
South East Health Technologies Alliance Accessing SEHTA's ICE-T and EU Millions

David Parry
CEO SEHTA



SEHTA ICE-T Conference

- SEHTA comes of age
- Introduction to SEHTA
- Introduction to ICE-T
- Summary of what's on offer today



SEHTA comes of age

- Mini funding body through ICE-T (SEEDA and EU finances)
- Attracting new members – including international
- Invited by DoH to participate in SHA research conferences
- Organised first med tech stream at Genesis conference (with ERBI and LBN)
- Invited to participate in several EU programmes
- Helped TSB develop new ALIP programme
- Organising national TSB ALIP conference with first 'Meet the Buyers' event



Introduction to SEHTA

- Who are we?
- What have we done?
- What are we going to do next?



SEHTA- who are we?

- The sector consortium for health, funded primarily by the South East of England Economic Development Agency (SEEDA)
- Non-profit, non-aligned company limited by guarantee
- Owned by members from **biotechnology, diagnostic, medical device and pharmaceutical** industries:

Core	Affiliate	Associate
<ul style="list-style-type: none"> • Companies in the region's health technology sector 	<ul style="list-style-type: none"> • Non-profit organisations (eg. universities, charities, RDA) • Companies outside the region 	<ul style="list-style-type: none"> • Support companies (eg. consultants, legal, finance)



What have we done?

- 1200 members from 20 countries – most SMEs
- 52 companies accessed over £15 million
- 55 companies helped access NHS – 6 licence deals, 7 prototypes
- Brokered deal between J and J and SEEDA - £500k research grants
- TSB events - £1.8 million grant awarded
- Greater South East Cluster maps
- Completed 2 EU projects secured funding for 2 more
- Launched member benefits programme 2009
- Launched ICE-T autumn 2009 £1 million funding



What are we going to do next?

- Carry on being interface between public and private sector
- Carry on supporting organisations in region in sector – especially SMEs
- Create revised International Action plan – trade and inward investment
- Launch database of all research grants awarded in sector to universities
- Participate in EU FP7 Regions of Knowledge bid
- Carry on providing business planning and fund-finding support
- Create commercial consultancy project with external partners
- Leverage support to members through discount and preferred services – travel agent, learn direct, insurance and e-buying
- Work with Strategic Health Authorities to identify routes for innovation, including SBRI
- Launch voucher schemes for SMEs – EU and SEEDA funded
- Establish the International Centre of Excellence in Telecare (ICE-T)



International Centre of Excellence in Telecare (ICE-T)

- **Government policy and activity in Telecare/Telehealth**
- **Ageing population, more LTCs**
- **Need for more efficient/effective care**
- **Cluster of companies/knowledge base in region**
- **Major report produced**
- **Business opportunities identified**
- **Support from RDA secured to create ICE-T**



Thematic Areas

- Telecare in private care homes and domiciliary care sector - prescribed
- Support for fragile individuals or groups - elective
- Support for people in work or returning to work, through the workplace - elective



Development of ICE-T

- International focal point for everything Telecare
- ICE-T will identify and fund innovative developments in Telecare and related Teleservices through workshops around markets and service users
- ICE-T projects will be delivered through Showcase 'action research' sites linked to service users and research centres



BUILDING SUSTAINABLE TELECARE BUSINESSES

Funding opportunities today

- European voucher scheme -FASILIS (15 x 6000 Euros)
- Regional Voucher scheme (10 x £4000)
- ICE-T bursary for PhD projects in Telecare – Oxford University (3 x £15,000)
- KTPs
- ICE-T Funding call (3 x £50,000) – start of funding worth over £600,000

