



1st Call for Proposals

Residential Homes

Introduction

Under its ICE-T initiative, SEHTA (South East Health Technologies Alliance) is putting out this call for new product and service development proposals from consortia which include at least one SME, to meet the needs of the private sector residential home operators.

This funding is designed to support pilot projects or schemes that will test the performance of new telecare* products and services in a residential care home setting. This will involve working closely in cooperation with the care home owners and managers. Each project is required to work with one of the ICE-T showcase sites.

On project completion it is anticipated that a prototype will have been tested successfully in a care home environment and can then be commercialised within a period of 6-18 months

Funding will be awarded to those proposals that most closely fit the specification and demonstrate the potential for a sustainable business.

** In ICE-T we describe Telecare as 'the use of information and communication and sensor technologies to deliver health and social support to people to help them live as independently as possible in the lowest intensity care setting consistent with their needs and wishes'.*

For more information about ICE-T and for the full report on its background and development please go to <http://www.sehta.co.uk/telecare>.

Background.

In SE England the private sector provides over 90% of elderly care through residential homes and domiciliary care services. The providers range in size from SMEs through to large multinational organisations. In SE England this market was estimated at over £10 billion in 2008. Over the past decade care delivery organisations have been investigating the use of technology (particularly information and communication technology and remote monitoring) to provide new means of delivering care. In general, the private sector has adopted these technologies and new methods of care delivery more slowly than other providers such as the NHS, possibly because the new products and services developed have not fitted well with the working practises of private sector care homes. The rise in the elderly population and hence the number of people needing care (particularly dementia care), coupled with shorter stays in residential homes and the way they receive funding, is causing the private sector to once more take a detailed look at what technology can offer.



Following meetings with care home providers they expressed an interest in technologically based products and services that could:

- Enhance the care of residents
- Enable management to support staff better
- Improve the efficiency and effectiveness of the operation of the care home
- Communicate better with the family and other carers of a resident
- Facilitate communication between residents, their families and their other carers
- Provide ways in which it was easier for residents to access healthcare services.

New Products and Services

Proposals are invited that address one or more of the issues identified in the bulleted list above. The proposals should show the clear involvement of residential home operators and of an ICE-T showcase site. Examples of the type of new products and services that could be proposed are:

- Assessment and care plan development tools, systems that can be used to demonstrate adherence to care plans,
- medications management systems, more effective ways of providing staff training and access to second opinion, and
- products and services that enable staff to more rapidly build up an empathy with an individual resident.

This list is by no means exhaustive and other ideas for innovative new products and services are welcome.

Outline Call Timetable

Call Opens	2 nd February 2010
ICE-T Launch Event	2 nd February 2010
Deadline for receipt of completed applications	2 nd March 2010
Commissioning date for project	2 nd April 2010



Application process

Applications will be submitted by email. Only applications that have completed all the relevant forms will be considered. Applications will be reviewed to check that they meet the eligibility criteria and eligible applications will be reviewed by a panel of independent assessors.

The following aspects of the application will be considered by the assessors

- Fit to specification
- Experience and capability of the project team
- The potential benefits of the proposed service or technology
- The project plan
- Justification for resources used in project (i.e. they represent good value for money)

Feedback to unsuccessful applicants will be provided on request.

Project Criteria

- Grants of up to £50,000 are available
- Projects are match-funded: 50% from ICE-T, 50% from the project partners – this contribution may be in kind.
- Each project must involve an ICE-T showcase centre in the demonstration or evaluation of the technology. £5,000 of each grant will be used to fund this activity with the ICE-T showcase site.
- Projects are not required to involve more than one company, but collaborative partnerships may improve the prospects of the project proposal during assessment.
- The ICE-T showcase site will be a subcontractor
- Where collaborative partnerships are proposed, a Collaboration Agreement signed by all project partners must be submitted with the project application
- At least one of the project companies must be within the in SEEDA region
- Projects are to be completed in a maximum of 1 year (see details of individual calls)
- Reporting during projects will involve quarterly financial statements, a mid-term interim report and a final report.