

Your partner in innovation...



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Forthcoming events

1st December 2006 – Launch of Medipex Innovation Competition

28th February 2007 – Closing date of Medipex Innovation Competition

25th April 2007 – Award Ceremony for Medipex Innovation Competition

Want to see good ideas from NHS staff that we are putting into practice? Visit: www.ennovations.co.uk

SECOND SPIN-OUT COMPANY FOR SHEFFIELD

In late November Medipex launched EPAQ Systems Limited, the second company to be spun out of Sheffield Teaching Hospitals NHS Foundation Trust.

The company's first product, an electronic questionnaire for use in gynaecology clinics is the result of a number of years of clinical research and a collaboration with a Sheffield based software development company. For further information, see page 3.



Medipex scoops top award



Medipex is becoming used to handing out awards at its annual innovation competition but in October it was the company that was on the receiving end when it won the 'Young Business of the Year award' at the inaugural Yorkshire Post Excellence in Business

Awards held at the Queen's Hotel, Leeds on 19th October 2006. The awards were hosted by Dragon's Den presenter Evan Davies.

The decision to enter came after it was suggested by Medipex's accountants, Kirk Newsome. Jill Wright, one of their Directors who accompanied Medipex staff and board members to the Awards Ceremony said:

"I have long admired the unique concept behind Medipex. CEO Richard Clark has created a truly original company where inventiveness and business seem to thrive equally. Having only been established since 2003, the company is already highly successful and well established in the Yorkshire region. I had a sneaky suspicion that they would win and I am delighted with the outcome, Medipex is a more than deserved winner."

Medipex beat off stiff competition in the awards with over two hundred entries from across the Yorkshire and Humber region, representing a wide range of sectors and company sizes.

Richard Clark, CEO of Medipex said:

"It's a real privilege for Medipex to win the award for Young Business of the Year, especially considering the strength of the competition. It's also good that a healthcare related company won the award amidst such a diverse range of other sectors, something which is important in putting healthcare on the business map. Winning the Young Business of the Year Award makes us all immensely proud not only because of the prestige but also because we were judged by people who are not part of our business sector and we were judged on our merits rather than by reputation. It is also a testament to the faith put in Medipex by NHS Trusts and their staff who share their good ideas with us."



Left to Right: Alan Johnson (MP); Terry Corbitt, Lyndon Judd, Ann Starkey, Richard Clark (Medipex); Tom Riordan (Yorkshire Forward)



Third NHS Innovations Competition

After the success of the previous competitions, Medipex is pleased to announce that their third Yorkshire and Humber NHS Innovation Competition will be launched on 1st December 2006.

The award ceremony for the winners will be held at The Deep in Hull on 25th April 2007 and we will be offering over £8,000 in prize money.

The closing date for entries is 28th February 2007.

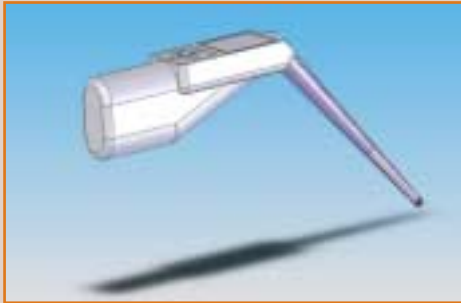
The four categories are: **Medical Devices and Diagnostics, Software and ICT, Assistive Technology, and Publications and Training Materials**

Eligibility: **Any NHS employee based in Yorkshire and Humber region**

For more information and to enter, please complete the application form online at www.medipex.co.uk or download, complete and return to **Stephanie Bridgford**

Aperio Diagnostic Ltd

Aperio Diagnostic Ltd, was the first spin out company formed by Medipex in March 2006, to further develop and take to market a diagnostic probe for cervical cancer screening. Two design companies are currently producing a commercial version of the probe which will be validated in a multi-centre clinical trial in 2007.



The Cervical Probe

Medipex and Exomedica, shareholders in Aperio, are currently raising funding for the clinical trials and the regulatory processes required to get the probe to market.

www.medipex.co.uk is now better than ever

It has always been Medipex's objective to assist NHS staff with developing their ideas and innovations. In line with this we have improved the layout of our website with a dedicated 'resources' section for NHS staff to learn more about intellectual property (IP).

NHS staff can also learn how Medipex can help get their innovations from an idea stage through development and to the commercialisation stage.

You are also welcome to freely download the factsheets (produced in conjunction with patent agents UDL) on intellectual property. Companies interested in novel NHS commercial opportunities can search through the available technologies list or can register for future opportunities. The website is user friendly with information easy to search for. We invite any feedback or comments on the new website. Happy surfing!!



INNOVATION BY NURSES BENEFITS PATIENTS

Nurses are one of the most important groups of professionals delivering healthcare and, according to figures from Medipex's annual Innovation Competition, they are also amongst the most innovative. These figures have been further borne out by the response to a survey of nurses' attitudes to innovation in the workplace carried out by Medipex's Stephanie Bridgford as part of the work for her Masters degree at Leeds University.

Typical of the responses given and showing how important innovation is in the delivery of high quality healthcare, Ward Sister Sue Callum (of Ward 59 in the Clarendon Wing, Leeds General Infirmary) said that "Nurses are central to patient care and if we can be innovative in our jobs, it can only be for the benefit of patients." Sister Callum was the winner of the prize draw from the completed questionnaires which saw her win a luxury meal for two at top restaurant The Stroom in Pudsey.

Stephanie would like to thank all the nurses who gave up their time to complete the questionnaire and she would also like to thank The Stroom Restaurant for donating the prize.

COLLABORATIVE RESEARCH – WHAT YOU NEED TO KNOW ABOUT IP

Medipex, in conjunction with patent agents Urquhart-Dykes and Lord LLP have developed a free information sheet setting out some facts about issues that may arise when carrying out research in collaboration with others, as well as answering some frequently asked questions.

Copies of this fact sheet and the others in the series can be obtained for free by contacting Medipex directly or by visiting the new-look website www.medipex.co.uk

Other factsheets that are available are:

- Patents Factsheet
- Copyright Factsheet
- Design Right Factsheet
- Software Patents/Database Right Factsheet



Clinical Expertise Mapping Exercise in Yorkshire and Humber Region

Medipex is being funded by the Department of Trade and Industry and Yorkshire Forward to undertake a clinical expertise mapping exercise within the Yorkshire and Humber Region. The first phase is now underway, and it is anticipated that all hospital Trusts in this Region will participate. What makes this exercise exciting is that it will provide wide-ranging coverage of all kinds of clinical expertise not just of medically qualified staff, but nurses, midwives and all other healthcare professionals as well.

The purpose is to provide a comprehensive database of all types of clinical expertise to enable Trusts and Universities to develop collaborative partnerships for research programmes and clinical trials. It will also give staff who have not had the opportunity to participate in collaborative research or trials to do so and staff new to the Region a fast track means to building their own collaborative research network. There is a questionnaire for Healthcare professionals to complete available on the Medipex website.

Of equal importance, companies who wish to engage Trust staff in research and clinical trials (including medical device, biotechnology and pharmaceutical) will be able to see the depth and breadth of expertise that is available in this Region. We therefore need their input by telling us the types of information that would be useful to them. They can do this by going to the Medipex website, downloading and completing a short questionnaire.

The long term plan is to merge this data with that already collected by the North West Innovation Hub, TrusTech and that to be collected by Innovations North in the North East, thus providing a comprehensive database of clinical expertise across the whole of the North of England.

Further information can be obtained from Ann Starkey, Project Director ann.starkey@medipex.co.uk

Medipex showcases NHS innovation opportunities

The South Yorkshire Bioscience Enterprise Network (SYBEN) invited Medipex to showcase a range of the innovations that they have helped to commercialise and which they are currently helping to develop from within the region. Since its formation two and a half years ago, Medipex has established partnerships with 33 NHS Trusts, assessed over 350 ideas, progressed over 50 projects and spun out three companies with more under active consideration.

The event was held on 25th October 2006 at the Sheffield Bioincubator and provided companies with the unique opportunity to hear more about examples of medical diagnostics, reagents, devices and pharmaceuticals available for commercial exploitation. Our guest speaker Dr Avril McCarthy from Sheffield Teaching Hospitals NHS Foundation Trust department of Medical Physics described how companies could work with and benefit from the know-how inherent within the NHS to aid in the development of products using her department as a case study.

The event was organised by SYBEN whose purpose is strengthening existing bioscience activity within the region and stimulating further growth.

DO YOU WANT TO KNOW MORE?

Although you are reading this newsletter, just how much do you and your colleagues know about Medipex, the work it does and the services it offers to NHS staff? Perhaps you may know about Medipex, but do other members of the team or department that you work in know what Medipex does? Over the last twelve months, Medipex staff have visited a number of Trusts throughout the Yorkshire and Humber region to present to groups of NHS staff, either at clinical audit meetings or to general audiences at lunch time meetings. If you think that it would be valuable for a member of Medipex staff to come and talk to your team or members of your Trust about the work that Medipex does, what Intellectual Property is and the types of innovation that Medipex typically deals with, then please get in contact with Stephanie Bridgford on

Stephanie.bridgford@medipex.co.uk

Wouldn't it be great if.....

Wouldn't it be great if all your problems could be solved? Medipex, in conjunction with the NHS National Innovation Centre, are launching a scheme to do just this – well not quite but we would like to hear from you if you have a healthcare related problem that technology should be able to fix.

The new scheme, imaginatively called WIBGI, is open for business and Medipex would be delighted to hear from you irrespective of where you are from if you can tell us about a genuine healthcare related problem where there is a good likelihood that a technological solution might be the answer. If your idea is deemed acceptable for further evaluation we will pay you for

the privilege and if we decide to develop a solution we would invite you to participate in the ongoing process.

A typical example of a good idea where technology may provide a solution might be an operating theatre technician who identifies the problems associated with correctly positioning a patient's limb in the operating theatre for prepping and maintaining the position during the operation. Typically it can be very labour intensive requiring one or more staff. If the procedure is a long one and if it involves a bariatric patient then staff may suffer back problems. There is a good chance that a technology already exists at an affordable price to solve this and WIBGI aims to find it.

SECOND SPIN-OUT COMPANY FOR SHEFFIELD (cont)

In late November Medipex launched a second spin-out company for Sheffield NHS Trust, EPAQ Systems Limited, to make available commercially the electronic personal assessment questionnaire (e-PAQ™) software which has been developed by Dr. Stephen Radley of Sheffield Teaching Hospitals NHS Foundation Trust in conjunction with Illuminaries Ltd, a Sheffield-based software development company. The first e-PAQ™ product has been developed for use as a tool in the assessment of pelvic floor problems (bladder and bowel problems) in women and is an interactive electronic questionnaire which is compatible with touch-screen technology, although it can also be used on any computer using a standard mouse.



The product has been acclaimed both nationally and internationally by incontinence-focussed charities and

also by a number of clinicians working in this field. It has been the subject of a number of articles in peer-reviewed journals and also in the mainstream media.

Studies have shown that electronic questionnaires provide more accurate and reproducible data when compared to face-to-face interviews or paper-based questionnaires as individuals are more honest and open when answering highly personal questions on a computer screen. Clinical trials of this product have shown that patients find it very easy to use and almost all of the patients who have completed the questionnaire (over 2,000 to date) have given positive responses about its use. An online version (to be launched in early 2007) will allow patients to complete the questionnaire in the comfort of their own home, prior to visiting their consultant or GP.

More information about EPAQ Systems Limited and their first product can be found on their website (<http://www.epaq.co.uk>) and the software can initially be trialled free of charge for a 30 day period by interested parties both in the primary and secondary sectors.

Radiology Innovations

A new publication from EurekaUK highlights 100 of the major discoveries by academics at UK universities from the last 50 years.



MRI Image of a spine

Featured in this is the pioneering work carried out in the 1980s by Medipex non-executive director Dr Chris Langton at the University of Hull in developing an early detection system for osteoporosis (a condition where sufferers get painful disabling fractures in the wrist, hip and spine) using ultrasound waves.

These waves are used to reveal the structure and strength of bones in people likely to suffer from this condition. This ultrasound test is used with water to identify bone density by measuring the absorption of the ultrasound beam by the bone. In 1992 Dr. Chris Langton developed the 'dry' system for people and around 12,000 detection machines have been sold worldwide.

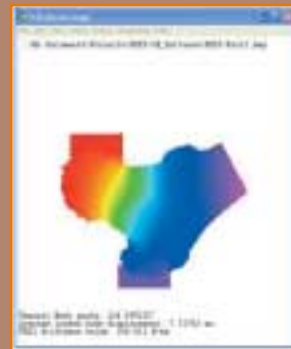


Image showing the femoral neck angle

What is Medipex?

Medipex is the NHS Innovation Hub for the Yorkshire and Humber region. It is one of a national network of NHS Innovation hubs that manage and exploit Intellectual Property (IP) within the NHS.

IP is any new idea or invention. Such ideas can arise out of routine work as well as research and may result in a product which is commercially valuable.

Example ideas are:

- **Medical Devices and Equipment**
E.g. Motorised Drip Stand used in operating theatres to lift heavy irrigation bags.
- **Diagnostic and Pharmaceutical**
E.g. Novel solution for storing transplant organs; a cancer diagnostic technique to aid cancer detection.
- **Medical Software**
E.g. Software tool to assess motor skills and IT capabilities of users of electronic assistive technology.
- **Training Materials**
E.g. Toolkit to distinguish between service evaluation, research and clinical audit.
- **Radiotherapy**
E.g. Software procedure to assess digital image manipulation, radiographic callipers to accurately size prosthetics from X-ray images.

What can Medipex provide?

- Confidential advice and guidance
- Identification, assessment and exploitation of inventions/ideas
- Expert advice e.g. legal, financial, commercial, sources of funding
- Provision of proof-of-concept funding: buying out time, market intelligence
- Commissioning of prototypes and clinical trials
- Identification of commercial partners and collaborators
- Project management and ongoing support
- Brokering of collaborative R&D (industry and NHS)
- Supporting commercially sponsored research and trials
- Innovative services: business plans, spin out companies, joint ventures

What next?

All the above services are free to you providing that you work for an NHS Trust based in Yorkshire and Humber and your Trust is a member of Medipex. If you are unsure whether your Trust is a member, please contact Medipex on the number below. Any enquiry whether your Trust is a member or not will be treated in strictest confidence and if we can, we will give guidance over the phone.

Feedback

Do you have any comments on issues raised in this newsletter or would you like us to write about your idea? If so email us at enquiries@medipex.co.uk

Commercial Opportunity for companies and partners

Overactive Bladder Syndrome (OABS) is a common condition with a prevalence of 16-17% in both Europe and the USA. Unfortunately 'urgency' is difficult to measure and patients find it cumbersome to record data in a paper diary.

The Digital Diary is a small electronic device that can be used to accurately and objectively record urgency (the desire to urinate) and related parameters which have previously been difficult to measure. The device can be linked to a computer and the data collected analysed by specifically written software which calculates summary statistics and allows storage, display, editing and print out of an 'electronic diary' of urological symptoms. Data gathered through the use of the device should help optimise therapy delivery and improve clinical outcome.

Opportunity - Medipex is seeking partners who would be interested in manufacturing and distributing the Urological Digital Diary.

Prototype of Urological Digital Diary



Further hubs collaborate on the Ennovations website



The ennovations website has been rolled out to the nine NHS Innovation hubs within England allowing them to submit their innovations to the site thus enlarging its content of products and ideas.

The site allows the online purchase of medical products and training materials developed by the NHS and is principally targeted at sales to the NHS. It also includes an ideas section, where selected projects from the NHS innovation hubs looking for commercial partners can be found.

The ennovations website can be accessed at www.ennovations.co.uk

Fibreoptic Bougie – a novel way of tracheal intubation

General anaesthesia is associated with a higher risk of airway problems among women undergoing caesarean delivery than among non-obstetrical patients. The incidence of failed tracheal intubation is almost 8-10 times as high as that among non-obstetrical patients.

A consultant Anaesthetist has a novel idea to combine a bougie with fibre optics to provide a single use disposable item, so that there is no

need to repeatedly sterilise the main equipment. This will be helpful for emergency intubation procedures where normal emergency intubation proved impossible and in some circumstances fatalities occur.

Opportunity - We are seeking a development partner to work with the clinicians and clinical scientists to develop and evaluate a suitable prototype with a view to an ongoing commercial development.

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