

ABHI

**OUR OFFER
TO SCOTTISH
HEALTHTECH
INNOVATORS**



WHO WE ARE

The Association of British HealthTech Industries (ABHI) supports the HealthTech community to provide products and services that help people live healthier lives.

ABHI is the UK's leading industry association for health technology (HealthTech).

ABHI supports the HealthTech community to save and enhance lives. Members, including both multinationals and small and medium sized enterprises (SMEs), supply products from syringes and wound dressings to surgical robots and digitally enhanced technologies. We represent the industry to stakeholders, such as the government, NHS and regulators. HealthTech plays a key role in supporting delivery of healthcare

and is a significant contributor to the UK's economic growth. HealthTech is the largest employer in the broader Life Sciences sector, employing 138,100 people in 4,140 companies, with a combined turnover of £27.6bn. The industry has enjoyed growth of around 5% in recent years. ABHI's 330 members account for approximately 80% of the sector by value.

Did you know:



There are

4,140 HealthTech companies in the UK

The vast majority employ fewer than **250** staff. 81% of ABHI's membership falls in the SME category.

"The industry needs a strong, clear and co-ordinated voice. ABHI is this voice and I am hopeful for the UK healthtech industry as a result."

Professor Sir John Bell,
Regius Professor of Medicine, University of Oxford

HOW WE HELP YOU



Building UK Diagnostics

Making high quality diagnostic technologies accessible to all who need them, when they are needed, so that diseases and health conditions can be detected and treated earlier.



Shaping digital health

Utilising data and AI technology to transform healthcare and the lives of patients.



Leading access to HealthTech

Ensuring the value, rather than the price of technology, is recognised by the healthcare system, so that it can reach patients swiftly and aid a more efficient NHS.



Enabling sustainability

Proactively helping members in their response to climate change.



Enabling regulation

Engaging with regulators and companies to ensure patients can access HealthTech safely and quickly.



Fostering growth

Creating a positive business environment that encourages growth.



Guaranteeing trust

Driven by our Code of Business Practice, we insist on the highest standards and ethical behaviour.

2022 support packages for ABHI SME members include:

- A sustainability framework for action, produced in partnership with Arup.
- Mentoring HealthTech: A bespoke mentoring programme provided by our larger corporate members.

YOUR REASONS TO JOIN

The benefits to your organisation of becoming an ABHI member are many. As the voice of the HealthTech industry, we offer:

Engagement and Representation



ABHI brings together sub-groups to address the critical challenges and opportunities impacting HealthTech. This can be issue specific, or at a broader policy level, such as value based procurement, digital health or regulation. Through the collective strength of industry, we are able to maximise our impact with the NHS and government.

Expertise in Regulation



We work with regulatory authorities to define and establish regulatory frameworks that are fit for purpose in the changing HealthTech environment. Our members benefit from bespoke regulatory intelligence, meetings with key stakeholders and tailored events so they can stay up to date with, and anticipate, regulatory changes.

Global Reach



Through dedicated trade missions, presence at the world's largest HealthTech exhibitions and the platform to drive growth in the US via our Accelerator programme, we provide members with unique access to new business opportunities globally.

Networking Opportunities



Members benefit from engagement with a highly developed network of key decision makers and fellow companies, through a programme of meetings, conferences and seminars. Collectively, we promote the contribution of HealthTech to the health and wealth of our country.

Insight and Intelligence



We provide bespoke information, created by the industry, for the industry, providing up to date intelligence and market analysis. Together, we guide the sector's principles, through our Code of Business Practice, and our work on ethics, human rights and diversity.

Your Voice in Government



The ABHI acts as an important interlocutor between the HealthTech industry and the institutions of government. Members have the opportunity to shape and engage in those discussions.

"ABHI membership has given us a voice that can be heard and a much stronger presence in the industry. To have an organisation championing the work of SMEs is critical if we are to succeed in delivering innovation that benefits all parties: the NHS and private health providers, as well as the public they serve."

Giovanna Forte,
CEO, Forte Medical

JOIN OUR MEMBERS

Our work is driven by our members and the work they do together as part of ABHI. Groups allow members to engage with each other, share best practice, shape health policy and liaise with government and the NHS.

Member groups are comprised of companies of all sizes. Each has its own Chair and Vice Chair, and collectively, the members set their strategic direction to help the industry develop.



"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."

Declan Dunphy,
Chair, ABHI Cardiovascular

"My experience of the ABHI groups has been very valuable. As a new SME player in the market, it has been great to come together with the other companies in our sector to understand our common pain points and goals."

Alex Evans,
Country Manager, ViCentra

CHAMPIONING EXPORT GROWTH

We create a positive environment that encourages growth within our vibrant SME community and help HealthTech companies to connect with new customers around the world. We do this through:



The ABHI US Accelerator

With strong relationships across hospital systems and life science communities throughout the US, as well as a expert mentors network on-hand to offer guidance and insight, the ABHI US Accelerator is the ideal platform for companies looking to upscale their US business.

Designed to enable medical device, diagnostic and digital health companies flourish, the 12-month programme of support provides companies with the opportunity to define and strengthen their US strategy, to enter the market and grow their US business by utilising ABHI's advice, expertise and connections within the US.

Participating companies have full use of ABHI's dedicated workspace and office at the Dell Medical School in Austin, with access to their facilities and the support of senior faculty.

Since its establishment in 2017, the ABHI US Accelerator has led to multiple international research collaborations and new business generated for UK industry.



ABHI UK Pavilions at Trade Shows

ABHI hosts UK Pavilions at some of the world's largest health shows, which offer companies the most comprehensive exhibition package, support and visibility available at an event.

We provide long-standing exhibitors, and new entrants alike, with on-site, pre and post event support and guidance to maximise their exhibiting experience, generate new business and enhance trading relationships.

In providing companies with the best pavilion location to maximise footfall, the highest visibility, complimentary PR and in-market support, ABHI UK Pavilion's offer value to all those who exhibit with us, which is all designed to make your exhibiting experience impactful.

"The main takeaway from participating in the ABHI US Accelerator is to mitigate expansion risk, while improving the potential for closing on new business. All of this is because of the long-standing credibility the ABHI has established in the US healthcare system."

Gus Cardenas CEO,
President & Co-Founder, Austin Healthcare Council



"We have always come with the ABHI group to Arab Health. The British group, together, all in one place, really attracts people. We could go anywhere in the show, but we would be just another company in another hall."

Stephen Williams,
Sales Director, Intersurgical



UK Healthcare Pavilion

The UK Healthcare Pavilion is a unique partnering platform helping overseas customers discover, connect and innovate with the UK's thriving healthcare and life sciences sector. Its aim is to inspire cross-border collaborations to respond to local and global health challenges.

With hundreds of organisations already listed, the platform provides a single front door to showcase the strengths of UK healthcare and life sciences. Its mission is to provide overseas buyers looking for UK solutions with a simple, insightful way to identify and engage UK industry and healthcare organisations, and to support UK-based medical device, diagnostics, and digital health exporters looking to engage customers around the world.

The UK Healthcare Pavilion provides a year-round global platform to enhance the presence of UK businesses.



International Trade

ABHI is a regular contributor to the trade policy landscape, providing active input into the UK's development of Free Trade Agreements, post-Brexit. Utilising our relationships with key government departments, we provide expert input, informed by our members, into trade and investment initiatives.

Through our dedicated International Group, we are able to identify opportunities for members, and work on strategies to best to unlock them, providing a helping hand to overcome hurdles, so that UK HealthTech businesses can expand in global markets.

"The ABHI UK Pavilion provided an ideal platform for GAMA Healthcare to showcase our latest innovations. The ABHI staff were exceptional and we were able to network with both existing and new partners."

Dr Allen Hanouka,
Managing Director and Co-founder, GAMA Healthcare Ltd.

OUR PARTNERS IN SCOTLAND

We are developing lasting partnerships with key organisations in Scotland. Here is a snapshot of our engagements:

ABHI has a memorandum of understanding (MoU) with the **University of Strathclyde**, designed to pool expertise to enhance commercialisation routes. By bringing together the investment, academic and innovator communities to explore challenges and solutions, our aim is to provide healthcare systems with world class HealthTech.

We also have an MoU with the **University of Dundee**, which sees a joint commitment to accelerate the research, development and delivery of innovative health and care solutions, whilst transforming the health, wellbeing and wealth of the people of the Tay city region. Our work with the **BioDundee** team is supporting this too, as we build the strength of the life sciences and healthcare sector in the region.

We are also working more closely with **Heriot-Watt University**, which will see collaboration on key areas such as regulation,

innovation adoption, clinical evidence generation and sustainability.

Peter Ellingworth, ABHI's CEO, holds a place on the **Life Sciences Scotland** Industry Leadership Group, a collective of industry, enterprise agencies and government strategy teams. Their remit is to develop, drive and deliver the Life Sciences strategy in Scotland.

Economic development and trade is also fundamental to growing the Scottish HealthTech industry, and we are working with key bodies like **Scottish Enterprise**, and government agencies such as **Scottish Development International**, to bring the Scottish offer to global marketplaces.



ABHI SCOTLAND

ABHI Scotland 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.

Our 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.



"As Chair of the Scottish Ambulance Service and NHS Scotland's national innovation champion, I welcome the launch of ABHI Scotland. HealthTech continues to develop at a rapid pace and it is essential that the people of Scotland gain full benefit. I look forward to working with the ABHI team and to their input into our enhanced focus on the adoption of innovative technologies

Tom Steele,
Chair, Scottish Ambulance Service

"Our agreement with ABHI will allow us to explore opportunities to work together to support the research, development and commercialisation of new health technologies. In doing so we will help to boost economic growth and job opportunities."

Professor Sir Jim McDonald,
Principal & Vice-Chancellor of the University of Strathclyde



ENABLING YOUR SUSTAINABLE GROWTH

Climate change is arguably the biggest threat facing humanity, and in response, the NHS has set out a bold ambition to become 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.

Tackling this agenda, however, is complex, and changes to supply chains and manufacturing processes can be particularly costly to smaller businesses. This is why we at ABHI have progressed a significant package of support for our members to guide their long-term sustainability strategies.

directly by some members of the ABHI Board, which not only demonstrates the importance of the sustainability agenda, but is a strong indication of their leadership on behalf of ABHI's wider membership.

With our dedicated sustainability member group heavily active, 2022 will also see a joint project commence with the advisory firm Arup. The output of which will provide our members with a framework for action for HealthTech companies to utilise and apply to their own businesses. This project has been funded

ABHI also recently became the first Trade Association to join the Institute of Environmental Management & Assessment (IEMA) Corporate Partnerships Programme. The partnership was created to provide ABHI members with additional information and resources on this critical subject.

Regulatory Support

In 1988 ABHI was created to address the changing regulatory landscape. Nearly 35 years later, and with the UK developing its own sovereign regulations, ABHI's credentials in the regulatory space remain a defining strength.

With the advent of the UK Conformity Assessment regime, we are entering a new era of regulation, but the uncertainty, cost and complexity facing your average SME, is intense. We must, therefore, ensure regulations are future-proofed, aligned to key global jurisdictions and are focused on access to innovation. That way, the UK has a prime opportunity make regulation an enabler, rather than a hindrance to innovation.

- The regular sharing of intelligence.
- Expert input into the policy environment, through formal consultation responses, policy papers and stakeholder engagement, which is enabled by deep relationships we have with the regulatory authorities.
- Regular events, including the ABHI - Regulatory Conference, the industry's flagship meeting.
- Tailored one-on-one advice for individual members.

It is our belief that regulation is at its most effective when the industry has a strong engagement with, and understanding of, the regulatory context in which they are operating. Our support is therefore designed to provide businesses with the tools to plan and grow, with regulatory compliance at the centre.

Spearheaded by the leadership of two of the UK's leading HealthTech regulatory experts, we support companies through:

- Our regulatory member groups, who meet regularly to develop and communicate policy on regulatory, environment and standards issues.

"Running a smaller business can sometimes be a lonely place and I have relied on ABHI to help bridge the gap between a corporate mothership and an independent SME. The support offered has been invaluable and I strongly recommend membership."

Simon Talbot,
Managing Director, P3 Medical Ltd

"There is a huge amount for the HealthTech sector to celebrate, be proud of and put in the nation's shop window. Innovation, robust management, entrepreneurial determination all mark out the industry as a part of the economy that is precious to us and in many respects leads the way. Under the collegiate leadership of the ABHI, the industry has flourished, saved lives and extended our well-being."

Roy Lilley,
Health Policy Analyst, Writer, and Commentator

"Given our HealthTech supplier base is made up predominantly of SMEs, committed leadership from trade bodies such as ABHI will be crucial in giving industry a helping hand to meet our NHS net zero ambitions. I welcome ABHI's partnership with IEMA and look forward to continuing our engagement with our supply chain for a healthier future."

Alexandra Hammond,
Head of Sustainable Procurement and Supply Chain, NHS England and NHS Improvement

EXPERIENCED LEADERSHIP

With direct and relevant experience in the HealthTech sector, ABHI's staff boast a highly developed network, allowing for engagements with key players across healthcare and industry.



Peter Ellingworth
Chief Executive Officer

35 years' experience in sales, marketing and general management in the UK and Europe and as a non-executive director of early stage companies

Peter leads senior cross-government and NHS management engagement.



Jane Lewis Chief Operating Officer & Finance Director

22 years' experience in the healthcare industry and is a fellow of the Institute of Management Accountants.

Jane is responsible for management of ABHI's financial processes and risk management procedures.



Nishan Sunthares
Managing Director, Diagnostics

20 years' experience, with roles in finance, market access and sales.

Nishan leads ABHI's diagnostics strategy, to make high quality diagnostic technologies accessible to all who need them.



Andrew Davies
Digital Health Lead

25 years' experience in sales, marketing, market access and business development with household names such as Philips and Bristol-Myers Squibb.

Andrew is responsible for ABHI's digital health agenda, including data, regulation and market access work streams, as well as links to the investment community.



Richard Phillips
Director of Strategy

25 years' experience in sales, government affairs and healthcare policy.

Richard is responsible for ABHI's strategy, communications, and policy development on healthcare, trade and parliamentary activity.



Phil Brown
Director, Technical & Regulatory

30 years' experience in regulatory affairs, with an education in chemistry.

Phil is responsible for present and future medical device regulatory policy, legal, compliance, ethics and credentialing.



Paul Benton
Managing Director, International

10 years' experience in a variety of marketing and commercial roles having previously set up, managed and sold on a UK SME.

Paul's work is designed to support UK businesses to grow in international markets.



Luella Trickett
Director, Value & Access

25 years' experience in the pharmaceutical and HealthTech industries.

Luella leads on embedding value-based procurement, the adoption and spread of technologies across innovation pathways, and the sustainability agenda.



Steve Lee
Director, Diagnostics Regulation

20+ years of government experience from the MHRA.

Steve leads ABHI's engagements on diagnostics and digital health regulatory strategy.



Eleanor Charsley
Director, Government Affairs

8 years' experience working in HealthTech Government Affairs.

Eleanor leads the Association's interactions with parliamentarians and governments across the UK.

“It was the need for industry to coordinate a single, coherent voice some 34 years ago, that led to the inception of ABHI, and as I reflect on how it has matured and grown over the years, I am so proud to see that voice is louder and more impactful than ever before.”

George Kennedy CBE,
ABHI's Life President

YOUR NETWORK





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