



European Union
European Regional
Development Fund



This event is being held as part of the SoLSTICE programme – a project part-funded by the European Regional Development Fund.

Medilink Midlands Business Support & Impact Celebration: What's Next





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**MIDLANDS
ENGINE** | HM Government

Melanie Davidson

**Interim Chief Executive Officer
Medilink Midlands**





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Meet the Team





Melanie Davidson
Interim Chief Executive
Officer



Andrea Dawson
Interim Chief Finance
and Operating Officer



Alison Morgan-Kimberley
Connectivity Officer



Becky Sharpe
Events Manager



Ben Roberts
Innovation Advisor



Caroline Sykes
Innovation Advisor



Catherine Hadfield
Office Manager



Chris Dyke
Connectivity Manager



Dr Alasdair J. Gaw PhD
Innovation Advisor



Eddie Buda
Finance Administration Manager



Joanne Bekis
Partner & Relationship
Manager



Jo Maltby
Innovation Manager



Rebecca Shakespeare
Administration Officer



Richard Hadfield
Project Liaison Officer



Sam Burbage
Marketing Leader



Teresa O'Rourke
Events and Marketing
Leader



Teresa Smith
Innovation Advisor



Victoria Patel
Innovation Advisor



Zoe Heather
Marketing Manager



PROJECT PARTNERS

ACTIS



Northamptonshire Healthcare
NHS Foundation Trust



East Midlands
Academic Health
Science Network
Igniting Innovation

INSTILS



Nottingham
City Council

Pioneer

BIOCITY

Nottingham University Hospitals
NHS Trust



University of
Nottingham
UK | CHINA | MALAYSIA



NHS
University Hospitals of
Derby and Burton
NHS Foundation Trust

East Midlands
Academic Health
Science Network
Igniting Innovation

SoLSTICE

NHS
University Hospitals
of Leicester
NHS Trust

East Midlands
Academic Health
Science Network
Igniting Innovation



UNIVERSITY OF
LEICESTER



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IMPACT



Over **£3.5m**
Grants awarded across 427 grants



£47 of investment
created for every £1 of public funds



Over **8,000**
hours of innovation support delivered
– value of **£1,160,000**



TOP 4 PROJECT AIMS

175 Product development, design, prototyping,
testing and evaluation

15 Intellectual Property services

14 Clinical trials and tests

10 Regulatory

Across **35** Medical Market Areas





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IMPACT

208

jobs created



391

businesses supported 1:1



66

new Enterprises created





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IMPACT



79
University Collaborations



180
Events Delivered



Over 1,450
Event Attendees



Satisfaction



Project Success





Medilink's support has been **invaluable to us**, at every stage of our company journey.

When we first pitched our concept to Jo, she said that we had something **truly amazing**. That's something that's stuck with us ever since and her genuinely heartfelt belief and support has helped us bring our ideas to life. It's so difficult for companies to get ideas off the ground, but that one conversation with that one person, **can change everything**, and that's what Jo was to us. Her renewed energy **inspired us** to not give up and to persevere, with Medilink supporting us every step of the way.

Julie St Dennis, Director, PulsiBaby

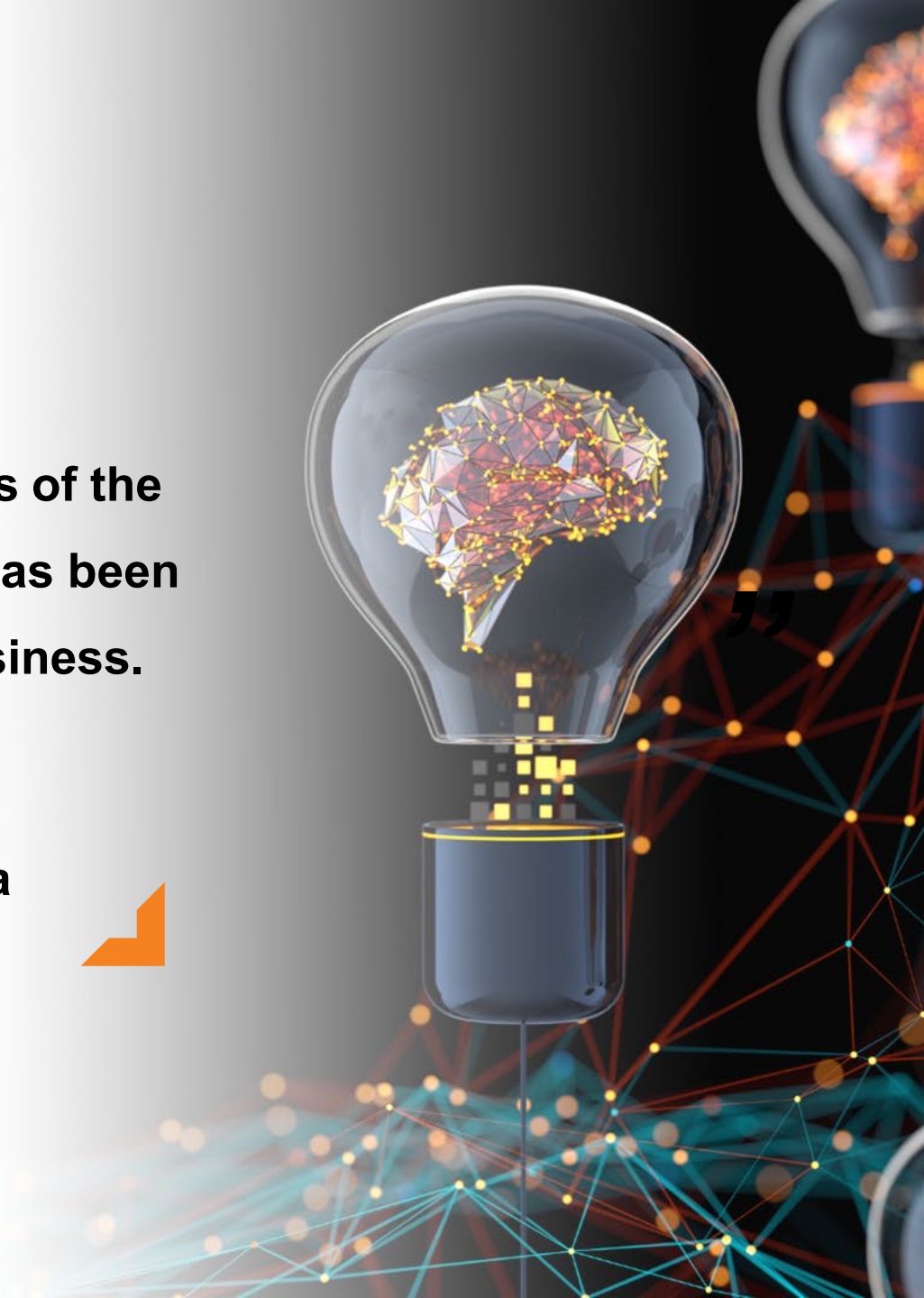




The quality of the service provided by Medilink was of the highest standard. From start to finish the support has been professional, timely and highly relevant to my business.

Thank you.

Mark Hide, Founder and Director, Teamlytica



 Remaining up-to-date and gold standard is essential to maintain relevance in the market.

By supporting us to attend the Friends for Life Conference in the USA, Medilink Midlands and the SoLSTICE project allowed us to ensure that we **remain at the forefront** of diabetes education.

This, coupled with our future international expansion plans, means that we are in **a far better position than we would have otherwise been**, to expand internationally and deliver diabetes education across the world.





Medilink and the East Midlands Academic Health Science Network's support and **Medical Technology Trials funding has been vital in helping us to develop our software.**

This has enabled us to show that **our technology is effective in treating dementia and this in turn has allowed us to apply for and win additional funding to further develop our product.**

Without the Medical Technology Trials funding, we would have been unable to deliver **demonstrable improvements in patient symptoms.**



 These grants do **change a business's trajectory**. I wanted to thank all those involved in Medilink for their support. Our investor recently made a market announcement as part of a **major licensing deal**. Without the grant, we would not have been able to do this.

Dr Julian Stone, CEO, Cambridge Sleep Sciences 





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Dr Caroline Sykes

**Innovation Adviser
Medilink Midlands**





Nottingham
City Council



MeTAP Project

- Nottingham City Council Shared Prosperity Funded Project
- Supporting enterprises based in Notts City within the Healthcare, Life Science, MedTech and Wellbeing sector
- Increase innovation, job creation and wealth within the Notts City
- April 2023 – March 2025
- Nottingham University, Project Partner

This programme is funding by the UK Government through the UK Shared Prosperity Fund



UK Government



Nottingham

City Council



Innovation Project Team



Jo Maltby



Victoria Patel



Caroline Sykes

This programme is funded by the UK Government through the UK Shared Prosperity Fund



UK Government



Nottingham
City Council



MeTAP Project

- Access to high-value life science sector specific expertise
- Cross-sectoral knowledge sharing
- Signposting and sectoral networking opportunities
- Start-up Innovation Accelerator Programme

This programme is funded by the UK Government through the UK Shared Prosperity Fund



UK Government



Nottingham

City Council



MeTAP – Signposting & Networking Events

- Themed focus events to on sector specifics
- Knowledge Exchange opportunities
- Information sharing webinars
- Collaborative Opportunities/ Showcase events

This programme is funding by the UK Government through the UK Shared Prosperity Fund



UK Government



Nottingham

City Council



MeTAP – Innovation Accelerator

- Aimed at pre-start up companies
- Provide an overview regarding how to set up a company
- Specific considerations for Healthcare/ Life Science companies
- Peer-to-Peer Networking
- Access to expertise
- Introductions to potential funders
- October 2023, sessions over 6 weeks

This programme is funded by the UK Government through the UK Shared Prosperity Fund



UK Government

Thank you

Dr Caroline Sykes

Innovation Adviser, Medilink Midlands



caroline@medilinkmidlands.com



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Dr Ben Roberts

**Innovation Adviser & Sustainability Champion
Medilink Midlands**



A little about me...

- **Technical Background / PhD in Interdisciplinary Biomedical Research**
- **Just over 1 year at Medilink Midlands**
- **West Midlands Innovation Advisor**
- **Sustainability Advisor – Certified Carbon Literate**





West Midlands Innovation Accelerator

Accelerating the growth of regional clusters
in HealthTech & MedTech...



WMIA

- Announced in the Government's 2022 Levelling up White Paper.
- The Innovation Accelerator will be funded through a share of a new £100m fund, to be divided by three regional Innovation Accelerators.
- To bolster the region's innovation and R&D capability and capacity to spark commercial growth and investment.
- Support cross-sector R&D and innovation, particularly in engineering and advanced manufacturing.





Clean Futures, led by Connected Places Catapult, in conjunction with Black Country Innovative Manufacturing Organisation and Coventry University (Clean Tech)



The West Midlands Innovation Programme, led by West Midlands Combined Authority (Clean Tech & Health Tech)



The Biochar Clean Tech Accelerator, led by Aston University (Clean Tech)



Digital Innovation Transformative Change (DIATOMIC), led by Connected Places Catapult, in conjunction with Aston University, Birmingham City Council, Birmingham City University, Greater Birmingham Chambers of Commerce, and University of Birmingham (Health & Clean Tech)



6D-IA, led by the University of Birmingham (Health/Med Tech)



The West Midlands '6D' Innovation Accelerator (6D-IA)

- Delivering a streamlined programme to help companies navigate “pinch-points” in the process of medical translation.
- **Diagnose** of company needs.
- **Definition** of major NHS and industry-based challenges to target.
- **Development** and refinement of prototype products.
- **Deployment** of innovation in real-world NHS settings.
- **Diversification** of supply chains, skills and services.
- **Demonstration** of significant economic and health benefits for our region.



” The West Midlands Cluster is becoming a world class hub of R&D in med tech and clean tech. I’m delighted that local leaders have come together to use our £33m to launch such exciting programs with industry and Universities in this exciting area. ”

George Freeman, Minister of State for Science Research & Innovation at DSIT

Thank you

Dr Ben Roberts

West Midlands Innovation Advisor,
Medilink Midlands



ben@medilinkmidlands.com



07946 024161





Lewis Stringer

Senior Manager, UK Network – East & South-East Midlands
British Business Bank



“Finance options from the British Business Bank”

Medilink Midlands Business Support & Impact Celebration: What's Next

21st June 2023

Lewis Stringer, Senior Manager – East and South-East
Midlands, UKN

Our strategic objectives

Driving sustainable growth

ensuring smaller businesses can access the right type of finance they need to start, survive and grow



Backing innovation

ensuring innovative businesses can access the right capital to start and scale



Unlocking potential

unlocking growth by ensuring entrepreneurs can access the finance they need regardless of where and who they are



Building the modern, green economy

financing groundbreaking solutions to climate change and helping smaller businesses transition to net zero so they thrive in a green future



Reducing regional imbalances in access to finance

Among our objectives, we target the creation of a more diverse finance market for smaller businesses – particularly through identifying and helping to reduce regional imbalances in access to finance.

£910m

Finance deployed during 2021-22 through the British Business Bank across the UK's regions and nations – outside London.

83,000

Non-London businesses supported by the British Business Bank's core finance programmes.

Life sciences finance opportunities include:

- **Region and nation funds (current)**

- **Region and nation funds (new)**

- **Future Fund: Breakthrough**

- **Life Sciences Investment Programme**



Our current regional funds

● **£500m Northern Powerhouse Investment Fund (NPIF)**



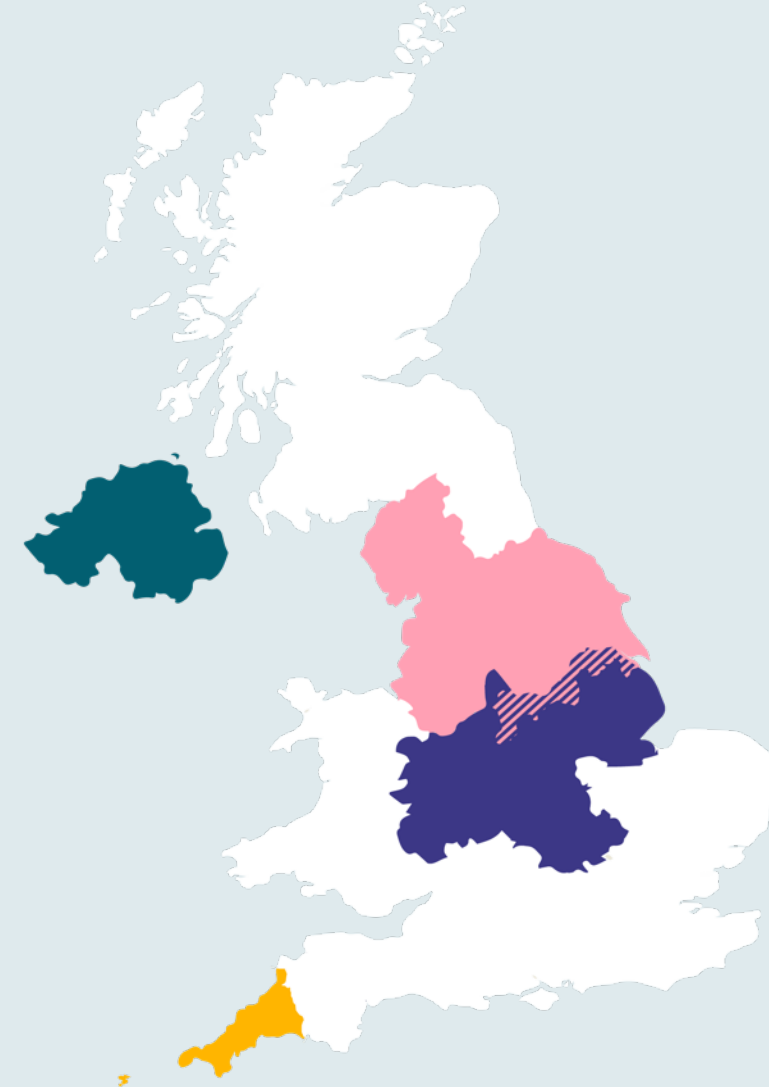
● **£300m Midlands Engine Investment Fund (MEIF)**



● **£40m Cornwall and Isles of Scilly Investment Fund (CIOSIF)**



● **£30m Northern Ireland Growth Finance Fund**



Midlands Engine Investment Fund (MEIF)



Delivered by British Business Bank
Financing growth for Midlands businesses

£300m

Providing microfinance, debt finance and equity finance



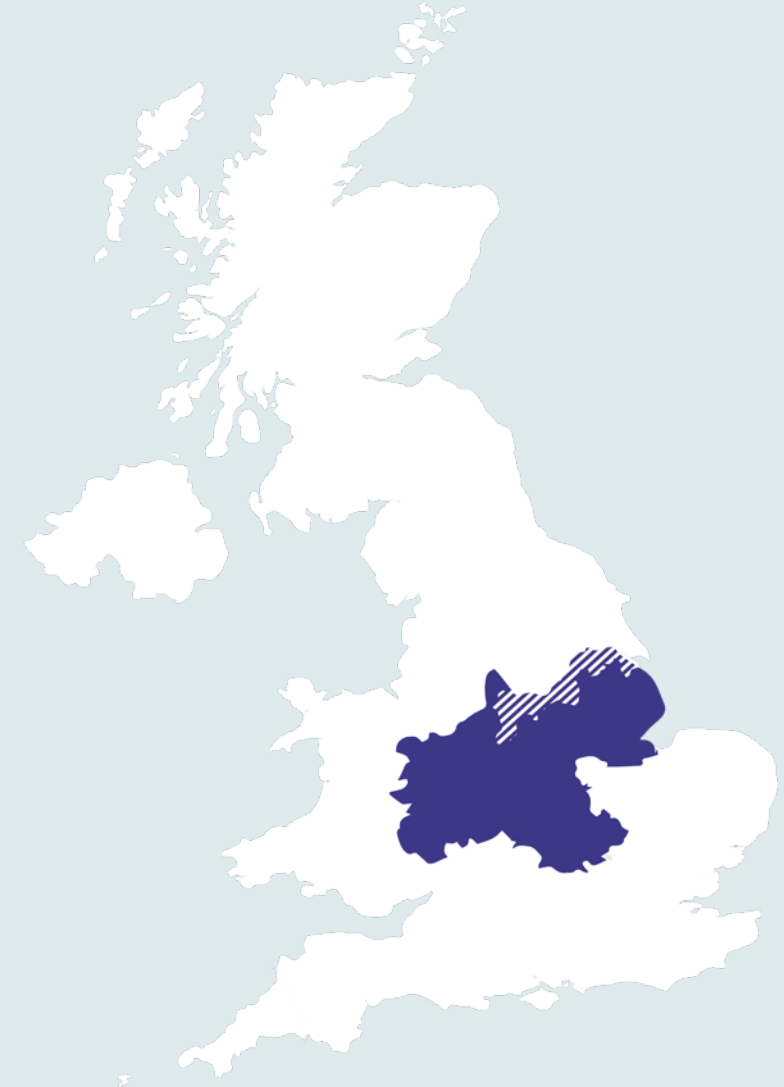
£229m in **969** investments and

invested in over **648** SMEs



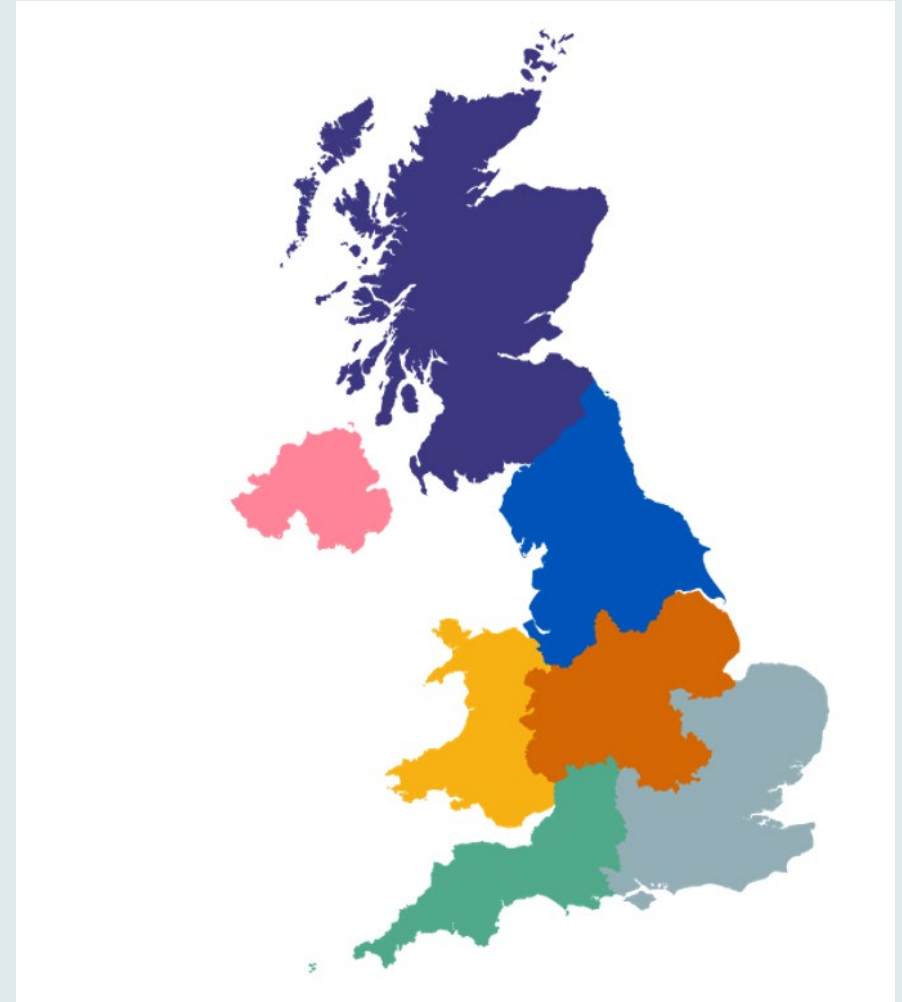
£351m

private capital invested alongside



New regions and nations funds

- £660m – North of England
- £400m – Midlands
- £200m – South West England
- £70m – Northern Ireland
- £150m – Scotland
- £130m – Wales



Future Fund: Breakthrough

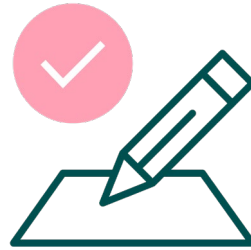
Future Fund: Breakthrough

Encourages private investors to co-invest in high-growth, innovative firms

Focused on R&D intensive companies

Minimum total investment round size of £30m

Companies must have raised at least £5m in previous funding rounds



£375m

UK-wide programme



R&D intensive

focus on British companies in breakthrough technology sectors

Life Sciences Investment Programme

Life Sciences Investment Programme

Dedicated life sciences
focus

Focus on funds providing
later-stage capital

Minimum target fund size
of £250m

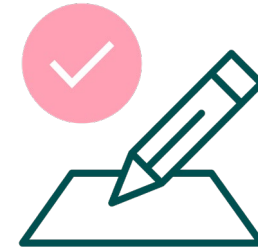
Focus on funding UK
companies

UK presence in
investment team



£200m

to make cornerstone
commitments to later stage life
sciences venture growth funds



£400m

expected to attract additional
£400m of private sector
investment - Mubadala

SV Health Investors announced as delivery partner

SV Biotech Crossover Opportunities Fund

- \$48.6m (cornerstone) committed by British Patient Capital through the Life Sciences Investment Programme
- Additional commitment from Mubadala Investment Company
- Targets growth-stage, biotechnology companies developing transformative therapies.
- Portfolio includes Bicycle, Quell, EyeBio.



UK Network

Local British Business Bank experts based in every English region and Devolved Nation.

Strengthening Bank relationships across the UK to help smaller businesses access finance.

Collaborating with business advisers, associations, intermediaries, investors, and more to:

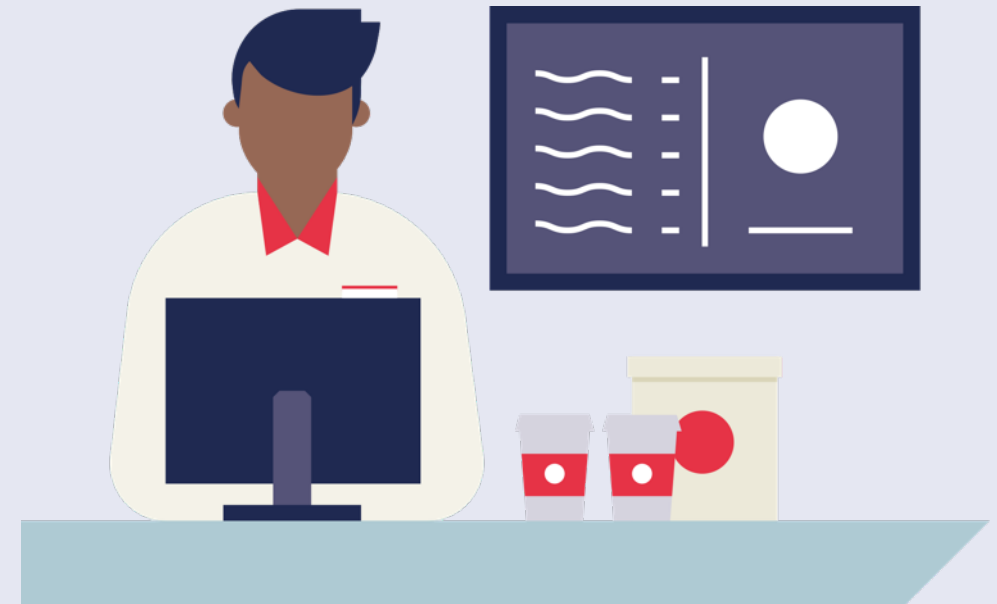
- **Understand** local, region and nation insights.
- **Share best practice** across the UK.
- **Strengthen** local finance ecosystems.



The Finance Hub

Our Finance Hub has been built to help businesses understand and find the finance options best suited to their business, to enable them to survive, prosper and grow

www.british-business-bank.co.uk/finance-hub/



Thank you

Contact details

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07810 054221

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Dr Helen Compton

**Stakeholder Engagement Manager
NIHR Coordinating Centre**



Available NIHR MedTech funding



Dr Helen Compton

Stakeholder Engagement Manager, NIHRCC





NIHR's mission is to improve the health and wealth of the nation through research

NIHR services for innovation

**Access to
expertise and
facilities**

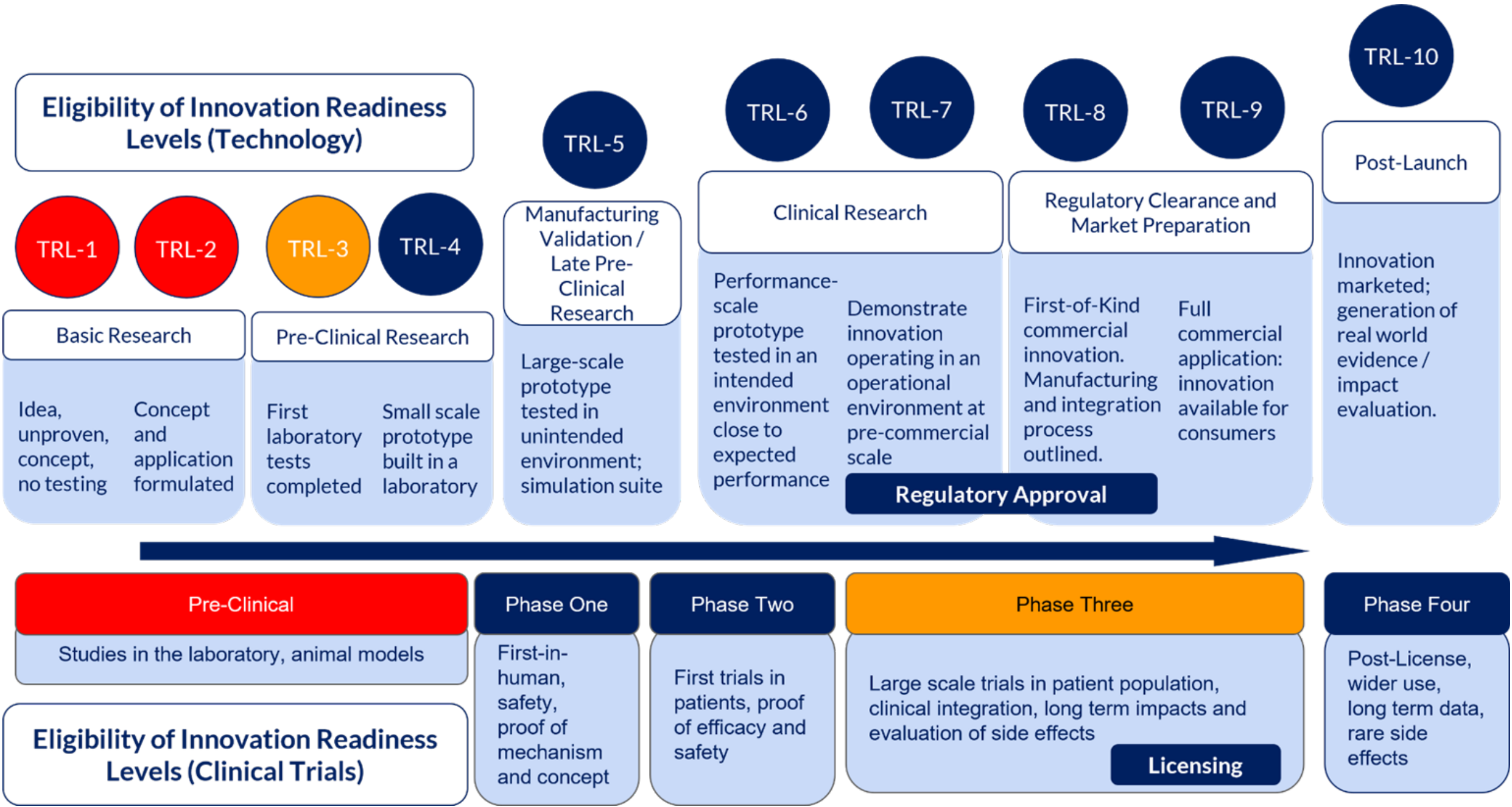


**Support to set up
and deliver trials
in the NHS**



**Funding for
research**





Eligibility of Innovation Readiness Levels (Technology)

TRL-1
Basic Research

Idea, unproven, concept, no testing

TRL-2

Concept and application formulated

TRL-3
Pre-Clinical Research

First laboratory tests completed

Small scale prototype built in a laboratory

TRL-5

Manufacturing Validation / Late Pre-Clinical Research

Large-scale prototype tested in unintended environment; simulation suite

TRL-6

Clinical Research

Performance-scale prototype tested in an intended environment close to expected performance

TRL-7

Demonstrate innovation operating in an operational environment at pre-commercial scale

TRL-8

Regulatory Clearance and Market Preparation

First-of-Kind commercial innovation. Manufacturing and integration process outlined.

TRL-9

Full commercial application: innovation available for consumers

TRL-10

Post-Launch

Innovation marketed; generation of real world evidence / impact evaluation.

Regulatory Approval

Pre-Clinical

Studies in the laboratory, animal models

Phase One

First-in-human, safety, proof of mechanism and concept

Phase Two

First trials in patients, proof of efficacy and safety

Phase Three

Large scale trials in patient population, clinical integration, long term impacts and evaluation of side effects

Licensing

Phase Four

Post-License, wider use, long term data, rare side effects

Eligibility of Innovation Readiness Levels (Clinical Trials)

Invention for Innovation (i4i)

is our translational research
funding programme for
medtech innovations





The i4i funding programme is designed to support your R&D

i4i funding



Dedicated medtech funding programme



Assessment by technical, clinical & commercial experts



Uncapped awards with 100% funding



Due diligence throughout assessment process



Academic, clinical or SME lead



Exposure to early-stage investor community

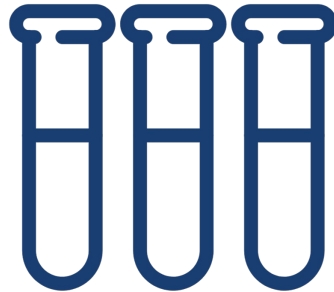


Proactive risk and impact monitoring

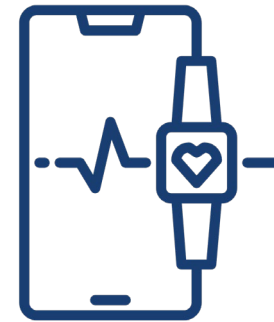
i4i funds breakthrough technologies and de-risks projects for follow-on investment



Medical devices



In vitro diagnostics



Digital Health and Artificial
Intelligence Tech

Key requirements are:

Proof-of-concept

i4i funding programme

Adoption



Demonstrated proof of concept



Clear pathway to adoption and commercialisation



Lead applicant based in England

i4i has three funding streams to support your road to adoption

Proof-of-concept

i4i funding programme

Adoption

Product Development Award



Prototype development and early stage clinical evaluation of devices and technologies

Challenge



Market ready disruptive medtech improving outcomes for NHS patients

Connect – SME led



Upper funding limit of £150,000

6/
12

Shorter term projects lasting between 6 and 12 months



Medical devices, in vitro diagnostics and Tier C digital health tech



Helping SMEs to reach the next stage and apply for further funding



Researcher led, with no specified topics for research

PDA & Challenge



No upper funding limit, costs must be fully justified



Addressing the translational gap, generating evidence in real-world settings



Collaborative projects led by SMEs, NHS providers or Higher Education Institutions

24
36

Projects lasting a minimum of 24 and a maximum of 36 months



i4i Pilot Scheme

Funding at the Speed of Translation (FAST)



Rolling call with no submission deadline



Funding a single activity or filling a specific evidence gap

£15k
-
£50k

Applications between £15k and £50k



What makes a good i4i application?

Elements to include

- Proof-of-concept
- Project plan
- Team
- NHS adoption strategy
- IP & commercial strategy

Things to consider

- Value for money
- Clinical need
- Patient benefit
- Patient & public involvement

Open now: Innovation for Substance Abuse Healthcare

Addiction Mission: Innovation for Treatment and Recovery (AMI) Awards

- **Funding for innovative digital, MedTech, and pharmaceutical interventions that support treatment and recovery for people with opioid or cocaine addiction.**
- £10m fund from the Office of Life Sciences and the NIHR invention for Innovation (i4i) Programme
- Proposals up to 36 months in duration with no upper funding limit
- Open to any organisation that is a UK Legal Entity

Opened
31 May 2023



Innovation Fund to Reduce Demand for Illicit Substances (RDIS) Phase 2

- **Funding for projects that address demand for recreational drugs leading to reduced drug use and dependency.**
- Phase 2 of a three-phased call. Phase 2 focuses on the evaluation of your innovation. Phase 3 will focus on implementation.
- funded by the Department of Health and Social Care (DHSC) in partnership with the Joint Combating Drugs Unit (JCUD)
- Proposals up to 12 months in duration for up to £500k
- Open to any organisation that is a UK Legal Entity

Opened
24 May 2023



Future i4i funding dates

Key Dates

PDA Call 26		Challenge 15		Connect 8	
Call Launch	12 April 2023	Call Launch	12 April 2023	Call Launch	6 December 2023
Stage 1 deadline	23 May 2023	Stage 1 deadline	25 May 2023	Stage 1 deadline	10 January 2024
Shortlisting outcome	19 July 2023	Shortlisting outcome	20 July 2023	Shortlisting outcome	1 February 2024
Stage 2 deadline	20 September 2023	Stage 2 deadline	20 September 2023	Stage 2 deadline	29 Feb 2024
Committee presentation	21-22 November 2023	Committee meeting	23 November 2023	Committee meeting	14 March 2024
Committee decision	December 2023	Committee decision	December 2023	Committee decision	April 2024
<u>NEXT launch</u>	<u>OCTOBER 2023</u>	<u>NEXT launch</u>	<u>OCTOBER 2023</u>		

Other NIHR research programmes supporting MedTech

In simple terms:



The EME Programme

- The EME Programme funds studies evaluating interventions that have the potential to make a step-change in the promotion of health, treatment of disease and improvement of rehabilitation or long-term care. Within these studies EME supports research to improve the understanding of the mechanisms of treatments.
- EME primarily supports clinical trials and studies to definitively test the efficacy of interventions in a defined group, where there is a signal of an effect in that population.
- The EME programme is co-funded by the MRC and NIHR.

Efficacy and Mechanism Evaluation (EME): eme@nihr.ac.uk



**No maximum cost
(to be justified)**



**No maximum
duration**

The HTA Programme

- The HTA Programme supports research that is immediately useful to patients, clinical practice, and policy or decision makers. HTA research is undertaken when evidence exists to show that a technology can be effective. It may already be in use in the NHS.
- HTA studies are typically large and pragmatic. They seek to establish the clinical and cost-effectiveness for the NHS in comparison with the current best alternative(s).

Health Technology Assessment (HTA): htafunding@nihr.ac.uk



No maximum cost
(to be justified)



No maximum
duration

23/57 Efficacy and Mechanism Evaluation (EME) Programme Researcher-led

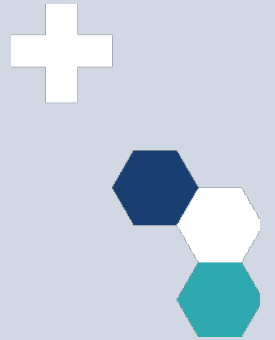
The Efficacy and Mechanism Evaluation (EME) Programme is accepting stage 1 applications to their researcher-led workstream.

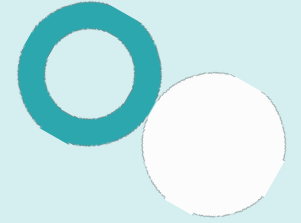
- Closes: 22 August 2023

23/63 Health Technology Assessment Programme researcher-led (primary research)

The Health Technology Assessment Programme is accepting Stage 1 applications to their researcher-led workstream.

- Closes: 30 August 2023





For funding opportunities:

- www.nihr.ac.uk/researchers/funding-opportunities
- Contact us: i4i@nihr.ac.uk





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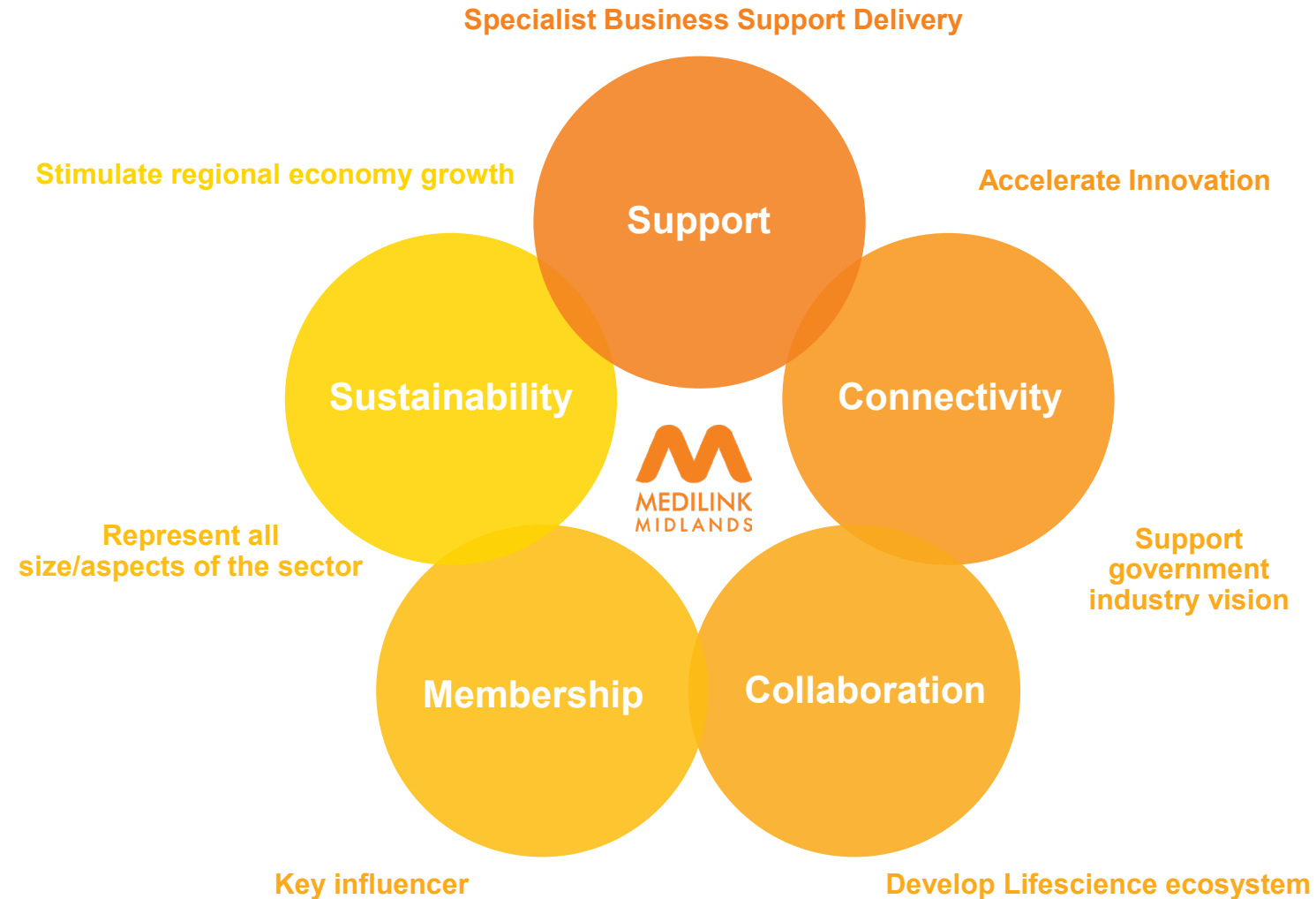
Melanie Davidson

**Interim Chief Executive Officer
Medilink Midlands**



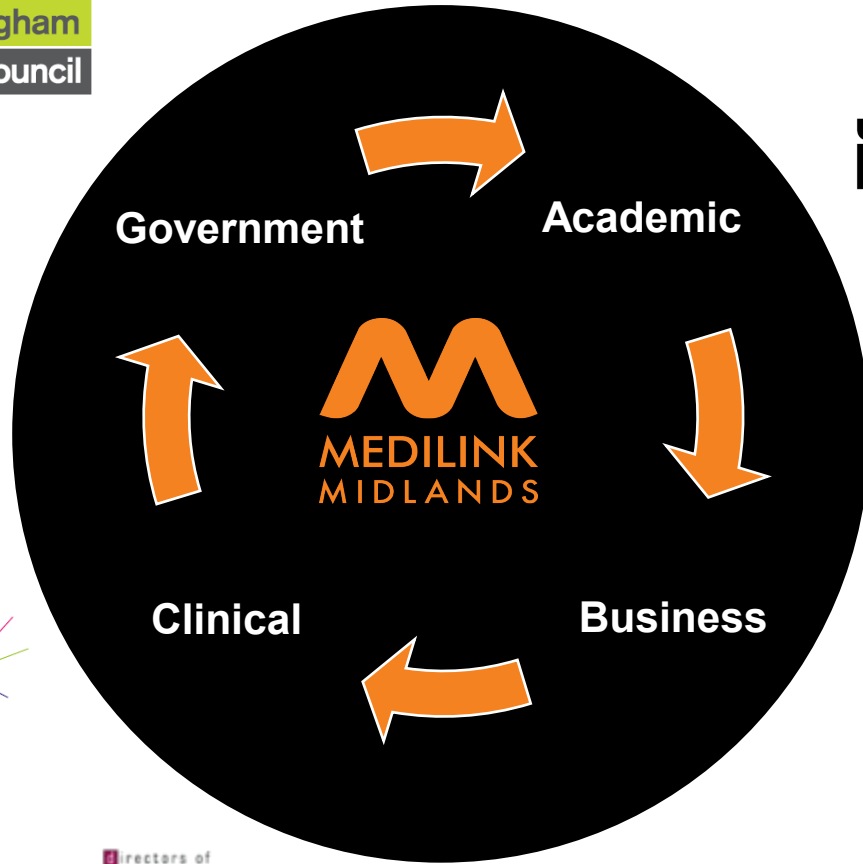
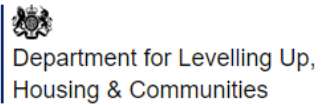
Delivering Life Science Ecosystem

Medilink Midlands is a **membership organisation with over 20 years' experience** as the region's specialist, not-for-profit provider of life sciences innovation and business support, developing clusters and ecosystems to help businesses establish, develop and grow.





West Midlands Combined Authority



East Midlands Academic Health Science Network
Igniting Innovation



ADAMSON JONES
part of Gateley



BHIB
INSURANCE BROKERS

BIRMINGHAM CITY
University

atalink
electronics



Deloitte.

edwards
Chartered Accountants

East Midlands
Academic Health
Science Network
Igniting Innovation

Gallagher
Insurance | Risk Management | Consulting

HORIBA

institute of
CODING

JENSON R+

KIMAL
delivering healthcare innovation

MILLS & REEVE
Achieve more. Together.



NIHR | Nottingham Biomedical
Research Centre

NOTTINGHAM
TRENT UNIVERSITY

ORION
PHARMA

PENNINGTONS
MANCHES
COOPER

Pioneer

Potter
Clarkson

Quotient
Sciences
Molecule
to cure.
Fast."

salts
HEALTHCARE

SCAN GLOBAL
LOGISTICS

SHAKESPEARE
MARTINEAU

TBAT
Innovation

UNIVERSITY OF
DERBY

University of
Nottingham
UK | CHINA | MALAYSIA

UNIVERSITY OF
LEICESTER

west midlands
ACADEMIC HEALTH SCIENCE NETWORK

Sector Challenges

Current barriers identified to successful development and adoption of innovative solutions within MedTech include:

Regulatory Changes

- Earlier engagement and awareness of changing landscape in the UK, EMA and FDA
- Introduction of MDR in EU and differences between FDA and changing UK definition on medical devices
- Need for responsible body within the EU
- Access to specialists and knowledge

Supply Chain Redevelopment

- Significant impact of net zero aspirations
- NHS Suppliers Net Zero by 2045
- WM2041 Carbon Neutral Challenge
- Onshoring and reducing supply chain risks
- Future will require collaboration, diversification 'pivoting' and dual sourcing

Skill demands for new growth sectors

- Region's industrial strategy 35k jobs to 75k jobs, 29,000 NVQs
- Digital health, regenerative medicine and advanced cell therapeutics
- Access to clinicians and patient support groups to test and trial innovative technologies
- Societal support challenges around MH and longer-term impact left by COVID

Finance

- Access to Finance
- Public and private sector Investment for start-ups and existing SME
- A complex and diverse purchasing and commissioning route within the NHS as perceived by outside organisations
- Payers and Governments are driving greater demands on value outcomes, many ignoring the impacts of inflation



Get in touch



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