



Innovation Challenge FAQ's

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What is the Innovation Challenge?

The Scotland 5G Centre's (S5GC) role with this innovation challenge is to support the development and delivery of product and service innovation in the health & social care sector. One mechanism to achieving this is through the delivery of an Innovation Challenge. This is an open and easy to enter process where innovative and ambitious companies offer to provide a potential solution to a Challenge placed by S5GC.

The challenge programmes objective is to bring new products and services into the supply chain, or closer to market realisation to meet the needs presented by the health & social care community. Companies across the UK are encouraged to make use of the resources available at the S5GConnect Dumfries hub.

The S5GC will support three companies to receive up to 15 weeks of business and technical support to help accelerate the incorporation of 5G into remote healthcare products and services.

What is the aim of the challenge?

The S5GC is seeking to support innovative products and/or services within the realm of 5G connectivity, contributing to the delivery of the Scottish Government's commitment to establishing Scotland as a forward-looking digital nation.

The Innovation Challenge programme aims to bring new products and services into the supply chain to meet the needs presented by the health & social care community in the South of Scotland and across rural and semi-rural locations throughout Scotland and the wider UK.

As such, the overarching aims of the S5GC Challenge are to accelerate the deployment and adoption of 5G remote healthcare across Scotland/the UK by:

- Identifying relevant issues that hinders the implementation of 5G technologies in the health & social care sector, within a rural or semi-rural economy.
- Identifying the core current challenges, needs and priority areas in which technological solutions could support the challenge owners to deliver services in new ways.
- Articulating these findings as an innovation Challenge.
- Engaging with companies to deliver impactful solutions to the Challenge.

The ambitious nature of the Challenge seeks to support SME's to deliver on their digital aspirations. Through this Challenge, companies will be supported in delivering meaningful results, enhancing product or service efficacy, whilst delivering true digital transformation.

The challenges have also been identified out of the extensive work already completed within the Sustainability and Modernisation Programme (SAM), issued by Dumfries and Galloway Health and Social Care Partnership in response to the growing pressures being faced.

SAM is a new, local change programme established to provide a focus on transforming the way in which health and social care is delivered. SAM aims to promote and drive local change to enable care and support, to be delivered in a more effective and efficient way, that meets people's needs in the right place, at the right time, every time.

The SAM Programme:

- Has oversight of the implementation of the SAM strategy.
- Identifies the priorities for digital technology in health and care over the next 5 years.
- Makes recommendations to the Health and Social Care Management Team regarding investment and prioritisation in relation to digital technology.
- Aims to strengthen partnership working between all sectors of the Partnership.

This local digital strategy provides the opportunity for Dumfries and Galloway to adopt technology fully into 'the way we do things'. The S5GC Innovation Challenge aims to support and contribute to the goals of the Dumfries and Galloway Health and Social Care Partnership SAM.

Why would this help my business?

Advanced connectivity is coming and 5G offers increased performance through a more reliable, secure and much faster service. 5G also has the capability to be deployed to rural and dispersed locations through new working models that addresses some of the connectivity challenges that many rural areas still face.

As 5G, a technology built for industry, is better understood and increasingly rolled out this presents an incredible opportunity for businesses. Whether you have a product that works well in 4G but could be enhanced to increase the capability or output under 5G connectivity. Or if you can solve a challenge or have a solution that a 5G environment can activate then this competition is for you.

You will receive direct advice and support to understand the full potential of 5G and advanced connectivity, where the market is moving in the future and how your company's product or service can take advantage of this. Combined with the opportunity to access the testbed for the full duration of the competition (15 weeks), you will be able to innovate and be guided by experts in this cutting-edge field providing a huge competitive advantage for future growth.

This challenge also focuses on what happens post programme completion, by connecting the winning companies with the challenge owners and across the wider network, to further test and integrate your solution in real world environments and supporting your journey to commercialization. A very unique opportunity within the health and care sector.

What is the Scotland 5G Centre?

The Scotland 5G Centre is the national centre for accelerating the deployment and adoption of 5G and realising its economic and societal potential for Scotland.

S5GC enables businesses to reap the benefits of this new technology, bringing together entrepreneurs with a network of small businesses, larger corporates and government bodies.

The [5GConnect](#) hubs help businesses of all sizes to unlock 5G's potential, and to put Scotland at the forefront of 5G technologies. 5G networks can benefit urban areas, in which initial deployments are likely to focus, but also rural and remote areas, where they could facilitate remote access to key services and contribute to the sustainability of the rural economy.

S5GC seeks to support innovative new product and process development projects, particularly with a focus on addressing issues within rural and semi-rural health & social care, helping to deliver the Scottish Government's ambitious 5G roll-out programme.

Scottish Government 5G Strategy - [5G: strategy for Scotland - gov.scot \(www.gov.scot\)](#)

The technological revolution will be a significant opportunity for Scotland over the coming years. The rollout of 5G is the next wave and will potentially see huge social, economic and environmental benefits to the whole country. The Scottish Government's aspiration is for Scotland to be at the forefront of this revolution and, ultimately, to establish the whole country as a leading 5G digital nation. It is estimated that by enhancing 5G capability, Scotland has the potential to add £17 billion to GDP by 2035, create 160,000 new jobs and increase productivity by £1,600 per worker. 5G could play a part in creating 3,100 new businesses and a £3.3 billion growth in export volumes.

The Scottish Government is determined that Scotland will not be left behind and as such will continue to work with industry, the regulator and others in the public sector to make sure Scotland will be at the forefront of this revolution.

Why should companies apply?

The S5GC has provided funding for innovative companies to further develop their products and/or services to address key challenges in the Dumfries and Galloway region.

The funding provides companies with the opportunity to access industry leading knowledge, tools and equipment to improve their product/service and accelerate its launch to market. See the “prizes” section for more detail.

Joining the S5GC call allows you to be part of this exciting innovative project exploring the untapped potential of 5G, key access to both people and equipment, accessing unrivalled expertise and insight both during and after your project to support your future business growth.

How do I submit my application?

This call will use a two-stage application process. The ability of the applicant to commit to onsite technical development at the S5GC Dumfries hub will also play a role in evaluation.

Stage 1 (Deadline 18 May 2022 9.30am)

The first stage will be an Expression of Interest (EOI) & will collate an overview of the applicant, the remote healthcare solution and the proposed project.

Stage one is designed to reduce the burden on applicants and assessors while providing enough information to evaluate the potential project.

Stage one will be evaluated by a team of experts from S5GC, AWTG and representatives from the challenge owners which will result in a shortlist of applicants that will be invited to prepare for an interview.

Stage 2

Applicants who progress to the second stage, will be invited to an interview with The S5GC and AWTG. Questions will be provided in advance (approx. 1 week prior).

This second stage will explore more detail regarding the project plan and market potential of the resulting 5G remote healthcare solution.

The shortlisted applicants will discuss their proposed project with the S5GC & AWTG to review its feasibility and potential evolution and outcomes over the course of the programme.

The awards to the 3 companies will be made at conclusion of this phase after a final review of shortlisted companies with the challenge owners and partners.

Registered companies across the UK are eligible to apply for the competition, especially those who are seeking to deliver a solution to the health & social care system, where 5G is at its heart.

Interested parties should **submit an initial Expression of Interest** which explains their project idea, the project's proposed impact on rural health & social care and how the use of 5G/S5GC will improve your project.

What is the deadline and who do I send applications to?

Stage 1: [Download Expression of Interest Application Form](#)

Submission deadline: 18 May 2022 09.30am

Send to: dan.langford@scotland5gcentre.org

Questions to: dan.langford@scotland5gcentre.org and tim.marsden@scotland5gcentre.org

Please Note: Late or partially complete submissions will not be considered.

What types of projects will receive support?

The S5GC is seeking to support a range of projects that accelerate the delivery or demonstrate the viability of 5G products in the health & social care system. Visit the Challenges section at www.scotland5gcentre.org/shaping-health-social-care for more detail on the challenge areas.

In winning the competition, organization's will have access to a range of products and services, not limited to; technical development, system integration, testing and demonstration, business modelling and/or market testing.

How many projects will be awarded?

Three projects will receive offers of in-kind support, provided by The S5GC.

Who will assess my project?

Your proposal will be reviewed by a team of experts at The S5GC, including our technical delivery partner, AWTG. Representatives from the Challenge Owners, the Dumfries & Galloway Health & Social Care Partnership and Scottish Care will also review applications for shortlisting to judge the solutions proposed meeting their required needs.

Who should apply?

The competition is open to companies across the UK, although the competition has a specific focus on Scotland, particularly Dumfries and Galloway.

Companies who are not based in Scotland should be aware that this is a programme of work based in Dumfries and Galloway, with an expectation that the awarded company is able to commit to up to 15 weeks of activity. Companies should anticipate some visits to the S5GConnect Dumfries Hub. This could be in person or virtually, and include a mixture of staff (technical, administrative, management).

Companies seeking to take advantage of the support on offer should:

1. Have a presence in the UK (registered business)
2. Have remote healthcare product/service in development within the TRL range 6 to 9

3. Have a product/service which fits in TRL6-9 and which might require, for example, adaptation to meet a specific business or healthcare need, or an improved level of performance, reliability or stability enabled by 5G connectivity.
4. Have the resources identified or committed to complete the program in addition to the support provided by S5GC.

What is the selection process?

This Innovation Challenge call will use a two-stage application process. The first stage will provide an overview of the applicant, the remote healthcare solution, and the proposed project. The application will be reviewed by a team of experts at The Scotland 5G Centre.

Stage One will result in a shortlist of applicants that will be invited to submit a detailed application/project plans to Stage two.

Stage Two will explore more detail regarding the project plan and market potential of the resulting 5G remote healthcare solution.

The shortlisted applicants will discuss their proposed project with representatives from AWTG and S5GC and will be required to detail their market strategy for their solution once they have completed the project.

The ability of the applicant to commit to onsite technical development at the S5GC Dumfries hub will also play a role in evaluation.

Stage 1: EOI Application Submission (Deadline 18 May 2022 at 9.30am)

Applications will need to address the following criteria;

- **Competition Compliance** – does the company and project meet the basic Innovation Challenge criteria? E.g. TRL 6-9? The proposal offers a technically feasible development opportunity within a 12-15 week timeframe?
- **Technical Match** – to what extent does the proposed project benefit from the resources being made available?
- **Needs Match** – how well does the resulting service / product address the needs defined in the Innovation Challenge?

Stage 2: Interview & Idea Development

Companies that are shortlisted for Stage 2, will be invited to an interview. In collaboration with our technical partner, AWTG and representatives from S5GC, companies will detail a project plan to be included along with further detail, such as:

- Project detail
- Market opportunity
- Full project details & support requested
- Benefit and impact of the proposed project on addressing the Challenge

- Clear commercialisation/route to market

Interview questions will be provided at least a week prior to the interview date, to allow for preparation time but the interview itself will be relatively free flowing and provide the opportunity to add depth of detail to your EOI.

What is included in the assessment considerations?

- Does the proposal fit in Technology Readiness Levels 6-9?
- Is the company an SME?
- Is the company a UK registered business?
- Does the company have a presence in Dumfries and Galloway?
- Is there a strategic fit within the 3 Innovation Challenges outlined?
- Is there a technical fit within the 3 Innovation Challenges outlined? Is the proposal technically feasible?
- Can the company commit to the time frames and allocate time to the development / teaching elements?
- Will the S5GC test bed be used and will the proposal benefit from S5GC technical and business support?

When do the projects start/finish?

Companies will receive a tailored programme of 12-15weeks support from the S5GC. The Program will start from Monday 27th June 2022, however, some pre-preparation may be required to build out project plans from week beginning June 6th 2022. All project work (including reports) **must be** completed by 31st October 2022. A project plan will be co-developed, so organisations' can make best use of the time available.

Will I get feedback on my application?

Companies will be offered feedback upon their application, based on the above scoring considerations.

How will Subsidy Control affect my application?

The EU State aid rules, which were developed and adopted to support the EU 'Single Market', no longer apply to subsidies granted in the UK. The only exception is aid within scope of the Withdrawal Agreement, specifically Article 10 of the Northern Ireland Protocol, and Article 138 in relation to aid for ongoing EU programmes and activities within the UK's share of the previous Multiannual Financial Framework (2014 – 2020).

As companies will be receiving 'in-kind' support which has ultimately been financed by the Scottish Government, successful companies are required to comply with current and relevant Subsidies Legislation.

The S5GC will seek to obtain written confirmation from each beneficiary that the support provided by The S5GC, taken together with any other subsidies received by the recipient, will not take the recipient over 325,000 Euro Special Drawing Rights (currently ca. £332,000), received in aggregate in the previous 3 years.

The S5GC reserves the right to recover the value of any support given where required to do so, in order to comply with any subsidy control law or regulation.

If your organisation is based in Northern Ireland, further guidance will be provided, taking into account the Northern Ireland Protocol.