Case Study:

Accelerating commercialisation in MedTech

bionow®

UKRI Science and Technology Facilities Council

Introduction

The inaugural MedTech programme, created and delivered by Bionow, was tailored to enable medical technology SMEs to commercialise health-related products and services and fully realise their potential. Thanks to the support of STFC and our Delivery Partners the programme was offered at no cost to participating companies, other than the time required to attend. Due to the interactive nature of the sessions, attendance was limited to 12 businesses.

Delivered on the Sci-Tech Daresbury campus from April to July 2017, the programme is an integral part of STFC's strategic aim to establish a medtech cluster out of Daresbury supported by their investment in technical capability for the medtech sector including additive manufacturing, 3D printing technologies, electron beam and more. The programme is aimed at senior executives, CEO, CTO, COO primarily, but also useful for managers and specialists who need to augment their knowledge and understanding. The cohort of companies attending also benefited from the group discussions and thereby learnt from each other's experiences.

The modules were presented by expert Delivery Partners who gave their time pro bono to address the specific challenges with regard to developing & commercialising medical technologies including: Marketwise Strategies, HCD Economics, NHS Trustech, GMAHSN, MAP MedTech, Kershaw Technology Services, Marks & Clerk, National Institute for Health Research, Integral Finance, Innovate UK, Abbey+, Deepbridge Capital, pd-m International and STFC.

The cohort of 12 MedTech companies

Bio-AMD Bio-Alternative Medical Devices

A technology development company which is positioned in the fast-growing Point of Care (PoC) medical diagnostics sector, providing semi-quantitative and quantitative measurement in PoC devices. Devices include: application of Magnetic Immunoassay Detection System to cardiac marker testing to significantly accelerate the triage, diagnosis, treatment and disposition of patients presenting with myocardial infarction symptoms.

cellulartherapeutics

Cellular Therapeutics is developing the technology of cell therapy manufacturing to produce individualised cell therapy products in a cost effective and high throughput manner so it can be applied on a routine basis to large numbers of patients.

cme medical Listen > Develop > Deliver

CME Medical is an exciting and prolific healthcare innovator, and a leader within the specialist infusion market, specifically nutrition, pain management and palliative care.

Bailrigg

A portable bedside blood diagnostics device to rapidly measure blood characteristics to monitor for sepsis or toxins by taking pinprick samples of blood and providing rapid chemical analysis – in less than a minute.

I.F. SENSING

Expertise in kidney disease and biosensors is enabling the creation of the first devices capable of detecting renal failure that can be used in out-of-clinic settings enabling painless, self-administered diagnostics for chronic disease.

LIGTECHNOLOGIES

The company is a rare synthesis of laser nanotechnology and microbiology. This synergy has led to the development of coatings and sprays targeted at infection prevention in hospitals and we are currently working towards solutions in diagnostics and drug delivery.

MicroBioSensor

Microbiosensor is developing disposable point-of-care safety monitors for detecting microbial infection and help target appropriate intervention in a more timely and effective manner than is currently possible.

NanoFlex Electrode Excellence

NanoFlex designs and manufactures high performance electrodes suitable for use in sensors in a range of electroanalytical applications, typically in the healthcare and wearable technology sectors.

PeptiGelDesign

PeptiGelDesign Ltd is developing implantable biocompatible and biodegradable grafts to treat people suffering from heart attack. Providing a structural reinforcement to the infarcted myocardium to prevent organ remodelling, the medical device can be further functionalised to promote heart regeneration.

RapidRhythm

Rapid Rhythm is a hand-held device to diagnose atrial filtration and other major cardiac conditions. The wireless electrode device is placed over the patient's chest to deliver a one-step ECG in just 90 seconds. The device is fully compatible with existing ECG machines and can be used across a number of clinical settings.

TRAJAN

Trajan is headquartered in Australia with major operations in Australia, Europe, the US and Asia and its Global Commercial Office in Chester, UK. Our focus is on developing and commercializing technologies that enable analytical systems to be more selective, sensitive and specific for biological, environmental or food related measurements especially those that can lead to portability, miniaturization and affordability.

Viscgo

VI-STIR is a simple, in-situ, low-cost, disposable fluid thickener device that determines the correct thickness (viscosity) of thickened liquids for consumption by dysphagic patients.

We chose to join the programme because we knew there was a huge amount of expertise out there in the region that we can benefit from.

It's given us a much clearer picture on what the health sector wants you to demonstrate about your product, not just in terms of its benefits (whether they be financial or patient) but also how to approach them and what channels are the most effective to use.

Alex Sheppard, LIG Biowise
Participated in the programme in 2017

One of the chapters was around procurement avenues within the NHS, so as a mid-size organisation, for us to understand what support is available around us to gain a route to entry within the NHS was beneficial.

Pawanbir Singh, Trajan Scientific & Medical
Participated in the programme in 2017

We benefitted from the opportunity to network with a cohort of companies and being involved in group discussions - we learnt from each of those experiences.

Mukesh Kumar, Bailrigg Diagnostics
Participated in the programme in 2017

STFC recognised that there was a cluster of medical technology companies growing on the campus and there was a need to actually meet their requirements and help them take their products into the healthcare market and into the NHS.

Delyth Lloyd, Acting Head of Campus Development
Science and Technology Facilities Council

There are a lot of exciting technologies and developments in the medtech field and given the strength of Daresbury and their own vision for the medtech sector it just made an awful lot of sense to bring the two things together.

Diane Cresswell, Executive Director Business Development
Bionow

It was an overall multi-faceted programme and pretty much all of the topics were useful to us as an organisation.

Pawanbir Singh, Trajan Scientific & Medical
Participated in the programme in 2017