25K grants for Medical Technologies

Following the success of its first year, the Technology Transfer Fund has now been given more money to invest and a wider regional area to cover.

Grants of up to £25K are available to new and potential SMEs working in medical technologies, who are based in the Central Technology Belt (the high technology corridor running from Birmingham to Malvern). They are keen to hear from people working in the NHS who may need financial support to progress their idea.

The project is a running partnership between Advantage West Midlands, Aston University, Birmingham City Council, the European Regional Development Fund, Worcestershire County Council, and the University of Birmingham. They have already assisted more than 60 local companies.

For more information contact Andy Mountain or Melanie Kaiser on 0121 414 8618 or visit www.brdl.bham.ac.uk/ttf

member news

In each newsletter we aim to bring you news of exciting developments happening at our member Trusts. In this issue we bring news from Heart of England.

Two innovation champions recently started work, based at the R&D Directorate of Heart of England NHS Foundation Trust. Both are seconded part-time from Aston University and funded by MidTECH as part of the Advantage West Midlands Medical Technologies Cluster Strategy. They are currently working with Bethan Bishop and her team to promote awareness of intellectual property and innovation and identify potential opportunities, both from within the Trust and from companies wishing to collaborate with the Trust to develop new products. Bethan said:

"Continued support from MidTECH, most recently through the appointment of these innovation champions, is enabling us to identify and progress Trust and industry led opportunities at a pace we can be proud of. That is, to deliver a key innovation development service across our Trust and to our commercial partners, who quite rightly demand rapid review and input into collaboration opportunities. David and Hannah are already proving to be a real asset to the core R&D Directorate team and are being recognised Trust-wide for the value their role brings to us."

David Evans is a lecturer and researcher in computer science at Aston. He joined the university in 1997 to complete the Pattern Analysis and Neural Networks MSc run within the Neural Computing Research Group. Following a PhD he worked on the Cardionetics project, developing 'clever' algorithms to embed into an innovative device designed to help primary care doctors identify heart conditions in their patients. His research is just on the

Heart of England hosts two new 'innovation champions'



New 'innovation champions' David Evans and Hannah Batchelor

academic side of industrial applications, which means that he has experience of working with industry to test and develop it. He has a strong bias toward technology transfer and innovation with industry, making him an ideal choice for the innovation champion role.

Hannah Batchelor's area of expertise is in bioadhesive drug delivery devices. Following a degree in Pharmacology and Chemistry from Sheffield University in 1996 she worked as a formulation scientist for Reckitt and Colman, before commencing her PhD at the University of London. Hannah has worked as a lecturer in pharmaceuticals at Aston since 2001. She has also been awarded a Midlands Medici Fellowship, a training and personal development programme which aims to improve the awareness of and support for commercial development of research. This training will aid Hannah in her work at Heart of England.

The secondment of David and Hannah will not only bring invaluable experience and

resource to help to identify, encourage and develop innovation in the region, but will also provide them with additional experience of technology transfer and engagement with industry. It has further strengthened relationships between the Trust, MidTECH and the University. This arrangement therefore brings benefits to all concerned.

Malcolm Booth, Head of Aston Consulting and Industrial Research in the Business Partnership Unit at Aston, said: "We are delighted that we have identified two young and enthusiastic academics who are very keen to make a mark with both Heart of England and MidTECH, in order to demonstrate the value of a successful innovation strategy to both the Trust and the wider regional business community. This initiative provides an exciting opportunity not only for us to work closely with MidTECH and Heart of England, but also to achieve broader engagement with other regional RTD providers and new prospective business partners."

In Brief

- MidTECH has welcomed three new acute Trust members from across the region during 2006. These are Birmingham Children's Hospital NHS Trust, the Robert Jones and Agnes Hunt Orthopaedic and District Hospital NHS Trust in Oswestry and Dudley Group of Hospitals NHS Trust.
- The new research facility at North Staffordshire, mentioned in our last issue, was officially opened on 28th September by Sally Davies, NHS Director for R&D at the Department of Health. It has been named the Guy Hilton Research Centre.
- Coventry's new University Hospital opened in July 2006, combining the wards and departments previously situated at Walsgrave and Coventry and Warwickshire hospitals into one new 'super' hospital.

Partner news

'Profitable Partnerships in Health' - National Innovation Centre Conference



MidTECH's Chief Executive David Gleaves and Chairman Alan Wenban-Smith address the NIC Conference

On 14th September, the National Innovation Centre (NIC), part of the NHS Institute for Innovation and Improvement, declared itself 'open for business' at an inaugural conference in London.

Three hundred delegates attended from the DTI, Treasury and DH as well as industry, commerce, universities and the NHS to hear and discuss the central theme of 'the importance of the networks'.

Executive Director, Dr Maire Smith, led the event, which included a presentation on the role of the Innovation Hubs from MidTECH's Chief Executive, David Gleaves. Our Chairman, Prof. Alan Wenban-Smith, chaired one of the sessions and presented a summary of the day's discussions. Other speakers included John Wilkinson, Director

General of the Association of British Healthcare Industry, and Sir Brian Fender, Chairman of BTG and President of the Institute of Knowledge Transfer.

A wealth of organisations and companies work in the technology innovation arena. The NIC will act as a focal point and will provide signposting for the innovation networks. Through its newly launched web site www.nic.nhs.uk, the NIC provides a self-assessment tool for innovators with a healthcare technology product in development, as well as guidance and direction on taking a product from an idea to the market.

The NIC will also act as a 'broker' between the organisations in the innovations arena for technology innovation coming into the

NHS and for Intellectual Property arising from innovations coming out of the NHS. It has a co-ordination role vis a vis the network of regional NHS Innovation Hubs, of which MidTECH is one. The network has been further strengthened by the recent establishment of an Adoption Hub and a Training Hub.

Dr Smith said "The NIC is an enabler to support the 'connectivity' we need within the innovation arena to ensure that innovative technology is taken up - for the benefit of the UK economy and the NHS but, most of all, for the patient."

For more information visit www.nic.nhs.uk

MidTECH's Route to Market = MedilinkWM

Medilink West Midlands, the regional network for medical and healthcare companies, actively works to increase the viability of the sector by giving local companies a competitive edge through direct business support, relevant commercial opportunities and personal introductions. Their members span the entire medical supply chain, from raw materials and design through to packaging and marketing.

They meet personally with each member company to determine where their business has come from, what its current activity is and what it would like to do in the future; and from that conversation develop a list of needs, ideas and potential commercial opportunities.

Working with their partners and established connections in UK Universities and the NHS, they help industry to meet its needs and realise its goals whether it involves diversifying from other industries, commercialising innovations or developing new products and revenue streams.



MedilinkWM CEO Tony Davis with MidTECH's David Gleaves

MedilinkWM works closely with MidTECH to find appropriate commercial partners to bring NHS-led innovation to market and realise a financial return.

For more information visit www.medilinkwm.co.uk

Frequently Asked Questions

In this issue we answer common queries about **disclosure of ideas**

What should I be aware of before telling someone about my idea?

Be careful who you disclose your idea to. Telling other people, even friends or colleagues, may limit the Trust's options. Disclosing the idea or its potential could mean that any intellectual property associated with it may not be able to be protected.

What about showing my idea in presentations or poster displays at conferences or meetings?

This constitutes disclosure and you shouldn't do this unless you know the intellectual property has been protected.

A company is interested in my idea but I know it hasn't been protected yet, what do I do?

You can still talk to the company, but you will need to get them to sign a Non-Disclosure Agreement (NDA). We can help you with this.

If you are unsure about whether to disclose your innovation and who you should tell, contact us first. We will advise whether your idea can be protected and can help you to do this.

MidTECH 5 Greenfield Crescent
Birmingham B15 3BE

Tel: +44 (0)121 455 0346
Fax: +44 (0)121 454 1560

Email: enquiries@midtech.org.uk
www.midtech.org.uk

MidTECH identifies and manages intellectual property in the West Midlands on behalf of the NHS