

## A guide to Life Sciences Hub Wales sector intelligence service

### Who we are

Life Sciences Hub Wales is here to help propel inspiring life science innovations into frontline use in health and social care in Wales. Our aim is to support the adoption of new ideas and technologies by the NHS and the wider health and social care system, helping to improve care and health outcomes for people across Wales.

We connect individuals and organisations from industry, healthcare, social care, and academia to make a real difference to people's lives, families, and businesses. By bringing the right people together, we create valuable opportunities for collaboration, partnerships, and innovation. Our vision is for Wales to be the leading place for developing and delivering innovation in health, care, and wellbeing.

Our key focus is to listen to frontline health and social care workers to identify critical needs and match them with impactful innovations for the betterment of Wales. Our tailored approach, leveraging our extensive experience, ensures the best outcomes. Our Sector Intelligence team plays a key role in achieving the vision and consists of two specialist groups: **Funding and Market Intelligence**.

### Funding Support

Our Funding team helps innovators navigate the complex landscape of grants for health and social care projects. Whether you're at the early idea stage or preparing to submit a proposal, we can connect you with the right grant opportunities, potential partners, and consortia to support collaborative bids.

With access to a comprehensive database of funding sources, we guide you towards the opportunities that best align with your project goals, ensuring your innovation has the strongest possible chance of success.

Whilst we don't currently provide a bid writing service, we can review your draft proposals and offer constructive feedback with proofreading, editing and advice. Contact us at [funding@lshubwales.com](mailto:funding@lshubwales.com)

*Please note that we do not support non-collaborative bids from industry that could breach subsidy regulations, or applications that do not meet the relevant funding criteria.*

### Market Intelligence

Market intelligence involves gathering and analysing information on market trends, customer needs, competitors, and the wider industry landscape. We combine data, from hard numbers to real-world insights and experiences, to build a clear picture of the environment in which a business operates.

This knowledge is invaluable when developing new products or services. It helps shape your strategy, identify potential risks, and uncover opportunities for growth. Additionally, it supports the development of strong business cases, funding applications, and the next stages of innovation. Our support includes:

1. **Identifying innovations**

Searching for new products and technologies that can meet specific healthcare needs, working with professionals to assess their potential.



2. **Sector intelligence**

Gathering and analysing data on trends, markets, and customer needs to help guide strategy, spot risks and opportunities, and support business case development.

3. **Market insights**

Analysis of Welsh, UK, and global healthcare markets to identify strengths, gaps and opportunities.

4. **Expert advice**

Guidance on IP and investment readiness through in-house expertise and specialist consultants.

5. **Business case support**

Guide your ideas into well-structured, government-standard business cases to support adoption.

To find out more about our support services, visit: [Innovation support](#).