



# **NHS Innovation and Technology Payment 2018/19**

Call for Applications

## NHS England INFORMATION READER BOX

### Directorate

Medical	Operations and Information	Specialised Commissioning
Nursing	Trans. & Corp. Ops.	<b>Commissioning Strategy</b>
Finance		

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## 1. About NHS England

NHS England's primary aim is to improve health outcomes for people in England.

We set the direction and priorities for the NHS as a whole, allocate funding to England's GP-led clinical commissioning groups, and directly commission primary care, specialised services and healthcare services for offenders.

For more information please visit: [www.england.nhs.uk](http://www.england.nhs.uk)

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## **2. Introduction**

The aim of the NHS Innovation and Technology Payment (ITP) is to help deliver on the commitment detailed within the Five Year Forward View - creating the conditions and cultural change necessary for proven innovations to be adopted faster and more systematically through the NHS, and to deliver examples into practice for demonstrable patient and population benefit.

It will do this by identifying innovations where financial or procurement barriers are preventing widespread adoption in the NHS despite good evidence that widespread adoption would deliver efficiency and improve quality in healthcare.

Successful innovation or technology themes will be identified through a competitive process and NHS England will then identify ways of supporting adoption of these across the NHS, for example through introducing a reimbursement for usage or centrally procuring items.

### **3. NHS Innovation and Technology Programme overview**

#### **The programme**

- The Innovation and Technology Payment (ITP) builds on the Innovation and Technology Tariff (ITT) and aims to support the NHS in adopting innovation by removing financial or procurement barriers to uptake of innovative products or technologies.
- It is a competitive process to identify innovations and technologies that will offer the greatest quality and efficiency benefits with wider adoption.
- The ITP is looking to support medical devices, digital platforms and technologies. The programme is not suitable for pharmaceutical products or research projects.
- We aim to select a range of cost effective innovations within our budgetary confines in order to have a wide-reaching impact on patient care, and maximise learning from the programme while fostering culture change.
- The ITP programme forms part of a wider set of activities to support innovation in the NHS, led by NHS England with the AHSNs.
- The ITP is specifically focussed on low cost innovations which can deliver significant patient outcomes and savings to the NHS.
- The programme will be delivered in partnership with the Academic Health Science Networks (AHSNs), sponsors, national and international experts.
- Applicants can be from healthcare, academia, commercial or voluntary sectors.
- The implementation of any agreed payment mechanism or procurement will be operational from April 2018.
- Day-to-day support and reporting will be via NHS England's Innovation and Research Unit.

#### **Applications**

- Applicants should show that their proposed innovation or technology is cost effective and addresses a clearly identified need or problem. The case must be convincing: the innovation should focus on resolving a particular problem, either by giving a health and wellbeing or quality gain or by delivering the same quality at a lower cost.
- Applications will need to include robust evidence to demonstrate that their innovation is genuinely high impact, affordable and at the correct level of maturity and relevance for widespread diffusion. Applicants are required to detail the existing evidence that supports wider uptake of their innovation in the NHS and the likely efficiencies that could be realised as a result of this.

- The ITP will be suitable for innovations which are market ready and have been tested in the NHS, but which are ready for systematic spread across the country, with central support to overcome the barriers to wider adoption. Applicants will therefore need to describe efforts that have been made to widen adoption of their innovation in the NHS and the barriers that they and NHS organisations have encountered.
- Selection criteria will focus on the strategic fit of the innovation with NHS England priorities, the contribution to the efficiency challenge, the evidence base for the innovation and the feasibility of implementing change via the ITP.
- An understanding of current NHS England priorities can be reached by reading the Next Steps on the Five Year Forward View document (available at <https://www.england.nhs.uk/publication/next-steps-on-the-nhs-five-year-forward-view/>) or the current NHS England business plan (available at <https://www.england.nhs.uk/publications/business-plan/>).
- We welcome applications from people working either nationally or internationally in healthcare commissioning and provision, academia, industry and the voluntary sector. The applicant does not need to be the founder or creator of the innovation but will need to represent it.
- The deadline for applications is **noon on 8 September 2017**. Applicants should read the Call for Applications and Guidance Notes in full before completing an application.

#### **4. What does being accepted onto the programme mean?**

The NHS ITP programme aims to support the NHS in adopting innovation by removing financial or procurement barriers to uptake of innovative products or technologies.

The effect of the decision is to inform an innovation or technology theme, which is then incentivised via financial or procurement support. This will enable the successful applicant's product, along with any others that meet the same criteria and offer the same benefits, to be incentivised for use in the NHS.

Any payment, tariff or purchase of products will be available to the NHS from April 2018 for a period of one year, at which point the programme and themes will be reviewed.

#### **5. What types of innovation or technology are you looking for?**

##### **Types of innovation**

The ITP is looking for innovations that:

- Have demonstrated in practice – not theoretically or hypothetically – benefit to the NHS, through increasing quality, health and wellbeing and creating efficiency.

- Are at the correct phase of innovation – as such, applicants are required to show that their innovation is supported by a robust evidence base and is ready to be diffused widely across the NHS.
- Can demonstrate a return on investment could be achieved by the NHS within a timeframe of a year if the innovation was more widely taken up and diffused in the NHS.
- Currently face financial or procurement barriers to wider adoption and diffusion in the NHS that could be overcome with central financial support.
- Are low cost. This programme is targeted at innovations that can be diffused quickly and at low cost.
- Have satisfied all necessary regulatory, intellectual property and ethical frameworks within the applicant's host country.
- If the innovation is a digital product, it will need to have passed the NHS Digital Assessment Questions by the due diligence stage of the selection process, which is likely to take place in October 2017. The self-assessment against these questions can be found at <https://developer.nhs.uk/apps/>. Applicants do not need to have completed the assessment prior to applying, but it is recommended that you begin the process when applying, as innovations that are unable to meet these standards at the due diligence phase will not be accepted onto the ITP.

### **Innovation characteristics**

Applications should provide evidence of a clearly identified need or potential problem that their innovation addresses, and the potential outcomes for patients or citizens from success. It should be a significant quality or value issue that is widely relevant to healthcare in England and which helps address the strategic priorities laid out in the Next Steps for the NHS Five Year Forward View.

It is expected that applications will describe innovations which are currently in use in the NHS, either in individual organisations or geographical areas. The experiences and views of NHS organisations that have used the innovation may be drawn on as part of the selection process. It may be advisable to get support or advice from an NHS organisation using your innovation when completing the application form.

Applications should also be able to articulate the barriers and obstacles their innovation faces to more widespread adoption and diffusion in the NHS. This will include an understanding of how success on the ITP could be measured and what their aims and ambitions for diffusion are.



## **Timescale for return on investment**

We recognise that diffusion of healthcare innovation is currently slow and patchy. The ITP aims to improve and standardise this for innovations where a clear benefit can be demonstrated. In order for the programme to be most effective and flexible, innovations will need to be able to demonstrate a reasonable return on investment within the annual funding cycle. Innovations with long implementation timeframes or with a long term return on investment will not be suitable.

The opportunity for the NHS to purchase ITP innovation themes will be from April 2018 – March 2019.

## **6. Who can apply**

### **Who can apply as a lead applicant**

The lead applicant does not need to be the founder or creator of the innovation but does need to be able to represent the innovation. As the final decision does not represent a purchasing or procurement decision, applications do not need to come from the producers of an innovation or technology. NHS England may contact the lead applicant as part of the selection process.

### **Other stakeholders**

Although one person does need to be named as the lead applicant as part of the application process, other relevant stakeholders may be contacted as part of the selection process. This could include producers (if they are not the lead applicant), NHS organisations using the innovation and clinical and other experts.

## **7. What is the selection process?**

### **Selection criteria**

We will select applications that meet all the prerequisites and score highest against the agreed criteria.

The prerequisites for applying for the programme include:

- Your innovation or technology must be currently available to the NHS to buy
- Your innovation or technology must have relevant certifications to be used in the UK
  - For medical devices (traditional or digital) this is the CE mark

Applications that do not meet all of the above criteria will not be put forward for scoring.

The selection criteria that will be scored are listed below. All are weighted equally.

Criteria			
Addresses an agreed priority area of unmet need consistent with strategic priorities	Evidence	Affordability and Return on Investment	Feasibility

## How to apply

**Before applying, please read this Call for Applications, as well as the Guidance Notes which are attached as an appendix.**

Potential applicants should carefully assess whether their proposed innovation or technology meets the requirements (as detailed in section 7.1 above). Digital applicants should also review the Digital Assessment Questions at <https://developer.nhs.uk/apps/> to assess if their innovation would meet these standards if successful at the initial sifting stages.

Applicants whose proposal fits within the parameters of this programme should complete an application form; section 2 of the application form includes a screening tool which will be used to initially determine applicants' suitability for the programme. Application materials will be available on the NHS Innovation portal at <http://www.innovation.england.nhs.uk/itp> from **17<sup>th</sup> July 2017**.

The deadline for completed applications is: **noon on 8 September 2017**.

## Assessment process

Applications will be assessed as follows:

- **Screening:** NHS England's Innovation Team will screen all applications to check they meet the eligibility requirements for the programme as detailed in 7.1.
- **Sift 1:** The first sift will be undertaken by experts within the Academic Health Science Networks (AHSNs). This sift will focus on the scoring criteria. Experts will be sourced via patient networks and national clinical directors, by clinical and patient experts within AHSNs, and through the Health Foundation's College of Assessors. At least two assessors will score the innovation in line with the criteria set out in section 7.1. Only the highest scoring applications will be taken forward to the second sift.
- **Sift 2:** The second sift will be undertaken by clinicians, managers and academics and coordinated by NHS England. This sift will cover the entire application and include a validation of all the information provided in the application form and a detailed cost-benefit analysis. Clinical experts in a relevant area will be asked for their professional opinion on whether the innovation or technology would benefit from support by NHS England. More information may be requested from the applicant at this stage, as well as other stakeholders. The assessors will then make a recommendation as to whether the application should move to the final decision making panel. NHS England reserves the

right to apply a 'portfolio' approach in this competition. This is to make sure that the NHS gets the broadest benefit from the range of innovations chosen for support. Successful applications are all required to meet a quality threshold via the scoring process in Sift 1.

- **Decision-making panel:** The decision making panel will be established to review all applications that have reached the final stage and consider the resulting scores and recommendations. The panel will be co-chaired by Ian Dodge, NHS England National Director Strategy and Innovation and Dr Liz Mears, AHSN Managing Director. It will also include other National Directors and National Clinical Directors and representatives from industry and patient groups.

## Notification

Once all applications have been assessed, you will be informed of the final decision by email. If you are the lead applicant you need to let the other collaborators and partners know the decision.

Assessor feedback will be provided on applications which reached the due diligence stage of the application process. This may be several weeks after you have been notified of the decision. You will receive an email which will let you know when feedback will be ready to view.

## Key dates

Activity	Date
Open for registrations of interest	14 June 2017
Open for applications	17 July 2017
Final application deadline	8 <sup>th</sup> September 2017 (12:00 noon)
Screening	September 2017
Application sifting round 1	October 2017
Application sifting round 2	November 2017
Decision panel select final cohort	December 2017
Outcomes communicated to applicants	December 2017
Definition of ITP theme agreed	January 2018
Strategic planning period	January - March 2018
Scheme launched	April 2018

## 8. Next steps

Having read the Call for Applications in full, and if your proposal fits within the parameters of this programme, applicants should complete the application form. If you have any further questions please email [england.innovation@nhs.net](mailto:england.innovation@nhs.net)



# **NHS Innovation and Technology Payment 2018/19**

Appendix 1 - Application form Guidance Note

## 1. Before you apply

Before you apply, ensure you have read the Call for Applications alongside this Guidance Note. You need to ensure your innovation meets the essential requirements for the programme and will be asked to confirm this in the first stage of the application form. The essential requirements are:

- Your innovation must be currently available to the NHS market
- Your innovation must have relevant certifications to be used in the UK
  - For medical devices (traditional or digital) this is the CE mark

Please assess your innovation's total adoption cost before you apply. We suggest you estimate what the total use could be across the NHS during the 2018/19 financial year if the innovation was incentivised via the Innovation and Technology Payment (ITP) programme.

## 2. The application form

### Section 1 – Qualifying questions

This section asks you to select a number of answers to confirm that your innovation is suitable for consideration for the Innovation and Technology Payment. These questions are only used to confirm eligibility for the programme and to categorise applications; they will not be scored.

**Innovation Category** – Please select the category that your innovation fits most appropriately. You can only select one category. If your device could be categorised as more than one selection, for example it is a digital product that provides a service, please select the one that you feel most appropriately describes your innovation.

**At what stage is your innovation?** – You will need to confirm that your innovation is 'In Use' in terms of its development. Innovations that are not currently in use in the NHS will not be appropriate for this programme but there may be other support you can access to develop your innovation. This can be found at <http://www.innovation.england.nhs.uk/road-map>

**Has your innovation gained approval from all necessary regulatory, intellectual property and ethical frameworks in your country in order to be used?** – You will need to confirm that your innovation satisfies the above description to proceed. If your innovation is a medical device, it must have a CE mark.

### Section 2 – Applicant details

This section asks you to provide basic contact details for the lead applicant in order that we can contact you during the application process. Please note that notification if you are unsuccessful will be provided by email. This section is not scored.

## Section 3 – Innovation details

This section asks you to describe your innovation, its strategic fit for the NHS and the outcomes it has achieved. It also asks you about your major competitors with similar products and to suggest how success for your innovation could be measured via the ITP programme. This section will be scored (other than question's one and two).

- 1. Please provide the title and a brief summary of your innovation?** – Please provide the name of your product or innovation and a brief summary of what it does. This question will not be scored. Please note that the people reading your application may not be familiar with medical terminology and therefore please try and use Plain English when describing your innovation.
- 2. Please select the Next Steps on the NHS Five Year Forward View priorities that your innovation supports and detail specifically your innovation's strategic fit with current NHS strategy and objectives?** – We would recommend that you review the Next Steps on the NHS Five Year Forward View document (available here - <https://www.england.nhs.uk/publication/next-steps-on-the-nhs-five-year-forward-view/>) prior to answering this question. You can select more than one category if you feel your innovation fits in more than one theme. You will not be scored on which or how many categories you choose.
- 3. Please detail the unmet need or problem your innovation aims to address?** – Use this question to describe the need or problem that your innovation helps to address. The programme is looking for innovations that address unmet needs or problems within the NHS.
- 4. Please describe the health outcomes your innovation has delivered for patients, with details of the supporting evidence from pilots or trials conducted and any awards received** – If you have evidence independently available, we would recommend you copy and paste links into this answer. You can also make reference to documents that you upload at the end of the application form. We are particularly looking for evidence of outcomes that have been delivered in the NHS, although outcomes in other health systems are useful as well.
- 5. Please describe the value for money your innovation delivers for the tax payer including details of return on investment, overall savings, and timeframes for savings to be released?** – This question specifically relates to the NHS and asks you to describe what efficiencies and savings the NHS has been able to make as a result of using your innovation and how this could potentially be scaled up through wider adoption of your innovation. Please detail return on investment on an annual basis, and include detail of how you have calculated any overall financial figures. If you wish, you could also copy and paste links into this answer. If you have a health economic impact assessment for your innovation, we strongly suggest you upload this at the end of the application form.
- 6. Please detail your major competitors and how your innovation compares with the current competition?** – This question is asking you to assess what other similar products are available to the NHS and why your innovation is different. This information will purely be used for the assessment process and will not be shared with anyone else.

- 7. How could the success of your innovation in the Innovation and Technology Payment programme be measured (e.g. extent of diffusion, improvement of patient outcomes, cost savings)?** – You need to demonstrate that you have thought about how the ITP programme could help the adoption of your innovation across the NHS and how this success could be measured. Success could be measured in a number of different ways, but will need to be measured in benefit to the NHS – i.e through benefit to patients, health and wellbeing, safety or financial efficiencies. Success should not be measured in uptake alone although this could be suggested as one measure.

## Section 4 – Adoption details

This section asks you to describe the current adoption and diffusion of your innovation across the NHS and the barriers you believe it is facing to further adoption. This will help people reading your application to understand whether the ITP programme is right for your innovation.

- 8. Please detail the progress made to date in the adoption of your innovation. Please include, for example, and as appropriate, details of whom you have engaged, current adoption sites, details of who is buying or commissioning your innovation, with a particular focus on NHS use?** – Please be as specific as possible in answering this question. You should name NHS organisations that have tried or are using your innovation.
- 9. Please state your diffusion ambition and projections for your innovation – the intended users, adoption sites and geographical coverage, etc.** – This question is to help people reading your application to understand what potential spread, and therefore benefit, your innovation could have across the NHS. Please describe what types of organisations, departments or people could use your innovation. The ITP programme is looking to see some return on investment within a year and therefore you will need to be realistic about what could be achieved in this timeframe.
- 10. Please describe any specific barriers and challenges to your innovation, apart from NHS funding and support.** . – If you have had feedback from the NHS about why they are not using your innovation, please describe that here.

## Section 5 – Additional supporting information

- 11. Is your innovation currently receiving support from any other innovation programme?** Please provide details of the programme you have received support from if applicable. Please note that during the latter stages of the selection process, we may contact representatives from other NHS supported innovation programmes in order to assess whether this innovation is right for the ITP programme. This answer will not affect the initial scoring of your application.



**12. Provide names and contact details of all NHS organisations supporting this application and their specific role.** If you have been working with individual NHS clinicians or organisations to develop, test or diffuse your innovations, please list them here. Please check they would be happy to receive contact from NHS England to discuss this innovation and its use in the NHS. This answer will not affect the initial scoring of your application.

**13. Please use the upload button in the top right hand side of this page to add any economic impact assessments, independent evidence or articles which support your application (limit of 2 uploads).** You do not have to upload documents here if you do not wish to. Please prioritise independent evaluations or evidence about your innovations, as opposed to internal or promotional documents.