Digital Mental Health Innovation Cluster

28 September 2023

ON AIR

Attendees please note

1. We are **recording this event** and it will be hosted on our DMHIC webpage resources so it can be watched on demand

2. If you **do not** wish to appear on the recording, you should move to the back of the room so you are not on camera

Digital Health & Care Innovation Centre

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Agenda

10.00	**Welcome and update on National Digital Mental Health Programme** Chris Wright National Programme Lead	
10.10	**DMHIC Introduction/Resources** Joanne Boyle DMHIC Lead	
	Dr Abigail Lyons Go to Market Strategy/SBM role in DHI	
10:30	**Mindset Update UKRI** Julia Glenn Design Innovation Lead	
10:45	**Mindset Report –** Dr Sanna Rimpiläinen and Bill Kendall Product Manager DHI	
	Questions & Discussion	
11.15	**Comfort Break**	
11:30	**Commissioning Clackmannanshire** Lindsay Taylor / **Kooth –Lessons learned**- Kerry Smith	
12:30	LUNCH	
1:30	**Chief Scientist Office Innovation Team Update** - Suzanne Graham Programme Manager	

(Regional Updates)

1:40 ANIA Jason White

1:50 **Supplier Development Programme**- Gillian Campbell

2.00 **Review & Close**   Joanne Boyle DMHIC Lead

Chris Wright

National Update
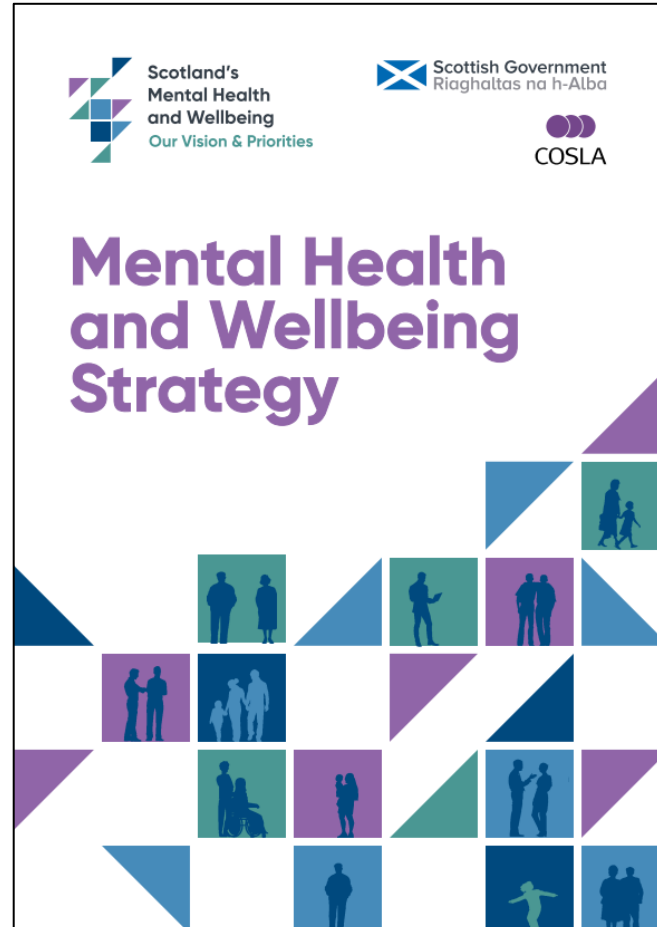
Mental Health Strategy
Opportunity for Digital

September 2023

Chris Wright, National Advisor/Head of Programme
Digital Mental Health, Scottish Government

Mental Health Strategy

Published June 2023

Identified Challenges

Mental Health **inequalities across the population** and inequalities in access to services

Social and economic determinants of mental health i.e. poverty the single biggest driver of poor mental health

An **ageing population**: loneliness, dementia and other mental health problems

Stigma of mental health problems

The **impact of the Covid-19** pandemic on population mental health

Increasing **pressures on children and young people**

Meeting levels of demand, and redesign requirements to reshaping services

Multiple **complex needs** – substance use, homelessness, justice system

Providing high quality mental health care with **limited workforce capacity**

Right data and evidence to monitor performance and outcomes

Strategy Outcomes

1 Improved overall mental wellbeing and reduced inequalities.

2 Improved quality of life for people with mental health conditions, free from stigma and discrimination.

3 Improved knowledge and understanding of mental health and wellbeing and how to access appropriate support.

4 Better equipped communities to support people's mental health and wellbeing and provide opportunities to connect with others.

5 More effective cross-policy action to address the wide-ranging factors that impact people's mental health and wellbeing.

6 Increased availability of timely, effective support, care and treatment that promote and support people's mental health and wellbeing, meeting individual needs.

7 Better informed policy, support, care and treatment, shaped by people with lived experience and practitioners, with a focus on quality and recovery.

8 Better access to and use of evidence and data in policy and practice.

9 A diverse, skilled, supported and sustainable workforce across all sectors.

Key Requirements

Equal access to the most effective and safest care and treatment:

Demonstrated by increasing the proportion of people who receive treatment for a mental illness, who would benefit from that treatment. This will also require improvements in prescribing and follow up care.

Equal efforts to improve the quality of care:

Demonstrated by achieving the same level of access to services and the same efforts to improve standards, infrastructure and staffing in mental healthcare as in physical healthcare.

Allocation of time, effort and resources on a basis commensurate with need:

Including addressing higher rates of premature mortality by targeting efforts at higher smoking rates and improving access to physical healthcare for people with a mental illness.

Equal status within healthcare education and practice:

Demonstrated by supporting core skills and competencies in mental health for a variety of staff.

Equally high aspirations for service users:

Recognising service users as equal partners in their own healthcare and emphasising expectations of good health and a good life.

Equal status in the measurement of health outcomes:

Met by robustly measuring people's responses to treatment, and people's experiences of mental health services, just as in physical health care.

Approach

Key areas of focus

To achieve these outcomes, we will:

Promote positive mental health and wellbeing for the whole population, improving understanding and tackling stigma, inequality and discrimination;

Prevent mental health issues occurring or escalating and tackle underlying causes, adversities and inequalities wherever possible; and
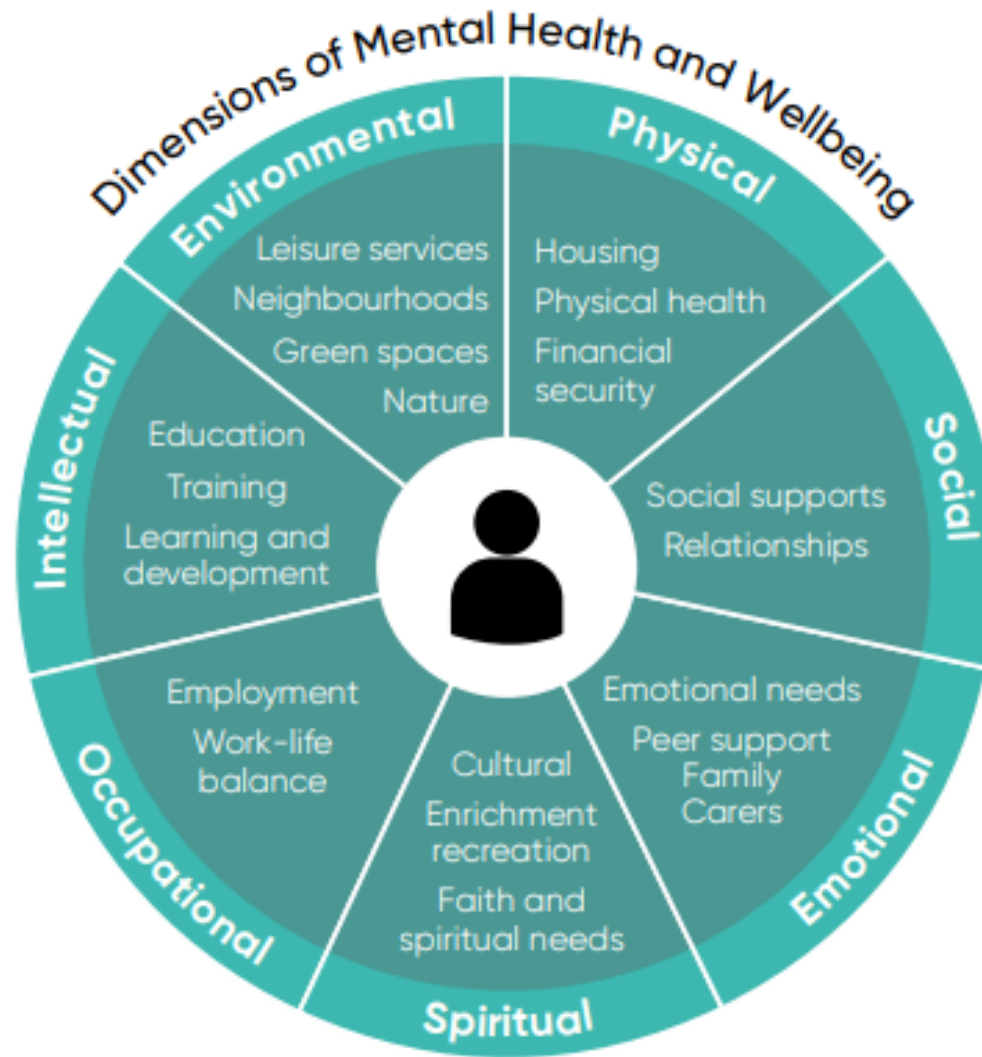
Provide mental health and wellbeing support and care, ensuring people and communities can access the right information, skills, services and opportunities in the right place at the right time, using a person-centred approach.

We will deliver a focus on prevention and early intervention for children, young people and adults (including over-65s), to help prevent the development of mental health problems and to step in promptly if they do develop

Whole System Working

Dimensions of Mental Health and Wellbeing

Physical: Housing, Physical health, Financial security

Social: Social supports, Relationships

Emotional: Emotional needs, Peer support, Family, Carers

Spiritual: Cultural, Enrichment recreation, Faith and spiritual needs

Occupational: Employment, Work-life balance

Intellectual: Education, Training, Learning and development

Environmental: Leisure services, Neighbourhoods, Green spaces, Nature

Areas of Focus

Alcohol and drug misuse

Psychological Therapies **Prisons**

Education **Urgent Care Transformation**

Poverty **Addressing mental health inequalities**

Access to treatment and joined-up accessible services **Veterans**

Perinatal mental health **Justice** **Dementia**

Child and Adolescent Mental Health Services (CAMHS)

Primary Care Transformation **Self-harm and Suicide**

Employment **Social Security**

Role of Digital

"The development and expansion of digital mental health support and services
that offer additional support when needed, such as digital therapy"

"digitally delivered mental health and wellbeing care to augment existing
services and offer additional options for access to support"

"programme of work on digital inclusion being undertaken with a particular
focus on mental health"

"support, care and treatment should be available in a range of accessible formats, both
digital and non-digital"

"We will also ensure provision of a range of support for self-management approaches,
including digital options, to promote good mental health and wellbeing and sustain recovery"

"We will continue to improve and enhance mental health supports and services,
giving consideration to suitable digital and new technology services (where
evidenced and appropriate)"

Thank You

Innovation Clusters

We are developing a series of innovation clusters where our diverse membership of civic, commercial industry and academic partners can come together to share learning, skills, experience and collaborate on new ideas to solve health challenges

Join our network >

Healthy Ageing Innovation Cluster (HAIC) >

Digital Mental Health Innovation Cluster (DMHIC) >

Aim: To accelerate digital innovation and Adoption in health and care

Create	Share	Build	Seek & Solve	Opportunities
Create a collective of shared interests, expertise and skills	Share information and support knowledge exchange	Build Collaborations that are greater than the sum of their parts	Seek and solve demand led challenges	Identify funding/host challenge opportunities

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Key Functions

- **Connectivity**: they provide a dedicated space for interaction with the local ecosystem. These spaces can be virtual and physical and should attract a wide range of actors from within each innovation community (Digital Mental Health) and beyond
- **Knowledge management**: they function as consistent points for knowledge exchange (within Scotland and between and across international Innovation Hubs)
- **Activity management**: they act as a centre for mobilising and progressing specific innovation activities

Mapping Outcomes

Increasing Service Readiness for Digital Health and Care Innovations

SR1
Demand/Needs
Analysis

SR3
Landscape
Review

SR5
Future State
accepted in
principle

SR7
Evaluation &
evidence
concluded

SR9
Service change
implemented

SR2
Current State
Mapping

SR4
Future state
options
co-designed

SR6
Real World
Environment
pilot tests

SR8
Case for scale
developed

dhi-scotland.com

Mindset XR Programme: 2022 – 2026

**DHI Scotland,
28 September 23**

Visit: [About Mindset XR](#)

julia.glenn@iuk.ukri.org
Design Innovation Lead,
Healthy Ageing Challenge & Mindset

Mindset:
Problem Domain

- Mental health problems of some kind will be experienced by 1 in 4 people each year in the UK while only 1 in 8 adults with a mental health problem are currently getting any kind of treatment.

- Over the first two years of COVID-19 the percentage of people reporting at least one severe problem has doubled.
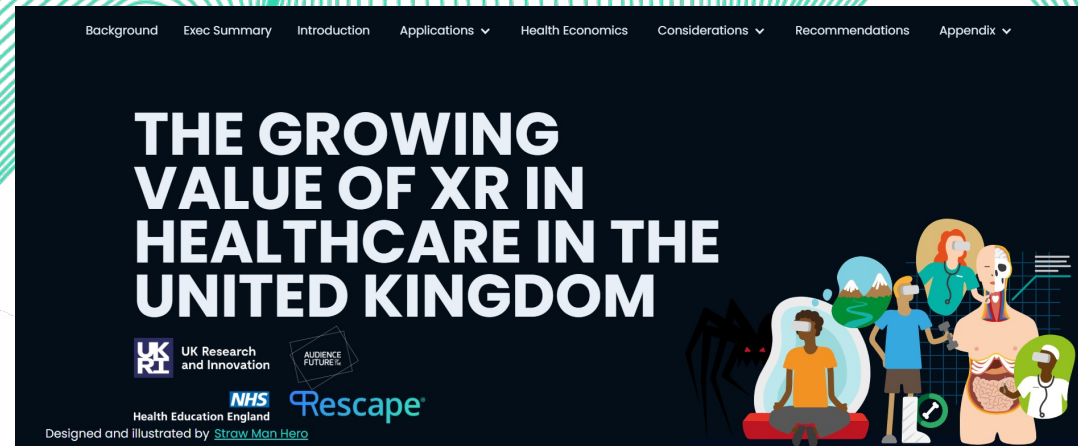
Source: The Growing Value of XR in Healthcare (xrhealthuk.org)

UK Research and Innovation

Introduction to the Mindset Programme: Vision & Ambition

- To treat more people by investing in Extended Reality (XR) and other immersive technologies - which can be delivered as digital mental health therapeutics.

- To create a supportive ecosystem which will help companies bring their innovations to market and stay there.

Introduction to the Mindset Programme:
"The Growing Value of XR in Healthcare in the UK"

- Nascent, world class XR sector emerging in the UK healthcare market

- Delivering therapies remotely via VR can be 2-3 times cheaper than traditional rehabilitation, can cut wait times, improve engagement and reach, and reduce the likelihood of symptoms

- **Definitions: XR refers to Extended Reality and covers Augmented Reality (AR), Mixed Reality (MR) and Virtual Reality (VR), haptics, interfaces, platforms and software. These are often referred to as immersive technologies**

Introduction to the Mindset Programme: Proposed Workstreams 2022 - 2026

- Overall Programme £20m-:

    - Grant funding for R&D
    - Investment partnerships
    - An Innovation Support Programme to encourage knowledge sharing, market making and marketplace longevity (support partner onboarding Oct 23)
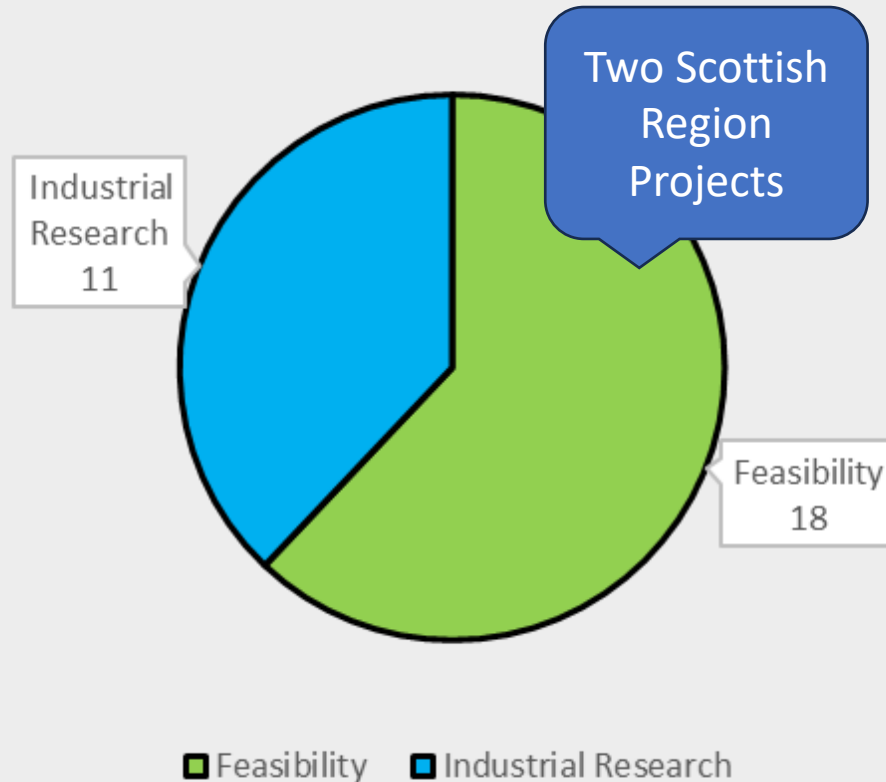
Mindset Workstream 1:
Research & Development Competitions: circa £8m+

Scope/Overview:

- Workstream 1: grant funding opportunities for business led research & development (R&D) projects that apply immersive technology in digital mental health therapies (all ages)

- First competition closed Oct 22 (£3.1m committed). Projects started Apr 23.

- Second competition opens 9 October 23. A third competition 2024 TBA

- Example XR mental health therapeutic applications include (but not limited to): anxiety, eating disorders, phobias

Mindset Workstream 1:
A Look At Our Existing Project Portfolio: Broad Spectrum

- o **Industrial Research Projects** – larger projects, close to market with refined co-design assets

- o **Feasibility Studies** – smaller projects, typically more explorative

Mindset Workstream 1:
# A Look At Our Existing Project Portfolio: Stellar Examples

Our first Mindset portfolio comprises a number of organisations that have acquired significant platform − examples-:

- ⭐ 100th NHS customer;

- ⭐ Global customer base;

- ⭐ Private sector sales

Mindset R&D Workstream 1:
Expanding Mindset Project Portfolio – 2023-2026

We plan to expand our portfolio later this year and next via two further R&D competitions and via our investor partnership scheme

Projects for Support
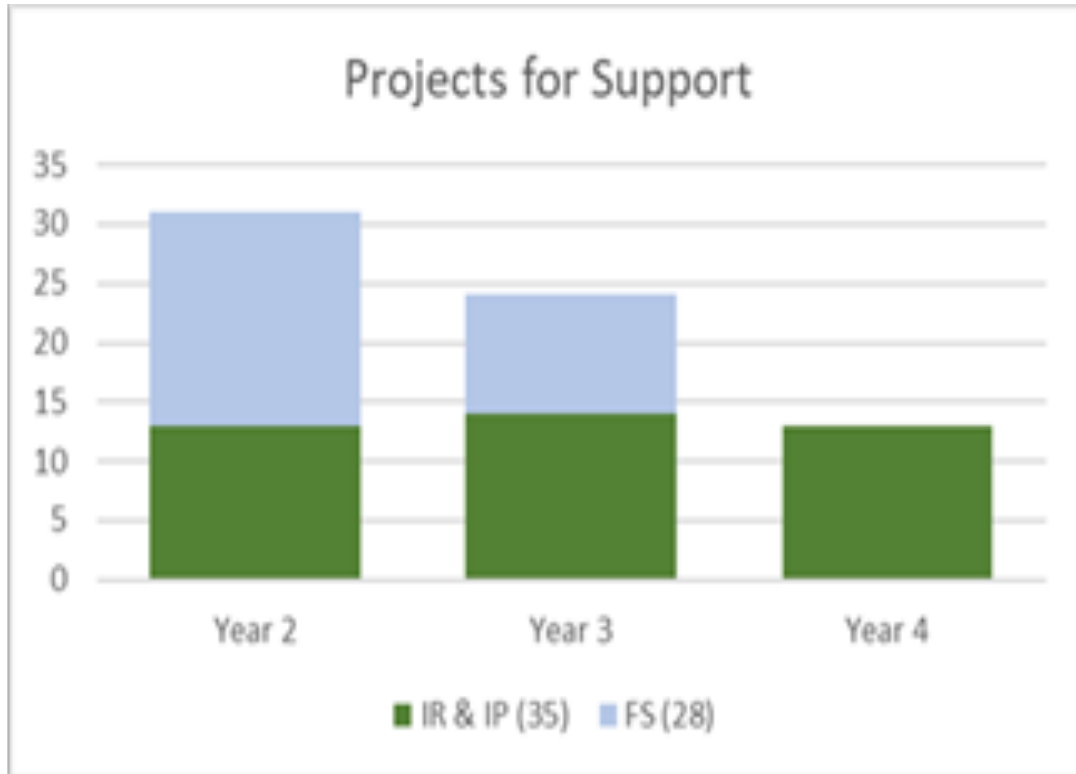
- A 70-project portfolio anticipated, weighted 4:3 IR to feasibility.

- By Y4 IR only – anticipated evolution of feasibility projects to IR

Mindset WS1 - Competition Profile: Industrial Research

✔	£	⏱	📍	💵	🧠	🏛
Launch Oct 23 **Close Dec 23**	**£4.5m** Fund Available	**Project duration** 6 – 20 months	**Project Start by** 01 Jun 24	**Total Likely Project Eligible Costs:** £100 - £300K	**Research stage - Industrial research** Planned R&D to gain new knowledge and skills for service/solution development leading to an improvement in existing services/solutions	**Grant funding for eligible project costs of:** • up to 70% if you are a micro or small organisation • up to 60% if you are a medium-sized organisation • up to 50% if you are a large organisation

Mindset WS1 - Sample Competition Profile: Feasibility Studies

✔	£	⏱	📍	💵	🧠	🏛
Launch Oct 23 **Close Dec 23**	**£4.5m** Fund Available	**Project duration** 3-6 months	**Project Start by** 01 May 24	**Total Likely Project Eligible Costs:** £50-100K	**Research stage - Industrial research** Planned R&D to gain new knowledge and skills for service/solution development leading to an improvement in existing services/solutions	**Grant funding for eligible project costs of:** • up to 70% if you are a micro or small organisation • up to 60% if you are a medium-sized organisation • up to 50% if you are a large organisation

UK Research and Innovation

UK Research and Innovation

Thank You

**If you have any questions, please contact
julia.glenn@iuk.ukri.org**

Learn more:
Visit: www.UKRI.org

Visit: About Mindset XR

Join us on LinkedIn:
UKRI Healthy Ageing Challenge

Following us on Twitter:
@HealthyAgeingUK

Mindset Report

Dr Sanna Rimpiläinen

Head of Research & Skills | Digital Health & Care Innovation Centre

Bill Kendall Product Manager

Digital Health & Care
Innovation Centre

Scottish Government
Riaghaltas na h-Alba
gov.scot

28th September 2023

Digital Mental Health Innovation Cluster

Distribution and procurement of XR for Mental Health Therapeutics in the UK

Dr Sanna Rimpiläinen, Head of Research & Skills
Bill Kendall, Product Manager
Digital Health & Care Innovation Centre, Scotland

dhi-scotland.com

UKRI report on XR in healthcare 2022

- Global XR market predicted to grow by 506% from $12bn in 2020 to $72.8bn in 2024.

- Delivery of remote VR therapies 2-3 times cheaper, cuts waiting times, improves engagement.

- Consumer engagement with VR – 350% increase in sale of VR headsets (2021, UK).

- 400K jobs will be enhanced by VR/AR in UK and Germany by 2030 (up by ca 2567% from 10-15K in 2019).

THE GROWING VALUE OF XR IN HEALTHCARE IN THE UNITED KINGDOM

Please consider the environment before printing this report.

https://www.xrhealthuk.org/

Methodology

Analysis of consultation materials

Identified nine key elements

Two co-design workshops

1. Current state mapping

2. Co-design future state

3. Recommendations

Desktop & literature review

Consultations with procurement experts

Consultations with XR suppliers

Findings
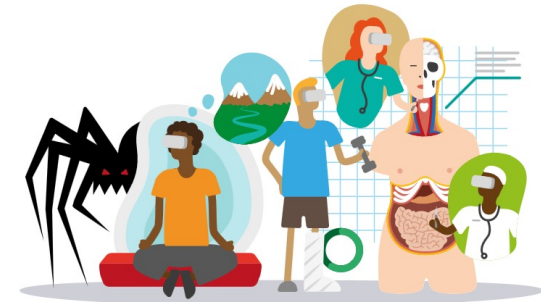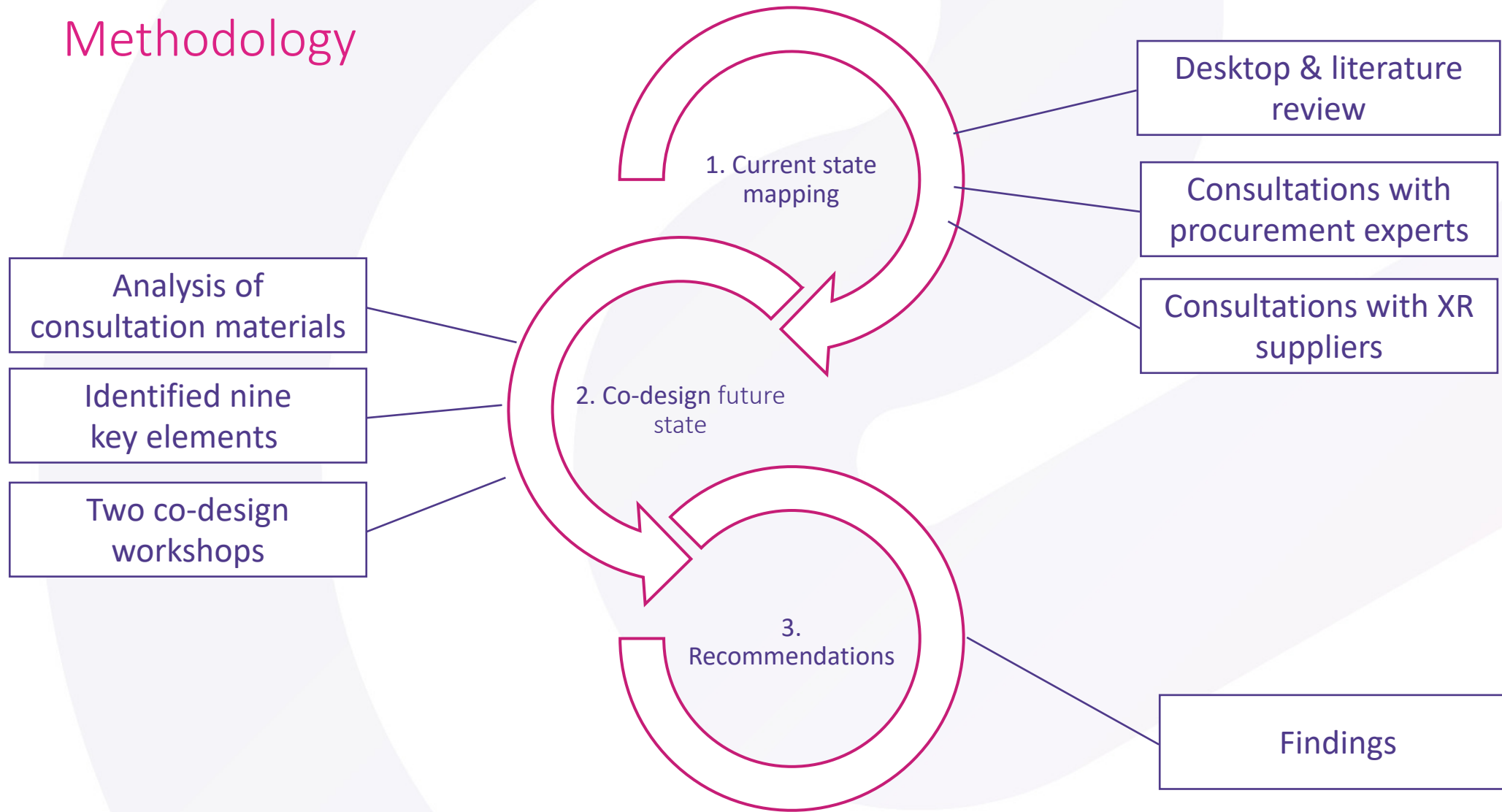
Nine key elements to address

Standards

The existing regulations and requirements that producers must comply to enter a given market.

Evidence

Evidence lies at the heart or transforming and adopting new technologies in clinical practice.

Technology Familiarity

How well potential users know and understand the functions, requirements, and possible uses of a new technology.

XR Industry

The companies, professional organisations and experts who operate within the XR market.

Funding and Payment Models

The models that are both suitable for health and care organisations and cost-effective for XR technology companies.

Clinical Community

Professionals working in health, social care and education.

Procurement

The organisations and systems that operate within NHS trusts and health boards to procure goods and services.

Market Intelligence

Information and data used by producers and consumers to orientate their actions in a given market.

Policy

Includes national, regional and local governments, professional organisations and expert bodies that shape healthcare markets.

Current state: Emergent market, fragmented procurement landscape, ambiguity in regulations, lack of evidence

	Nations			
	England	**Scotland**	**Wales**	**Northern Ireland**
Government-level funding	Department of Health and Social Care	Scottish government	Welsh Government	Department of Health
National Commissioning and Procurement Support	NHS England, NHS Supply Chain, NHS Shared Business Services (NHS SBS), NHS Central Commercial Function, Procurement Hubs	NHS National Services Scotland; NSS National Services Division (commissioning) and NSS Procurement and Logistics (procurement), special health boards	National Collaborative Commissioning Unit, Welsh Health Specialised Services Committee, NHS Wales Shared Services Partnership, National Commissioning Board Wales, NHS trusts	Health and Social Care Board, Strategic Planning and Performance Group (SPPG), Procurement and Logistics Service (PaLS; part of the Business Services Organisation (BSO)), public health agency commissioning teams.
Local Commissioning and Procurement	42 Integrated Care Systems (ICSs), Local governments	14 regional health boards	7 local health boards	5 Health and Social Care Trusts, 5 Local Commissioning Groups

Table summarising the organisational procurement structure of the NHS across the 4 UK nations

Dr Sanna Rimpiläinen & Bill Kendall, DHI, 28th September 2023

Key findings:

- *XRMH therapeutics*
  - "Emergent" – confined to localised specialist settings and covers only a couple of areas.
  - Currently focussed on localised trials.
  - Procurement issues shared with other types of digital therapeutics.
- *Procurement by NHS generally*
  - Primarily focused on large contracts – entry route into the system is often unclear for small companies with limited evidence for their innovative solution.
- *Procurement of innovations in general*
  - All 4 UK nations have several routes through which they can provide support to innovation, but these are fragmented and not always easy for innovators to find.

- *Evidence and standards*
  - Uncertainty by XR companies on what level of evidence is required of them and what standards to prepare their solutions for.
    - Does a VR headset require similar vetting as, e.g., a surgical tool?

- *Policies and strategies*
  - Policies and strategies shaping the medical market should include XR as part of MH therapeutics.

- *Clinical community*
  - Poor understanding of XR DMHT.
  - Diverse interests and needs for application of XR.
  - Lack of understanding of funding structures and routes.

Evidence

Evidence lies at the heart or transforming and adopting new technologies in clinical practice.

What is the solution space?

Standards	Evidence	Technology Familiarity
The existing regulations and requirements that producers must comply to enter a given market.	Evidence lies at the heart or transforming and adopting new technologies in clinical practice.	How well potential users know and understand the functions, requirements, and possible uses of a new technology.
XR Industry	**Funding and Payment Models**	**Clinical Community**
The companies, professional organisations and experts who operate within the XR market.	The models that are both suitable for health and care organisations and cost-effective for XR technology companies.	Professionals working in health, social care and education.
Procurement	**Market Intelligence**	**Policy**
The organisations and systems that operate within NHS trusts and health boards to procure goods and services.	Information and data used by producers and consumers to orientate their actions in a given market.	Includes national, regional and local governments, professional organisations and expert bodies that shape healthcare markets.

1. Creating a type of 'Platform' solution as the focal point for supporting the introduction of XR innovations into healthcare treatment.

2. Embedding an expectation for technology-supported care in mental health treatment through education (creating a wider market).

3. Creating options for funding, and de-risking at scale introduction of XR into mental health treatment.

4. Developing a 'handbook' or roadmaps for market entrants on how to navigate the procurement landscape.

For more detailed information, please see:

Digital Health & Care Innovation Centre (DHI); Fuzesi, Peter and Kendall, William and MacKenzie, Moira and McIntyre, Don and Rimpiläinen, Sanna and Savage, Jamie and Stoney, Charlotte. (2023) *MINDSET Workstream 2: Scoping Review for the Distribution and Procurement of Mental Health and Wellbeing XR Experiences, Products and Solutions in the UK.* Digital Health & Care Institute, Glasgow. (https://doi.org/10.17868/strath.00085575)

Thank you for listening

Contact us

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Overview

Context

Red Tape

Comms & Marketing

Partnership Working

Context

- Small but diverse

- Urban vs rural - or a mix!

- Structure of local authorities

Navigating the Red Tape

- Processes can take far longer than anticipated

- Processes will be different in each LA

- Finding the right key contact is crucial

Communication & Marketing

- Allocate time and resource to this - double what you think, and then a bit more!

- Provide 'off the shelf' assets in different formats e.g. print ready, social media etc

- Engagement work works

Partnership Working

- Relationship with a key contact

- Understand local profile and requirements

- Personalise approach

Final Thoughts...

The mental health landscape in Scotland is changing.

Working in partnership with statutory bodies offers exciting new opportunities to develop new road maps to better meet the needs of our population.

Kooth launched in **Scotland** in June 2021 following almost 20 years of delivery and development in other parts of the UK

What I plan to cover today;

- Researching how to bring your offer into a new area, region or country

- Working in partnership to be commissioned

- Mobilising and launching

We took a structured and methodical approach to adapting our offer and approach to local and national needs. Our advice from this is to

- Identify relevant national and local **policies** and **strategies** that fit with your offer

- Investigate whether there is any **funding** or requirements associated with the policies and strategies that may provide an opportunity for your product or service on a national or local basis

- Look for **gaps in services** or pain points where your product or service can help people, often this will be identified by research, points raised to Government, or even in the local press

- **User Voice**: Look for any surveys, focus groups or information about what your potential users actually want from services and products in your sector

kooth

Understanding commissioner needs, local needs and priorities and working together to meet these is a crucial step in working towards being commissioned

- Be realistic about **timeframes**, it can take many months of work to go through procurement processes and to mobilise a service

- Each local authority or health board will have their **own processes** but some things will be commonplace e.g. needing to work through **data sharing agreement** and data protection impact assessments, having a template for contracting and a **specification** for your service, having key **policies** in place

- If there are any **frameworks** on which you can register your service or product that may reduce the amount and time of procurement work for your potential commissioners

- Similarly are there any **accreditations**, **registrations** or kite marks that you can apply for that will provide **quality assurance**

kooth

Once you have launched your service a clear mobilisation and engagement plan is essential, with roles specified

- Make a clear plan including clarity on what your role will be on ensuring your service is a success once it has launched
  - Are you selling a platform or are you providing a service?
  - Whose role and responsibility will it be to make sure the service is used?
  - Whose role, responsibility and cost is it to produce promotional materials?
- Remember if it's not your role you may not have any power to ensure your service is a success
- Conversely if it is solely your role you may not be able to reach the right people or open the right doors

kooth

We have been able to make good progress utilising this partnership approach

> 18k registrations
> 70k logins

13 regions commission Kooth

2 Qwell partnerships

91% users would recommend us to a friend

kooth

I'm happy to answer questions or for people to contact me and my colleague Kirsty

Kerry Smith

Kooth Head of Nations (Scotland, Wales and Northern Ireland)

ksmith@kooth.com

Kirsty Forsyth

Business Development Manager, Nations

kforsyth@kooth.com

91%

users would recommend
us to a friend

kooth

Background

Vision: Delivering person-centred and equitable Mental Health support and services for people in Scotland

- **Challenge A** - Supporting people who are not currently receiving treatment and addressing the backlog of patients on waiting lists.

- **Challenge B** - Delivering person-centred and equitable Mental Health support and services to people who are currently receiving treatment by optimising clinical and social care pathways.

Priority Areas

a) Young person's challenge

b) Hard to reach populations (people with existing mental health conditions and/or people with a co-occurring condition e.g. sensory loss, alcohol, or substance issues)

c) Patient centred care pathways

d) Treatment resistant conditions

e) Prioritisation of backlog

Small Business Research Initiative (SBRI)

Aims:

- Solve a challenge within the health and care sector by connecting with innovative businesses

- Pre-commercial procurement - structured process for us to engage with innovative businesses

Benefits:

- Help NHS achieve develop fit-for-purpose solutions

- Funding provided to the companies
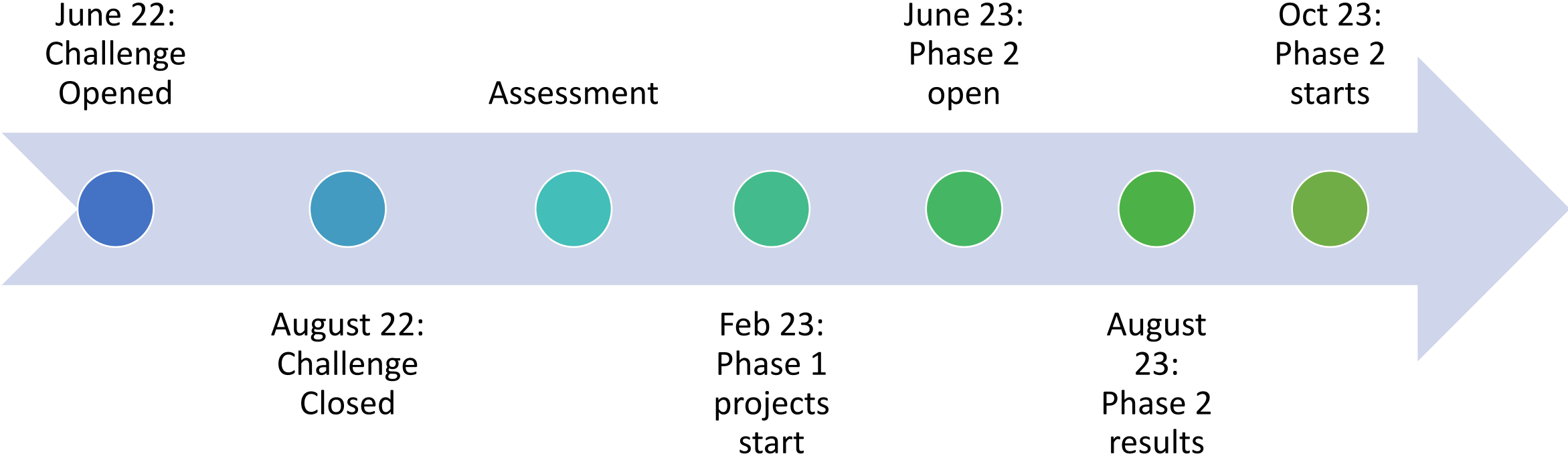
- Provide a route to market for the companies

Stages

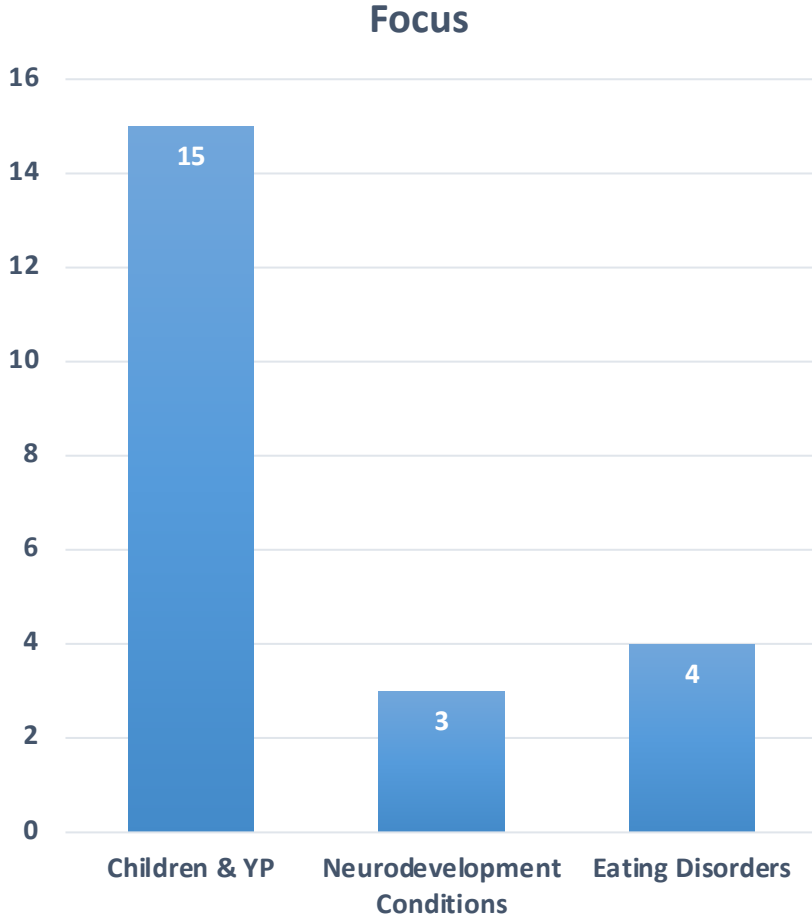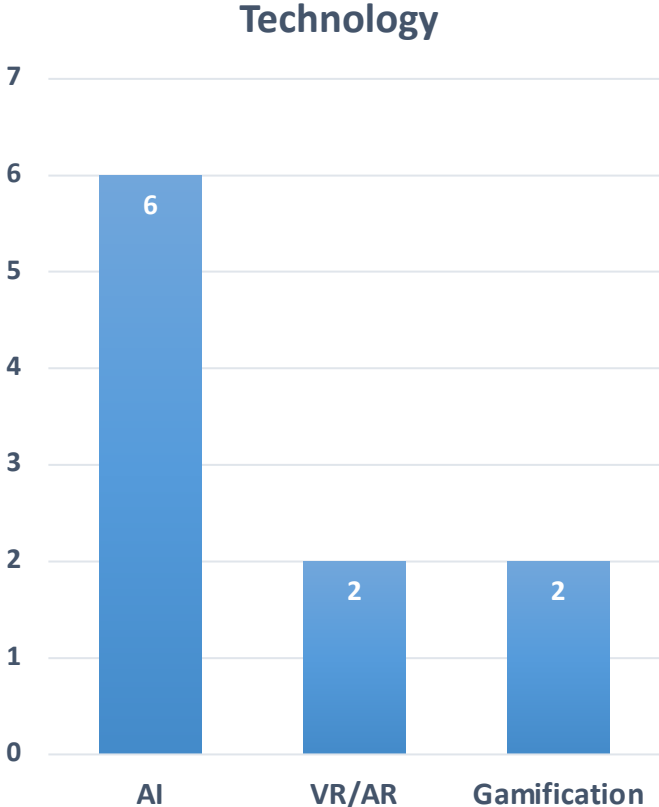**Phase 1**
- Feasibility study
- Up to 6 x £30k projects
- 4 months

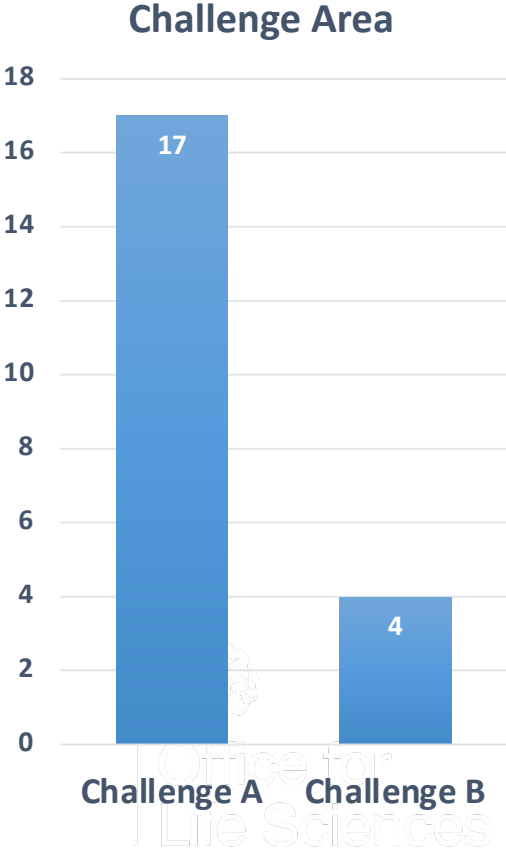**Phase 2**
- Prototype development
- Up to 3 x £150k projects
- 12 months

Timescales

Applications Received

Challenge Area

- Challenge A: 17
- Challenge B: 4

Technology

- AI: 6
- VR/AR: 2
- Gamification: 2

Focus

- Children & YP: 15
- Neurodevelopment Conditions: 3
- Eating Disorders: 4

Results

	Company	Project Title	Challenge Area	Region	Health Board
1	Voxsio	Supporting Young People Who Can't Access Face to Face Services	A	North	NHS Grampian
2	MyHelp Ltd	Supporting psychologists with the delivery of information for patient self-care	B	North	NHS Grampian
3	Red Star AI Ltd	AI Powered Patient and Operational Dashboards for Eating Disorders	B	West	NHS GGC
4	Wysa Ltd	Wysa: Innovating access to psychological support for young people	A	HISES	NHS Lothian
5	Sentireal	Empowering young people with mental health conditions and assist them as they await their initial CAHMS appointment.	A	HISES	NHS Lothian

Accelerated National Innovation Adoption

Accelerated National Innovation Adoption

Why do we need it?

- No systematic approach to assessing and scaling innovation
- Innovation is crucial to the sustainability of NHS Scotland

What is it?

- A new pathway with wraparound support to generate value cases and adoption of high impact innovations

How will we do it?

- Collaboration – pooling the skills of National Boards and Scottish Government working with Territorial Boards

Healthcare Improvement Scotland

- Evidence of Value reviews

- Design and oversee pilot evaluations in Further Test phase

Centre for Sustainable Delivery — NHS SCOTLAND

- Coordinate overall ANIA process

- Programme manage innovations through ANIA

- National clinical engagement

NHS National Services Scotland

- Coordination & provision of a range of subject matter expertise to support pipeline assessment and value case development

Digital Health & Care Scotland

- Ensure alignment with other digital programmes e.g. Remote Health

- Technical design for how digital innovations will be scaled nationally
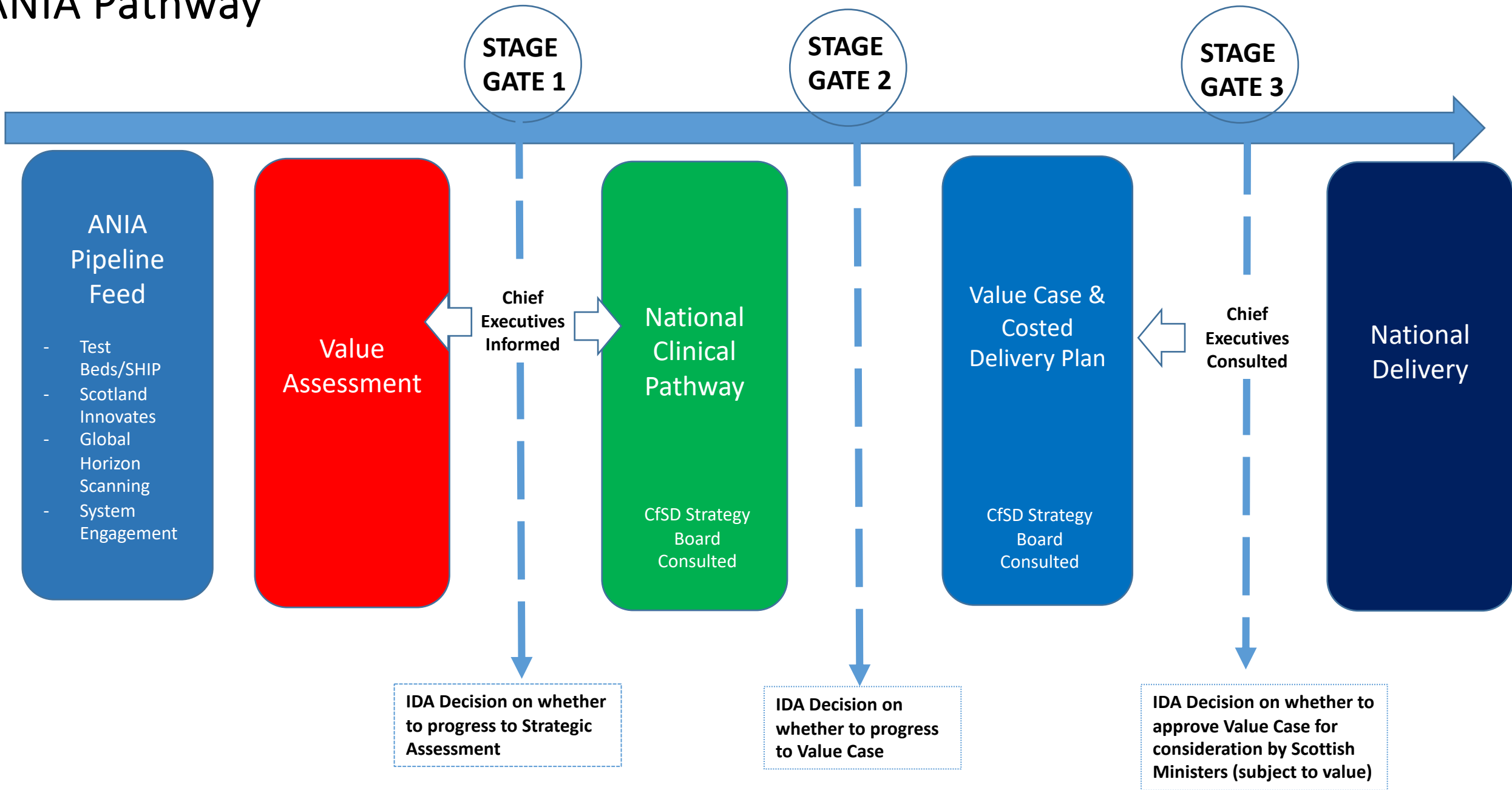
NHS Education for Scotland

- Assess workforce / training issues

- Ensure links to Innovation Fellowships

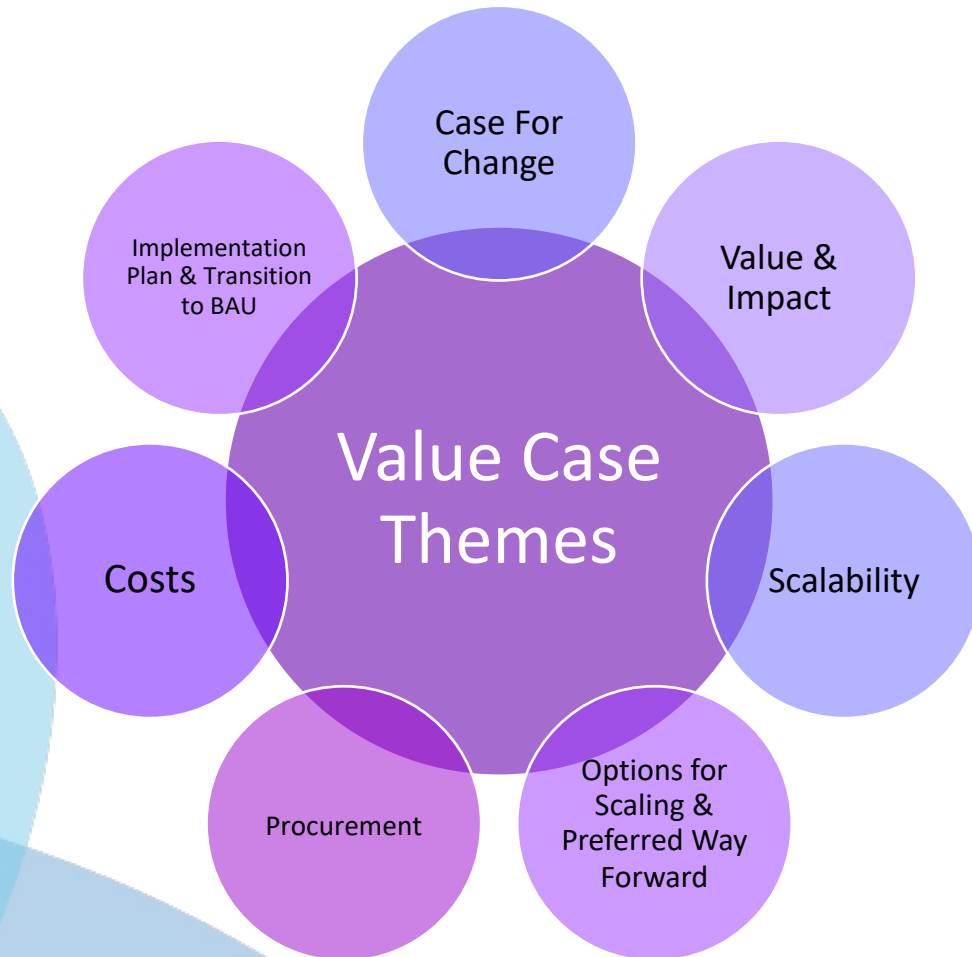- Technical design for how digital innovations will be scaled nationally

Public Health Scotland

- Provide data & analytical expertise to support relevant stage of pipeline

- Modelling future impact of innovation on NHS Scotland

ANIA Pathway

STAGE GATE 1

STAGE GATE 2

STAGE GATE 3

ANIA Pipeline Feed

- Test Beds/SHIP
- Scotland Innovates
- Global Horizon Scanning
- System Engagement

Value Assessment

Chief Executives Informed

National Clinical Pathway

CfSD Strategy Board Consulted

Value Case & Costed Delivery Plan

CfSD Strategy Board Consulted

Chief Executives Consulted

National Delivery

IDA Decision on whether to progress to Strategic Assessment

IDA Decision on whether to progress to Value Case

IDA Decision on whether to approve Value Case for consideration by Scottish Ministers (subject to value)

Value Case Development

Centre for Sustainable Delivery

NHS SCOTLAND

- Value cases define value proposition & implementation costs for full national adoption
- Innovations have strong evidence and impact aligned to key SG priorities
- Creation of Primary Care and Secondary Care ANIA Reference Groups
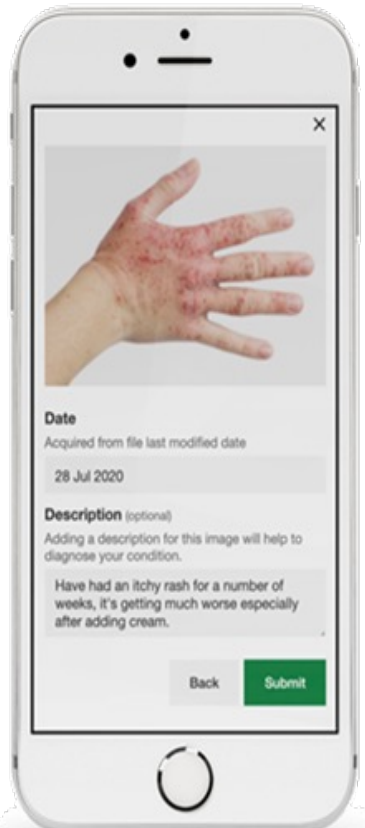
Digital enabled Dermatology Pathway
- Growing Backlog – 44,000 patients waiting for 1st outpatient appointment
- 60% waiting longer than 12 weeks
- Huge variation nationally in usage of image with referral
- c.50% of patients could be managed in primary care if referral including photo
- Would have reduced waiting list by 26k last year if adopted
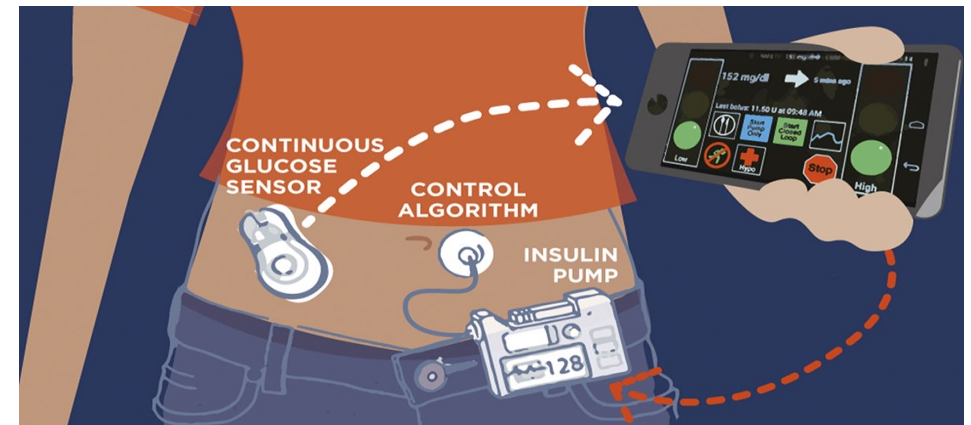
Closed Loop Systems
- Only 26% patients achieve glucose targets.
- 80% spend on diabetes (£1.2bn) is associated with complications (blindness, renal failure and amputations)
- Improved patient outcomes. QoL, reduced admissions and cost savings

Upcoming ANIA Value Cases

Gene Testing
- NHS Taysode
- Stroke / TIA
- Clopidogrel

Lung Cancer AI / Same day CT
- NHS Grampian
- Could potentially deliver significantly earlier diagnosis
- Working with SRTP / AI Hub

Diabetes Remission
- Likely to be 500k T2DM patients by 2035 (reducing life expectancies by a decade)
- Currently accounts for 12% of NHS Scotland budget (c.£2.5k per patient per year)
- New research from UoN/UoG shows that 50% of new T2DM cases could be put into remission via an innovative programme
- Digital technology will allow a scalable national remission programme costing c. £1k per patient.

Indicative future IDA Decision Dates

INNOVATION	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MARCH
Diabetes Remission	🟦							
Digital Heart Failure	🟥	🟩			🟦			
Cyto					🟦			
Theatre Scheduling		🟥	🟩	🟦				
Lung Cancer AI				🟥		🟩		🟦
Diabetes Prevention			🟥		🟩			🟦
Pre-op Assessment		🟥	🟩	🟦				
CCE				🟥		🟩		🟦

🟥 Value Assessment

🟩 Clinical Pathway

🟦 Final Value Case & Delivery Plan

What about Mental Health?

Centre for
Sustainable
Delivery

NHS
SCOTLAND

Yes please (referrals from NHS Scotland bodies / SG)

- Good evidence of effectiveness (NICE / SHTG) that can be quantified as part of a national business case
- Strong national clinical support
- Addresses a key SG priority e.g. waiting times
- No major compliance issues
- Potentially offered in parts of Scotland or in other NHS jurisdictions (or internationally)
- National adoption is seen as a 'no-brainer' (ANIA is not about proving technologies, it's about scaling those that we know work to deliver benefits to all patients in Scotland)
- Includes where technology enables scaling via procurement e.g. due to workforce issues.

| Aberdeen City Council | Aberdeenshire Council | Angus Council | Argyll & Bute Council | Clackmannanshire Council | Comhairle nan Eilean Siar | Dumfries & Galloway Council | Dundee City Council | East Ayrshire Council | East Dunbartonshire Council |

| East Lothian Council | East Renfrewshire Council | Edinburgh Council | Falkirk Council | Fife Council | Glasgow City Council | The Highland Council | Inverclyde Council | Midlothian Council | Moray Council |

| North Ayrshire Council | North Lanarkshire Council | Orkney Islands Council | Perth & Kinross Council | Renfrewshire Council | Scottish Borders Council | Shetland Council | South Ayrshire Council | South Lanarkshire Council | Stirling Council |

| West Dunbartonshire Council | West Lothian Council |

Supplier Development Programme

10-DR

Local Authority Members

Affiliate Members

Forestry and Land Scotland	Historic Environment Scotland	hub East Central Scotland	National Records of Scotland	NatureScot	NHS Greater Glasgow and Clyde	Northern Lighthouse Board	pfh Scotland	Police Scotland	Registers of Scotland

Scottish Enterprise	SEPA	Scottish Fire and Rescue Service	Scottish Parliament	Social Security Scotland	South of Scotland Enterprise	Strathclyde Partnership for Transport	Wheatley Group	Zero Waste Scotland

Corporate Members

Balfour Beatty	Jacobs	Levenseat Ltd	Mitie	Rj McLeod	Robertson Facilities Management

What does SDP deliver for Suppliers?

- An independent, free resource for tender support.

- A range of tender training courses – from the basics to advanced topics.

- Online services, contacts at Councils, jargon buster, videos and guides.

- Access to Buyers through Meet the Buyer events, procurement workshops and Talking Tenders webinars.

#HelpingYouBidBetter   #10DR   #SupplierOpp

What does SDP deliver for Suppliers?

Supplier Development Programme

Helping You **Bid Better**

- eLearning modules – providing 24/7 "on demand" access.

- SDP Helpdesk for general questions.

- Monthly newsletters and proactive social media to alerts about new

  opportunities/projects.

- Social media posts and alerts – follow the below hashtags!

  #HelpingYouBidBetter   #10DR   #SupplierOpp

Working together with Public Sector Buyers

- Joined up approach across Scotland

- Partnership approach to aligned tender training sessions focused support for potential bidders.

- Meet the Buyer events including the Real Buyers / commissioners of the services and goods you provide

- SDP's social media and marketing channels will raise awareness of key opportunities to support suppliers to "get tender ready" and raise awareness.

Aligned Tender Training – Critical Support

- Focused training, aligned to particular contract opportunities.

- Firstly, we show you how to register/ login to PCS and search for the contract notice,

- Our expert trainer will follow the buyer instruction verbatim, to record an interest

- The trainer will then you show how to search for the tender and the documents

- How to use the Q&A function and show you how to upload your evidence and attachment.

- We will demo the validate and submit buttons, while giving you top tips on what good

  looks like with regards to inputting key information within the word limit.

Contract Opportunities

Visibility is hugely important to Small & Medium Size (SME) businesses including third sector, social enterprise and supported businesses.

Why?

Early awareness to prepare and get tender ready contributes to local Community Wealth

How ?

Working with the Supplier Development Programme

You can

- Raise awareness of opportunities for businesses and social enterprises
- Promote via social media /newsletters/ websites
- Run Meet the Buyer and / or supplier engagement sessions
- Deliver aligned bespoke tender training offer dedicated support

Supply Chain Opportunities

Importance of contract terms for larger contractors

- Improving access and visibility to supply chain / sub-contract contract opportunities for SMEs, Supported Businesses, Social Enterprises, Co-Operatives, and the Third Sector as part of awarded contracts.

- Supporting the delivery of key priorities of council and other public bodies, including meeting their Sustainable Procurement Duty targets.

- Contribute to Community Wealth Building and circular economy objectives locally

Meet the Buyer events

Dates for your diary/to note
Ongoing programme of tender training for Scottish SMEs, Third Sector Organisations and Social Enterprises.

Aligned tender training – these will be scheduled in line with relevant contract opportunities.

All events accessible at:
https://www.sdpscotland.co.uk/events-training/

- Meet the Buyer South 3rd October 2023 – Dumfries & Galloway

- Ayrshire Meet the Buyer 4th October 2023 – Kilmarnock

SDP Outcomes

Supplier Development Programme
Helping You Bid Better

"I thought the presentation was excellent, and the SDP host was very engaging which brought the whole course together."
Talking Tenders with the Crown Commercial Service

93%
of Scottish SMEs said they were more likely to bid for public sector contracts after attending SDP Training in 2020/2021

"The presentations were informative, after joining this webinar I feel more informed and confident with regards to tendering for MOD contracts."
Talking Tenders with the Ministry of Defence

"I found it useful to hear about upcoming projects. It helped my make a more informed decision about which were best for my business and how to express my interest."
Talking Tenders with SEPA

Gillian Cameron Programme manager
www.sdpscotland.co.uk • info@sdpscotland.co.uk

DMHIC - Get involved and learn more

Join our network

www.dhi-scotland.com/join-our-network

Visit the DMHIC webpage

www.dhi-scotland.com/innovation/innovation-clusters

Digital Health & Care Innovation Centre

Scottish Government
Riaghaltas na h-Alba
gov.scot

DMHIC - Get involved and learn more

Join our LinkedIn Group

https://www.linkedin.com/groups/12721162/