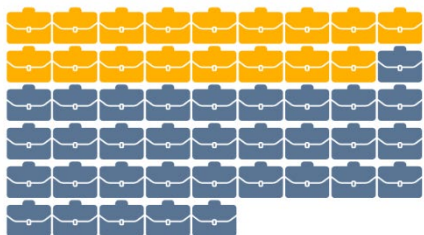


17 jobs created out of 50 beneficiaries



21 jobs safeguarded out of 50 beneficiaries



# SIGHT

## Interim Assessment

### Case Study

The SIGHT project  
successfully supporting  
healthcare SMEs  
across England



EPM  
18 Brighton Road,  
Horsham RH13 5BA  
West Sussex  
Email: [contact@epmconsultancy.eu](mailto:contact@epmconsultancy.eu)  
<https://www.epmconsultancy.eu/>  
Registration Number: 4716925

## Beneficiary Case Study and Testimonial

Prior to joining the CIAMM initiative, NTL Biologica was:

- Seeking funding to use their internal expertise to expand and revolutionise current COVID-19 testing services
- To establish clinical and academic collaborations to conduct clinical trials to gather clinical and cost effectiveness evidence for their novel stem cell solution

SIGHT provided NTL Biologica:

- Grant to help fund and brand a mobile COVID-19 testing unit – they had never won a grant before
- 1-2-1 specialist advice
- Help with brainstorming

Taking part in SIGHT helped strengthen NTL Biologica's brand as they had never won a grant before and so are extremely appreciative and grateful to have received this money and support.



*"SIGHT was a jewel in the sand - a single and transparent process."*

– Ian Graney, Managing Director



## About SIGHT

EPM carried out the Interim Assessment for SIGHT's grant programme funded under ERDF's Priority Axis 3 and led by the University of Portsmouth, delivered in partnership with Portsmouth Hospitals NHS Trust and the Wessex Clinical Research Network (CRN). This programme supports SMES by helping identify market opportunities and delivering bespoke, sector specific healthcare support. This 3-year project is set to conclude in September 2022.

### The methodology for the interim evaluation comprised three stages:

*Step 1:* Design and Plan the Summative Assessment: Inception meeting, documentation familiarisation and designing of surveys and 'Aide-Memoires'

*Step 2:* Data Collection: with beneficiary and counterfactual surveys and 1-2-1 phone interviews, case studies and management team workshop

*Step 3:* Interim Report: presenting the actual performance and recommendations from the remaining duration of the project

### Focus on Beneficiaries

98% of beneficiaries were either satisfied or neutral about the SIGHT service(s) they had received. Across the 50 SMEs who responded to a questionnaire, 17 jobs were created and 21 were safeguarded. New or continued collaboration with a research institution was reported by 48% of beneficiaries.

### The EPM Team recommended

Recommendations for the SIGHT programme included:

- Organise both virtual and physical networking events as soon as COVID-19 restrictions lift, including themed networking events, e.g. women-only with local female investors.
- Consider developing a package of services for spin-out companies from universities as their needs are different from companies emerging from within the industry.
- Strengthen relationships with ERDF-funded projects that can support R&D, including Health Enterprise East's MedTech Navigator and University of Chichester's Business Hothouse projects.

*"The EPM team has been extremely diligent, professional and organised in engaging with both the SIGHT programme employees and stakeholders, as well as with the SME beneficiaries. They bring a huge wealth of knowledge, understanding and experience of EU regulations and their collaborative approach to working with SMEs and programme stakeholders has resulted in a detailed and wide-ranging analysis of the health of SIGHT at the half-way point of the programme. The insights provided by EPM's analysis has enabled SIGHT to adapt and develop its service offering to the SME beneficiaries, and we are very much looking forward to working with them on our final assessment of the programme."*

- Dr Phil Jewell, SIGHT Business Development and Programme Manager

