

# Grow MedTech – Funding Calls

The following document provides call guidance and key information on the three Grow MedTech funding calls.

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To be kept informed of future funding opportunities and support, connect with a Technology Innovation Manager, and to join our mailing list, visit our website: <http://growablemed.tech>

# Opportunities overview

One of the aims of Grow MedTech is to facilitate collaboration, connect capability and develop partnerships for industry, providing a brokerage role to strategically match companies to researchers for industry driven projects. Although these calls do not fund industry/commercial organisations directly they aim to stimulate and strengthen interaction and collaboration between our partner universities and industry.

Grow MedTech supports medical technology innovation in the Leeds and Sheffield City Regions. It focuses on technology convergence and the de-risking of medical technologies, by bringing together leading medical technology and translational expertise in the Leeds and Sheffield city regions. The programme aims to unlock the full potential of the region and make it a leading area for medical technology innovation and commercialisation in the UK.

Grow MedTech is inviting applications for Proof of Market, Proof of Feasibility and Proof of Concept projects from academic led teams at partner institutions to advance the development and derisk technologies in order to build confidence for further investment (Figure 1). These calls will support projects that demonstrate close and tangible links with industry and clinical/healthcare sector. These calls have been developed with the aim of accelerating and enhancing innovation in all sectors of medical technologies and medical devices with significant commercial potential and patient benefit. There is a particular focus on digital health and technology convergence.

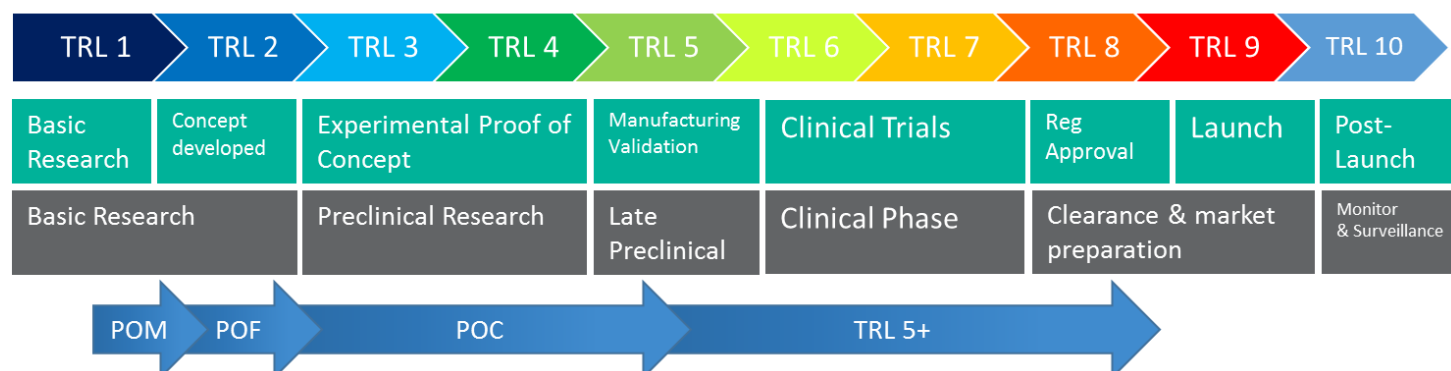


Figure 1: Schematic of Grow MedTech Project formats in relation to TRL.

**Grow MedTech supports the development of medical devices, materials, and software, but does not support the development and discovery of pharmaceuticals.**

## Proof of Market

*Due-diligence and derisking funding*

Up to **£5K** available per project

6 month project duration  
1 stage application process

## Proof of Feasibility

*Funding for projects to demonstrate initial technical and commercial feasibility*

Up to **£20K** available per project

6 month project duration  
1 stage application process

## Proof of Concept

*Funding for projects to demonstrate full technical and commercial feasibility*

Up to **£80K** available per project

12 month project duration  
2 stage application process

### Proof of Market

Funding is available to support early stage validation and de-risking of technologies: conducting early stage market and opportunity validation, ensuring there is a clear need for a new technology, and that the technology is designed to meet the demands of the end user from the outset. The funding should be used to accelerate technologies towards commercialisation or clinical adoption, and assists in attracting follow on or external funding.

### Proof of Feasibility

Funding is available to support early stage feasibility and de-risking of technologies: investigating or demonstrating the feasibility of a technology concept, early stage prototype development and testing, and ensuring that the technology is designed to meet the demands of the end user from the outset. The funding should be used to accelerate technologies towards commercialisation or clinical adoption, and assists in attracting follow on or external funding.

### Proof of Concept

Funding is available to support full technical and commercial feasibility through co-development with end users, with outcomes of technical prototypes demonstrating proof of commercial concept that are supported by a clear evidence base which provides greater confidence for external investment (post-TRL 5)

All applications should have a strong emphasis on patient benefit with plans for patient and public involvement. Industry involvement is recommended where possible. Projects leveraging industry or third-party funding to translate research for clinical impact are also important to Grow MedTech.

# Proof of Market - application guidance

## ***Due-diligence and de-risking funding:***

Funding to enable commercially inspired projects to be validated and de-risked: establishing a market need and enabling further investment to be attracted. Outcomes from this work will be validated and de-risked technology opportunities, with an established market need, subsequently attracting feasibility funding via the programme or externally.

## Scope of funding

Projects should aim to bring together researchers, clinicians, patients/public and industry. All components are not expected to be present for the duration of the project however, the applicant is advised to consider how they will be incorporated in the medium and longer term.

Proof of Market awards costed up to £5,000 and of a duration of 6 months, are available through this call, which fit with the award scope.

The funding will be responsive and managed by the Technology Innovation Management Team throughout the length of the programme with emphasis on developing critical mass in these activities early on to feed the innovation pipeline.

## Eligibility

Applications are invited from academics (from post-doctoral to professorial level) who are based at one of the six Grow MedTech partner universities - University of Bradford, University of Huddersfield, Leeds Beckett University, University of Leeds, Sheffield Hallam University and the University of York. If you are applying as a postdoctoral researcher you will need the approval and signature of your academic supervisor.

## How to apply

Applications forms can be provided by and should be co-developed with a Grow MedTech Technology Innovation Manager.

**Completed Proof of Market applications forms should be emailed to [info@growmed.tech](mailto:info@growmed.tech) by the 15<sup>th</sup> of the month for review in that month's review meeting.**

## What can be funded?

- Patient, carer, and public consultation workshops to identify and validate the need for a particular project or technology
- Clinical consultation workshops with clinicians and healthcare professionals to validate the need for a particular project or technology
- Consultation or technology showcase workshops with regional and national representative bodies-including clinical commissioning groups (CCGs), NHS organisations, representative networks, large charities, regional third sector organisations or potential industry partners
- Developing technology road maps and routes to commercialisation
- Market, opportunity and competitor analysis
- IP landscaping and advice on IP protection
- Regulatory pathway guidance

## What will not be funded?

- Staff costs will not normally be supported
- Funding for conference attendance
- Support for intellectual property protection, exploitation or freedom to operate reviews. It is envisaged that as the respective institutions and/or their partners will own the IP generated through this process, that they will provide the required IP support as part of the co-investment process
- Development of new drug and pharmaceuticals is outside the scope of Grow MedTech and will not be supported.
- This call does not directly fund industry/commercial organisations. However, proposals from University partners which demonstrate evidence of an industry-defined market need and projects with industry partner contribution are encouraged. Strong links with clinical or healthcare workers is also strongly encouraged. Grow MedTech can provide a brokerage role to strategically match researchers with companies and clinical partners for industry/clinical driven projects.

## How will my application be assessed?

Applications will be reviewed by the Grow MedTech Innovation Management team on a monthly basis and will be assessed on:

- Scope in relation to Grow MedTech
- Quality of Proposal
- Realistic and achievable plan of work and objectives (including PPI activities)
- Potential to meet a clinical need/potential for patient benefit
- Potential Commercial opportunity
- Realistic follow-on plan
- Development of new collaborations
- Ability of the project team to deliver

Some additional things to think about:

- Include details on the maturity of any research/technology/intervention under development, the translational aspects, clinical impact, the patient benefit and the impact of healthcare provision if known
- Has there been any industry support/interaction for this project, if not then future plans for engaging with industry

Applicants will receive feedback and be informed of the award outcome within a month of submission unless otherwise stated.

Following approval a Grow MedTech Technology Innovation Manager will work with successful applicants throughout the life of the project to ensure it delivers to time and on budget.

## Key dates

Completed Proof of Market application forms should be emailed to [info@growmed.tech](mailto:info@growmed.tech) by the 15<sup>th</sup> of the month for review in that month's review meeting.

# Proof of Feasibility - application guidance

**Feasibility Funding:** Funding for projects to demonstrate initial technical and commercial feasibility, with outcomes defined as initial technical prototypes demonstrating project feasibility, subsequently attracting Proof of Concept funding via the programme or externally.

Funding is via a single stage process. There is no requirement that projects have previously received Grow MedTech funding but prior Proof of Market funding could show evidence that the project is at the appropriate stage for Proof of Feasibility funding. This call is seeking high quality well defined proposals that require demonstrating proof of feasibility with the aim of developing a commercially viable product. Proposals demonstrating positive industry support or collaboration with well-defined clinical needs and clinical engagement are strongly encouraged.

## Scope of funding

Funding is intended to support Proof of Feasibility projects in which the basic scientific research (TRL1) has been completed and where proof of market and clinical need has already been established. The funding should be used to demonstrate initial technical and commercial feasibility ahead of the proof of concept stages (TRL3-4) where the technology will be advanced towards commercialisation or clinical adoption leading to investment and either product development by industry or through spin-out formation at TRL5 and beyond. Grow MedTech does not fund industry directly in this call, however, projects with industrial collaborators as part of the project team are encouraged.

Proof of Feasibility awards costed up to £20,000 and of a duration of 6 months, are available through this call, which fit with the award scope.

Grow MedTech Proof of Feasibility funding can support:

- Investigating or demonstrating the feasibility of a technology concept
- Validating the initial concept
- Early prototype development and testing
- User-centered design and PPI activities
- Small projects that build on promising research outcomes. This would allow IP to be secured, pilot data obtained and/or de-risking of the project.
- The results should be used to apply for more substantial translational funding.

## Eligibility

Applications are invited from academics (from post-doctoral to professorial level) who are based at one of the six Grow MedTech partner universities - University of Bradford, University of Huddersfield, Leeds Beckett University, University of Leeds, Sheffield Hallam University and the University of York. If you are applying as a postdoctoral researcher you will need the approval and signature of your academic supervisor.

## How to apply

Application forms can be provided by and should be co-developed with a Grow MedTech Technology Innovation Manager.

It is expected that the application development phase will involve support and involvement of the industry and clinical partner(s) with support from Grow MedTech Innovation Managers.

Projects must be able to demonstrate:

- Fit with the funding scope outlined above.
- Clear achievable project outputs with a well-defined product concept that has defined commercial application.
- Clear demonstration of how technical uncertainty and risk will be identified, addressed and removed.
- The technology under development will have attained Technology Readiness Level (TRL) 3 by the end of the project funding.
- Clear benefit in harnessing the research and development strengths of the University Partner(s) and, where possible, partnership with NHS hospital trusts.
- Leadership by an academic with a good track record in the selected technology.
- Direct industrial contribution and/or company involvement.
- Clinical need and/or benefit.
- Patient and public involvement activities to date and future plans.
- Evidence that Grow MedTech support can add value, including an indication of how the involvement of Grow MedTech in the development of the project is expected to add value beyond the provision of funding.

Completed Proof of Feasibility application forms should be emailed to [info@growmed.tech](mailto:info@growmed.tech) by the application deadlines listed below.

## What can be funded?

Grants of up to £20,000 will be awarded. Requested costs must be fully justified and appropriate for the project. Funding can be requested for:

- Directly incurred staff in academia and research institutions to undertake specific project activities to accelerate the commercial opportunity.
- Support for professional costs including commercial business plan development and assessment of market size and reach.
- Support for demonstration of 'proof of feasibility': validation of initial concept; feasibility of technical concept
- Support for early stage prototype development
- Support to engage with commercial and co-development partners
- Patient and public involvement activities
- Travel expenses and consumables
- Funding for conference attendance, will be considered on a case-by-case basis but must be proportionate and key to the development of the technology and delivery of the POF project



## What will not be funded?

- Indirect or directly allocated staff costs (i.e. tenured academic staff) will not be supported. However, teaching backfill staff costs for these academics could be if the academic is required to directly deliver the project activities.
- Support for intellectual property protection, exploitation or freedom to operate reviews. It is envisaged that as the respective institutions and/or their partners will own the IP generated through this process, that they will provide the required IP support as part of the co-investment process.
- Development of new drug and pharmaceuticals is outside the scope of Grow MedTech and will not be supported.
- This call does not directly fund industry/commercial organisations. However, proposals from University partners which demonstrate evidence of an industry-defined market need and projects with industry partner contribution are encouraged. Strong links with clinical or healthcare workers is also strongly encouraged. Grow MedTech will provide a brokerage role to strategically match researchers with companies and clinical partners for industry/clinical driven projects.

## How will my application be assessed?

Applications will be assessed by the Grow MedTech Opportunity Management Panel, which will be drawn from the Grow MedTech executive group and additional independent advisors with expertise in translation, innovation and commercialisation of medical technologies.

The applications will be presented by the Grow MedTech Technology Innovation Manager supporting the project and assessed against the criteria listed above to select those that offer significant commercial potential and address technical uncertainty and risk that can be further developed through Proof of Feasibility award.

During these panel meetings recommendations to fund, decline or ask for further clarification will be made. Applicants will be informed of the decision and given the opportunity to clarify and further elaborate on the proposal if required.

Following approval a Grow MedTech Technology Innovation Manager will work with successful applicants throughout the life of the project to ensure it delivers to time and on budget.

## Key dates

<b>Call opens</b>	9am 28 September 2018
<b>Application deadline wave #1</b>	5pm 30 October 2018
<b>Application deadline wave #2</b>	5pm 11 January 2019
<b>Application deadline wave #3</b>	12pm 18 April 2019
<b>Application deadline wave #4</b>	12pm 5 July 2019
<b>Application deadline wave #5</b>	12pm 9 October 2019
<b>Application deadline wave #6</b>	12pm 10 January 2020

Further dates to be announced



# Proof of Concept - application guidance

**Proof of commercial concept funding:** Funding for projects to demonstrate full technical and commercial feasibility through co-development with end users, with outcomes of technical prototypes demonstrating proof of commercial concept that are supported by a clear evidence base which provides greater confidence for external investment (post-TRL 5).

## Call for expressions of interest

Funding is via a two stage process. There is no requirement that projects have previously received Grow MedTech funding but prior Proof of Market and Proof of Feasibility funding may show evidence that the technology is at the appropriate stage for Proof of Concept funding. This call is seeking high quality well defined proposals that require demonstrating proof of concept with the aim of developing a commercially viable product. Proposals demonstrating positive industry support or collaboration with well-defined clinical needs and clinical engagement are strongly encouraged.

## Scope of funding

Funding is intended to support Proof of Concept projects in which the basic scientific research (TRL1-2) has been completed and where proof of market and clinical need has already been established. The funding should be used to advance technologies through the proof of concept stages (TRL3-4) towards commercialisation or clinical adoption leading to investment and either product development by industry or through spin-out formation at TRL5 and beyond. Grow MedTech does not fund companies directly in this call, however, projects with industrial collaborators as part of the project team are encouraged.

**Successful projects will need to be able to demonstrate from the outset that the knowledge and technologies to be advanced have well-defined and achievable end-points and are related to future product development and translation pathways, which have a clear commercial objective. Submissions must also show how they will identify, address and remove technical uncertainty and risk.**

Proof of Concept awards costed up to £80,000 and of a duration of up to 12 months, are available throughout the duration of the programme to fund projects which fit with the award scope.

Grow MedTech Proof of Concept funding can support:

- Technical derisking of the concept in order to show functionality, verification and validation.
- Prototype development and testing
- Manufacturing process development and scale up
- Preclinical testing
- Regulatory guidance
- Support work to enable commencement of clinical evaluation phase
- Clinical pilot studies
- Further market opportunity analysis and health economic analysis

**Projects must be able to demonstrate:**

- Fit with the funding scope outlined above.
- Clear achievable project outputs with a well-defined product concept that has defined commercial application.

- Clear demonstration of how technical uncertainty and risk will be identified, addressed and removed.
- The technology under development will have attained Technology Readiness Level (TRL) 5 by the end of the project funding.
- Clear benefit in harnessing the research and development strengths of the University Partner(s) and, where possible, partnership with NHS hospital trusts.
- Leadership by an academic with a good track record in the selected technology.
- Direct industrial contribution and/or company involvement.
- Clinical need and/or benefit.
- Patient and public involvement activities to date and future plans

Evidence that Grow MedTech support can add value, including an indication of how the involvement of Grow MedTech in the development of the project is expected to add value beyond the provision of funding

## Eligibility

Applications are invited from academics (from post-doctoral to professorial level) who are based at one of the six Grow MedTech partner universities - University of Bradford, University of Huddersfield, Leeds Beckett University, University of Leeds, Sheffield Hallam University and the University of York. If you are applying as a postdoctoral researcher you will need the approval and signature of your academic supervisor.

## What can be funded?

Grants of up to £80,000 will be awarded. Requested costs must be fully justified and appropriate for the project. Funding can be requested for:

- Directly incurred staff in academia and research institutions to undertake specific project activities to accelerate the commercial opportunity.
- Support for professional costs including commercial business plan development and assessment of market size and reach.
- Support for demonstration of 'proof of technical concept', preclinical safety and efficacy up to early clinical evaluation.
- Support for prototype development, manufacturing cost assessment and other key aspects required as part of validating a commercial investment decision.
- Support to engage with additional commercial and investment partners that may have the capacity and potential to support taking the product to market.
- PPI activities
- Travel expenses and consumables
- Funding for conference attendance, will be considered on a case-by-case basis but must be proportionate and key to the development of the technology and delivery of the POF project

## What will not be funded?

- Indirect or directly allocated staff costs (i.e. tenured academic staff) will not be supported. However, teaching backfill staff costs for these academics could be if the academic is required to directly deliver the project activities.
- Support for intellectual property protection, exploitation or freedom to operate reviews. It is envisaged that as the respective institutions and/or their partners will own the IP generated through this process, that they will provide the required IP support as part of the co-investment process.

- Development of new drug and pharmaceuticals is outside the scope of Grow MedTech and will not be supported.
- Grow MedTech will not directly fund industry/commercial organisations in this call. However, proposals from University Partners which demonstrate evidence of an industry-defined market need and projects with industry partner contribution are encouraged. Strong links with clinical or healthcare workers is also strongly encouraged. Grow MedTech will provide a brokerage role to strategically match researchers with companies and clinical partners for industry/clinical driven projects.

## How to apply

Call 2 - Completed Proof of Concept **expression of interest** forms should be emailed to [info@growmed.tech](mailto:info@growmed.tech) by **5pm 3 June 2019**

There will be a three-stage application process:

### Stage 1 – Submission of EOI

In order to prioritise how and where the investment can be most productively used, all projects will be mapped through a simple EOI system that tracks the nature of the project, the lead academic, industry partner(s), the value of investments in the project and where the activity currently sits in terms of Technology Readiness Level, clinical partners involved and the likelihood of success to commercialisation.

### Stage 2 – Grow MedTech PoC Full Application Co-Development Phase

EOIs will be assessed by the Grow MedTech Opportunity Management Panel, comprising business and technology development professionals from the Grow MedTech partner universities and external advisors where appropriate. EOIs will be presented by the Grow MedTech Technology Innovation Manager supporting the project and assessed against the criteria listed above to select those that offer significant commercial potential and address technical uncertainty and risk that can be further developed through Proof of Concept award. Successful applicants will be invited to develop the PoC Full Application proposals. It is expected this development phase will involve support and involvement of the industry and clinical partner(s) with support from Grow MedTech Innovation Managers. Unsuccessful Proof of Concept applications at the expression of interest stage may be recommended for Proof of Feasibility funding if appropriate.

### Stage 3 – Full Proposal Review and Approval

Upon completion of the full proposal and with mutual agreement of all parties, full applications will be assessed by the Grow MedTech Opportunity Management Panel, which will include independent members with expertise in translation, innovation and commercialisation of medical technologies. The project will be presented jointly to the panel by the lead academic and the Grow MedTech Technology Innovation Manager that has been supporting the proposal. During these panel meetings, recommendations to fund, decline or ask for further clarification will be made. Applicants will be informed of the decision and given the opportunity to clarify and further elaborate on the proposal if required. Following approval the Grown MedTech team will work with successful applicants throughout the life of the project to ensure it delivers to time and on budget.

## Key dates

<b>Call 1 Opens</b>	9am 28 September 2018
<b>Call 1 Expression of Interest deadline</b>	5pm 11 January 2019
<b>Call 2 Opens</b>	9am 8 April 2019
<b>Call 2 Expression of Interest deadline</b>	12pm 3 June 2019

# Supporting information

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## Project management and further support from Grow MedTech

Successful project(s) will be managed by Grow MedTech to ensure project delivery. The Grow MedTech team of Technology Innovation Managers will provide additional support and advice to project teams. This support could be in the form of assistance with project management or development of technology road maps and routes to commercialisation, market and opportunity analysis, links to potential commercial and industrial partners and follow-on funding planning.

Project teams will be expected to provide project update reports to ensure milestones, deliverables and project expenditure remain on track. There will also be a requirement for project update meetings with Grow MedTech.

## About Grow MedTech

Grow MedTech is a programme, funded by the Research England Connecting Capability Fund, established to support medical technology innovation and development in the Leeds and Sheffield City Regions. Focusing on technology convergence and the de-risking of technologies, Grow MedTech brings together leading technology and translational expertise in the Leeds and Sheffield city regions in a patient-focussed and commercially-driven innovation system. It will enhance productivity and economic growth in the UK medical technology sector, while addressing the evolving health needs of the population. Grow MedTech combines strengths from the Universities of Bradford, Huddersfield, Leeds Beckett, Leeds, York and Sheffield Hallam, with sector specialist innovation managers, industry partners and expert healthcare professionals to offer a level of medtech capability and capacity that no single entity could provide on its own. The programme aims to unlock the full potential of the region and make it a leading area for medical technology innovation and commercialisation in the UK.

## Further information and contact

If you would like further information, help or advice with an application, or to discuss your technology or unmet needs in a confidential manner then please contact:

### Danielle Miles

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<https://growmed.tech/about/>