



Centre for Healthcare Innovation Start-up Enterprise Link (CHISEL)

Healthcare InnoMatch 2023 Information Session

Hosted By: CHI

*Supported By:
Ministry of Health and Temasek Foundation*

11 May 2023

Restricted

CENTRE FOR
HEALTHCARE
INNOVATION 

Introduction

- Long process for healthcare innovation adoption, from identification of clinical need, discovery of an innovative solution, to its application in hospital and on patients
- Challenge of crossing the *chasm of adoption*
 - where a solution transits from market-ready status, to fit-for-mainstream use
- Due in part to:
 - Care providers needing evidence that the solution is feasible, and can deliver on stated outcomes
 - Need to compete with enterprise solutions on standard procurement routes



Overview of CHISEL - Value on both ends

A platform established for **Start-Ups/SMEs**



Gain Access to **Real Use Cases and Environment**



Funded Opportunity to Demonstrate **POV of Market Ready Solutions**



Opportunity for **Results to be Endorsed and Solution Adopted** by Local HCIs



Establish a **strong connection** with the healthcare communities



Receive **guidance, coaching** and insights from Local HCIs

Enabling **Healthcare Institutions**



Early Access to New and Emerging Healthcare Innovations



Test for Operational Feasibility before Procurement

CHISEL Framework – Requirements

- Participating Start-ups/SMEs



Registered Business

\geq TRL 7

High Level Market
Readiness Solutions



NOT be in
Negotiation for Exit

$<$ S\$100M

Revenue

- Partner Healthcare Institution (HCI)



Committed
manpower for
Test Bedding



Provide necessary
information and
access for Test
Bedding

CHISEL Framework – *Funding Assistance*

Up to **\$400K*** per project

- **Start-ups/SMEs and HCI (90% of the funding)**



Pilot manufacture



Consumables



Customization



Test Bedding
Services

- **HCI (10% or min. SGD20,000 of the funding)**

CHISEL Framework – Partner HCIs and Support

Partner HCIs

Year 1 (2021):

- 3 biggest hospitals from each of the 3 healthcare clusters



Year 2 (2022) and Year 3 (2023)

- 3 healthcare clusters in Singapore
- Inclusive of polyclinics, community hospitals, community nurse posts, community health teams, etc.



Supported by



TEMASEK
FOUNDATION

Year 1 (2021)

- 3 winning solutions

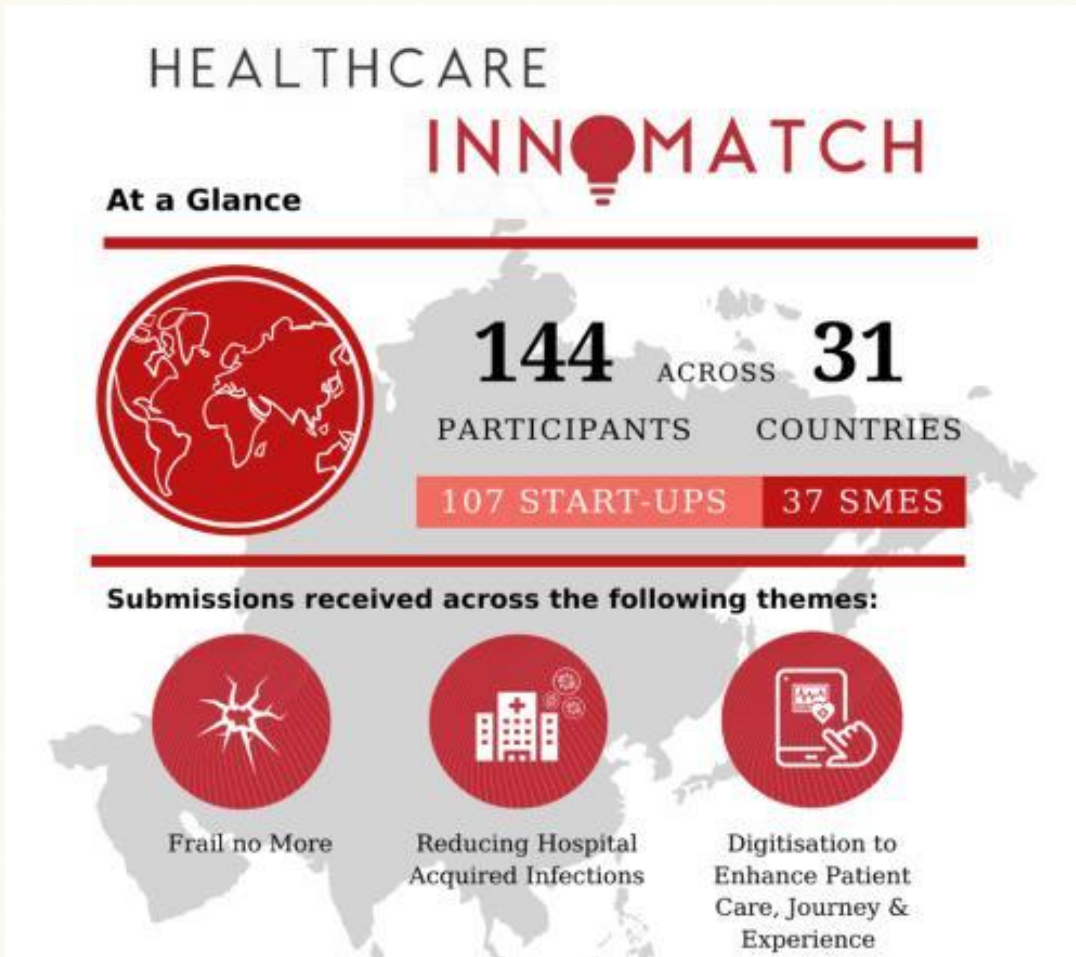
Year 2 (2022)

- 6 winning solutions

Year 3 (2023)

- Up to 3 winning solutions

CHISEL 2021



Playback available here: <https://youtu.be/hclC-36ackA>

- 3 start-ups successfully matched to 3 Public Hospitals

 Singapore General Hospital SingHealth	
 National University Hospital	
 Tan Tock Seng HOSPITAL National Healthcare Group	 ARTICARES



CHISEL 2022

- 6 start-ups successfully matched to 3 Healthcare Clusters
- Test Bedding in preparation

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HEALTHCARE
INNOVATION

HEALTHCARE INNOMATCH

INNOVATIONS ADOPTED AT SPEED, AT SCALE

PARTNER HEALTHCARE CLUSTERS



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At a Glance

Theme

Delivering
Care Beyond
Hospital
Walls

256

PARTICIPANTS

32

COUNTRIES

132 START-UPS

29 SMES



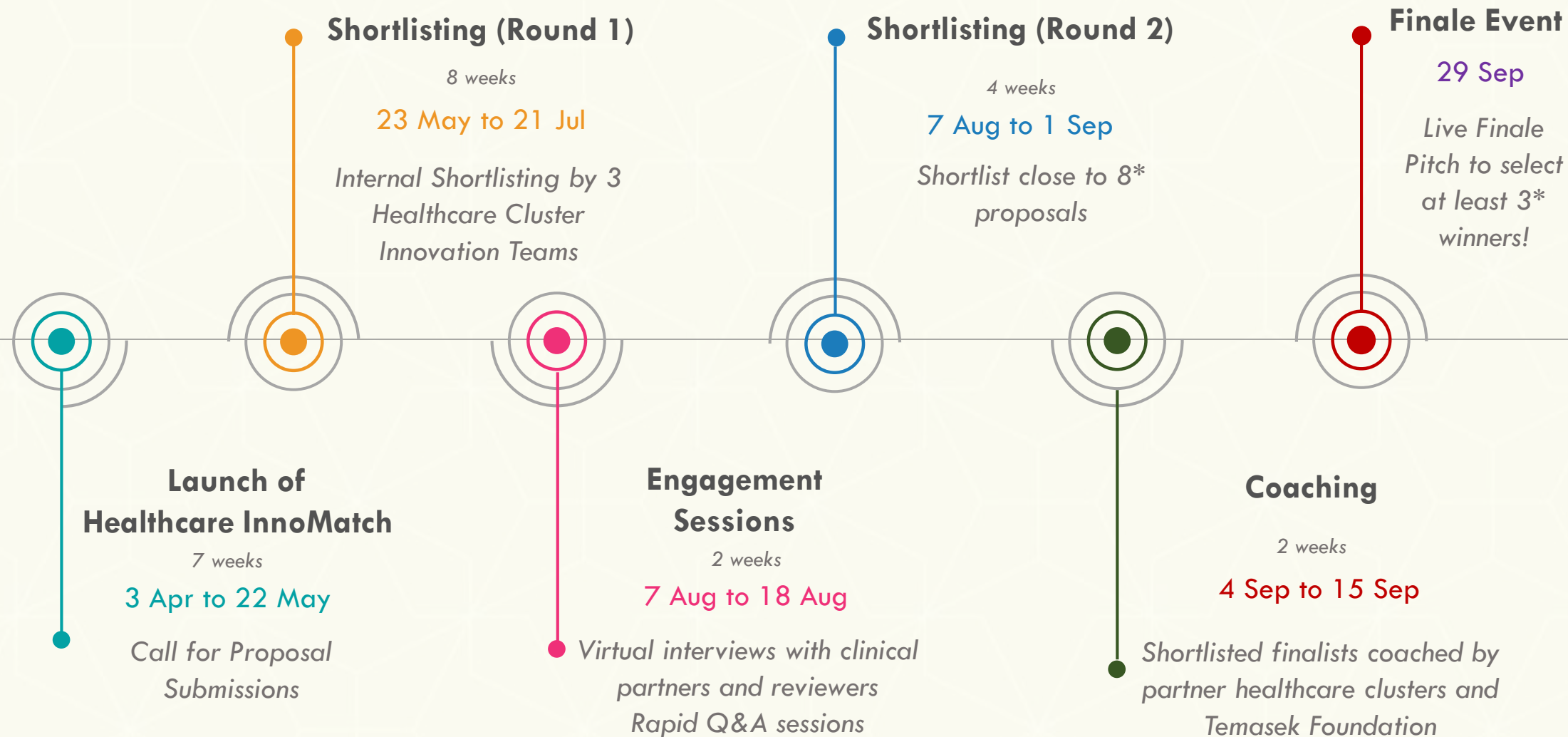
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Healthcare InnoMatch 2023

An end to end process that moves a potential solution from proof of value to adoption



Healthcare InnoMatch **2023** - Timeline



Healthcare InnoMatch **2023** - Theme

Reshaping Preventive Care for a Healthier Population

Healthcare is expanding our focus: from healthcare to health; from patients to people; from clinical facilities to communities of care. While the acute care system is mature and well-established, the population health and aged care systems are still developing. In line with HealthierSG*, Healthcare InnoMatch will spotlight good health and preventive care beyond hospitals to the community.

Problem Statement

“How might disruptive innovations help our population (who are healthy, at risk, or with illness), healthcare and social service providers build **sustainable, relationship-based person-centric** care models, by allowing **better ownership of good health?**”

We are seeking scalable, end-to-end and sustainable long-term solutions to **predict, prevent, and detect** illnesses, promote **personalised intervention, and activate self and community care**. This may include approaches or modalities such as, but not limited to, social prescription, empowerment and lifestyle coaching. Your solution and proposal outcomes should be backed by clinical evidence and data.

*You may wish to [find out more about Healthier SG](#).

Healthcare InnoMatch **2023** - *Intended Outcomes*



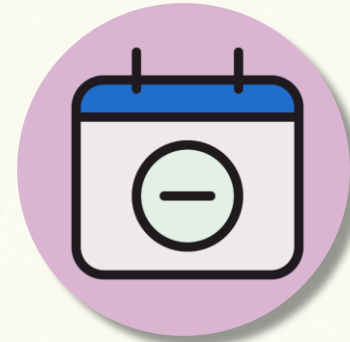
Better **patient**
health outcomes



Improved
accessibility of
care



Increased **quality**
of life



Reduce the **necessity**
and frequency to
visit the hospital



Better **value and**
cost effectiveness

Healthcare InnoMatch **2023** - Assessment Criteria



**Healthcare Need
& Relevance**



Innovation



Market Readiness



Impact
(Patient, Carer, Health System,
& Environment)



Business Plan



**Clinical, Technical and
Operational Capacity**



**Technical Viability
and Compliance**



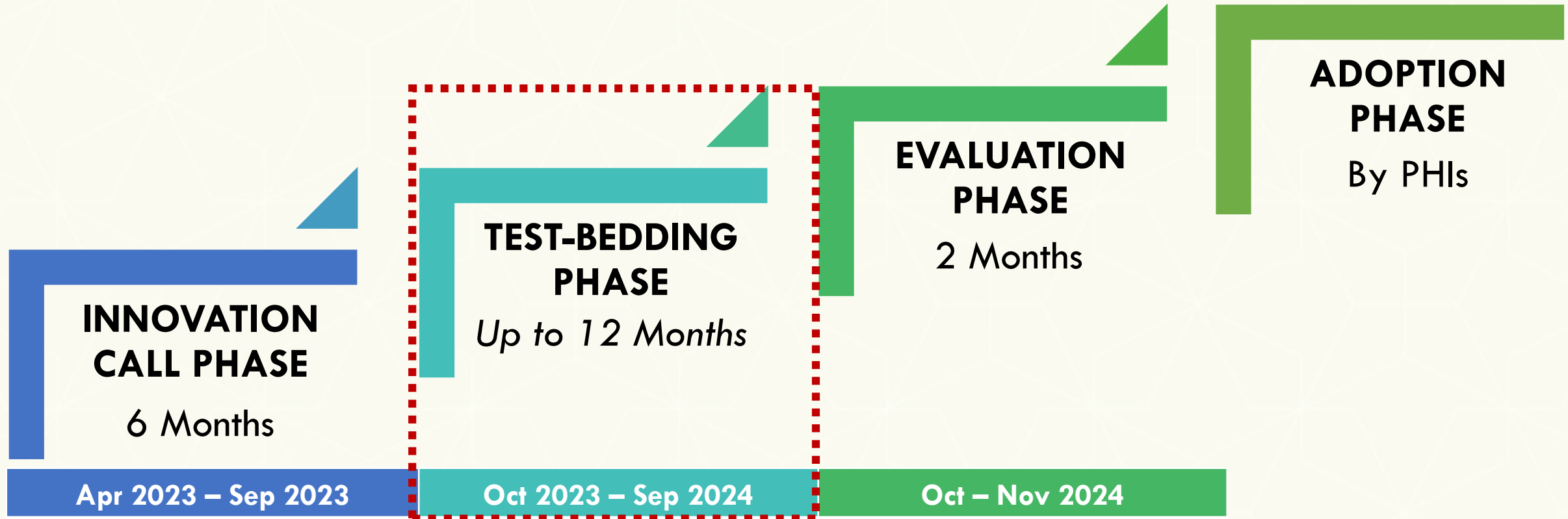
**Potential Test
Bed Partner**



**Potential for
Adoption in HCLs**

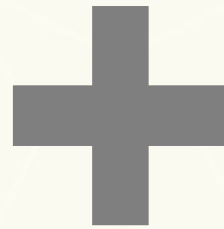
CHISEL **2023** - *Test Bedding Phase*

An end to end process that moves a potential solution from proof of value to adoption

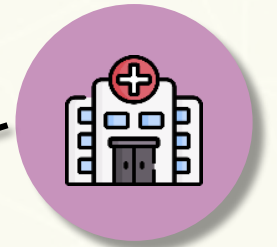
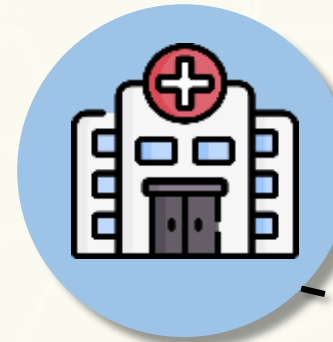


CHISEL **2023** - Test Bedding Phase

Selected
Start-Ups/SMEs



Assigned Project Lead
from HCLs



3 months* for preparation



6 months to complete the test-bedding
in a simulated clinical environment

Assigned Secondary
Site Rep from the
other two clusters

CHISEL **2023** - *Evaluation Phase*

An end to end process that moves a potential solution from proof of value to adoption



CHISEL **2023** - *Evaluation Phase*



Clinical Efficacy



Operational
Viability



Sustainable Care &
Cost Effectiveness



Technical Viability &
User Acceptance



Risk Analysis

CHISEL **2023** - Adoption Phase

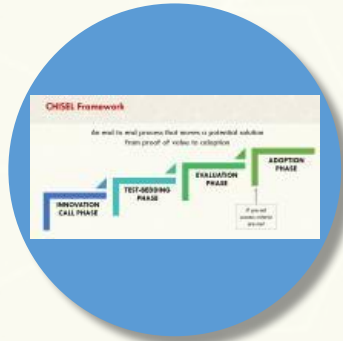
An end to end process that moves a potential solution from proof of value to adoption



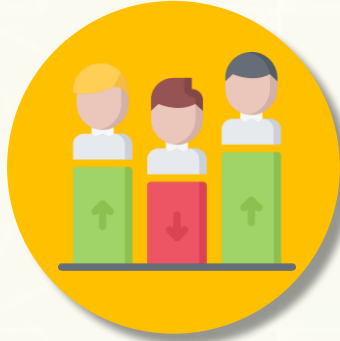
CHISEL 2023 - Adoption Phase

If success criteria are met, the participating HCI(s) will proceed to

- Demonstrate that the **resources and processes** (* infrastructure, IT integration, manpower, service and/or business models) to implement the new innovation are **feasible and sustainable**; and allow PHIs the opportunity to validate the solution during service implementation transition and system integration.
- Establish **National Procurement Agreement** with ALPS (for all HCI to fast track procurement, “Green Lane”)
- Procure the solution directly, subject to:



1. Within the ambit of CHISEL framework



2. Completion of evaluation of POV by CHISEL Evaluation Panel



3. Fulfilment of CHIEF outcomes criteria, solution is ready for deployment and adoption in HCI!



4. Pricing offer is made according to the pre-agreed negotiated price (if applicable)

THANK YOU

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<https://chisel.2023.iottribe.org/>

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