

GM AHSN Momentum Fund – Guidance Notes



INTRODUCTION

The GM AHSN Innovation Funds have been established to support the introduction and adoption of needs-led, evidence-based innovations into our healthcare system within the GM AHSN footprint. This will improve the health of our citizens and also promote economic development and wealth creation through the growth of local businesses and jobs.

The **Momentum Fund** is specifically designed to provide funding support to help SMEs with innovative products or services accelerate progress to significant milestones. These innovations should be focused on GM AHSN priority areas (see below) and must be either market ready or close to market ready. Applications will be welcomed from SMEs; this includes those collaborating with NHS, Academia or other industry partners. Priority will be given to Greater Manchester based SMEs including inward investment companies who have a base in the GM area.

All applications must include evidenced involvement from an NHS or Social Care organisation from within GM AHSN's footprint

ELIGIBILITY

Applicants must apply using the Innovation Nexus portal <http://gmahsn-colab.fluidreview.com/> SMEs are advised to complete an Innovation Nexus business support enquiry (via the same link) prior to applying to the Innovation funds. Those who have previously engaged with the Innovation Nexus Business Support team should go directly to the funding application. Other types of applicant are not required to take the step.

GM AHSN will prioritise support to SMEs operating within Greater Manchester, East Lancashire and East Cheshire with innovative products or services that fit within the GM AHSN's current clinical priority areas. Consideration will also be given to companies from outside the GM AHSN footprint wishing to work with GM AHSN member Trusts and CCGs, e.g., for trials/evaluations.

GM AHSN's current clinical priority areas

Primary priorities

- cardiovascular health
- patient safety (esp. medication error)
- informatics/digital health

Secondary priorities

- atrial fibrillation
- cancer prevention
- chronic kidney disease
- dementia care & mental health
- familial hypercholesterolaemia
- EPaCCs (end of life care)
- orthopaedics

AWARDS

The **Momentum Fund** has a total of up to £160,000 available this year. Applicants may apply for funding up to a maximum value of £25,000 (inc. VAT).

Projects funded will typically last 6-12 months and will be monitored against agreed milestones and outputs.

Applications for matched funding are welcome such as when part funding has been secured from another source but requires matched funding.

Any funding awarded will be held on account by GM AHSN Ltd and drawn down as required and on achievement of appropriate progress against the proposed work plan.

WHAT CAN THE FUNDED SUPPORT COVER?

Funded support allocated by GM AHSN Ltd can be used to pay for anything that is clearly related to advancing the innovative product/service, including the following:

- Market research
- Evaluation of an innovation (e.g. bench or clinical testing) including application for MHRA approval to conduct a clinical trial
- Third party professional fees (e.g. project management, health economic analysis)
- Activities that will enable early stage revenue generation (e.g. limited production and sales, business plan development)

The funding cannot be used for:

- Retrospective costs
- Capital costs
- Normal business costs (e.g. legal and financial fees will not be deemed eligible industry costs)

Please note that there is a general expectation that SME applicant's direct costs will not exceed 20 per cent of the total funding requested unless there is a very strong justification for a higher amount. There must also be clear demonstration of a contribution from the applicant in terms of leveraged funding and/or resource.

COMPLETING AND SUBMITTING YOUR APPLICATION

Applications will only be accepted via the GM AHSN Innovation Nexus portal <https://gmahsn-colab.fluidreview.com/>. SME applicants should consult with a member of the Innovation Nexus Advice Team before completing the application form; this is also done via the Innovation Nexus portal. Those who have previously engaged with the Innovation Nexus Business Support team should go directly to the funding application.

If you have any queries prior to submitting your application or you require advice as to which fund is most appropriate for your needs, email the Innovation Nexus team at IN@gmahsn.org

There is a two part application process. The initial proposal is open to all applicants. This will then be reviewed and shortlisted applicants will be invited to complete the final proposal. Your application must be counter-signed by an authorised signatory for your organisation/company/NHS or academic department (e.g. CEO, MD, FD, department head).

The questions that you are required to answer on the **Momentum Fund** application form are listed below.

MOMENTUM

INITIAL PROPOSAL QUESTIONS

a) Summary of Initial Proposal

Prepare a summary of the initial proposal. This will introduce reviewers to your application. Ensure that your innovation, project and how you intend to spend the award are clearly presented. This is the first question on the application however you may want to complete this section after you have written the rest of the application.

b) Summary description of innovative product/service:

Provide an overview of the innovative product/service including its key benefits. Provide information that will help to clarify how the product/service will fit within the existing healthcare system.

c) What problem does the innovation solve? Describe the clinical need for this product:

How would the product/service be used, when in the patient journey, and by whom? Does it fit into any existing care pathways/packages? Is there any relevant NICE guidance? Include the magnitude of the clinical problem (incidence, medical impact, cost of the problem, underlying trends.)

d) Current status of the innovation:

What stage of development is the innovation at? Is it, for example, a concept, in development, prototype, undertaking research/evaluation or market ready?

e) Intellectual Property (IP) status:

Tells us who owns the IP and whether you need access to any background IP to carry out the work. How will the IP be protected?

f) Relevant publications:

Is there any published information or are there any references about your innovation, its use or testing?

g) Total fund requested £:

State the monetary value of the support that you are requesting from the GM AHSN **Momentum Fund**. Applicants may apply for funding up to a maximum value of £25,000 (inc. VAT).

h) Other contributions to the project/leveraged funding:

Detail other sources of funding or in-kind contributions to be used in the project or any other funding that you may have applied for.

i) Aims and objectives of the proposition:

Outline what you intend to achieve if this application is successful. Include a summary of how the money will be spent. This will take the form of an outline breakdown of the budget for the project which can be refined if you proceed to the final stage application.

j) Expected long-term outputs:

GM AHSN has a remit to improve local population health and boost economic wealth. Outline the projected long-term outputs that would result from a **Momentum Fund** award at this stage. Please include an explanation of the significance of this support to the development of your innovation.

FINAL PROPOSAL QUESTIONS (SECOND STAGE APPLICATION BY INVITATION ONLY)

a) Full proposal summary:

Please provide a high level summary of the full proposal. Ensure that your innovation, project and how you intend to spend the award are clearly presented. This may be similar to the summary provided in your initial proposal; it may also include further detail from the final proposal. This is the first question on the application however you may want to complete this section after you have written the rest of the application.

b) How will the funding be used? Include a project plan with a timeframe for completion of work and details on who will complete the work:

Provide an outline project plan with timescales for reaching key milestones. This can be in the form of a Gantt chart or another chart/table and can be submitted in addition to your outline as an attachment. Please provide Gantt charts either as an image within a Word file or as a PDF attachment. Microsoft Project files will not be accepted.

c) Team/Partners involved in the project:

Please use this section to provide details of your team. Lead applicant can be any type of partner but it must be clear who other partners are, their position/title/organisation and geographic location. Projects will be judged on their strength of engagement with academic, NHS and Industry partners.

Note that NHS partners must be working within (and on behalf of) a GM AHSN footprint NHS organisation and a letter confirming their willingness to participate and/or their support of the individual project partner's involvement in the project must be attached in the appendices.

d) How does your innovation fit within the current healthcare system? How is it an improvement upon other solutions that are available?

How does your innovation improve the way care is provided? You could include costs savings, market size, impact on readmissions/death rate/care quality/competitor information.

e) Implementation pathway and next steps:

How will the innovation be progressed once the work is complete? Provide an outline plan for next steps/implementation following the completion of the proposed work.

f) Managing challenges within the project and identify potential future barriers to adoption:

Outline any anticipated challenges and problems envisioned and the ways in which your team will address these. Include potential future barriers to adoption within the context of the Greater Manchester healthcare system; understanding of this may vary depending on the stage of development of the innovation.

g) Will the proposal require ethical or regulatory approvals?:

If you answer yes you will be expected to explain how you will manage these during the project and demonstrate that you have considered how they may affect the timescale of the project.
