



## Accelerating access into the NHS market

### A focus on innovative solutions for healthcare challenges

*The NHS Long Term Plan, published January 2019, set out how the £20.5 billion increase in the NHS budget will be spent over the next 5 years tackling major killer conditions and saving up to half a million lives. Major areas of focus include:*

- Investment in world class, cutting edge treatments including CAR-T and proton beam therapy with genomic tests for every child with cancer.
- AI and digital health technologies to aid early diagnosis, improve efficiency and support patient care.
- Research and innovation to drive improved health care and outcomes improvement.

There are many opportunities to work with the UK to improve health outcomes and propose new ideas, models, and partnerships to address important health challenges.

This is supported by an extensive support infrastructure that spans idea to delivery, from academic research through experimental medicine, clinical and economic evaluation to adoption in the healthcare system.

### The Life Sciences Sector is a priority

Life Sciences was prioritised in the UK's Industrial Strategy with major initiatives such as the Ageing Society and AI and Digital Grand Challenges. The sector has since published two Life Sciences Sector Deals describing a set of ambitious actions and commitments to grow the sector agreed by Government and the sector.

### NHS facts and figures

The NHS is known as the largest integrated healthcare system in the world, serving a population of over 68 million people. It operates across the UK via NHS Scotland, NHS Wales, NHS Northern Ireland and

NHS England, with NHS England covering nearly 85% of the population. The NHS:

- is supported by UK health expenditure (more than £200 billion 20/21), and accounts for around 80% of UK healthcare spending.
- includes acute hospitals, mental health trusts, clinical commissioning groups (CCGs) community providers, ambulance trusts, and GP practices alongside an independent sector providing care to NHS patients.
- is one of the largest employers in the world with 1.1 million full time equivalents in England alone.

### NHS Procurement

The NHS Supply Chain (NHSSC) provides a dedicated end-to-end supply chain service for every NHS healthcare organisation in England. NHSSC is moving towards 80% of the NHS spending on hospital items - from surgical gloves to MRI scanners - going through its system. NHSSC:

- is easy to access via a series of procurement category towers focusing on medical products, capital expenditure and non-medical spending.
- uses the full buying power of the NHS through demand aggregation provides a visible and accessible catalogue for companies to promote their products and services to all NHS buyers.
- gives suppliers a single point of contact for each category of product with a service provider who has specialist knowledge of that product category and the ability to trade with larger volumes than previously.

Find [current opportunities](#) and how to list on the [NHS Supply Chain catalogue](#).

You can also register as a supplier on [Health Family eCommercial System](#) to review opportunities across NHS and related organisations the [Government Contracts Finder](#) to review current and future opportunities for Government contracts including those with NHS valued over £10,000. For the devolved nations see [NHS Scotland Procurement](#), [NHS Wales Shared Services Partnership](#) and [Health & Social Care NI Procurement and Logistics Service](#)

## **Broad support for innovation across the pathway to market**

NHS England is committed to adopting beneficial, well evidenced innovations in products, services and care models to improve healthcare more quickly and efficiently. Under the NHS procurement transformation programme, providers will be required to identify and drive innovation throughout the life of their contracts. This involves working closely with the 15 Academic Health Science Networks ([AHSNs](#)), which cover England and serve a population of 3 to 5 million people each. They take the lead in their local areas to promote speedier adoption and diffusion of innovation to meet health priorities. The AHSNs:

- provide advice and support to companies with innovative products and services.
- are a critical delivery partner for the Accelerated Access Pathway, identifying local NHS needs and enabling evaluations to aid adoption and diffusion.
- work collaboratively, reviewing local best practice suitable to scale nationally, with highly transformative innovations considered by the Accelerated Access Collaborative.
- signpost innovators to regional experts as well as to the [National Institute for Health Research \(NIHR\)](#) infrastructure and to translational centres of excellence with broad expertise in research, clinical trials, health economics and patient engagement to inform NHS commercial propositions and interactions with UK product regulator ([Medicines & Healthcare products Regulatory Agency \(MHRA\)](#)) and health technology assessment bodies.
- work with national initiatives that provide support and funding companies, such as those funded by [Innovate UK](#) and [NIHR](#), to support innovation development, delivery and adoption.

## **Support for inward investors from the Department for International Trade (DIT)**

For more information on bringing your innovative products and services to the UK and to explore the inward investment opportunities alongside this, email DIT at: [lifescience@trade.gov.uk](mailto:lifescience@trade.gov.uk)

## **Government Agencies working closely together to speed adoption**

[Accelerated Access Collaborative](#) supports the ambition to make the NHS one of the most pro-innovation health systems in the world. The AAC's unique partnership includes patient groups, government bodies including the Medicines and Healthcare Products Regulatory Agency (MHRA) and the National Institute of Health and Care Excellence (NICE), industry and NHS bodies including the AHSNs, working together to streamline the adoption of transformative innovations in healthcare.

[HealthTech Connect](#) is funded by the NHS and has been developed by NICE with partners including MHRA, AHSNs, NHS Clinical Commissioners and the devolved NHS organisations in Scotland, Wales, and Northern Ireland. The online portal provides an opportunity for companies to register their products free of charge to highlight them to the NHS and to access the range of support partners that sit behind the "single front door", including DIT.

## **Horizon scanning and evaluating products for adoption in the NHS**

The role of the [National Institute of Health and Care Excellence \(NICE\)](#) is to improve outcomes for people using the NHS and other public health and social care services by:

- producing evidence-based guidance and advice for health and social care practitioners. This includes technology appraisals assessing the clinical and cost effectiveness of new and existing health technologies.

the NHS is legally obliged to fund, and resource medicines and treatments recommended by NICE's technology appraisals. Generally, this has only applied to medicines but the [MedTech funding mandate](#) (from April 2021) will support the use of beneficial medical technology as well.

- developing quality standards and performance metrics for providers and commissioners of UK health, public health and social care services.

NICE offers a [MedTech Early Assessment \(META\) Tool](#) to help MedTech product developers understand what evidence is needed to make a convincing case to payers and commissioners for their technology. Companies can also find out more from NICE's [Office for Market Access](#).