



Health  
Innovation  
Wessex

# Health Innovation Wessex: How we can help you



[linkedin.com/company/healthinnovationwessex](https://www.linkedin.com/company/healthinnovationwessex)  
[healthinnovationwessex.org.uk](https://healthinnovationwessex.org.uk)

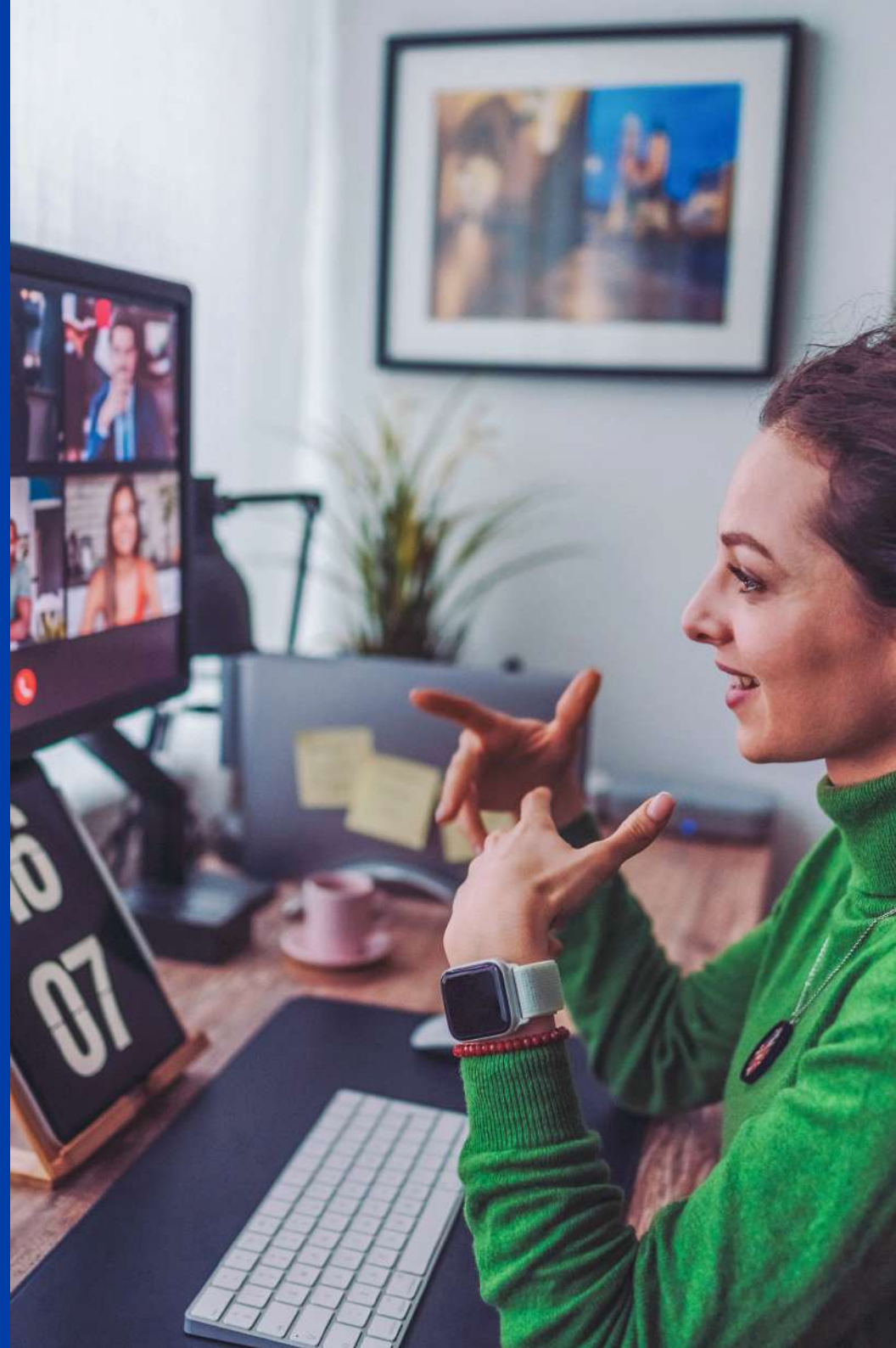
# Who we are

**Health Innovation Wessex has created its reputation by guiding the best advances in medical technology and treatment into health and care; creating growth for the companies we've supported and positive outcomes for patients.**

Health innovation networks find, test and implement innovations to deliver impactful solutions for the nation's greatest health challenges.

We were established by NHS England in 2013 to stand at the heart of health services, academia and industry. Our diverse clinical and corporate experience seeks to bring the best in UK and international healthcare innovation into widespread use.

We use the resources and expertise within our company to support health systems and innovators with bespoke services, whether that is gathering insight, understanding a market sector, helping an innovator navigate the business world or providing assistance with implementation.



# Our expertise

**Finding and  
connecting  
innovators to  
health and care  
systems**

**Developing,  
testing, and  
evaluating**

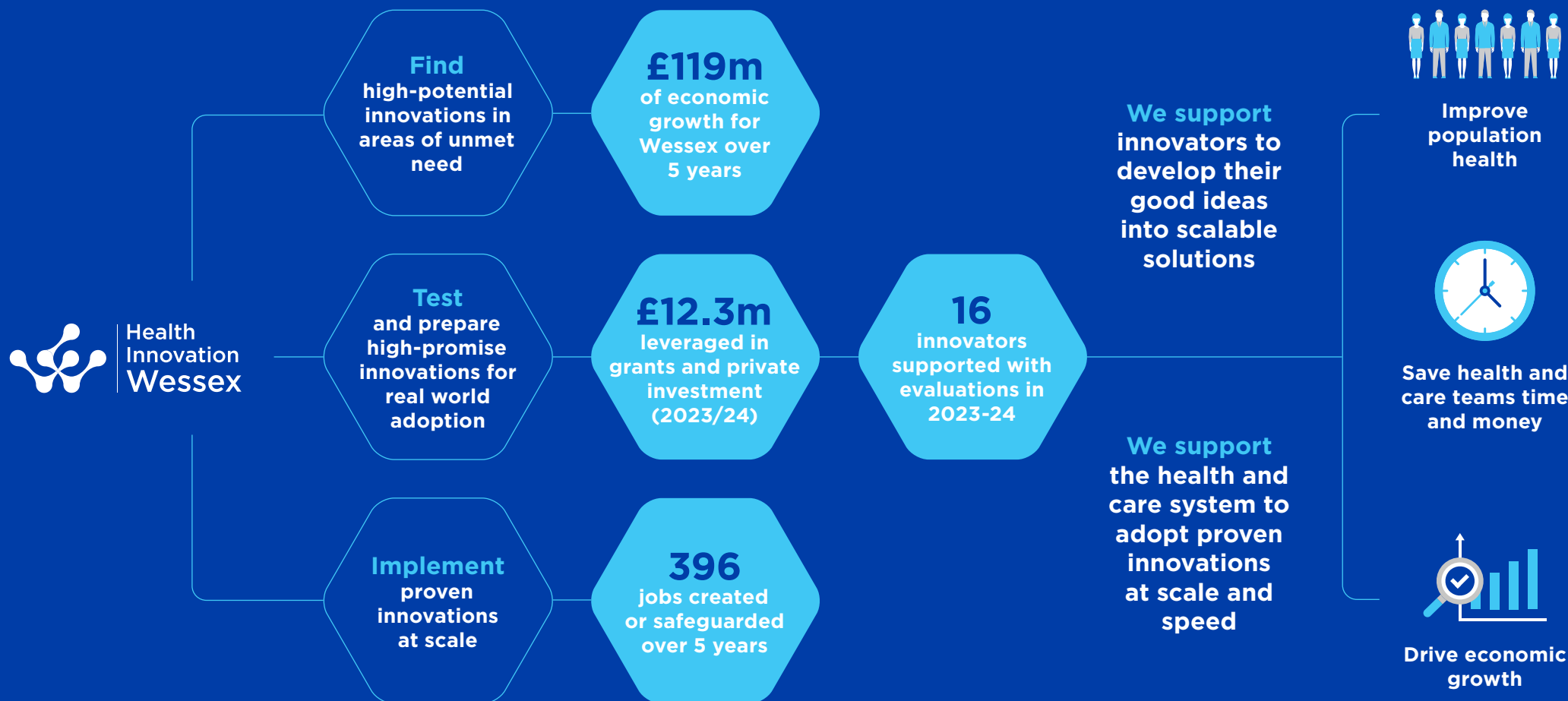
**Adopting  
and spreading  
innovations**

**Creating the  
conditions to  
innovate and bring  
about change**

## **Our tailored services include:**

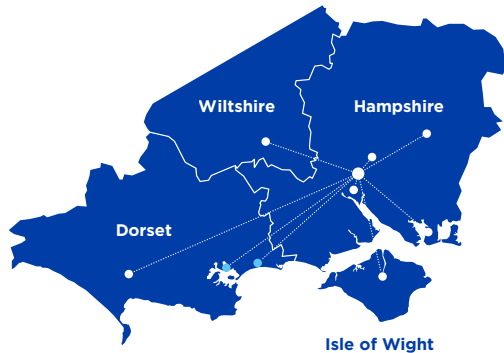
- Creating market insight reports which identify gaps, opportunities and a better understanding of the need or demand for an innovation or device
- Helping to create the narrative for a value proposition and translating an idea into a meaningful solution for customers
- Supporting innovators to find and win grant funding
- Designing or undertaking independent evaluations to evidence the impact of innovations and the case for adoption and spread
- Delivering training workshops and masterclasses to upskill businesses and health and care organisations
- Helping innovators to navigate regulation and industry standards
- Helping innovators to prepare for procurement opportunities
- Supporting the implementation and de-implementation of innovation

# Our impact



# How and where Health Innovation Wessex operates

From our offices within Southampton Science Park we have a focus that is local, national and international.



## Local

We are a company limited by guarantee, with a membership including the region's universities, NHS integrated care systems and provider trusts. We are the first port of call for innovative industries in the Wessex region.



## National

We manage and contribute to national innovation programmes on behalf of NHS England and the government's Office for Life Sciences, our principal commissioners.



## International

We provide a route to the UK market and other services for international innovators benefiting from our expertise in health and care.

# Finding and connecting innovators to the marketplace

**We help innovators reach health and social care markets faster to propel their success, generate economic growth and improve patient outcomes.**

From concept to commercialisation – our Industry and Innovation team specialises in transforming great ideas into successful market launches.

Partner with us to turn your innovation into a market success story.

**“The relationship and support from Health Innovation Wessex has been incredibly valuable in our journey; we would not be where we are today without it.”**

**Paul Kaye**

Business Development Director, Health & Care, Quiqsolutions

## Market insight

**Our market insight reports** can identify potential competitors, gaps and opportunities, **helping you to get ahead** and understand the need or demand for your innovation or device.

## Intellectual Property

IP rights to an innovation can help **attract broker investment** and development opportunities. Our experts can support you to navigate the IP landscape and **add value to your business case**.

## Real world evaluation

**Our experts can facilitate** the design, rollout and evaluation of your innovation in a real world setting, giving you the evidence to move your product to the next stage.



**Value  
proposition**

**Our experts can support you** to create the narrative for your value proposition. Helping you to translate your idea into a meaningful value-based solution for your customers.

**Regulatory  
approval**

We can help you **navigate legislation and standards** to ensure your innovation or device meets the right regulatory approvals.

**Funding  
support**

Our **Funding Support Service** can help clinical, academic and commercial innovators to find and win grants. We can act as a **joint partner** bringing evaluation, industry or implementation knowledge and expertise to your bid submission.



# Developing, testing and evaluating innovations in the real world

**Our insight service and evidence products differentiate between what does and doesn't work to give you the independent evidence to take innovations to market and to support confident strategic decisions. Our Insight team offers four areas of expertise to support you.**

Our team employs **creative methodologies** to rigorously test and validate innovations. We then craft **compelling narratives** that not only inform but also inspire action, fostering **positive adoption and spread of proven innovation**.



## Evaluation frameworks

We co-design and develop evaluation frameworks (e.g., for digital evaluation)

### **Our service can include:**

- A proposed set of evaluation questions
- Suggested tools to collect evidence
- Suggested ways of evaluating the programme.

## Large scale evaluations

We have experience of undertaking small to large scale evaluations, engaging with multiple health and care providers and generating insights in rapid and innovative ways at scale.



## Data and analytics

We provide a **health economics and data analytics service**. Use our skills to enhance your bid application, or engage a standalone analytics service to provide insights on your key priorities.

## Independent evaluations

Our Insight experts undertake evaluations that measure the impact of your innovation or services, providing you with the evidence to make informed choices about next steps.

### Our service can include:

- Co-designing a pragmatic approach to evaluation that answers questions important to you
- Data collection and analysis
- Innovative approaches to evaluation
- Reporting the findings in a format that meets your needs.





A photograph of a group of people in a meeting. A young Black man with a short afro is speaking and gesturing with his hands. A woman with long brown hair is listening and taking notes on a clipboard. Another person is partially visible in the foreground, out of focus. The background shows a large window with a view of a city.

**“Thank you for sharing  
a really comprehensive  
evaluation. I have found  
the pre and post measure  
really powerful across  
both Patient Safety Index  
and G3 team working  
surveys.”**

**Rebekah Giffney**  
Chartered Psychologist

# Adopting and spreading innovation

## Your partner in innovation

**We enable health and care systems to understand, adopt and spread proven innovation through applying tested tools and frameworks.**

The Innovation Adoption team comprises professionals with diverse backgrounds, including clinical, commissioning, and operational experience. This unique blend of skills allows us to deeply understand the challenges you face and provide tailored solutions.

We can also help you access world-leading regional expertise to accelerate the adoption of genomic innovation. The Wessex genomics programme improves patient outcomes in partnership with research and healthcare systems through access to timely genomic testing, treatment and research trials.

### We specialise in:

**How to  
implement  
innovation  
to deliver  
impact**

Our experts can help you navigate the complexities of adopting and spreading innovations to improve their sustainability.

**Project and  
programme  
management**

We can provide expert project managers to support your teams to implement innovations and deliver service change.

**Business case  
development**

We have a proven track record of writing and advising on successful business cases, and can also offer health economics expertise.

**Breakthrough  
technologies  
and  
transformation**

We help innovators to collaborate with expert groups and organisations, and identify new opportunities for novel projects such as the transformative potential of genomic medicine.

# Creating the conditions to innovate and bring about change

**Health Innovation Wessex creates the conditions to find, test and implement innovative solutions to address current and future health and care challenges.**

We help health and care systems to improve lives with innovation aligned to key priorities and challenges. Our solutions equip teams at all levels to understand the market, their readiness to adopt proven technology and new pathways, and to create a culture that reaps the benefits of service transformation.

## Products:

### Attitudes Toward Innovation Survey (ATIS)

Workforce attitudes to innovation can make or break whether an innovation is adopted.

Using our **Attitudes Toward Innovation Survey (ATIS)** we can help you to understand your unique innovation landscape and identify the best next steps to take to make an impact.

### Rapid Insight events

We deliver large online events to **capture insights** on questions important to you. Our rapid analysis will give you the insights you need quickly to support your **strategic decision making**.

### Action learning sets, masterclasses and events

We can work with your organisation to develop and deliver bespoke events to focus on your **key health or workforce priorities**.



## Training products:

### Innovator workshops

#### We offer a range of workshops aimed at innovators:

- Intellectual property
- Adoption and implementation in the health and social care systems for SMEs
- Grant writing workshops
- Using evaluation and insights.

### Innovate with impact workshop

Our **CPD accredited** practical workshop helps your team/s gain the skills to innovate with confidence within your organisation.

**“Knowing how our staff feel about innovation gave us the opportunity to pitch the changes in the right way, improve the experience of change for staff, alleviate any anxieties they held, and accelerated our progress for innovation adoption, at pace.”**

**GP**  
St Clements Surgery Winchester





# Local, national and international partners

**We recognise that strategic partnerships can offer a range of benefits that bolster organisational capabilities, spread knowledge and improve economic growth.**

We are always keen to establish partnerships across a broad range of academic, industry, pharmaceutical, government, and voluntary and community organisations both in the UK and overseas. We take a deliberate approach to our service commercialisation, focusing on long term relationships and revenue growth to benefit our members.

**Talk to us about opportunities to share our skills and knowledge, and collaboratively bring innovation to the forefront of health and care delivery.**







**“The opportunities we generate through partnership working are significant. Excellence in education, research and health and care delivery benefits patients, the workforce, universities, industry partners and the taxpayer. With sustained collaboration we can realise these benefits on a local, national and international level.”**

**Nicola Bent**

Chief Executive Officer, Health Innovation Wessex



Health  
Innovation  
Wessex

# How can we help you? Let's talk

To arrange an informal discussion,  
please email us at  
**[commercial@hiwessex.net](mailto:commercial@hiwessex.net)**  
or call the main office on  
**023 8202 0840.**

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