



Association of British Healthcare Industries

# INTERNATIONAL MEMBERSHIP: UNDERSTANDING THE UK MARKET

[www.abhi.org.uk](http://www.abhi.org.uk)



*The***AHSN***Network*



**NHS**  
*National Institute for  
Health Research*



**NICE** National Institute for  
Health and Care Excellence





# WHO WE ARE



**ABHI is the leading medical technology industry association in the UK. We are a community of over 250 members, from small UK businesses to large multi-national companies. We champion the use of safe and effective medical devices. The work of our members improves the health of the nation and the efficiency of the NHS.**

## **We are the voice of the industry**

- We are an authoritative voice, communicating the interests and issues of our members
- We are recognised as building trust and cooperation between industry and our partners.

## **We are the support that powers industry**

- We provide insight and expert assistance
- We outline the industry's strategic vision, contributing to the development of policy in areas such as regulation, procurement and technology adoption.

## **We facilitate collaboration and help businesses prosper**

- Member-led groups address a wide variety of topical issues
- We run international trade missions and provide support for UK companies in overseas markets.

**All our work is underpinned by a robust Code of Business Practice, accepted by each member organisation, which drives a commitment to high ethical practices by all.**

# THE UK OPPORTUNITY

The NHS deals with over  
patients every week.

**4.7 million**

It is the world's **largest**  
single payer healthsystem



and has an **annual budget** of **£120bn**  
of which **£5bn** is spent on medical supplies.

In 2016/17 **£2bn** was dedicated to  
**sustainability and transformation funds**  
to drive improvements in health and care.



Over **600,000** patients take  
part in **clinical trials** each year.

**15** **Academic Health Science Networks** that are  
dedicated to spread innovation have supported  
over **500** new products or services into the NHS.



## A government backed industrial strategy prioritising MedTech



*From space exploration to clean energy to medical technologies, Britain will remain at the forefront of collective endeavours to better understand, and make better, the world in which we live.*

Prime Minister, **Theresa May**



### Sources

<http://www.ahsnnetwork.com/about-academic-health-science-networks/>  
<http://www.nhsconfed.org/resources/key-statistics-on-the-nhs/>  
<http://www.bbc.co.uk/news/magazine-17429786/>

<http://www.nhsconfed.org/resources/key-statistics-on-the-nhs/>  
<https://www.england.nhs.uk/2015/12/long-term-approach/>  
<http://www.nihr.ac.uk/about-us/how-we-are-managed/managing-centres/crm/key-statistics.htm>  
<https://www.ft.com/content/589da76c-dcb3-11e6-9d7c-be108f1c1dce>





# HOW MEMBERS BENEFIT

## Members will benefit from our:

### Extensive relationships

- Signposting and introductions to a highly-developed network within the UK health system
- Introductions to critical collaborators and potential partners for joint-ventures and distribution arrangements.

### Expert leadership

- Access to an experienced and knowledgeable leadership team providing market intelligence and input into current policy development
- In-depth knowledge and understanding of business opportunities and government initiatives.

### Insight and intelligence

- Access to a variety of written briefings, webinars and conferences providing up to date intelligence and market analysis.

### **ABHI International Membership is available for \$2,000 USD a year**

For more information on how to join, contact [angela.jeffery@abhi.org.uk](mailto:angela.jeffery@abhi.org.uk) or visit [www.abhi.org.uk](http://www.abhi.org.uk)

# OUR NETWORK INCLUDES

The Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to the UK. DIT's Life Sciences Organisation helps UK and overseas companies take advantage of a range of commercial opportunities in the sector.



Department for  
International Trade

**TheAHSN**  
Network

There are 15 Academic Health Science Networks across England, established by NHS England in 2013 to spread innovation at pace and scale, with a remit of improving health and generating economic growth. Each AHSN works across a distinct geography serving a different population in each region.

MedCity works across the world-leading life sciences and healthcare cluster of Cambridge, London and Oxford as an entry point to academic and industrial capability of the South East of England. They provide a single front door and concierge service for industry and investors looking for partners, infrastructure and expertise.



**NICE** National Institute for  
Health and Care Excellence

The National Institute for Health and Care Excellence provides national guidance and advice to improve health and social care. NICE publishes guidelines in four areas: the use of health technologies within the NHS, clinical practice, guidance for public sector workers on health promotion and ill-health avoidance; and guidance for social care services and users.

The Northern Health Science Alliance (NHSa) is a pan-regional health partnership established by the leading Universities, NHS Teaching Trusts and Northern Academic Health Science Networks. The NHSa works across a population of 15 million people bringing together research, health science innovation and commercialisation for the benefit of patients. The NHSa also leads the £20m DoH Health North: Connected Health Cities project.



**NHS**  
National Institute for  
Health Research

The NIHR fund health and care research and translate discoveries into practical products, treatments, devices and procedures, involving patients and the public in all our work. They ensure the NHS is able to support the research of other funders to encourage broader investment.

The Medicines and Healthcare products Regulatory Agency is an executive agency of the Department of Health in the United Kingdom which is responsible for ensuring that medicines and medical devices work and are acceptably safe.



Medicines &  
Healthcare products  
Regulatory Agency

# OUR WORK

“

“ABHI are uniquely placed to help international med-tech companies understand the vast opportunity that is the UK market.”

**Matthew Speers**

CEO, Life Sciences Organisation  
Department for International Trade

“The North of England has a vibrant health technology ecosystem made from home-grown UK companies trading internationally which work alongside international companies that have made the North their home. The NHS is delighted to support the ABHI in their mission to build on the UK's strengths in health technology both at home and abroad.”

**Dr Hakim Yadi OBE**

CEO, the Northern Health Science Alliance

“Forte Medical recently accompanied ABHI's international trade mission to Texas. Quite simply, the level of access to such a market would not have been achievable without the leadership, support, network of contacts and expertise of ABHI. In fact, it delivered such tangible promise that we are going again to crystallise the relationships from the introductions forged by the ABHI team.”

**Giovanna Forte**

CEO, Forte Medical

“The ABHI has been a longstanding supporter of the work of the national network of Academic Health Sciences Networks. This year we have enhanced those interactions and developed an exciting forward programme of joint work. Our relationship will be particularly valuable as we think about the implementation of the Accelerated Access Review and the role of the MedTech in the development of a new industrial strategy for our country.”

**Dr Liz Mear**

Chair, AHSN Network

“Within the technical and regulatory environment it is essential to understand all perspectives before developing positions on often complex issues. ABHI have consistently been a key stakeholder for MHRA in this field. They are a leading source of insight for our industry engagement activities.”

**John Wilkinson**

Director of Devices, MHRA

”

# ABHI

## LEADERSHIP TEAM



**Peter Ellingworth**

*Chief Executive*

Peter provides overall leadership for ABHI. Relationships with government and senior NHS staff are fundamental to his work.



**Nishan Sunthares**

*Chief Operating Officer*

Nishan specialises in commercial strategy. Key areas of knowledge include NHS commissioning, procurement and digital health.



**Paul Benton**

*Managing Director, International*

Paul leads ABHI's International strategy. His team coordinate trade missions, conferences and exhibitions around the globe.



**Richard Philips**

*Director, Healthcare Policy*

Richard focusses on UK healthcare policy. His extensive network of contacts includes the ABHI/AHSN relationship.



**Andrew Davies**

*Director, Market Access*

Andrew's manages ABHI's market access strategy. His work revolves around Payment and Incentive Systems as well as Technology Assessment.



**Phil Brown**

*Director, Technical & Regulatory*

Phil boasts a wealth of regulatory experience. He leads on ABHI's relationship with MHRA and technical policy.

**Sami Agush**, Business Analyst

**Eleanor Charsley**, Policy and Stakeholder Relations Executive

**Jonathan Evans**, Manager, Communications

**Linette Irons**, Manager, Facilities

**Sarah Izon**, Manager, International

**Angela Jeffery**, Membership Relationship Manager

**Mike Kreuzer** OBE, Advisor

**Esther Mannoukas**, Accounts Administrator

**Judith Mellis**, Senior Manager, UK Market Affairs

**Scarlett O'Sullivan**, International Executive

**Clive Powell**, Senior Manager, Compliance and Regulation

**Andy Taylor**, Advisor, Public Policy

**Andy Vaughan**, Consultant, Standards Policy



Association of British Healthcare Industries  
107 Gray's Inn Road  
London, WC1X 8TZ

A company limited by guarantee.  
Registered in England no. 1469941. Registered office as above.

+44 (0)20 7960 4360

[enquiries@abhi.org.uk](mailto:enquiries@abhi.org.uk)

[www.abhi.org.uk](http://www.abhi.org.uk)

 @UK\_ABHI