

# Training for Digital and Health Industries

NTI at Leeds Beckett University is working in partnership with Nine Health CIC to offer three introductory courses aimed at businesses working with data informatics in the health and social care sectors. The courses are also relevant to digital and creative SMEs, to those providing clinical technology, and professionals working within the NHS and the health and social care sectors.

## Information Governance

This course will cover the UK/ EU regulatory framework, with a focus on the recent changes regarding the new duty of care to share information, information confidentiality, security and data storage. It is designed as a taster and delegates will be signposted to further information and training.

The course will cover:

- The role of Caldicott Guardians.
- Data controller responsibilities.
- Contractual obligations for SMEs and those working in the technology field.

## An Introduction to Health and Social Care Information

This course is designed to enable SMEs and others understand the role of information in health payment and contract mechanisms. Nine Health CIC specialises in helping other SMEs and Companies penetrate health markets and will use real case studies to demonstrate the importance of understanding payment and data information systems.

The course will cover:

- Information flows within health and social care.
- How SMEs can plug into the payment system.

For example, does your technology have a clinical code?

- How payment by results works.
- How to routinely use available NHS and social care information to build your business cases and develop your marketing strategies.

## Selling and Marketing to the Health Sector

Suppliers to the health and social care market need to be aware of how the health sector is changing, and understand what impact this will have on how they develop, sell and market their products and services.

The course will cover:

- Health market structure and function in the UK, with reference to EU and overseas markets.
- Procurement routes and market entry, including rules, frameworks, tenders and structures.
- Patient rights and personal budgets.
- Additional support available to SMEs in this sector, including grants and research and development funds.

Nine Health CIC is a not for profit company created from within the NHS to accelerate the development and use of technology for patient and public benefit, and help innovators bring their products to market in the health and social care sectors. It advises on information governance nationally and internationally, and helps businesses ensure that they are operating safely and within the law.

#### Do you qualify for funding?

We are proud to be an approved provider of training for the Leeds City Region Enterprise Partnership Skills Service.

If your business operates in the creative and digital or medical technology sectors, you may be eligible for 50 per cent match funding towards any training provided by NTI or Leeds Beckett University.

Funding is available to small and medium sized businesses based in the Leeds City Region. To qualify you must apply for between £500 and £50,000 to support your company's training needs.

#### Costs:

£195 per course.

Discounts available on multiple course bookings.



Contact us for more information:

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