



**INNOVATION AGENCY**  
Academic Health Science Network  
for the North West Coast



# How we support Lancashire companies to do business with the NHS



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## Getting a product to market is difficult at the best of times, and the NHS is no different.

Having a great product is only part of the puzzle. You then need to understand the NHS priorities, navigate the various and complex NHS systems and structures and find the key decision-makers to start making a real difference to patient care.

The Innovation Agency can help. We are part of the NHS and have a commercial team on hand to help you – through signposting and supporting, facilitating engagement, being an honest broker and critical friend.

In Lancashire we deliver these services in partnership with Lancaster University and Boost, Lancashire's business growth hub. We offer similar services in the Liverpool City Region and in Warrington and Cheshire.

The Innovation Agency's support for Lancashire businesses has so far delivered the following:

**32**

Jobs created



## Is your product



### Safer

You've improved on an existing idea or pioneered something new that can improve patient safety and now you just need to get your product or service approved and adopted.



### Faster

You've found a new way of working or created something that allows the NHS to operate much more efficiently, for example, reducing patient waiting and recovery times.



### Affordable

Solutions that reduce spend, provide in year savings and demonstrate a return on investment are crucial.



### Better

You're convinced that you have a product that is an improvement on what currently exists. Now you need an evaluation to validate and prove it works.

## We can help with



### Access

Sometimes all you need is a conversation with the right person to give you the steer and insight you need to move your project to the next level.



### Evaluation

Your idea might be sound; however, the NHS needs clinical evaluations before you can push a product to market.



### Commercialisation

Getting your product into the hands of the NHS requires navigating their procurement and commissioning processes.



### Adoption

The turning point for any SMEs is getting their product or service evaluated and then endorsed by clinicians, organisations and commissioners.



### Funding

There are various fees and costs associated with getting a product into the NHS. Our team can provide you with help and guidance on funding.

4 SMEs  
have secured  
funding of  
**£1.7M**



**18**

SMEs are now selling  
their products into  
the NHS



**2**

have won  
coveted  
healthcare  
awards

The Innovation Agency is part of the NHS and is one of 15 Academic Health Science Networks (AHSNs) in England, set up to support health systems to improve the health outcomes of their local communities.

We aim to maximise the NHS's contribution to economic growth by enabling and being a catalyst for change through collaboration and the spread of innovation and best practice. The Innovation Agency covers Cheshire, Merseyside, South Cumbria and Lancashire, serving a population of approximately four million residents.

We support the regional 'import and export' of healthcare innovation through our national Innovation Exchange programme. Funded by the government's Office for Life Sciences, the Innovation Exchange builds on the AHSNs' unique expertise and cross-sector connections, enabling us to identify common challenges and quickly bring together people and organisations to develop, test and spread proven innovation.

**If you have a product or service that could benefit the NHS, the Innovation Agency wants to hear from you.**

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