

ABHI

QUARTERLY COMMUNICATIONS UPDATE

Q4 2023



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Dear Member,

These updates are designed to provide you with a snapshot of ABHI’s recent activities, as well as highlighting what we have coming up across our programme of meetings and events.

As a member of ABHI, all staff within your company are entitled to receive our communications and they can subscribe to these via the homepage of our [website](#). We have four mailing lists they can join, covering our regular updates, our fortnightly newsletter, ABHI’s UK events and our international programme.

This is fourth edition of our quarterly communications report, and I do hope that these updates are proving to be of value to your organisation. To ensure your colleagues are kept up to date with the work of ABHI, and the opportunities to get involved, please do pass these updates on to your teams in the UK and across other markets.

As ever, we thank you for your continued support.

“The results of this year’s business survey will not have come as any great surprise, but it is an important reminder of the key issues that matter to you, so that the ABHI secretariat can direct their work and advocacy efforts accordingly. Without the evidence that you provide, it is difficult to substantiate our asks of policy makers, and so we thank all of the members who continue to share the details of their lived experience. We are, however, making progress and I was pleased to see a real shift in how positively the NHS is viewed when it comes to collaborating with industry. This is an important area that the ABHI team has been tasked with driving, and I have been witness to their diligent work in facilitating a much more collaborative ecosystem. It is great to see this shift and it lays strong foundations for the year ahead.

October saw the ABHI UK HealthTech Conference. Held over two days, it marked the largest ABHI event for over a decade, with 200 delegates in attendance for each session. These meetings are always a great opportunity to hear from, and meet with, national leaders who are driving key HealthTech policy, but they also give companies a platform to share experiences and connect with industry peers, which I often think can be equally valuable.

It is never easy bringing together so many senior individuals, but I do think it talks to the high regard in which ABHI is held amongst leading industry figures. News that ABHI was crowned U.K. Association of the Year was further evidence of this impact, and a fitting note to end the year on.”

Phil Kennedy, Chair, ABHI

ABHI’S 2023 PRIORITIES

Key Work Areas



Strategic leadership provided by the ABHI Board, delivered through our network of member groups

Working across the full spectrum of HealthTech.



ACTIVITY SNAPSHOT: OCT - DEC 2023



Held across two days, the ABHI UK HealthTech Conference returned this October, welcoming over 200 delegates each day for a packed agenda of networking and updates on all matters regulation and NHS access.

Focussing on the relationship between investment in women's health and economic growth, ABHI and a cohort of members kicked off a partnership with NHS Confederation to develop a landmark study on this important topic.



Members of the ABHI team joined the latest AdvaMed MedTech Conference in California, where there was standing room only for the session hosted by Peter Ellingworth on the future of UK HealthTech.



In another flagship study, ABHI's Patient Safety Group is investigating work with Patient Safety Learning (PSL), to author a report that advocates the new PSL Standards Framework, set to be launched in Spring 2024.

Patient Safety was also the theme for the latest meeting of **ABHI's Chairs and Vice Chairs**, as ABHI Patient Safety's Stefanie Russell led a brilliant session on the role that HealthTech can play in advancing this critical area.



Collating responses from across the membership, ABHI submitted industry feedback on the proposals to update **Part IX of the Drug Tariff**.



In recognition of his tireless work and industry leading regulatory expertise, ABHI's **Steve Lee** was appointed to the **TOPRA Board of Directors**.

ABHI's International Exporters met this October in London for a networking seminar that focussed on **key trading opportunities** in the US and the Middle East.

With the theme of women's cardiovascular health in mind, ABHI convened a round table meeting with a cross section of members and stakeholders to discuss the role of HealthTech in bridging the health equity gap.

ABHI announced a new partnership with the **Shelford Group** to deliver a programme of joint work, ranging from events held at Trusts, to collaboration on national policy. Representing ten of the largest research and teaching hospitals in England, the Shelford Group accounts for almost two thirds of the country's clinical research infrastructure.



The **ABHI US Accelerator** class of 2023 wrapped up proceedings for the year in style, with a week-long mission to Florida, taking in meetings with clinical leaders from across four of the State's largest cities.



The ABHI UK Pavilion returned to MEDICA this November, where dozens of UK companies and national partners joined ABHI for a busy week of meetings with new and prospective international partners.

**ACTIVITY SNAPSHOT:
OCT - DEC 2023**



ABHI Diabetes welcomed **NICE's announcement that hybrid closed-loop systems are to be recommended for people with type 1 diabetes** to improve management of their condition. We were also pleased to see enhanced recommendations that include children and young people, something we, and many others, called for during the consultation.

PACE

With several members inputting into its strategy, we were pleased to see the new £30m **Pathways to Clinical Efficacy (PACE)** programme launched in October, which is designed to support innovation that can address Antimicrobial Resistance's threat.



In November, we hosted a webinar for members with NHS England on the updated **Carbon Reduction Plan guidance**. You can view [the recording here](#).

With thanks to all the members who provided feedback, ABHI responded to the Government's consultation on the proposed **ban of the manufacture, supply and sale of wet wipes containing plastic**.



In November, **Richard Phillips** joined colleagues in Belfast for the latest meeting of the **HealthTech Leaders Group**, to discuss opportunities and barriers to the Northern Irish innovation ecosystem.



ABHI had the enormous honour of being recognised as the UK Association of the Year at the **Association Excellence Awards 2023**.

On the important topic of AI in healthcare, **Andrew Davies** spoke at both the **AI World Congress and at the Royal College of Radiologists**. Against the backdrop of the AI Safety Summit, he also attended the City of London dinner, which included an address by Michelle Donelan. ABHI also held the first meeting of the AI Diagnostics Group.



Working with the **National Institute for Health and Care Research**, ABHI supported [the first phase](#) of a new HealthTech pilot programme designed to test support for SMEs at an earlier stage than what is traditionally offered.

In December, ABHI partnered with **CPI** to launch the results of our latest business survey, highlighting the key challenges and opportunities for the sector.



With innovation adoption the theme for the day, ABHI Scotland met in Edinburgh for a great discussion on how HealthTech can best support NHS Scotland. The following day saw the Scotsman Life Sciences Conference where **ABHI's Addie MacGregor** joined panellists to detail the work she is leading to support the ABHI membership's sustainability efforts.

Members of the ABHI team met with the **UK Mission to the European Union** in Brussels this November, which exists to promote the UK's perspective to EU member states and the relevant EU institutions. The meeting provided a useful opportunity to brief the team on health and trade issues, and member's can expect a co-badged event in the New Year.



We were pleased to see that **full expensing** was made a permanent feature of the UK tax system within the Autumn Statement, and is a response to the call that many members put their name to.



ABHI'S GROUPS: January - March meetings 2024

JANUARY	FEBRUARY	MARCH
9 th ABHI Orthopaedics	20 th ABHI Digital Health	4 th ABHI Public Affairs
16 th ABHI Spine	22 nd IVD Regulatory	6 th ABHI HR
31 st ABHI Sustainability	27 th ABHI Cardiovascular	7 th ABHI Value & Access
	29 th ABHI Ophthalmology	11 th ABHI Wound Care
		14 th ABHI Scotland

To join any of our group meetings, please write to enquiries@abhi.org.uk



ABHI'S 2024 Conferences and Events: Dates for Your Diary

10th January ABHI Member Webinar with IEMA: Sustainability Transition Planning for SMEs [Register here.](#)

15th January ABHI Member Webinar: Evergreen Sustainable Supplier Assessment Engagement. [Register here.](#)

22nd January NHS Supply Chain Social Value KPI Webinar. [Register here.](#)

6th February Making Sustainability the Opportunity to Reduce Carbon & Cost. [Register here.](#)

30th September - 1st October The UK HealthTech Conference. Save the date.



Join ABHI around the globe

 <p>Arab Health Dubai, 29th January - 1st February 2024</p>	 <p>China International Medical Equipment Fair (CMEF) Shanghai, 11th - 14th April 2024</p>
 <p>Global Health Exhibition Riyadh, 2nd - 4th October 2024</p>	 <p>MEDICA Dusseldorf, 11th - 14th November 2024</p>
<p>Contact omar.jowhar@abhi.org.uk or visit www.abhi.org.uk/international</p>	
 <p>ABHI US Accelerator 2024 USA, Nationwide, 12 month programme</p>	<p>Contact lottie.mcmahon@abhi.org.uk or visit www.abhi.org.uk/international</p>



WELCOME TO ABHI

This quarter, we were pleased to welcome the following new members to ABHI:

2 HARRIS

2Harris Consulting Limited



AKRA Team GmbH

CAPU.

CAPU Search Limited



Costello Medical



Gowling WLG LLP



IG-Technology Ltd



JReg Consultancy Ltd



Ortho Solutions UK Ltd

Professional Associate Member Spotlight

The ABHI membership includes a rich pool of professional service companies who offer expertise across a range of areas. In this feature, we highlight offers that the wider membership are invited to take advantage of, as well as sharing events and thought leadership activity from this thriving community.

If you have an offer, or helpful information that you would like to extend to the ABHI membership, please write to: communications@abhi.org.uk

Members are invited to join the [Winter/Spring 2023-2024](#) series of Osborne Clarke Health Check, featuring short webinars, podcasts, infographics and insights focussed on equipping companies with practical strategies to respond to regulatory change.

The Osborne Clarke team have also launched a new report Providing for tomorrow today: understanding an ageing workforce which draws out some key learnings for employers who want to respond proactively to an ageing workforce and/or review their multigenerational employment strategy. [Access it here.](#)

- How to effectively utilise a health innovation network in reaching influencers.
- How the solution has generated positive media coverage at trade and national levels, and the importance of metrics, clinical and academic evidence.

[Members can register for the webinar here.](#)

If you are looking to take your business abroad, to relocate staff and make those connections that enable you and your company to really thrive, you have got to have a high CQ. A high level of cultural intelligence: the capacity to navigate and interact effectively in diverse cultural settings. In November, we were pleased to join Dialogue Language Services International for a cultural awareness workshop aimed at helping you, as HealthTech professionals, export and relocate successfully. You can [access the recording here.](#)

We recently joined the team at Highland Marketing for a discussion on effective approaches in HealthTech marketing. The session looked at how you can gain visibility and traction for technology in the NHS, and we heard about what works well to help companies in the sector get innovation noticed. A recording can be [accessed here.](#)

The Highland Marketing team will be hosting a follow-up session on 23rd January, which will look at how one HealthTech company gained ICS-wide success. Expect to learn:

- How a technology responded to an urgent unmet need, delivered impact and gained the attention of decision makers.
- How different components of marketing, business and research strategies fuelled success in an ICS-wide contract, and widespread national interest.

The digital health landscape is evolving rapidly with an increasing spotlight on the use of real world evidence (RWE) across the digital health total product lifecycle. Regulators, payers, and other key stakeholders are increasingly looking to RWE to guide decision-making from code to commercialisation. This recent webinar from IQVIA explored the use of RWE by regulators and payers, and how emerging digital health technologies are being used for real-world evidence generation. [Access the recording here.](#)

Paul Benton
Managing Director, International

Michelle Michelucci | **Lottie McMahon**
Head of International Events | International Manager

Supports UK businesses to grow in international markets.

ABHI Groups: [International](#)

Richard Philips
Director, Strategy

Eleanor Charsley | **Jonathan Evans**
Director, Government Affairs | Director, Communications & Events

Judith Mellis | **Lucy Stevenson**
Senior Manager, UK Market Affairs | Researcher, Government Affairs

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

ABHI Groups: [Public Affairs](#) | [Musculoskeletal](#) | [Cardiovascular](#) | [Patient Safety](#) | [Scotland](#)

Luella Trickett
Director, Value & Access

Addie MacGregor
Sustainability Executive

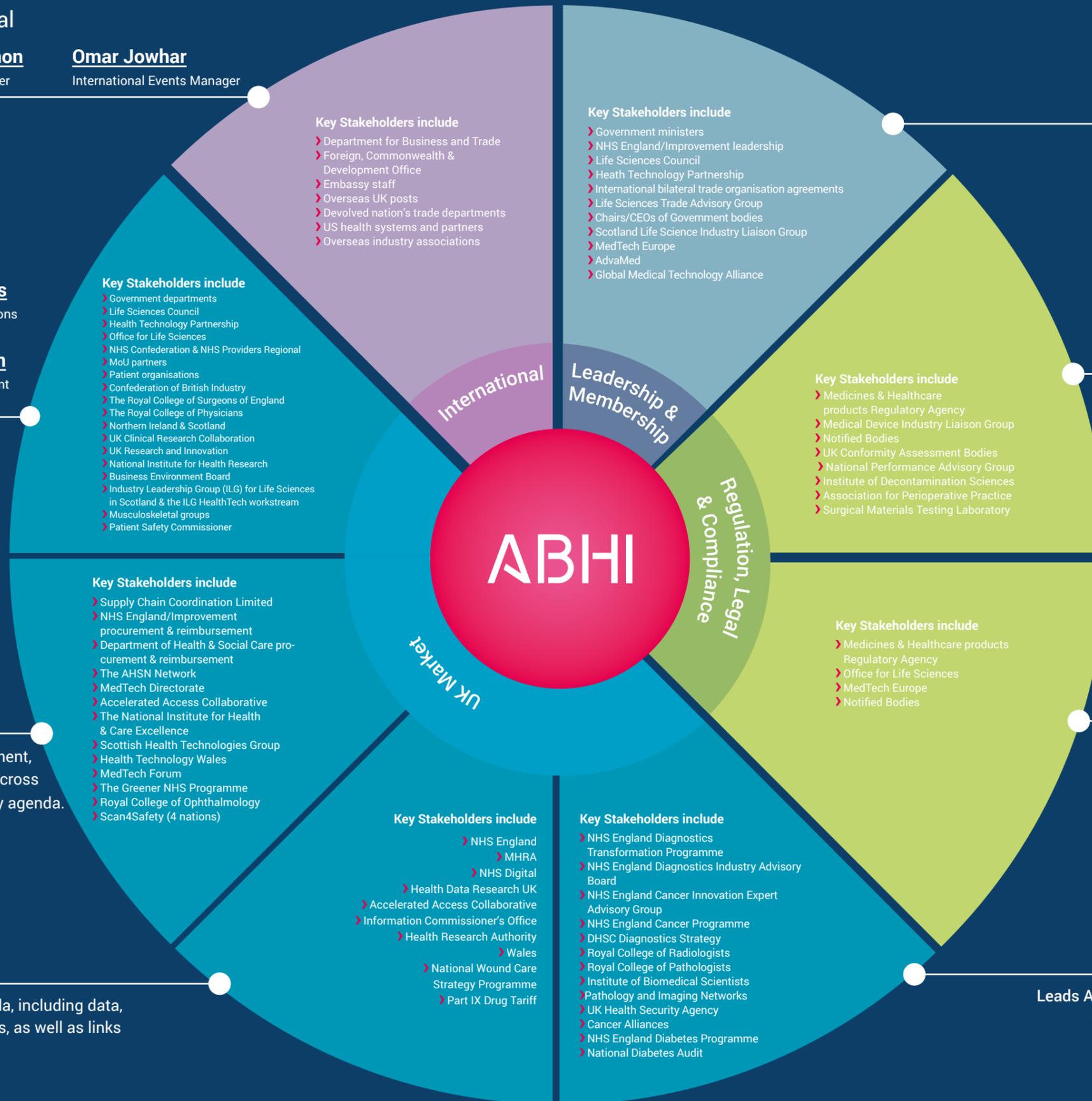
Leads on embedding value-based procurement, and adoption and spread of technologies across innovation pathways, and the sustainability agenda.

ABHI Groups: [Value & Access](#) | [Commercial](#) | [Market Access](#) | [Sustainability](#) | [Ophthalmology](#)

Andrew Davies
Digital Health Lead

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

ABHI Groups: [Digital Health](#) | [Wound care](#) | [Respiratory & Anaesthetics](#) | [Robotic Assisted Surgery](#)



Peter Ellingworth
Chief Executive

Jane Lewis | **Angela Jeffery**
Chief Operating Officer & Finance Director | Senior Manager, Operations

Leads ABHI, as well as senior government and NHS engagement.

ABHI Groups: [ABHI Board](#) | [HR Leaders Network](#)

Phil Brown
Director, Regulatory & Compliance

Responsible for present and future medical device, regulatory policy, legal, compliance, ethics and credentialing.

ABHI Groups: [Regulatory](#) | [Decontamination](#) | [Legal Issues](#) | [Surgical](#) | [Credentialing](#)

Steve Lee
Director, Diagnostics Regulation

Leads ABHI's diagnostics regulatory strategy.

ABHI Groups: [Regulatory](#) | [Diagnostics](#)

Nishan Sunthares
Managing Director, Diagnostics

Leads ABHI's strategy to make high quality diagnostic technologies accessible to all who need them.

ABHI Groups: [Diagnostics](#) | [Diabetes](#)



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