

InnoScot Health – Early Value Assessment

Our client

InnoScot Health works in partnership with NHS Scotland to deliver scalable innovation to improve patient care. Celebrating its 20th anniversary this year, InnoScot Health inspires, accelerates, and commercialises impactful NHS initiated ideas – simple or complex – in addition to developing innovations from start-ups, SMEs, and established companies that would benefit from collaboration with the NHS.

Its multidisciplinary team uses specialised knowledge to help bring new ideas and innovations from healthcare professionals to life. It provides expert services including intellectual property advice and protection, regulatory expertise, project management, idea incubation, funding advice, development and commercialisation, marketing and communications, and post-commercialisation monitoring.

The organisation receives a high volume of applications for its kick-start funding to enable the fast tracking of promising ideas. Looking to deliver value to the NHS, the organisation identified the need for a decision-making tool that would enable its team to evaluate early-stage projects, identify viable opportunities, and present the analysis in a standardised format for InnoScot Health stakeholders.

The Brief

Health Tech Enterprise was commissioned by InnoScot Health to develop a bespoke budget impact analysis tool to rapidly assess projects against a number of reference cases to evidence the potential health and cost impact of an innovation idea or proposal.

Key to the brief was that the user experience of the tool had to be easy to use for all members of the InnoScot Health team, and that it facilitated a transparent, standardised evaluation process that provided immediate analysis results with actionable feedback for innovators.

Our solution

Over a three-month partnership, Health Tech Enterprise collaborated with InnoScot Health to create a customised tool template that could be used within the organisation's early value assessment. InnoScot Health identified four reference cases that best represent the types of project that it receives and Health Tech Enterprise's Health Economist used these during the development, testing and pilot stages of the tool.

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The development and pilot stages were supported with regular reflections and assessments of the tool's functionality, gathering feedback on the user experience to adapt the tool template for future use.



Throughout the project, Health Tech Enterprise also held regular workshops with InnoScot Health to train and upskill its team in areas including research methods and data identification, enabling them to deliver the depth of economic analysis required to integrate the tool into the project assessment phase.

Outcomes and Impact

InnoScot Health is now implementing the tool and using its data to analyse the commercial viability of projects and innovations to identify where best to allocate resources and accelerate the development of innovations that deliver improved patient healthcare and outcomes within NHS Scotland.

As a result, they have been able to accelerate the development of innovations that deliver improved patient healthcare and outcomes within NHS Scotland.



“We found that a valuable part of the collaborative process was the ability to discuss ideas, work through problems we encountered, and closely analyse the different approaches that we might take. Having access to Health Tech Enterprise’s expertise in Health Economics helped us to develop our own team’s know-how, while simultaneously honing a bespoke Budget Impact Modelling tool which allowed us to identify the optimal allocation of resources.”

Gillian Henderson, InnoScot’s Head of Project Management