



The IT Health Partnership

Enabling Innovators, De-Risking Investors

**Helping health-tech innovators succeed,
de-risking and thereby encouraging investors**



WHAT APPEAR TO BE THE PROBLEMS:

Innovators face challenges and difficulties that can confound, delay and scupper the best of them.

Regulation is severe and complex, making the process of compliance difficult to predict, lengthy and costly.

Several “Catch-22”s e.g. not being able to run a clinical trial until the innovation is pre-proven, which may require that it has been clinically trialled!

Trialling may require connectivity and interoperability with NHS systems, that cannot easily be afforded in terms of either time or money.

The demands of information governance and data management are considerable and require specific expert guidance to prove compliance.

Proving value of an innovation to cash-strapped and conservative providers requires specialist economic analysis – also not easily affordable.



WHAT DO WE OFFER:

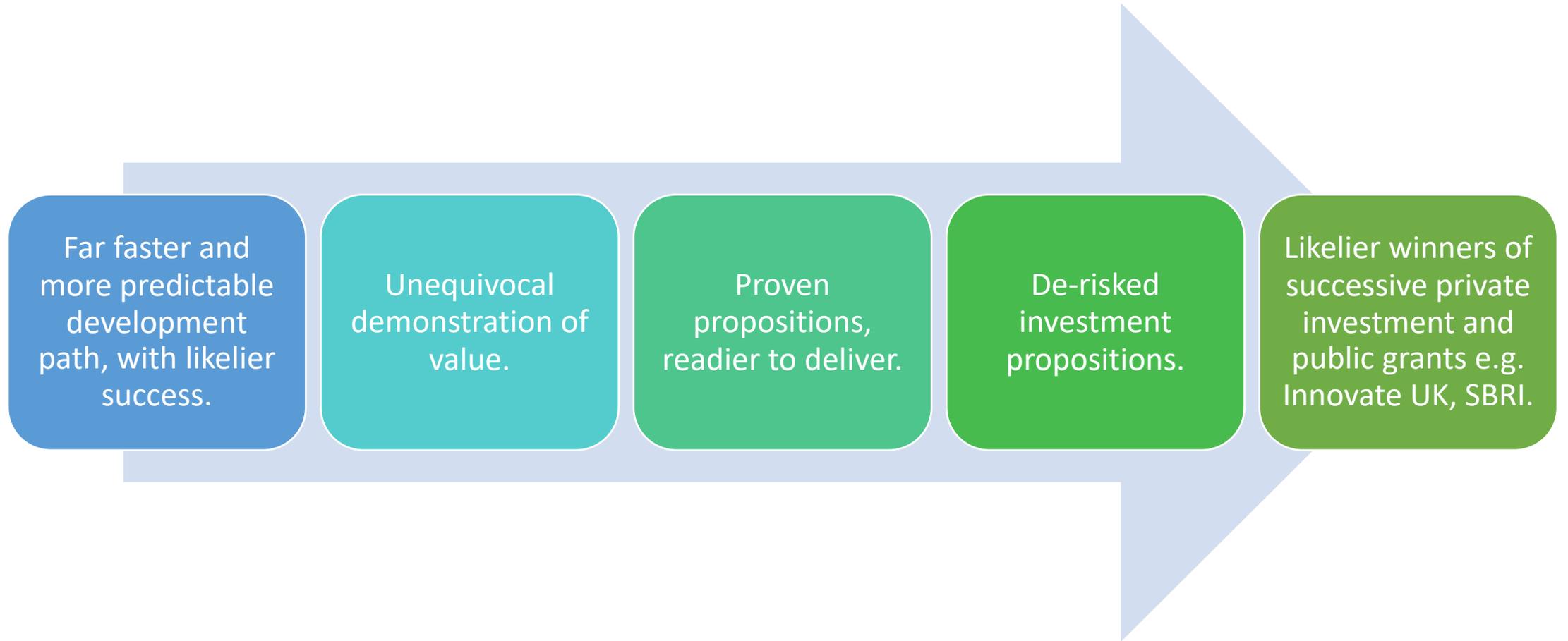
WHERE WE START: with assessment and prediction of problems and potential road blockages → a plan.



WHAT WE PROVIDE: real solutions, many of which will have been unaffordable to a small innovating business, but which we have made repeatable and far more affordable.



THE OUTCOMES:





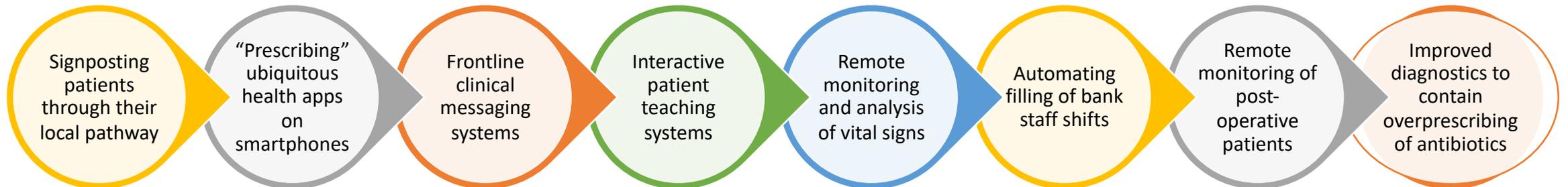
INNOVATION IN HEALTHCARE is happening in several areas, and many more will follow:

- **Patient self-management**, especially for people with long-term conditions. There are many examples for people with (or at risk of) diabetes, COPD, cardiovascular diseases and cancers. Self-management is of growing importance in mental healthcare also, for which Virtual or Augmented Reality (VR and AR) applications are proving especially interesting. Alongside patient self-management are innovations aimed for the use of close family members and other carers.
- **Precision medicine capabilities**, offered by advanced diagnostics and treatment planners and genomic assessments. While mainly aimed at healthcare providers, many also offer opportunities for patient involvement via self-assessment and self-monitoring. A common aim of precision medicine is to predict unaddressed need and therefore to avoid or proactively manage such need.
- **Integrated care**, avoiding the many present gaps and breakages in healthcare processes. Integrated information that is shared among care providers and payors or commissioners is vital, yet so difficult to attain across all forms of health and social care. Difficulties owe to lack of common technical standards, but also heightened by new regulations (e.g. GDPR) and professional and personal concerns.



Successful innovation does not always take the form of Big Ideas and small nudges can play a huge part in establishing momentum.

There are a myriad of smaller ideas that, cumulatively, are making a big difference, for example:





Why IT Health Partnership:

- IT Health Partnership has considerable track record among our 20 Partners, supported by a specialist Associate team. Between us, we have worked in every sector of health and social care, public and private sectors, maximising the opportunities of both health-tech buyers and suppliers to secure maximum benefits to our health and care system. We are well-connected in the market.
- Our Partners' experience includes: CEO, marketing strategists and non-executive directors in health-tech SMEs, recognised assessors to the SBRI and Innovate UK programmes advising on propositions and their readiness for funding support, directors of national programmes of health-tech innovation and regulation, leaders in several specific examples of patient enablement, strong links to AHSNs, spinning out new businesses from academic and research centres.