

## SBRI Healthcare Phase 2 Application form

Where word limits are indicated please do not exceed these. Failure to do so could result in the removal of your application during the assessment process.

### 1. OUTCOMES FROM YOUR SBRI HEALTHCARE PHASE 1 PROJECT

Please provide a summary of the outcomes from your Phase 1 project, and how they support and manage any risk relating to the development work for Phase 2. Please include details of steps you have taken to verify the demand and need for your solution with clinicians, potential end-users and commissioners (as appropriate).

**(maximum 900 words)**

### 2. SUMMARY OF EXPECTED OUTCOMES FROM PHASE 2

Describe clearly the new product or service that would be available at the end of Phase 2. Please also specify which would be the last milestone or outcome that would mark the end of Phase 2.

**(maximum 700 words)**

### 3. TECHNICAL SUMMARY

Please describe:

- Technical background from Phase 1
- Key deliverables for Phase 2
- Technical challenges for Phase 2
- Plans to address technical challenges for Phase 2

**(maximum 900 words)**

### 4. CURRENT STATE OF THE ART AND INTELLECTUAL PROPERTY

- a) Describe any other existing third party Intellectual Property (IP) not owned exclusively by the applicant, and its significance to your freedom to operate.
- b) Describe the proposed advance on the current state of the art.
- c) Explain why this product will be more effective than other products currently on the market. In case there are no comparable products, what would be the advantage over the current standard of clinical care?
- d) Specify any background IP on which your project relies and confirm that you have secured access to this IP for both the completion of the project and its commercial use in the UK. Do not forget to include all relevant patent application and/or granted patent numbers.

**(Maximum 900 words)**

## 5. PROJECT PLAN & DELIVERABLES

- Please provide a detailed description of the proposed Phase 2 project, supplemented by the table below. This section should identify the key deliverables and timings. If you wish to do so, you can add a separate file for the Gantt chart (using the instructions for attaching documents in the Guidance document).
- Clearly state how you would define success at each significant milestone in the project. Note that the milestones stated may be used as part of the contract if your application is successful.
- Please highlight any expected changes for Phase 2 from the project team that delivered Phase 1. Also identify the project manager, if different from the lead applicant.
- Please provide details of planned subcontracting agreements, and confirm if those agreements are already in place.

**(Maximum 1350 words – the table below is not included in this word count)**

Milestone	Due Date	Resources	Success Criteria

## 6. COMMERCIAL AND HEALTH ECONOMIC ASPECTS OF THE PRODUCT

Please describe how the product will be commercialised and the planned route to market (distribution, sales, etc). Please include:

- A prediction of the target pricing and margins anticipated for this product
- A discussion the health economic benefits that this product could deliver for the NHS
- A brief review of the market size for this product in the NHS and beyond (EU, US, etc.), including growth rate of the market, main competitors and potential adoption issues
- A description of your plans for full commercial implementation including plans for internationalisation
- An indication of whether additional funding will be required to commercialise the product. If so, describe the expected capital investment and the plans to raise this.

**(Maximum 1350 words)**

## 7. PLANS FOR MANUFACTURING (IF APPLICABLE)

- Outline the plan for manufacturing the product. If applicable, describe the current scale of manufacture and how easy it is to scale up the manufacturing process.
- Describe any issues that need to be resolved in order to have a reliable manufacturing process.
- Indicate whether the product will be manufactured in-house or will involve third party manufacturing. If this is the case, have third party manufacturers been identified?
- Please describe the quality systems and regulatory requirements which apply to the manufacture of the product.
- Provide an anticipated cost of the final product

**(Maximum 900 words)**

## 8. FINANCES

Please provide the following:

- a summary of the costs for the contractor and any subcontractors
- a justification of the costs of each work package of Phase 2
- a list of your project's Phase 2 staged milestones and the costs for delivering each one
- a proposed payment schedule for each quarter of Phase 2

Note: A separate financial spreadsheet template is provided to describe Phase 2 costs in detail. It is suggested that you complete the financial template offline before uploading to the portal, following the instructions on attaching documents, and then use the space in this section to provide free text commentary to the spreadsheet.

**(Maximum 900 words)**

## 9. DEVELOPMENT TEAM FOR PHASE 2

Please provide a description of your project team, describing the expertise of each member relevant to this application, their role during Phase 2 and the proportion of their time they will be spending on the project (i.e. will they work in other projects simultaneously).

**(Maximum 900 words)**

## 10. ADDITIONAL INFORMATION ABOUT THE LEAD COMPANY

Please provide a brief summary of the key strategic objectives of your company over the next five years' time, and whether there has been any change to the ownership status of the party that had a controlling interest in your company when it entered into the NHS contract governing Phase 1.

**(Maximum 450 words)**

## 11. ADDITIONAL MATERIAL

Please use the instructions provided in the Guidance document concerning attachments to include any additional material that you think may support your application. Use this space to provide a list of references to your attached documents. You can include graphs, photos, graphics, external references, etc. Maximum of 4 pages. Exceeding this limit may result in disqualification from Phase 2.

## 12. DECLARATION

In order for your application to be accepted you are required to gain approval from the relevant authorities within your company. These approvals are required to ensure that the costs submitted are agreed by the company as an accurate detailed estimate of the cost of undertaking the proposed project.