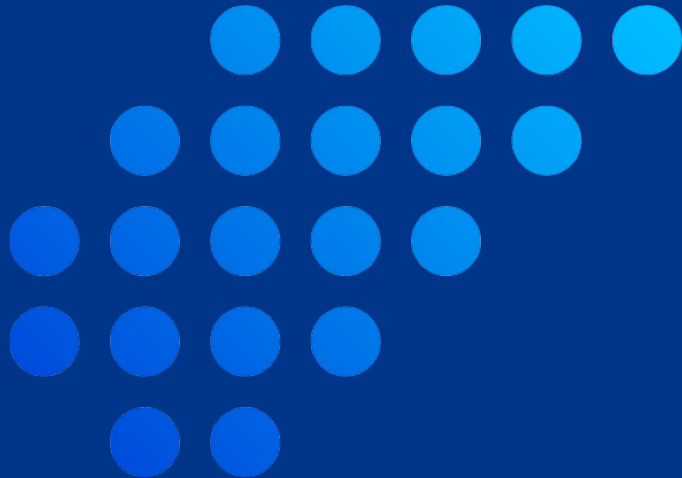




InnoScot  
Health

Accelerating ideas that  
transform healthcare

# INNOVATOR GUIDE





# A STEP-BY-STEP INTRODUCTION TO OUR INNOVATION PROCESS

InnoScot Health has been working in partnership with NHS Scotland for over 20 years to **inspire, accelerate, and commercialise** impactful healthcare innovations.

Welcome to our Innovator Guide. We hope you find it useful as a bitesize introduction to InnoScot Health, our innovation process, and how to get in touch. You will find interactive elements throughout including arrows that take you immediately to the sections you want, as well as embedded videos and links to our website to learn more - simply hover over the buttons and click.

**BRINGING YOUR IDEA TO LIFE**

**EVALUATING**

**PROTECTING YOUR INNOVATION**

**ENSURING CONFORMITY**

**FUNDING**

**DEVELOPING**

**COMMERCIALISING**

**SUCCESS STORIES**

**FURTHER INFORMATION** > 13

**What We Do**

Encouraging innovative ideas from health and social care staff

Watch Video >

## BRINGING YOUR IDEA TO LIFE

People working within health and social care are ideally placed to spot opportunities, solve problems, and identify ways to make things better. InnoScot Health work with innovators across NHS Scotland to translate ideas and innovations into viable products that improve patient care.

Depending on the nature of your project and its ability to successfully meet our selection criteria, InnoScot Health will progress it through our innovation pathway:

YOUR IDEAS    EVALUATING    PROTECTING    CONFORMING    FUNDING    DEVELOPING    COMMERCIALISING

We know time pressures can be one of the biggest barriers to bringing an idea or innovation forward. InnoScot Health uses years of experience to guide health and social care staff through the entire development process, which may otherwise be impossible to balance with clinical and personal commitments.

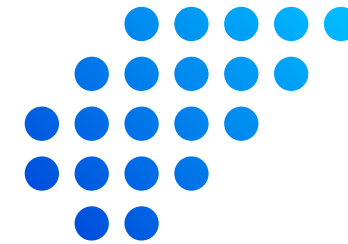
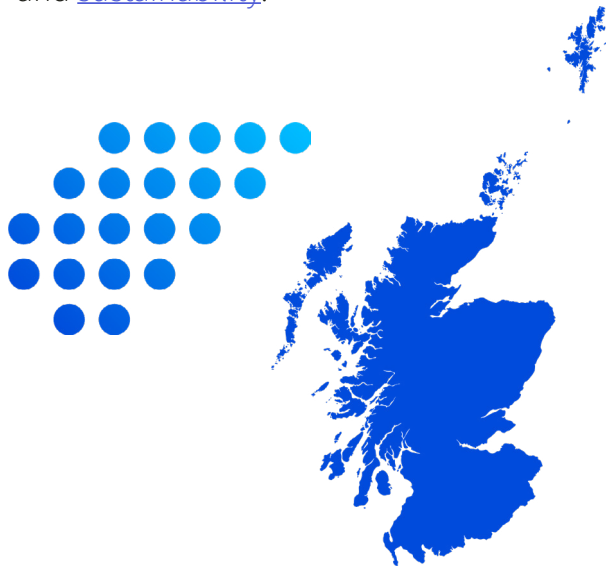
Due to the inherently unique nature of each innovation, the pathway process is bespoke for each project. You can discuss this pathway further by talking to our experts.



## BRINGING YOUR IDEA TO LIFE

InnoScot Health has received and evaluated over 2000 innovative ideas to date, successfully accelerating a range of medical devices, products, and technologies for use in hospitals, care homes and on-scene emergency settings, both in Scotland and around the world.

With an onus on transformation in mind, InnoScot Health has issued a succession of [innovation calls](#) to target areas of specific need, creating a strong pipeline of exciting NHS ingenuity, most recently in the areas of [pregnancy and perinatal](#), [ophthalmology](#), and [sustainability](#).



“ We welcome innovation from all levels of the NHS and encourage ground-breaking thinkers to come forward. Putting forward your idea for consideration can be daunting, but it does not have to be that way.

Fiona Schaefer,  
Innovation Manager

### Ready to submit your idea?

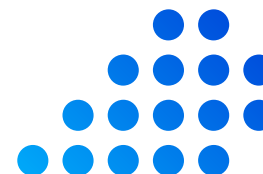
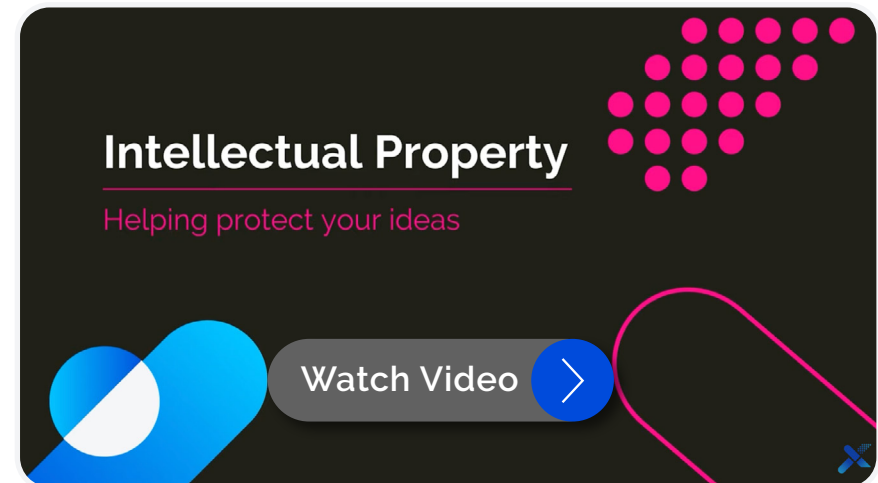
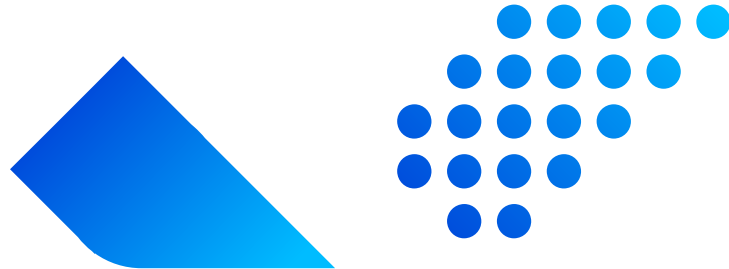
Our submission form is simple and can be completed in less than 10 minutes. It is the first simple, but important step, in the process of developing your idea into a new innovation to improve health and care.

## EVALUATING YOUR INNOVATION

Ideas are evaluated by InnoScot Health in the same way whether they are big or small, a product, service, or care pathway.

The common theme is that, in order to be successful, there must be a market and demand for the product or service; the idea must be novel, better, or more efficient than existing options; and it must be technically and financially feasible.

The biggest consideration for whether your idea could be a commercial success will be the market for any proposed new product.



## PROTECTING YOUR INNOVATION

Without intellectual property (IP) protection of something you have created, anyone – regardless of permission – can copy that idea. Anything of commercial value should be kept secret and protected as soon as possible. Protecting the IP rights of the NHS is one of the cornerstones of InnoScot Health's service offering.

InnoScot Health has protected over 250 NHS Scotland inventions and will guide you through the process. There are four common options for IP protection:

**Trademark** – protects your brand including your logo, company name or product name

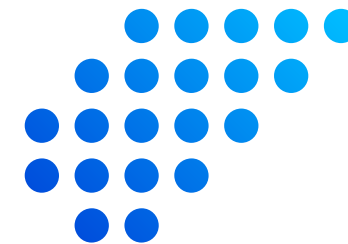
**Copyright** – includes text, code, artwork, and photography

**Registered design protection** – covers the visual appearance of your invention such as shape, colour, form and aesthetic

**Patent** – protects novel aspects of how your device or technology works stopping others from copying

“ Securing IP rights means you are recognised as the creator of a piece of original, creative work - say, an invention or design - that has been successfully developed and can be owned in the same sense as physical property.

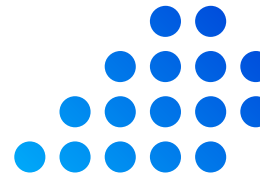
Leigh Mair, Innovation Manager



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Intellectual  
Property: Protecting  
Your Innovative  
Idea with  
InnoScot Health

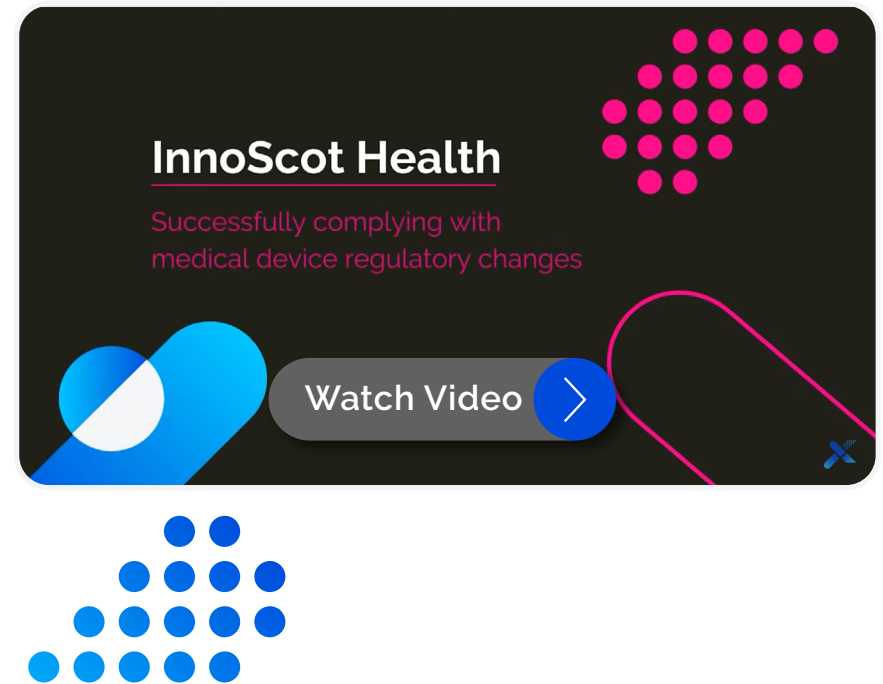
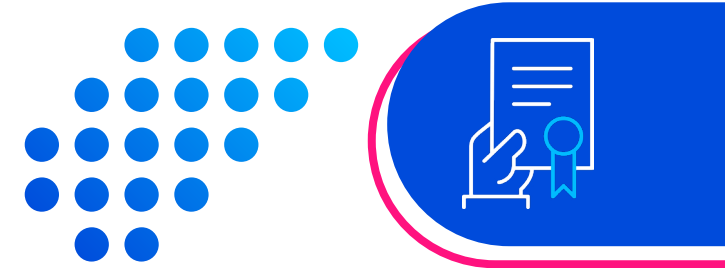


## ENSURING CONFORMITY FOR YOUR INNOVATION

Medical devices and diagnostics play a key role in delivering new products that benefit the NHS, the economy and above all, patients. InnoScot Health has a strong record of protecting the interests of NHS Scotland. The organisation also operates an ISO 13485:2016 quality management system harmonised to the Medical Device Directive.

InnoScot Health's consultancy, training, and advice is available to all NHS health board innovators, plus companies or universities working in partnership with NHS Scotland, to develop medical devices.

We ensure awareness and compliance with legal responsibilities and support the design and development of products under an accredited regulatory framework.



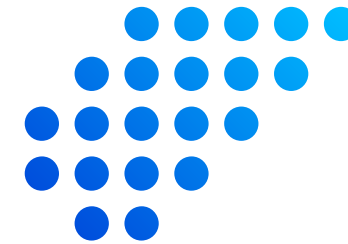
## FUNDING YOUR INNOVATION

InnoScot Health provides expert funding advice. Our strategic positioning as a commercial interface between the NHS and the healthcare investment community is unique. We bring well-developed innovations of substance and scale to the market, achieving the dual benefits of improving patient care and stimulating economic wealth.

On meeting our established criteria, InnoScot Health will fund your innovation through the process of research, development, and commercialisation. There will be occasions where outside funding will be necessary to make sure an innovation reaches its full potential, and development of concepts and prototypes can be accelerated.

**“ InnoScot Health has over 20 years of experience and we believe that our ability to bring innovations to market in investor-ready form is of significant value.**

Gillian Henderson,  
Head of Project Management

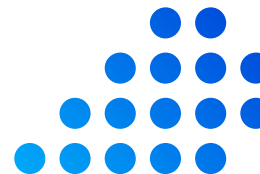


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**UK MedTech  
Funding Support  
with InnoScot Health**

12 - 12.45pm  
Wednesday 29 March





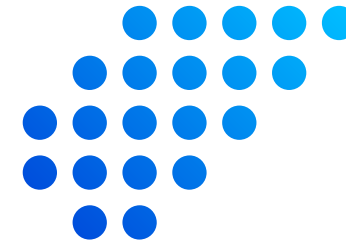


## DEVELOPING YOUR INNOVATION

Translating ideas into viable products and services requires a significant investment of time, resource, and expertise – from securing funding, appointing third party suppliers, and mobilising resources.

InnoScot Health guides health and social care staff through the entire process, and depending on the nature of the project, the team will source the most appropriate organisations and suppliers to support the development of your innovation.

Our project management team acts as the key liaison point ensuring effective communication, regular updates, and adherence to key milestones; in addition to important processes such as prototyping, validating data and providing evidence the idea will create value.



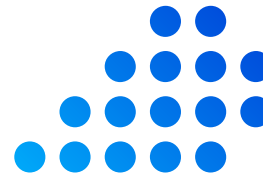
“ Effective project management underpins the innovation process and we guide health and social care staff through its entirety.

Paula Sweeten, Project Manager

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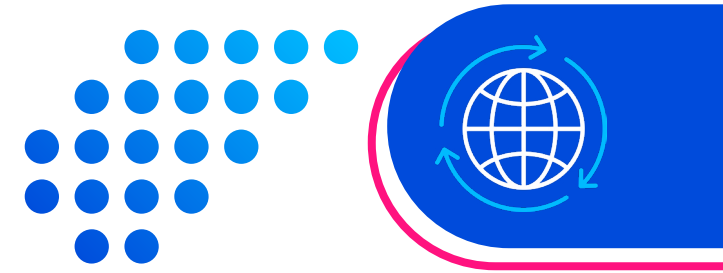


Navigating the NHS landscape with InnoScot Health



## COMMERCIALISING YOUR INNOVATION

Commercialisation is the end goal. It is the process of introducing a new product or idea to market, making it available for purchase and achieving its intended benefit. This generates revenue not only for the inventor but also the employing health board, and vital funds for the NHS to reinvest in healthcare while simultaneously delivering improvements in patient care.



“ Fundamentally, it's about solving real problems in the NHS and social care, but also accelerating innovation at scale, creating jobs, and fully harnessing economic opportunity.

Graham Watson, Executive Chair

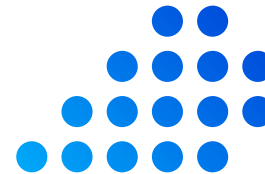


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InnoScot  
Health

Empowering Healthcare Professionals to Transform Services through Innovation with InnoScot Health

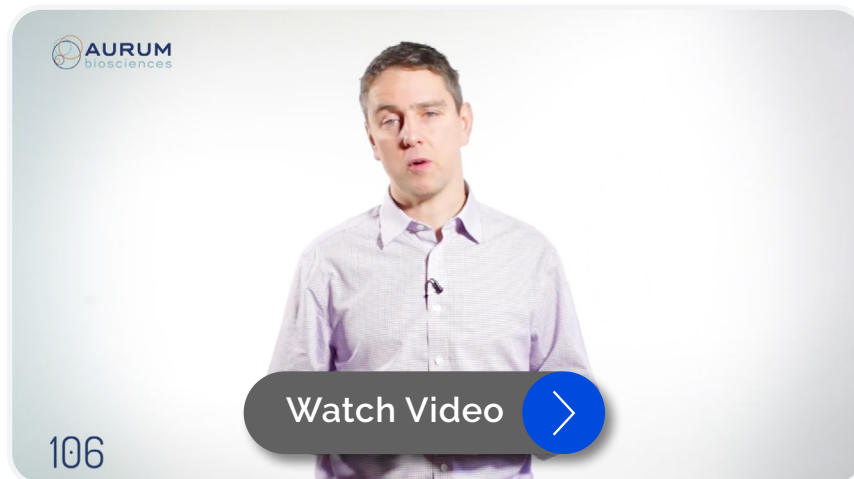


# SUCCESS STORIES

InnoScot Health has a proud 20-year history which has resulted in the successful commercialisation of medical devices, products and technologies; formation of six spinouts; negotiation of 30 UK and international license deals; and protection of over 255 NHS inventions.



- Aurum Biosciences is a 2015 spin-out of InnoScot Health, NHS Greater Glasgow and Clyde, and the University of Glasgow
- It is a clinical-stage biopharmaceutical company developing novel oxygen carriers for use as therapeutics and diagnostics, initially for Acute Ischaemic Stroke (AIS).



- CardioPrecision is a 2007 spinout of InnoScot Health, NHS Greater Glasgow and Clyde, and the Golden Jubilee National Hospital
- A global leader in minimally invasive treatment of structural heart disease and cardiothoracic interventions
- CardioPrecision continues to push the boundaries for its innovative transcervical technology platform



# SUCCESS STORIES



## SCRAM® - Structured Critical Airway Management

- Idea from Paul Swinton, Air Ambulance Paramedic
- Further collaboration with Neil Sinclair, Air Ambulance and Dr John McCormack, Paediatric Anaesthetist & Adult Retrievalist
- Forms a system of advanced preparation and organisation of equipment and drugs; promoting the delivery of safe, timely, and well governed emergency anaesthesia
- Studies have shown:
  - 29% reduction in time taken to prepare equipment
  - an 87.5% reduction in the total number of errors



## MARSDEN

### Patient Transfer Scales

- Idea from Gillian Taylor (nurse, NHS Lanarkshire)
- Quick and easy weighing device which eliminates the requirement to guess patient's weight
- Use with a slide sheet during lateral transfer from trolley to bed
- Winner of Queen's Award for Innovation 2021





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## FOR FURTHER INFORMATION AND ADVICE

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