

ABHI

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**MEMBER GROUPS**

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# CARDIOVASCULAR

**Chair:** Declan Dunphy, Cook Medical

## Heart Valve

**Chair:** Nick Walker, Edwards  
**Vice Chair:** TBC

## Stroke

**Chair:** Amy Peters, Johnson & Johnson

## Vascular

**Chair:** Denise Bryceland, Terumo  
**Vice Chair:** Robert White, Boston Scientific

The Cardiovascular Group at ABHI brings together the various working groups that relate to the cardiovascular (CV) system. The group is intended to bring a high-level view of the impact of CV challenges to the NHS and more widely to the UK population in terms of welfare spending and the impact on the overall economy. It has three key working groups focused on; vascular technologies, the prevention, diagnosis and treatment of stroke and heart valve disease.

## Achievements

With ABHI member support, the Vascular Society has run the first pilot of a device-specific registry for abdominal aortic aneurysm (AAA) procedures and is now looking to expand the device specific nature of the registry into other clinical areas.

Members coordinated a robust response to the AAA NICE Consultation, delivering broad stakeholder agreement and continued insight sharing.

Developed a Cardiovascular Health Check Report to help the group achieve its mission, vision and purpose.

## Priorities

To work on the implementation of the recommendations outlined in the Cardiovascular Health Check Report.

To coordinate activity across the sub-sector member groups so a collective voice can tackle common challenges.

**“Where in your business life can you work hand-in-hand with industry colleagues and medical societies with an open, transparent and collaborative approach for the better good of the patients? The only place I can think of is ABHI Cardiovascular.”**

**Declan Dunphy,**  
Manager, Commercial Business EMEA Vascular Division, Cook Medical & Chair, ABHI Cardiovascular



# DECONTAMINATION

**Chair:** Lena Cordie-Bancroft, BSI

The Decontamination Working Group works to proactively identify and address challenges and opportunities relating to decontamination, reprocessing, and related processes (cleaning, disinfection, packaging, sterilisation) through communication and collaboration with the ABHI Regulatory Groups, senior leadership teams, and relevant external stakeholders.

When appropriate, the group develops industry positions, recommendations for new processes, and best practices to the benefit of ABHI members, and the wider health technology and healthcare industries, to promote patient safety.

## Priorities

### Maintain Awareness of Regulatory Landscape

- › Monitor regulatory trends affecting decontamination and reprocessing to ensure ongoing, effective dialogue with key stakeholders, and to encourage internationally aligned, state of the art practices.
- › Influence regulatory change and discussion by acting as subject matter expert(s).

### Contribute to Standards Content Related to Decontamination and Reprocessing

- › Provide a forum to discuss, interpret, and comment on key issues and communicate feedback to standards committees.

### Promote and Influence Best Practices

- › Share industry knowledge, support science-based best practices, and provide clear guidance to industry by organising workshops, seminars and published guidelines on key issues relating to decontamination and reprocessing.

### Collaborate with Internal and External Stakeholders

- › Work with other ABHI committees, external stakeholders and organisations to address common challenges and opportunities.

### Support the UK as a Leader in HealthTech and Patient Safety

- › Proactively monitor, identify, discuss, and take action if needed, on emerging topics relevant to the objectives of the group.

**“The Group is continuing to expand on the work done previously by the Sterilization and Microbiology Group, with a key aim of challenging established practices to promote and influence patient safety through positive change in the decontamination industry.”**

**Lena Cordie-Bancroft**  
Sector Lead, Healthcare, BSI & Chair, ABHI Decontamination



# DIABETES

**Chair:** TBC  
**Vice Chair:** TBC

The voice of the Diabetes management industry. Working alongside people with diabetes, clinicians, health systems, and support groups/charities to make available the highest quality, sustainable, technology-based solutions to treat and manage diabetes.

## Achievements

Joint ABHI and Diabetes Technology Network (DTN) position on Insulin Pumps.

Briefing from All Party Parliamentary Group for Diabetes to the ABHI Diabetes group.

Utilised the publication of the GIRFT diabetes report to identify key areas of focus for industry.

## Priorities

Articulate the value of the diabetes technology community, providing people with diabetes with equity of access to the highest quality, sustainable, technology-based solutions to treat and manage their condition.

Build and strengthen relationships with identified stakeholders.

Respond as a group to appropriate consultations and policy positions to position the value of the diabetes tech community.

**“My experience of the ABHI diabetes group has been very valuable. As a new SME player in the market, it has been great to come together with the other players in the sector to understand our common pain points and goals. The group is well structured and run and I am sure is going to get better and better as we mature.”**

Alex Evans,  
Country Manager, ViCentra



# DIAGNOSTICS

**Chair:** TBC  
**Vice Chair:** TBC

The group brings together a broad range of stakeholders across Government, NHS, academia, research and industry to enable the vision of an early and holistic diagnosis healthcare model. It is the expert industry group, connecting-up different diagnosis sectors within the industry with external specialists and leaders. The group provides knowledge and leadership to progress the early diagnosis model and build high levels of diagnosis capacity and capability in the UK. ABHI Diagnostics also focuses on antimicrobial resistance (AMR). With infections getting harder to treat, tackling AMR requires a holistic approach, from education and awareness, through to the application of diagnostics tools to identify pathogens that inform the appropriate therapies, as well as management of complications such as sepsis.

## Achievements

Partnered with NHS England/Improvement to publish a vision for early diagnosis in the UK with ministerial support.

Provided industry leadership to support rollout of NHS Test and Trace.

## Priorities

Establish ABHI Diagnostics as the authoritative, credible interlocutor between the diagnostics industry and stakeholders, providing strategic industry leadership, knowledge and influence.

Partner with stakeholders to provide structured industry engagement and input to the development and rollout of strategies and policies to grow diagnostics capability and capacity in the UK.

Build and grow ABHI's diagnostics community.

**“Diagnostics has been catapulted into the public eye during the last 18 months, showing both the incredible impact we make on healthcare, but also the challenges and legacy of underinvestment that exist. This new-found public presence presents us with an unprecedented opportunity to build the value, investment and infrastructure for diagnostics in the UK. We hope that this group will form a strong singular voice across all areas of our industry to shape national strategy, policy and implementation, to help build a world leading diagnostics sector.”**

Pierre Hazlewood,  
Director of Marketing, Roche



# DIGITAL HEALTH

**Chair:** Dr Roberto Liddi, Sensyne Health

**Vice Chair:** Anne Dreyer, Roche Diagnostics & Michael Shenouda, Open Medical

Building on unique opportunities in the NHS, academic institutions and third sector, the Digital Health Group works with national organisations to ensure the UK maximises opportunities for citizen health and economic wealth by investment in data-driven healthcare and creates a strong infrastructure and commercial environment to support development of the best HealthTech solutions.

## Achievements

Published White Paper on Digital Health Regulations to take an industry leadership position.

Established a Task and Finish group under the Accelerated Access Collaborative to address specific Digital Health market access issues.

Supported MPs to establish and provide ongoing secretariat support for an All Party Parliamentary group on Digital Health.

Provided industry input into a wide range of policy initiatives including: NICE Digital Assessment programme & Multi Agency Advice Service, NHSX, Digital Technology Assessment Criteria, Scottish Life Science Group, HDR UK Innovation Portal and the Office for Life Sciences Health Data Policy.

## Priorities

**1. Market Access:** Highlight issues within the financial system that hinder adoption of digital health technologies and make formal recommendations, for changes and additions to assessment and reimbursement mechanisms. [ABHI Paper: Health Digital Reimbursement](#)

**2. Data:** Ensure industry recommendations are incorporated in data strategies, policies and processes, focusing on streamlined IG process and the implementation of SDE programme. [ABHI Paper: Health Data Access & Use](#)

**3. Regulation:** Work with relevant organisations and wider regulatory activities to get industry recommendations on regulation across product and data built into legislation and working processes. [ABHI Paper: Digital Health Regulation](#)

**4. AI & Ethics:** Work with health system, academia and third parties to establish processes, standards and guidelines to support development and deployment of AI technologies.

**5. Cyber Security:** Share global best practice and develop 'safe harbour' forum to discuss threats and vulnerabilities.

**Adoption** Leverage '[Policy to Practice](#)' report to recommended changes required for the UK health and care system to rapidly and systematically adopt new technologies and the benefits to be gained for both NHS and UK economy.

**"Since the groups inception I have been proud to work with members to develop an active programme of work and engagement with external stakeholders. We have clearly laid out positions on key topics which are disseminated through the broader platforms available via the ABHI interactions with ministers, senior officials and NHS leaders. Digital HealthTech is one of the fastest growing sectors in the medical device world, working at the intersection between regulation, software technology, ethics and information governance, and it is imperative for the industry that all of those angles are covered adequately."**

**6** Dr Roberto Liddi,  
Chief Regulatory, Quality & Information Governance Officer, Sensyne Health & Chair, ABHI Digital Health



# HR LEADERS NETWORK

**Chair:** Jonathan Coles, Philips

**Vice Chair:** Emma Carter, Bayer Plc

The HR Leaders Network identifies and responds to factors that impact talent development across the HealthTech sector. It provides an opportunity for members to work together on industry-specific skills initiatives, share best practice, keep updated on employment legislation, and broaden the network of partners and stakeholders with whom to collaborate on mutual priorities. The group is also exploring how it can advance equality, diversity and inclusion in HealthTech.

## Achievements

Provided guidance and support on HR and workforce related issues to manage the organisational impact of the COVID-19 pandemic, including:

- › Key worker status
- › Furlough scheme
- › Flexible and homeworking
- › Return to the workplace
- › COVID testing and vaccination

Assisted organisations to get ready for 1st January 2021 new immigration system.

Provided training and education on implementation of IR35.

## Priorities

Continue to provide industry leadership on all relevant pandemic related workforce and organisational issues.

Develop best practice to assist businesses adapt to post-COVID-19 organisational implications, including: future workplace, flexible working, benefits, use of technology, skills in a digital world and culture.

Share and amplify industry best practice to progress diversity and inclusion in the workforce.

Continued review of the use of apprenticeships in the industry and relevant standards available.

**"ABHI's HR Leaders Network has grown to become the premier industry specific community for HR professionals. It is a great opportunity to engage with peers in lead HR roles across the HealthTech industry, exchange ideas, share best practice and collaborate on industry challenges, for example on industry skills shortages and managing the impact of COVID on staff and the organisation."**

Jonathan Coles,  
Head of HR, UK & Ireland, Philips, & Chair, ABHI HR Leaders Network



# INTERNATIONAL

Chair: TBC  
Vice Chair: TBC

The International group provides an interface with government for input on trade and investment. The group seeks to identify opportunities for members and works on strategy to best to unlock them. This also includes the development of ABHI's international activity programme, designed to enable UK HealthTech business to expand in global markets.

## Priorities

Input into the UK's development of Free Trade Agreements.

Inform the work of the HealthTech International Working Party, which is a sub-group of the Health Technology Partnership, and is focused on co-ordination of international trade activity.

Work with the Department for International Trade and input into sector specific elements of the Department's Export Strategy.



# LEGAL ISSUES

Chair: Linda Sneddon, WL Gore  
Vice Chair: Tosin Umukoro, Stryker

The Legal Issues Group augments the work of other ABHI groups by providing advice and support on legal issues, especially in the UK market and regulatory areas. The group has recently incorporated the Credentialing and Access Group, therefore adding any legal implications to the UK's credentialing network to the discussion.

## Achievements

The group has held several external presentations on topics such as Class Actions and Lloyd v Google, and greatly benefits from the general participation of external law firm colleagues.

The Chair of the Code of Ethical Business Practice complaints committee has been made a member of the group, in order to inform the members of infringements to the Code.

The Chair and Vice Chair have been instrumental in the drafting of the white paper, related to 'Placed Equipment'.

## Priorities

To successfully integrate the Credentialing and Access Group into the Group.

To consider the pending five-year review of the ABHI Code of Ethical Business Practice in light of potential Medech Europe updates and the challenges presented by social and corporate responsibility requirements.

To monitor any legal developments presented by the developing UK regulatory requirements, that may affect the HealthTech sector, including those related to diagnostics and digital products.

To develop a strategy for education and encouragement for the regulatory group, thereby fostering an environment of participation by members.

**"The Committee is aiming to provide practical answers to the ongoing challenges. Since the onset of the pandemic there has been significant engagement within the group that aims to provide clarity to all members as a whole."**

Linda Sneddon,  
Compliance MPD EMEA, Gore & Chair, ABHI Legal Issues



# MUSCULOSKELETAL

## Orthopaedics

**Chair:** Paul Gibbons, Corin Group PLC

**Vice Chair:** Karen Hughes, Stryker

## Spine

**Chair:** Kate Windard, Nuvasive

**Vice Chair:** Kate Rivers, ZimVie

ABHI Musculoskeletal brings together orthopaedics encompassing joints, and spine. Together with stakeholders, including clinicians and patient support groups, we work to shape and improve the future of musculoskeletal care.

### Achievements

Good relationship established with the executive of the British Orthopaedic Association and various patient organisations.

COVID-19 has presented some challenges, but the orthopaedics project has helped in this area of "shaping the environment". The group was reformed to focus on the effect of COVID-19.

A strong industry voice established when working with our stakeholders, including United Kingdom Spine Societies Board/BritSpine, National Joint Registry/Northgate and Orthopaedic Data Evaluation Panel /Beyond Compliance Steering group.

### Priorities

To raise the profile and address the implication of arbitrary restrictions placed on patients needing musculoskeletal services.

To ensure the appropriate environment for the spinal and orthopaedics industries to work with the NHS in a safe and compliant method.

To strengthen the industry voice in our relationships with our stakeholders and patient groups.

**"Engagement with the group has enabled collaboration to tackle the issues of the day as an industry, rather than just being a lone voice. It has provided education and insight from specialists who understand processes and systems better than me. Engagement with key stakeholders has been richer and quicker as a group than as an individual."**

**Jeff Stonage,**  
Health Economics and Reimbursement Director, Zimmer Biomet



# OPHTHALMOLOGY

**Chair:** Syed Rashid, Johnson & Johnson Vision

**Vice Chair:** Oscar Ayling, Bausch & Lomb UK Ltd

Ophthalmology is facing significant capacity challenges brought about by the COVID-19 pandemic and ophthalmologists need to plan restoration of cataract surgery, whilst dealing with the challenges of COVID-19 transmission prevention. The ABHI Ophthalmology Group is designed to support the sector.

### Achievements

Convened meeting with the the Royal College of Ophthalmologists and industry.

Industry's objectives on educational and clinical training highlighted and clinical requirement requested.

Individual manufacturers educational offering presented to the Royal College of Ophthalmologists bilaterally.

### Priorities

Ongoing engagement with the clinical community around ophthalmology service provision.

Identify the Royal College of Ophthalmologists requirements for support on the restart of ophthalmology.

Engagement with GIRFT regarding the GIRFT ophthalmology Report.

**"This is a unique opportunity moving out of the pandemic with a world class vaccination programme, that the Ophthalmology group can effectively engage external key stakeholders to look at ways to collectively manage the challenge of the backlog of elective surgery. This will build trust to have a seamless partnership with the working group and create value for our external stakeholders."**

**Syed Rashid,**  
Director of Market Access & Sales Training, Johnson & Johnson Vision & Chair, Ophthalmology Group



# PATIENT SAFETY

**Chair:** Ian Duncalf, B. Braun Medical Ltd

The group works to establish the HealthTech industry as a trusted partner for improving patient safety by reducing “never events” and providing key inputs to stakeholders implementing the Patient Safety Strategy. The group works closely with the infection prevention community to ensure that the potential of technology is maximised.

## Achievements

Identified “never events” to address as an industry group.

Developed patient safety paper focussed on key areas of concern in patient safety.

Industry engaging with Key Stakeholders in the patient safety arena.

## Priorities

Raising the profile of the current and future impact of HealthTech on key UK patient safety issues.

To foster collaborations between industry and relevant stakeholders.

To prioritise areas of the Patient Safety Strategy where industry can offer most traction.



# PUBLIC AFFAIRS

**Chair:** Nigel Talboys, Terumo

**Vice Chairs:** Kieran Murphy, ReCor Medical UK & Alan Sumner, Roche Diagnostics

The Public Affairs group is ABHI's main forum for developing and communicating its public affairs strategy. It aims to raise the profile of the benefits and impacts of HealthTech across Parliament and Government, while providing members with the latest insights on legislative change.

## Achievements

ABHI continued to increase HealthTech representation and input across formal government engagement platforms culminating in a Life Sciences Vision that acknowledges the crucial role of HealthTech.

Securing multiple references in the Life Sciences vision related to ABHI's Chief Innovation Officer campaign, including having innovation and research as a core expectation across the NHS, alongside commitment to building metrics that can be used to monitor improvements.

## Priorities

To ensure strong impact follows the increased representation of the HealthTech sector in all formal government engagements (Life Sciences Council, Health Technology Partnership, Global Opportunities Board, Life Sciences Implementation Board and the Innovation Research and Data Group).

Work to support the commitments within the Life Sciences Vision that ensures the delivery of innovation is both resourced and accountable across the NHS.

To inform ABHI's position and activity on key issues in Parliament, particularly where there is a relevant legislative programme.

**“The Public Affairs group gives me a single point of contact to keep updated on the legislative developments in the UK, during a time when there are many changes through the divergence in UK legislation from that of the EU.”**

**Nigel Talboys,**  
Director, Global Government Affairs and Public Policy, Terumo & Chair, ABHI Public Affairs



# REGULATORY

## Medical Device Regulatory

Chair: Lynn Heaver, Johnson & Johnson Medical

Vice Chair: Cait Gatt, Boston Scientific

## IVD Regulatory

Co-Chairs: Sue Spencer, Qserve Group UK & Erica Conway, MCRA (UK) Ltd

Vice Chair: Megha Iyer, Thermo Fisher

The Medical Device and IVD Regulatory Groups are ABHI's forums for developing and communicating policy on wider regulatory, environment and standards issues including those covered by UK CA marking, EU MDR and EU IVDR.

The groups work collaboratively with other ABHI member groups to ensure new UK and EU regulations provide safe and timely access to medical devices, IVDs and digital health products, whilst maintaining the balance between risk and benefits for patients.

The groups also bring together a sub group on the decontamination of HealthTech products, that will develop a programme of work supporting decontamination of medical devices and IVDs.

**"Being part of the regulatory group is empowering. To be able to have like-minded discussions with peers across many companies only expands your own knowledge. And in our current environment of the MHRA consultation on the future of medical devices, now is the time we can all create change and innovation, to develop along with MHRA the best regulatory system to ensure access to devices for our patients in the UK. As George E. Woodberry said 'Defeat is not the worst of failures. Not to have tried is the true failure'."**

**Lynn Heaver,**  
Regulatory Affairs Lead UK/Ireland, Johnson & Johnson Medical & Chair, ABHI Medical Device Regulatory

## Achievements

### Medical Device Regulatory

- › Significant and comprehensive input into the UK CA Marking sub-group to influence future UK regulatory framework, including detailed response the MHRA consultation.
- › Ensured external presentations into all group meetings on a number of wide-ranging topics, including standards and MHRA process and procedures.
- › Included a number of international regulatory presentations in the group discussions, including from Swiss Medtech and MedTech Europe.

### IVD Regulatory

- › Significant and comprehensive input into the UK CA Marking sub-group to influence future UK regulatory framework, including detailed response the MHRA consultation.
- › Led the industry voice on the Coronavirus Test Devices Approvals (CTDA) process.
- › Worked closely with MedTech Europe to ensure an extended transition period for IVDR.

## Priorities

### Medical Device Regulatory

- › To work with members of the IVD and digital interest groups to develop a regulatory oversight group, that will ensure messaging is consistent with wider ABHI policy.
- › Ensure that ABHI and its members are recognised as the senior partner in MHRA's efforts to progress CA Marking, particularly with respect to timely inputs into the respective consultations.
- › To develop a strategy for education and encouragement for the group, thereby fostering an environment of participation by members.

### IVD Regulatory

- › Build a strong IVD regulatory group to establish authoritative leadership in the UK.
- › Drive the UK industry response to the emerging UK regulatory framework.
- › Influence and assess the impact of new IVD regulations and guidelines in the EU and internationally.





# RESPIRATORY & ANAESTHETICS

**Chair:** Gus Sagoo, ResMed  
**Vice Chair:** Nicki Dill, Barema

The Respiratory & Anaesthetics Group works to support the development of innovative pathways in respiratory care and progress the use of technology to improve outcomes in anaesthetics and critical care. We will collaborate with stakeholders to help deliver the objectives of the NHS Long Term Plan with particular focus on:

- › Policy formation: payment mechanisms, pathway development, clinical guidelines and standards.
- › Procurement, both capital and consumables.
- › The role of health technology in prevention, diagnosis and treatment.

## Priorities

### Sustainability.

Work with ABHI Sustainability group to provide input and activity related to specific anaesthesiology issues.

### Payment Research.

Innovation and priorities for service transformation to tackle Long COVID.

### Lung Health.

Engage with key stakeholders to ensure industry input is incorporated in the development of integrated respiratory care, rehabilitation and care at a local level.

### Engagement.

Establish systematic engagement with the NHS across all nations, royal colleges and professional bodies, and relevant patient organisations.



# ROBOTIC ASSISTED SURGERY

**Chair:** Chris Gray, CMR Surgical  
**Vice Chair:** Daniel Jones, Stryker

The group will develop programmes and networks to further the adoption of surgical robotic systems and the development of Robotic Assisted Surgery as a technique. It will engage with the clinical community, policy makers and other relevant stakeholders who have a strong interest in the sector.

It will be the expert ABHI group, informing external audiences on the benefits of Robotic Assisted Surgery and will proactively engage with stakeholders to develop and implement national programmes that will shape the future adoption and growth of robotic assisted surgery across the UK.

## Achievements

Successful group launch with commitment from key opinion leaders to partner with the group and progress robotic-assisted surgery in the UK.

## Priorities

Engage with relevant stakeholders to define a national programme for England with policies around:

- Evidence generation, which will enable the efficient assessment of the clinical and economic value of RAS.
- Development of training and education for NHS staff.
- Commissioning and deployment of RAS.

Build relationships with organisations actively involved in shaping the future of robotic assisted surgery, ensuring the group is recognised as a trusted partner that engages and contributes to the development of new policies.

Highlight the understanding, value and benefit of RAS to Payors, policy makers and providers in order to ensure equity of access and increase patient access in this area.

Raise the profile of this industry sector, and robotic assisted surgery in general, through events and other public engagements.

**"There are significant benefits to be had in using robotic assisted surgery methods, with less time for patients spent in hospital and quicker recovery times, which in turn supports a more efficient healthcare system. Of course, adoption of such technologies requires training, long-term investment and an appreciation of the value they bring. This is where the ABHI Group comes in, bringing together companies, the clinical community and all those involved in shaping the future of surgery, so that collectively, we can work together to improve outcomes for patients."**

**Nick Magree,**  
 General Manager Europe - Robotics, Stryker UK & Chair, ABHI Robotic Assisted Surgery



# SCOTLAND

**Chair:** Mark Cook, Medtronic  
**Vice Chair:** Jonathan Williamson, Emblation

The group works with a broad range of stakeholders to raise the profile of the sector in Scotland, identify barriers to patients accessing appropriate technologies and provide tangible solutions. It also works to demonstrate the value of the breadth of solutions available to domestic and global health systems.

## Priorities

**Data:**  
 Working to create a shared Health Data Space to enable a national, integrated approach to data that supports technological, clinical and system innovations, creating health and economic benefits for Scottish citizens and businesses.

**Innovation landscape:**  
 Working to encourage streamlining and creating stronger mechanisms for measuring adoption of technologies with positive guidance. In Scotland the adoption and spread of innovation remains somewhat disjointed between the work undertaken by the Scottish Health Technologies Group and the Health Boards.

**Internationalisation:**  
 Working to showcase and raise the profile of Scottish excellence in healthcare with the global HealthTech community, while continuing to build a growing domestic industry, both through export and inward investment.

**“Scotland is a complex market in its own right and will differ from NHS England on principle alone and is structurally unique. By bringing an industry group to the Scottish table, as a partner in healthcare, both Scotland and the wider life sciences community will benefit”**

**Mark Cook,**  
 Director, Government Affairs, Medtronic UKI & Chair,  
 ABHI Scotland



# SURGICAL INSTRUMENTS

**Chair:** Daniel Coole, Surgical Holdings  
**Vice Chair:** Darby Booth, Warwick SASCo

The ABHI Surgical Instruments group represents manufacturers of surgical instruments and associated equipment. It is designed to raise awareness of the value provided by surgical products and the importance of continual quality improvement, with a focus on

patient safety and clinical performance. In working to develop and highlight best practice, the group provides a forum for its members to share insights and overcome the challenges impacting the sector.

## Achievements

Production of the Surgical Instrument Strategy document which identified three key recommendations.

Convened a virtual round table with key stakeholders to discuss the Surgical Instrument Strategy document recommendations.

Working group formed to develop an online training course.

## Priorities

To ensure this industry sector is seen as safe, accountable, professional and equitable.

To raise awareness of the value provided by surgical equipment, with a focus on patient safety and clinical performance.

To be inclusive of all relevant industry manufacturers e.g. single use and reusable instruments.

**“Warwick SASCo has been members of the Surgical group for 10 years. The platform allows for vital two-way communications of industry knowledge. That ABHI has its ‘finger on the pulse’ of UK and international health sectors has a direct effect on my company’s positioning and actions to remain a leading supplier of medical devices and healthcare products. Participation in the Surgical group allows for co-operation and engagement with other key UK companies involved in surgery, instrument management and decontamination. I recommend you join.”**

**Darby Booth,**  
 Managing Director, Warwick SASCo Ltd & Vice Chair,  
 ABHI Surgical

**“A Group of dedicated reusable and disposable companies working together to provide the NHS and private sector with quality products, along with education and support. Together, striving to help hospitals and staff with their everyday work as a reliable source of information.”**

**Andrew Davidson,**  
 Advisor, DTR Medical



# SUSTAINABILITY

**Chair:** Michelle Sullivan, Boston Scientific  
**Vice Chairs:** Daniel Coole, Surgical Holdings

ABThe ABHI Sustainability Group recognises and agrees with the need to deliver healthcare in a more sustainable way. HealthTech presents significant opportunities to advance this goal and the industry is committed to supporting the NHS to deliver its net zero strategy. To do this, we will be a collaborative partner, delivering evidence-based and impact focused work that enhances the education of the industry, while working with all stakeholders to ensure that requirements placed on suppliers are proportionate.

We will aim to balance the patient, population and planetary needs to optimise outcomes for all.

## Achievements

## Priorities

Establishing a series of four areas of industry alignment around the impact of Net Zero in NHS Procurement.

Ensure that the industry voice is heard in all relevant discussions and work streams, be that with government, the NHS, internationally or other sustainability stakeholders in this space. This will be solidified with the Sustainability Conference in Q3.

Established ABHI Sustainability as a forum for feedback to NHS England & NHS Improvement, for the proposed supplier asks and Evergreen Supplier Framework.

Collaborating as an industry wherever appropriate, in terms of sharing best practice, insight and tangible work streams such as for waste management, with an ABHI industry policy paper to be published by Q3.

- Actively participate in and contribute to the Department of Health and Social Care (DHSC) Design for Life programme.

Gain executive level support for the sustainability agenda in member organisations, with a tangible output of work to be shared within organisations by Q2.

Continue to drive alignment in sustainability goals and targets placed on supplier organisations, at both national and international level, including writing a joint policy paper with AdvaMed by Q4.

Ensure the industry as a whole is educated on the broader sustainability agenda, as well as the targets and requirements expected of them, with an educational webinar taking place in each quarter this year.

**The NHS has a bold ambition to be the world's first carbon net zero national health system by 2045. As a key part of that global supply chain, and its subsequent footprint, the HealthTech industry has an important role to play. The group will work to both promote sustainability within the HealthTech industry and for a holistic approach to be taken within regulation and procurement."**

**Annemarie Van Neck,**  
 Senior Vice President UK & Ireland, Coloplast



# WOUND CARE

**Chair:** TBC  
**Vice Chair:** TBC

To represent Wound Care manufacturers to external stakeholders, to raise the profile of tissue viability as a critical service and the role that technology and industry performs in delivering patient outcomes, experience and system efficiency.

## Achievements

## Priorities

Utilised infographics to highlight the burden of wound care to a wide range of stakeholders including National Wound Care Strategy, NHS Supply Chain, clinical communities and NHS England.

To guide clinical and procurement decision makers to consider and evaluate whole-life system cost for wound care products versus lowest acquisition cost.

Initiated discussions with NHS England and NHS Supply chain around whole-life system cost for wound care products.

To promote value of appropriate evidence in wound management; working with clinical stakeholders to create awareness of the sector challenges.

To support the inclusion of patient views and outcomes in decision making.

Drive for greater alignment from key government stakeholders, including National Wound Care Strategy, NHS Supply Chain and procurement organisations.

**"The ABHI Wound Care group is very useful for our company to be a part of. Membership of ABHI overall, enables us to connect into the UK healthcare system at a high level, with the Group helping to make sense of the current healthcare environment."**

**Trevor Andrew,**  
 Commercial Strategy Manager, L&R Medical & Wound Care  
 Group Vice Chair



# VALUE & ACCESS

## Commercial Policy:

**Chair:** Graeme Cameron, Pennine Healthcare

**Vice Chair:** Michelle Sullivan, Boston Scientific

## Market Access:

**Chair:** Kieran Murphy, ReCor Medical UK

**Vice Chairs:** Julian Dunnett, Intuitive Surgical Ltd & David Dawson, Becton Dickinson UK Ltd

The Value and Access group is the combined Commercial Policy group and Market Access Policy group. It brings together our work on the adoption and spread of innovation and the commercial uptake by the NHS, while allowing the specific needs of market access and procurement to be addressed. The objective of the group is to ensure that the NHS takes a value-based approach to the assessment, adoption and procurement of health technologies across the system.

**“During these most challenging of times the support of the ABHI has never been more critical. The Value & Access group is a group of like-minded suppliers to the NHS who are passionate about ensuring that the correct quality and access to medical technology is provided for the benefit of all patients. Despite the coronavirus crisis we have never stopped in trying to push forward with this vision driven by constant dialogue with Supply Chain Coordination Limited to deliver operational equity, while delivering on the ultimate goal of ensuring that value-based procurement and healthcare become the bedrock of NHS procurement.”**

**Graeme Cameron,**  
CEO, Pennine Healthcare & Chair, ABHI Commercial

**“Covering the way health technologies are assessed, commissioned and hospitals reimbursed, market access is critical to commercial success of ABHI members. The Market Access group works to ensure the NHS enables timely access to benefit patients and the wider health system. In an ever-changing landscape, it is critical that the health technology industry works effectively with Government and the NHS to realise these benefits and remove barriers which work against achieving the best patient outcomes within an efficient health system across the UK.”**

**Kieran Murphy,**  
Senior Director, Market Access, ReCor Medical UK & Chair,  
ABHI Market Access

## Achievements

### Commercial

- › Delivered paper to Ministers on procurement landscape and 10 recommendations for the future requirements of NHS procurement.
- › Created key commercial messages and led engagement with NHS Supply Chain on critical issues.
- › Collated examples of innovations used to support the NHS during the COVID-19 crisis, which were shared with NICE, the Accelerated Access Collaborative and NHS Wales Value Based Procurement.

## Priorities

### Strategic Commercial – value not price

- › Continue to advocate for a fast, transparent and uniformly accessible process for achieving inflationary price increases where valid and evidenced, based on the current exceptional price pressures.
  - Stakeholders for messaging using Lived Experience Paper: NHS Supply Chain, NHS England, DHSC.
  - Update Member support material to describe the macro- economic concerns of a blanket zero inflation policy.
- › Advocate for DHSC MedTech Directorate to lead Value Based Procurement in the NHS.
  - Request an HCSA Roundtable to discuss VBP for delivering improved outcomes.
  - Deliver Roundtable.
  - Working with NHS Supply Chain, NHS England and DHSC achieve consistent and agreed cost allocations for productivity and efficiency metrics.

### Supply Chain Coordination Limited (SCCL) Operational Engagement

- › Review and update key messages to be used in any engagement with NHS Supply Chain and create a set of agreed Questions & Answers to accompany the key messages.
- › Quarterly meetings with NHS Supply Chain to discuss and progress jointly operations opportunities and concerns, using the quarterly Commercial Group member survey to drive the agenda for those discussions.
- › Undertake any necessary specific engagement as the implementation of the revised NHS Supply Chain Operating Model rolls out.
 

**Notes:** Review outstanding actions from NHS Supply Chain Strategic and Operational meeting at every Chair and Vice Chair meeting to drive better delivery from NHS Supply Chain.

### Devolved Nations

- › Twice a year ensure a dedicated event with Wales & Scotland and initiate a 1st meeting with Northern Ireland

## Achievements

## Priorities

### Strategic Commercial – value not price

- › Following launch of DHSC Strategy identify key elements that industry are keen to progress.
  - Ensure that the DHSC MedTech Directorate strategy approach to innovative HealthTech aligns with the Life Sciences vision\*, and does not adversely impact patient access to innovative technologies through cost containment.
  - Industry workshop to agree next steps once strategy released.
- › Through sub-working groups engage on implementation of the strategy.
  - Currently data, resilience and Drug Tariff know priority implementation programmes.

### NICE

- › NICE is expected to be delivering changes broadly in line with the ABHI requests set out in the One Pager Paper delivered to NICE in 2022.
  - All programmes where HealthTech may be considered are in scope.
  - Timeline for NICE changes that will improve access and delivery for HealthTech is April 2023-25.
    - Hold dedicated ABHI/NICE meetings quarterly with Market Access Chair and Vice Chair to monitor and discuss progress.
  - Engage with NICE on lessons from the Early Value Assessment pilot to shape future iterations to lead to a meaningful and beneficial programme for both industry and the NHS.
  - Dedicated roundtable between NICE and Industry.

### Adoption of Innovation

- › Create a Paper outlining the Adoption Landscape Requirements from an industry perspective.
  - Engage with stakeholders to initiate changes based on Paper recommendations & finalise paper.
  - Set out and deliver stakeholder engagement plan.
- › Finalise and send NHS England One Pager
  - Engage with NHS England and NICE on Managed Access and the MedTech Funding Mandate [delta between NICE guidance data and impact assessment data].
- › Work with the AAC to prioritise 'Support Actions' resulting from the MedTech Pathway Mapping work.
  - Joint roundtable working groups.
- › Understand the mechanism for devolving operational specialised commissioning to ICS and ensure no reversal to 'postcode lottery' for access to services specialised commissioning are accountable for in the process.
  - Quarterly meetings with Specialised Commissioning.

### Market Access

- › Delivered ABHI Paper to NICE on critical aspects for inclusion in the Methods and Process Review.
- › Group members provided input to the NICE Methods and Process Review Task & Finish groups ensuring sector voice taken into account. The Case for Change consultation included points provided by members.
- › Provided critical feedback on the MedTech Funding Mandate Policy to instigate change in the requirement for in-year savings.

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