



**ERDF  
FUNDED**

# **SUPPORTING INNOVATION & GROWTH IN HEALTHCARE TECHNOLOGIES PROGRAMME**

HIGH-LEVEL SUMMARY OF THE INTERIM SUMMATIVE ASSESSMENT  
REPORT DECEMBER 2020  
INCLUDING PROGRAMME UPDATE OCTOBER 2021

# ABOUT THE PROGRAMME

**SIGHT (Supporting Innovation and Growth in Healthcare Technologies)** is a £1.7m ERDF-funded business support project led by the University of Portsmouth in conjunction with Portsmouth Hospitals University NHS Trust and the Wessex CRN, designed to enhance the competitiveness of SMEs in the healthcare sector.

As part of the programme's objectives, SIGHT will support 100 medtech businesses over the three year span which commenced in July 2019. This support includes access and engagement for SIGHT company members with clinicians, researchers, academics, IP experts and trial support staff.



**The overall goals are for the SIGHT project to:**

**“Provide SMEs with the insight and specific evidence required to ensure their products meet real, identified market needs along with the necessary guidance and support to enter and expand in new healthcare markets.”**



# PROJECT CONTEXT

Through the SIGHT Programme, the University of Portsmouth and its delivery partners support SMEs by:

- Delivering sector specific business support, information and guidance to SMEs in England in the healthcare technologies sector to help them to grow and compete in regional, national and international markets
- Identifying market opportunities for SMEs by providing access to academic experts, clinicians and patient groups, enabling SMEs to be more competitive in their development of new technologies and solutions to meet unmet needs
- Providing bespoke support to a selected number of SMEs developing healthcare technologies to overcome regulatory challenges and other barriers that currently limit opportunities to expand into new markets
- Offering a grant scheme to allow SMEs in the healthcare sector to purchase additional support to grow their business and develop their products

## THE PROJECT HAS FOUR WORK STREAMS:

1

Initial Assessment of SMEs in the healthcare sector by a dedicated SIGHT Business Development and Programme Manager. Organisation of a series of workshops on issues such as intellectual property, supplying to the NHS and other markets or operating beyond the UK borders.

2

Running 'Business development workshops and webinars' themed around specific clinical areas or patient needs.

3

Further intensive support from SIGHT through continued engagement with Portsmouth Technologies Trials Unit (PTTU) to help companies develop their products. The PTTU is a joint initiative between the University of Portsmouth and Portsmouth Hospitals University NHS Trust.

4

Grant scheme available to SMEs to purchase additional support not available through SIGHT. Grants can range from £1,000 to £24,999, matched at 75% by the SME.

# FINDINGS FROM INDEPENDENT CONSULTANT

Following a competitive tender process, European Project Management (EPM) consultancy was successful in being selected to conduct both interim and final evaluation for the SIGHT project. Findings from their independent summative assessment include:

## Meeting of expectations

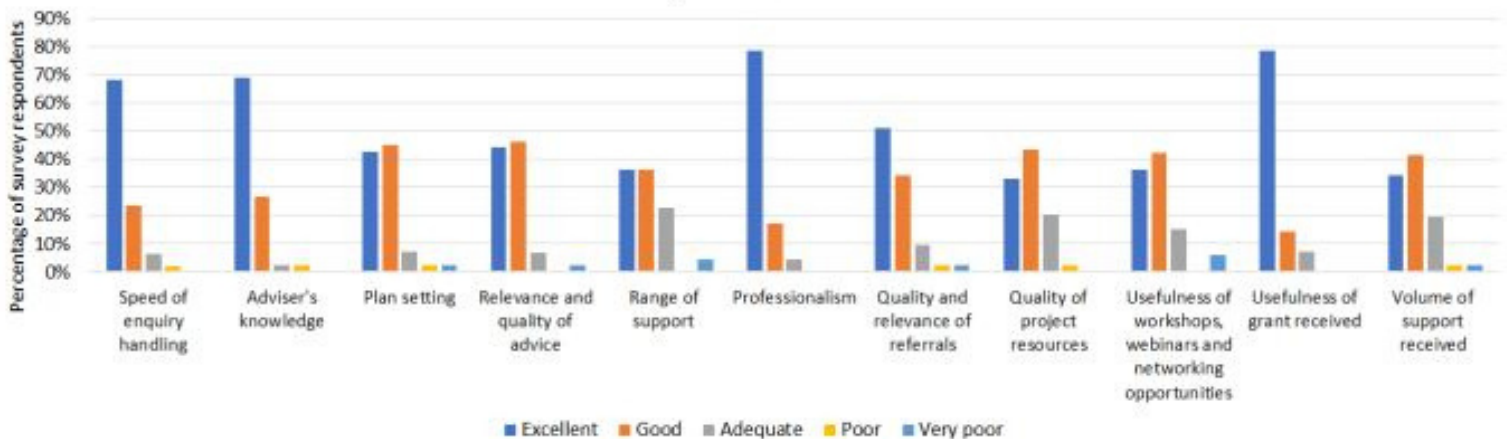
78% of beneficiaries felt that their expectations were either met or exceeded

“I particularly rated the fresh thinking and approach offered through the SIGHT membership without the pressure that people or contacts were trying to make money out of me for that advice and support - so therefore, felt it was more succinct, relevant and unbiased.” - Nicky Bateman (Founder of Molli Baby)

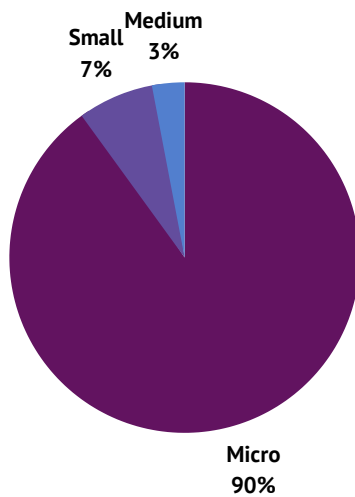
“This has been a good and worthwhile experience. Our expectations were fully achieved, and we are in on-going contact to achieve outcomes that could significantly exceed our initial intentions.” - Dr Graham Giles MBE (Founder of SPERA Digital Health)

“SIGHT was a jewel in the sand - a single and transparent process.” - Ian Graney (Managing Director of NTL Biologica)

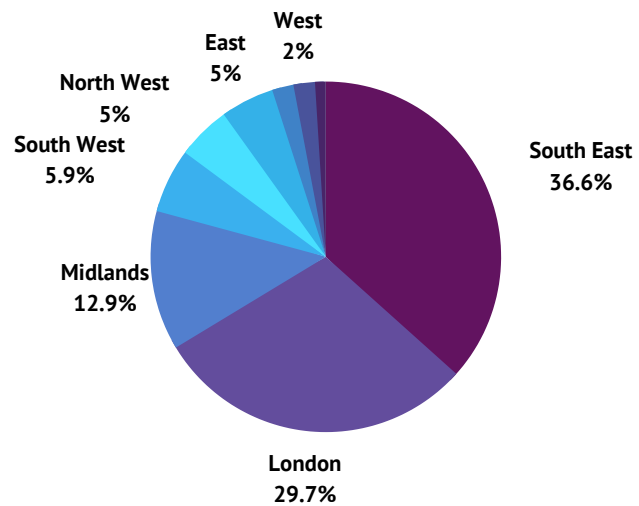
Rating of SIGHT services



## SUPPORT TO SIGHT PROJECT MEMBERS AS AT OCTOBER 2021



Company Size



SIGHT Members by Region

Large majority of all companies on the SIGHT database are micro companies, with 9 or fewer employees. Established companies are the most common type of entity receiving SIGHT services. The University of Portsmouth has also been successful in attracting start up businesses into the region for SIGHT support.

### Current progress of SIGHT (as of Oct 2021):

- Over 1700 hours of company support provided by programme staff
- 175 SME members
- 388 newsletter contacts
- 60 webinars held with over 900 attendees
- £125k grant funding committed to members



**European Union**  
European Regional  
Development Fund

## **HERE'S WHAT SOME OF OUR MEMBERS HAD TO SAY ABOUT THE SIGHT PROGRAMME:**

**"We would not have been able to achieve what we did without SIGHT. Very accessible, knowledgeable and supportive. Have recommended it to numerous other companies"**

**"Our development and production environment has been largely European. The SIGHT collaboration has focussed and strengthened our existing modus operandi. The swiftness and efficiency of their responsiveness and initiatives have opened the pathway to local resources, professional relationships and know-how essential to a UK medical tech start-up"**

**"The SIGHT Business Development and Programme team have been very collaborative, providing valuable input and ideas that have opened up new themes that we can now consider in our product and customer engagement plan"**

**"I have found the SIGHT team to be very engaging and helpful in every way. I have recommended the programme to MANY companies, most of whom have joined. I have also had the pleasure of working with the SIGHT team in a formal capacity and, as part of that, have engaged with around 20 other member companies and the feedback for SIGHT has been 100% positive"**

## GET IN TOUCH WITH US

If you are interested in any of our services or would like to learn more get in touch with us.



EMAIL

**SIGHT@PORT.AC.UK**



WEBSITE

**WWW.SIGHTPROGRAMME.CO.UK**



LINKEDIN

**WWW.LINKEDIN.COM/IN/SIGHTPROGRAMME**



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