

Promoting Healthcare Partnerships

Opportunities and Challenges for
UK Product and Service Providers



Libyan British Business Council

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LBBC Delegation to Tripoli 15-17 February 2010

The Tripoli Medical Centre

Leader: Rt. Hon. Lord Trefgame PC, Chairman LBBC
Deputy Leaders: Stuart Smalley, International Advisor,
Department of Health,
Robin Lamb, Director General LBBC



Sir Vincent Fean kcvo

HM Ambassador

Now is a good time to visit Libya to assess the healthcare market. I am glad that the LBBC has organised this health sector mission, and has engaged the expert advice of Stuart Smalley, the UK Department of Health coordinator for Libya. For more than four years he has visited Libya regularly, helping to shape the Libya/UK health dialogue, in the public and private sectors. It is good that he can share his experience with you.

Please make full use of the UK Trade and Investment team in Tripoli, led by Gareth O'Brien (Gareth.O'Brien@fco.gov.uk) and Omran Abusahmin (Omran.Abusahmin@fco.gov.uk). Omran has a great working relationship with the Libyan Secretary for Health and his team. Please seek Omran's advice: it's worth hearing.

Libya has a great thirst for the English language, and for UK medical expertise in training, hospital design and management, and in pharmaceuticals and equipment supply. The lower value of the £ sterling gives UK plc a new price advantage. Our quality is already widely known and acknowledged inside Libya. Now is the time to seek and form fruitful long-term partnerships in Libya. We in the British Embassy look forward to doing everything in our power to help you to make this happen, to mutual, lasting benefit - for the good health of the people of Libya, and to the benefit of the UK economy.

Acknowledgements

The Libyan British Business Council would like to thank all those who have generously given their time and support for the LBBC's first Healthcare Delegation to Tripoli which is being kindly hosted by the Tripoli Medical Centre

Mohammed M Al-Hijazi, Secretary for Health and the Environment
Sir Vincent Fean KCVO, HM Ambassador

Dr Achris Aboulgasem, General Director, National Food & Drug Control Centre

Prof. Abdulhafid Abudher, Head of the NCIDC (National Centre for Infectious Diseases Control)

Dr Bashir Allaghi, Head of the Technical Co-operation Office at the Secretariat of Health

John Butterfield, Managing Director, ERS MENAS

Paul Deeney, Tax Director, PriceWaterhouseCoopers

Dr Mohammed Saleh Elarbi, President, Al Fatah Medical University of Tripoli

Dr Saleh El-Gadi, Director, Bushra Group

Dr Attallah Sulaiman Gariba, Head of Primary Healthcare Department at the Secretariat of Health

Dr Mohamed Gebril, Director, Benghazi Medical Centre

Mohammed Layas, Executive Chairman, Libyan Investment Authority

Prof. Murad Ali Lenghi, Tripoli Medical Centre

Abdulmagid Mayet, Senior Partner, Mayet & Associates

Prof. Mustafa Zaidi, President and Secretary General, Libyan Board of Medical Specialties.

Gareth O'Brien, First Secretary, Head of Trade & Investment, British Embassy

Paul Austin, Chairman, British Business Group

Stuart Smalley, International Advisor, UK Department of Health

Association of British Healthcare Industries

Invest Northern Ireland

UKTI



Prof. Murad Ali Lenghi
Tripoli Medical Center

Tripoli Medical Center (TMC) is one of Libya's largest public hospitals with around 1450 beds, 1000 physicians and approximately 3000 employees. In the summer of 2006, the Libyan government allocated TMC a budget of 800 million dinars (£400 million) to fund projects and plans in the healthcare sector. The scope of services provided by TMC covers comprehensive maintenance services including preventative and supervisory maintenance, as well as repair of laboratory and biomedical equipment, staff training, quality assurance planning and implementation, computerised maintenance information systems and training of operational staff. The laboratories at TMC play an important role in clinical analysis and diagnostics and provide a broad variety of clinical testing services to communities throughout the country. TMC engages in bilateral cooperation programmes with international consultants, universities and medical institutions in order to benefit from the expertise and best-practice methodologies which are currently being incorporated into Libya's health service capabilities.

DELEGATES

AECOM	Steve Campbell
ABHI	Theresa Ashford
Alissa Jebal Alab International Ltd	Muralee Menon Pinache Khan
Awardbrand	Omar Abidia
BDP	Ian Purser Ged Couser
Bolton Surgical Ltd	Peter Bolton
Bourne Steel	David Sands
CampbellReith	Alex Forbes
Durbin	Leslie Morgan
ERS International Group	John Butterfield
Healthshare International	Dr Christopher Kenyhercz Tony Lundin Prof. Keith Britton Corene Breedt
Hill International	Eric Butterworth Eng. Waleed Abdel Fattah
Hiltron	Graeme Allen
HKS	Nick Shapland

HOK	Nick Wright
Intermedical Technologies Ltd	James Bell
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Kimal	Martin Bailey
Liverpool John Moores University	Chris Edwards
Manchester Metropolitan University Business School	Dr Mary Meldrum Prof. Vince Ramprogus
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MJ Medical	Nathaniel Hobbs
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Pinsent Masons	Barry Francis
Power Cleaning Machines	John Tupper
RMJM	Ali Azun
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AECOM

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AECOM is a global provider of professional technical and management support services to a broad range of markets, including transportation, buildings, environmental, energy, water and government.

With approximately 45,000 employees around the world, AECOM is a leader in all of the key markets that it serves. AECOM provides a blend of global reach, local knowledge, innovation, and technical excellence in delivering solutions that enhance and sustain the world's built, natural and social environments.

A Fortune 500 company, AECOM serves clients in more than 100 countries and had revenue of \$6.1 billion during its fiscal year 2009

AECOM is continuously engaged in a broad range of engineering consultancy projects, from schools to hospitals to retail stores; from long-term transport strategy formulation to travel demand management; from ultra-modern office environments to historic building restoration.

The company also provides consultancy services related to the engineering infrastructure requirements of the rail, highways and water industries.

To cover such a broad spectrum of work successfully, we assemble cross-disciplinary project teams who work collaboratively to ensure that our solutions benefit from our collective all-round expertise as well as from the in-depth knowledge of individual consultants who are acknowledged specialists in their fields.

Steve Campbell BSc CEng MBA MIET MCIBSE

Director



Steve Campbell is a Director of AECOM Limited with regional operating responsibility for the Building Engineering business line. His 30 years experience in engineering design has included a wide variety of healthcare related projects, from large acute care and general hospitals to specialist diagnostic and treatment facilities and high security mental health accommodation. Current projects include the £300M Central Nottingham Hospital scheme currently being constructed under a PFI procurement model.

In Libya, AECOM is currently partnered with the Libyan Government's Housing and Infrastructure Board to undertake an unprecedented US\$ 50+ Billion initiative that will transform Libya's urban, economic, social and environmental landscape. Currently, 261 AECOM staff are providing Program Management, Technical Support and Knowledge Transfer & Training.

Association of British Healthcare Industries

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ABHI is the industry association for the UK medical technology sector. Its aim is to promote the rapid adoption of medical technologies to ensure optimum patient outcomes throughout the UK and in key global markets.

ABHI's member companies supply the UK's National Health Service (NHS), private healthcare sector and global healthcare markets with a vast array of equipment, ranging from single use devices to hi-tech life support machines.

ABHI's International Department helps UK companies establish trade links all over the world by offering market knowledge and sales leads as well as assistance participating in trade missions, exhibitions and seminars overseas.

Theresa Ashford International Business Coordinator



Theresa has worked at ABHI for 10+ years, and possesses excellent knowledge of UK SMEs and their export requirements as well as good international contacts with overseas buyers and UKTI Commercial Officers. She is also responsible for the Association's International e-Newsletter.

Theresa recently received a 'Special Award for an outstanding contribution to British Healthcare Exports' from Middle East Hospital. This was awarded at the Arab Health exhibition in Dubai

Alissa Jebal Alab International Ltd

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Our linkage within the 'Alissa' group of Companies is to the Libyan Company, 'Alissa Jebal Alab Joint Venture for Construction Co,' who are acting in the field of infrastructure projects and building construction. They are currently performing an infrastructure contract with the Housing Infrastructure Board of Tajura.

They have some of the world's most professional expertise emanating from professions such as engineering and project management, having access to differing skilled workers, thus being able to undertake major infrastructure projects from conception through to completion, regardless of scale.

Alissa Jebal Alab International are focusing on both the primary and tertiary healthcare sectors. Through established international networks we have the following areas of expertise:

- Design and development of hospitals/health centres
- Healthcare management consultancy services
- Provision of advanced imaging and diagnostic equipment

We offer state of the art solutions to building new infrastructure in the healthcare sector.

Muralee Menon Consultant



For last 20 years Muralee Menon has been actively involved in large-scale business management portfolios and start-ups. In the last 12 years he has provided his expertise at Chairman/ CEO levels, as entrepreneur/investor and as national advisor. Amongst his portfolios Mr Menon was a member of the National Healthcare Financing Committee in Malaysia.

Besides developing organisational systems and infusing innovation his objective is developing Knowledge based Healthcare organisations through evidence based care, implementation of Integrated Care Pathways (ICP) and uptake of ICT through clinical workflows. Mr Menon provides his expertise on these areas across Asia. In the last six years as CEO, he led the development and completion of a 250 bed tertiary hospital in Malaysia.

Pinache Khan Consultant



Over the last ten years Pinache Khan has focused her career in healthcare. Her experience covers the voluntary, government and private sectors across UK and Asia. Pinache's specialty is in healthcare development and quality management. Her forte is in interfacing clinical and non clinical work flows using ICT and brand management.

Pinache's professional experience involves working both in community and acute settings in Healthcare Management Consultancy and Patient & Public Involvement. These roles focused primarily on the modernisation of the NHS.

As the Director of Corporate Development, she recently was based in Malaysia and was part of the pioneering team to have successfully commissioned a 250 bed tertiary hospital.

Currently, Pinache is involved with an international healthcare initiative which focuses on provision of primary healthcare and diagnostics globally.

Awardbrand Limited

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Awardbrand Ltd. (AB) was founded in the UK in 2001 to tap the resources of the UK and Europe to support and catalyse development in Libya. AB specialised in procurement management, in the organisation of training programmes outside and inside Libya, and in consultancy services in coordination with well-known international firms.

Awardbrand Libya was established in December 2007 under the Libyan foreign investment legislation of 1997, to more effectively realise AB's goals. AB Libya is committed to providing high quality training, consultancy and knowledge building services, for both public and private sector clients.

Awardbrand Libya provides:

- Consultancy services in Technical and Engineering works and project management.
- Consultancy services in Administration and Management fields, helping organisations improve their performance.
- Technical training, engineering specialised training, continuing education
- Leadership and Management development
- Health and Safety training
- ICT training
- English Language teaching

Awardbrand Libya

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Award Tripoli Training Centre

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Omar Abidia General Manager



Omar Abidia trained as an electrical engineer, and between 1980 and 2001 he worked in the Benghazi offices of Libya's national power utility company through its various incarnations. He started off as a transmission protection engineer and left as Assistant for Transmission Affairs for the Eastern Region of Libya

In early 2002 Mr. Abidia took over as General Manager of Texel International Trading Co. Srl, based in Milan, Italy. Between 2002 and 2007, Texel International grew several fold into a multi-million Euro enterprise through its participation in and involvement with Libya's ambitious development programme.

Returning to Libya in 2007, Mr. Abidia is now General Manager of Awardbrand Libya, providing consultancy and training services to Libya's transforming public sector and burgeoning private sector.

BDP

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BDP is the largest architect-led interdisciplinary practice in Europe. Founded in 1961, it now employs more than 1,300 architects, designers, engineers, urbanists, sustainability experts, lighting designers and acoustic specialists in 15 studios across the UK, Ireland, France, The Netherlands, Abu Dhabi and India.

BDP combines expertise across disciplines, locations, sectors and all major building types to deliver a truly integrated way of working – resulting in high quality, effective and inspiring built spaces.

BDP works closely with users, clients and the community to create special places for living, healing, working, shopping, culture and learning across Europe, Africa, Asia and Australia. Recent examples of its design work include the masterplanning and design of the new Queen Elizabeth Hospital, Birmingham, the No. 1 Court and the Millennium Building at the Wimbledon All England Tennis Club, refurbishment of the Royal Albert Hall, Glasgow Science Centre, Cambridge University Faculty of Education, Vasco da Gama Shopping Centre in Lisbon, restoration of Trade Rows of GUM in Moscow and low energy headquarters buildings for Roche and BDP in the UK. A major recent design project has been the design of ten new university complexes in Libya.

BDP brings together the major and specialist skills involved in the design of great buildings into a single managed service. Its directors believe 'design integrity' and working as a cohesive team with a common purpose are fundamental to a project's success.

Ian Purser Architect Director

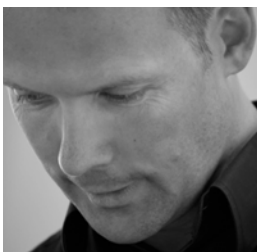


Ian specialises in leading large and complex multi-site projects across the Healthcare, Education and Commercial sectors for BDP.

In Libya, Ian was Architect Technical Director for the Libyan Universities projects, responsible for developing functional space programmes for more than 750,000sqm of international standard facilities, including healthcare facilities, and health sciences research and laboratory space across ten new university campuses.

Currently Ian has a key role in BDP's expanding portfolio of international work including ongoing projects in Libya and the wider MENA region. Ian's practice responsibilities as BDP's Architect Profession Process Director reflect his interest and experience in delivering projects of a consistently high quality for clients across sectors.

Ged Couser Architect Director



Ged is currently the Architect Director Team Leader on a large 800 bed hospital in Bristol with a project value of £430M. He was also the Project Director for the University Hospitals of Leicester project which was a multi site £722M project for the UHL NHS Trust.

He was also instrumental in the delivery of the Queen's Hospital which is a new 930 bed 96,500m² acute care hospital for Barking, Redbridge and Havering NHS Trust.

Within Libya Ged was the Project Architect Design Director for the new Libyan Universities project. Working for ODAC the project is for the design and construction of ten major University campus sites across the country. Each campus has a health centre included and in addition a number of healthcare faculties feature including Pharmacy, Medicine and Dentistry.

Bolton Surgical Ltd

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Bolton Surgical Ltd manufactures and supplies the finest quality surgical Instruments and accessories for use within the modern theatre environment, covering all disciplines of surgery. The company is the market leader in the development of instruments for colorectal surgery. This range has been developed in conjunction with Europe's leading colorectal surgeons over the last ten years.

Bolton Surgical has a large customer base of both NHS and private sector hospitals, clinics and decontamination units throughout the UK. It is also now a major supplier in the global market. In the UK the organisation still manufactures for trade but also supplies the majority of the NHS and private healthcare groups. It has been a preferred supplier for over five decades.

The company brings together traditional manufacturing methods with the technology one would expect from a market leader in surgical instrument supply, enabling it to provide a totally flexible service tailored to meet the differing and demanding needs of modern theatre/decontamination departments.

Bolton Surgical is proud to be a member of the Guild of Master Craftsmen, a certificate of quality and service gained through its commitment to maintaining high standards of customer care, product quality and presentation.

Products manufactured by Bolton Surgical are currently on display at The Royal College of Surgeons, The Pelican Centre and St. Marks Hospital. The latest products were also showcased at The Arab Health Exhibition in Dubai.

Peter Bolton Chairman Bolton Surgical Ltd.



Peter Bolton has been in the Surgical Instrument manufacturing industry all his working life, having taken over Directorship of Bolton Surgical from his grandfather some 30 years ago. Since then he has worked to build upon the company's strengths and skills to create a solid business true to its manufacturing heritage.

His position as Chairman allows him to oversee the direction of the company and research and develop the range of products supplied to its customers in conjunction with some of the best surgeons in the world.

The company now supplies and manufactures a range of over 3500 Theatre Quality British Made surgical instruments, used all over the world.

Bourne Steel Ltd

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Bourne Steel is one of the largest independent steelwork fabricators in the UK. We have a reputation for producing innovative design, manufacture & installation solutions. Our range of skills includes the design, manufacture and installation of structural steelwork, architectural steelwork & metalwork, pre-fabricated finished components and turnkey car park construction.

We are based in Poole in Southern England and also have offices in London, Bristol and Harrogate and workshops at Henstridge in Dorset.

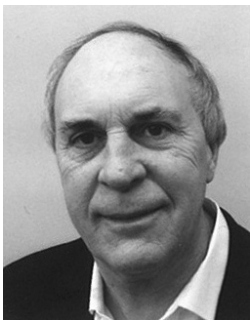
We have been a global provider of construction steelwork for over 30 years and have successfully exported to Sweden, The West Indies, Malaysia, Australia, Poland, America, Saudi Arabia, Iran, Kuwait, Qatar, Bahrain and Egypt.

We have an extensive portfolio in all key sectors including health, airport, commercial, retail, education, process, power, infrastructure and industrial. For this trade mission our focus is upon opportunities in the Healthcare sector. In the UK we have supplied steel framing for six major hospital projects. These are the Bournemouth Hospital, Great Ormond Street, Wargrave Hospital, Queens Hospital Romford, Medway Hospital, Peterborough Hospital, and in addition medical research buildings at University College London and the Institute of Child Health in London

We accept that our business activities can impact people's lives. Last year we achieved the BCSA Gold Award for sustainability and we are the only steelwork contractor to receive the ISG Platinum Sustainability Contractor of the Year Award.

To ensure that the demands of our customers are met we have Quality Assurance and Environmental Management Systems accredited to BS EN ISO 9001:2008 and BS EN ISO 14001:2004. Our welding systems are BS EN 384 accredited.

David Sands Chief Executive



David Sands is the Chairman of Bourne Group Holdings and the Chief Executive of its subsidiary, Bourne Steel.

David's career began as a trainee structural engineer with the N.E.I. Group he then joined Boulton & Paul of Norwich where he later became a Director before moving to Bourne Steel in 1984 as their Managing Director. Bourne Steel had been established in 1946 and was owned by Forelle Limited, a Scottish owned property-construction organisation. Following a de-merger in 1999, David became principal shareholder in Bourne and formed Bourne Group Holdings in 2000.

David has considerable overseas experience stretching back nearly 40 years having been directly involved in projects and business ventures in Germany, Belgium, Malaysia, Tanzania, Algeria, Russia Saudi Arabia and the UAE.

David is particularly proud that Bourne Steel has never recorded a trading loss in its 64-year history. He says "it demonstrates our ability to manage our business".

CampbellReith

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Established in 1960, Campbell Reith Hill LLP is a company of award-winning international consulting engineers. The Practice covers all major sectors from commercial and residential to sports stadia, industrial, regeneration and numerous healthcare and education projects. Through its head office in London, five other offices in the United Kingdom and its international bases in Dubai, Abu Dhabi and Tripoli, the Practice offers technical services for planning, design and implementation of civil and structural engineering, environmental planning, land quality, geotechnics and transportation.

In the UK, the company has established long-term relationships with a number of key public and private sector clients in the healthcare, commercial, retail, housing and infrastructure sectors. Clients include the South East England Development Agency (SEEDA), the London Development Agency (LDA), the Olympic Development Authority (ODA), the Crown Estate, Royal Mail, Excel and the National Exhibition Centre.

In the Middle East, the practice operates as Campbell Reith Hill International with offices in Dubai and Abu Dhabi. The collective experience of the senior staff of CampbellReith and Campbell Reith Hill International includes working in mainland Europe, Africa, the Middle East, the Far East North America and New Zealand. As a result the company has extensive in-house experience of working with Government agencies, private-public partnerships, The World Bank and other aid organisations, as well as a wide range of international private companies. The Practice is currently working in Libya on a new \$1Billion tourism development programme on the Al Birdi Coast, East of Tobruk.

Alex Forbes Partner



Alex is a Chartered Civil and Structural Engineer with over fifteen years experience in the construction industry. He joined CampbellReith in 2002 and was promoted to Associate in 2005 and Partner in 2008.

His early experience at CampbellReith included the structural design of Ford's new training facilities at Dagenham, Essex. The £30m Centre of Excellence comprised a multi-storey teaching block and a state of the art motor vehicle training centre. Alex also undertook a detailed analysis of the existing Olympia exhibition centre in London. The historic long span wrought iron structure was modelled using up to date techniques to establish the load capacity for the ever increasing demands of a growing exhibition market.

More recently Alex has been responsible for the delivery of numerous large scale education projects in the UK including Canterbury College, Bracknell College, East Surrey College and several new academies for the Harris Federation in South London.

He is now heading up CampbellReith's structural design team for a £10m health care facility in South London and two large hotel complexes on Libya's Al Birdi coastal region, east of Tobruk.

Durbin PLC

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Durbin PLC is a specialist medical supply company that sources and distributes medical equipment, pharmaceuticals and consumable supplies to healthcare professionals in 184 countries. Established in 1963 and based in the London Borough of Harrow, the company has set up its operation to act as a one-stop-shop able to deal with healthcare supply needs from local project level to national scale projects, supplying over 20,000 branded, generic, medical and consumable products.

Durbin PLC's 80 strong workforce possess a wide range of in-house skills and includes pharmacists, medical engineers, commercial executives, warehouse and logistics staff. Customers include multilateral organisations, NGOs, charities, religious health facilities, government agencies, pharmaceutical wholesalers and traders, hospitals, retail chemists and GPs.

In addition to the export business, Durbin PLC has divisions that handle Clinical Trial Comparator Procurement, Imported Medicines, and Family Planning supplies. The company also handles storage and distribution for a number of third-parties.

Durbin PLC has over 20,000 sq feet of warehouse space located close to Heathrow Airport. This is fitted out to the highest standards including a state-of-the-art evaporative cooling system and walk-in fridges for items requiring storage between 2-8°C. The company has preferential rates with airlines and all the major freight forwarding companies and is also a 'Listed Agent' with the UK Department of Transport. The latter ensures that products can be air-freighted worldwide at a moment's notice, and this truly reflects the company ethos of 'saving lives by saving time'.

Leslie Morgan Commercial Manager



Leslie was born in 1954, and after graduating from London University with an honours degree in Pharmacy, became a member of the Royal Pharmaceutical Society.

He joined the small retail pharmacy, B&S Durbin Ltd, in 1976 as a pharmacist and developed the export side of the business soon after as international sales director. He travelled widely, sourcing medicines and meeting new customers from around the world. In 1999, Leslie bought the company and changed the name to Durbin PLC.

In 2002, Leslie bought the trading arm of the charity ECHO International Health Services - one of the leading UK suppliers of medical equipment and pharmaceuticals to healthcare professionals around the world. Durbin now supplies to 184 countries and has a turnover of over £26million, employing 84 people.

In conjunction with other organisations, Durbin has donated over £20million of pharmaceuticals and medical supplies to charities worldwide. This year's donation to Korea alone was valued at £855,000.

Having won many awards along the way, including SME of the Year at the Business Excellence Awards and the Coutts Prize for Family Business in London, Leslie continues to take Durbin from strength to strength.

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ERS International Group Limited specialises in turnkey solutions for medical, health and safety training and operational deployment. As a Group we aim to support our UK and International clients to ensure that their best level of safety and emergency care needs are delivered at all times.

ERS MENAS

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ERS MENAS Limited is the Middle East and North Africa Division of ERS International Group Ltd.

As our workload has increased within this region we have committed experienced personnel and equipment to ensure that our clients there get the dedicated attention to meet their specific needs.

We have interests in a number of countries within the region and we have a local company base in Tripoli, Libya. There are plans for further local bases within the region.

The company's primary objective is to deliver Health and Safety Training and Medical Response Training and Deployment. This is aimed at a range of clients, who presently include government departments, international oil and gas industry companies, construction companies and the military.

With our Group experience we have a specialist interest in Pre Hospital and Emergency Care, from the point of injury to the transfer of patients to definitive care specialists.

John Butterfield MCPara, Dip IMC RCS Ed Managing Director



John is Managing Director of ERS International Group Limited a company providing frontline ambulance and rapid response vehicle support to NHS Ambulance Trusts within the United Kingdom as well as supporting major operations worldwide providing operational and training support to its clients in their health and safety, medical and rescue services.

He is a Paramedic with significant experience of providing medical and rescue services in remote and hostile environments. He has an extensive background in rescue, medical and search and recovery arenas. John has taught rescue and medical courses to, amongst others, the NHS, the Oil and Gas Industry, police forces and independent and business travellers. He has also established and operated medical clinics in remote environments. John is also on the board of the UK College of Paramedics.

John spent thirteen years in the military. For six years he was a Senior Instructor and Squadron Medic with UK special forces where he was responsible for trauma and primary health care in remote locations of up to 120 staff, organising the evacuation and repatriation of the sick and injured world-wide. He was responsible for compiling health briefs and instructional packages for medical training.

After he left the forces, John held a number of positions including Resuscitation Officer for a major hospital.

John is an experienced and qualified commercial diver and dive supervisor. He has managed numerous on-land and underwater search and recovery projects for the UK Police Service and HM Customs.

Healthshare International

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Healthshare International UK is a company that provides a range of healthcare advisory and management services to providers and facilities all over the world.

Healthshare has extensive expertise in all aspects of international healthcare. With its framework of partnerships and strategic alliances Healthshare is able to provide a full spectrum of services within the healthcare environment. Healthshare International UK has assisted clients with the development of healthcare facilities, evaluation of acquisition opportunities and managed healthcare facilities across the world.

The company offers a comprehensive package of services for clients wishing to build and equip high-quality, well-managed healthcare facilities or projects, or if they are keen to outsource overall management responsibility, anywhere in the world.

The company's ranges of services include:

- Healthcare Consulting
- Hospital and other Healthcare Facility Management
- Hospital and other Healthcare Facility Planning and Design
- Financial Solutions
- Information Technology Solutions
- Project Launch, Commissioning and Training
- Procurement and Supply
- Patient Facilitation and Logistics
- Medical Professional Recruitment
- Healthy Living Initiatives

Healthshare International's insights and experience are drawn from decades of collaboration in the private healthcare sector and with government health agencies, in finding innovative solutions for the health challenges facing us worldwide.

Dr. Christopher Kenyhercz CEO Medical



Dr. Christopher Kenyhercz is a proven leader in recognition and implementation of current and future healthcare industry trends. He is an accomplished 'outside the box' thinker with more than two decades of administrative and clinical experience directing medical facilities. He has a diverse background in financial management, strategic market penetration, technology procurement, and staff development. He has extensive negotiating skills with insurance and government healthcare contracts to optimise reimbursement status and broad experience directly interfacing with high-level physician specialists, boards of directors, and executive leadership. He is highly skilled in evaluating and implementing mergers and acquisitions focused on regional expansion and cost-effective integration of new business entities. He has a proven ability to consistently position organisations ahead of the curve in an industry with ever-shrinking margins.

Dr Kenyhercz started his medical profession working in a large orthopaedic group specialising in foot and ankle surgery. After having this experience he held executive management positions in Kross Inc as COO, The Yale-Clinton Foundation, King Faisal Specialist Hospital and Healthshare International UK.

Healthshare International

Tony Lundin Director



Tony Lundin, a Senior International Management Consultant specialising in the Healthcare Sector has focused principally in process improvement, strategic & investment planning and capital projects in South Africa including Sub-Sahara, United Kingdom, Eastern & Western Europe, the Middle East and Sub-Sahara Africa – Tony's principal business currently is in Eastern Europe & Africa.

Previously a Management Services Director with full P&L responsibility for the operational management of hospitals in a World Leading Private Healthcare Provider, Tony's considerable experience in a fast changing, multi-cultural environment includes health service evaluation, planning and management with focus on improvement of efficiency in healthcare systems and hospitals, evaluation of new business opportunities, M&A's, business turnarounds, financial and management accounting, activity based costing and managing capacity utilisation.

His accounting background combined with a vast breadth of international strategic and operational expertise in the healthcare sector and a passion for business improvement provides ability to optimise business performance.

Professor Keith Britton MA MB BChir MD MSc FRCR FRCP

Consultant



Professor Britton is Emeritus Professor at the University of London, Consultant Physician in Nuclear Medicine to The London Clinic and to London Bridge Hospital, and Consultant to Healthshare International.

Professor Britton has been involved in cancer research, diagnosis and treatment throughout his career. As Director of the ICRF, then Cancer Research UK, and as an advisor to the International Atomic Energy Agency (IAEA), he has undertaken teaching missions around the world. He has trained over 100 overseas doctors – particularly from the Gulf States – in Nuclear Medicine to MSc and PhD standard. He is a national and international speaker on medicine, hypertension and nuclear medicine, and has over 250 peer-reviewed publications, 65 Chapters and five Books.

Professor Britton's past consultancies include: Amersham International, Wellcome Foundation, Smith Kline Beecham, Carewise California, Draximage Inc. Canada and TIES USA.

Corene Breedt

Director Non-Clinical Support Services, Healthshare International (Libya)



Corene completed her formal qualification as an occupational therapist in South Africa in 1999. She started her professional career as an occupational therapist and then expanded her skills where she was responsible for various projects pertaining to Human Resources, i.e. training, education, people development, health projects.

In 2004 Corene joined Healthshare as the Executive responsible for Marketing and New Business. Within the company she has played an integral role in various efficiency and effectiveness improvement projects. In 2008 she joined a Healthshare project in Tripoli, Libya, where she holds the position of Director: Non-Clinical Support Services.

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Founded in 1976, Hill International is a worldwide construction consulting firm providing programme and project management, construction management, quality assurance, inspection, scheduling, and dispute resolution services. Hill offers a full spectrum of construction services to complete the projects on time and within budget while minimising claims and other problems. Hill was recently ranked as the 8th largest fee-only construction management firm by Engineering News Record magazine.

Hill has the expertise and experience to manage major projects from concept to successful completion. Hill has successfully managed more than 5,000 projects with a total construction value over US\$250 billion. These projects include commercial office buildings, power, industrial, railroads and highways, high rise hotels, horizontal developments, hospital, and educational facilities, to name just a few.

Owners across the globe have turned to Hill for our project management services on some of the largest, most complex projects in the world – from the massive Palm Islands in Dubai, to the unsurpassed programme expansion of Al Fateh University in Tripoli. We have rendered our services in many prominent and notable projects such as Al Bardiyah Development and Al Waha Complex in Libya, Madinaty, Kempinski Nile Hotel, Luxor Four Seasons, and City Center Extension in Egypt, Bahrain Financial Harbor, Dubai Marina Mall, Shams Abu Dhabi, and Time Warner Center in the USA.

Eric Butterworth MSc, FRICS, FAPM

Vice President and UK Managing Director



Eric is a Vice President and the UK Managing Director for Hill International which is one of the leading international project management and construction claims consultancies. He is a Chartered Surveyor and a Project Manager with more than 35 years experience in the construction industry in the UK and overseas.

Over the last three years Eric has been responsible for a team project managing a major educational programme in Libya which includes the construction of 25 university campuses as well being involved in the early stages of a number of other commercial and public sector projects.

Hill International is a registered company in Libya with an office in Tripoli and more than 200 staff. The company is committed to a long-term presence Libya and is very keen to work alongside like-minded companies.

Eng Waleed Abdel Fattah Vice President



Mr. Waleed Abdel Fattah is the Vice President of Hill International North Africa Region. Mr. Abdel Fattah has over 16 years of experience in the design, construction, and management of complex capital projects. Mr. Abdel Fattah's project experience includes airports, hotels and resorts, office buildings, residential developments, retail

facilities, civil and infrastructure projects. He has managed all aspects of the construction process and is an experienced liaison between clients, regulatory agencies and contractors.

He is in charge of strategic alliances for the entire North Africa region that include a joint venture with Talaat Mostafa Group, a strategic alliance with Qatar Project Management, and another joint venture with the Ministry of Petroleum.

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Hiltron is a multi-disciplinary company with more than 25 years of experience in providing advice on hospital design, medical equipment and IT planning and procurement to healthcare providers, architects, contractors and funders in relation to NHS, PFI and International projects.

Hiltron is entirely independent with no commercial dependency on any manufacturer or supplier. Hiltron does not manufacture, supply, or act as agent for any supplier.

Clients include government organisations, healthcare providers, project contractors, project funders, architects, consulting engineers and managerial services.

The Hiltron Planning System

Hiltron provides and supports this specialised and proprietary software which aids the process of design and equipment planning and provides a centralised database of entire facilities, including detailed Room Data Sheets covering Architectural, Environmental and Equipment elements for every room. The HPS includes comprehensive and current medical equipment databases, assisting users in planning, scheduling, equipping, budgeting and controlling projects.

Our Experience

We have worked on many public and private health care facilities throughout the world, including UK, Libya, Saudi Arabia, Cyprus, Malta, South Africa, the UAE, Pakistan, Nigeria, Ethiopia, Portugal, Egypt and U.S.A.

Graeme Allen Managing Director



Graeme Allen, Managing Director of Hiltron Limited, a specialist health planning, medical equipment and IM&T consulting firm.

Graeme's specialisation is in healthcare – IM&T, Management, Strategic Planning, Informatics, Contracts, PFIs and PPPs. He has nearly 20 years experience in healthcare, having been a Senior Manager in an NHS Trust (IM&T) for six years and a founding director of two companies involved in the delivery of PFI/PPP contracts.

Graeme has experience in the negotiation of complex IM&T and PPP contracts, and has been heavily involved in the implementation of two filmless and paperless hospitals and the winning, negotiation and signing of major contracts for the delivery of IM&T, Medical Equipment and other services within PPP consortia.

HKS

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HKS Architects is one of the world's largest firms of architects, working from 24 offices around the world and with a total staff of some 1,100 people; our practice enjoys enormous strength and depth.

HKS focuses on the design and delivery of community buildings, especially healthcare and education facilities. Our teams around the world provide the full range of design-related services needed to develop these complex building types. We currently employ some 500 healthcare architects worldwide

The London office of HKS was established 8 years ago and provides a full range of consulting and design services in Europe, Africa and the Middle East. The London office employs a total of 86 staff based in offices in Soho Square.

On a day to day working basis therefore our goals and objectives are first and foremost to provide a first class, consulting, design and delivery service to our clients. In the healthcare sector our design approach and philosophy reflects the unique nature and social significance of caring for patients. Changing methods and approaches to patient care combined with changing medical technology are affecting the delivery of healthcare in a profound way. HKS is passionate about designing buildings that will unlock this potential.

Our goal however is not just to create world class design solutions but also to provide a service to our clients that ensures that the solutions are delivered on time and to budget in order to meet our clients' aspirations.

Nick Shapland Director of Consulting



Nick Shapland has extensive experience of developing healthcare facilities worldwide. In particular Nick has, over the last 10 years, been involved in the design, finance and project management of large hospitals in the UK, Europe, Middle East, USA and Africa.

During a successful career with the 3i Group over 20 years, Nick demonstrated achievement in the areas of business analysis, equity and project finance and Treasury management. After leaving 3i, Nick started a second entrepreneurial career in the PFI/PPP healthcare sector, leading PFI Consortia and subsequently managing International healthcare architectural practices. Nick joined HKS in 2005 and, as a Principal, is responsible for developing HKS's healthcare consulting and design business in Europe, Middle East and Africa.

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HOK is an international, multi-disciplinary, architectural business serving clients on a global basis. HOK is one of the world's largest and most acclaimed architectural design firms with 2,000 staff in 23 offices around the globe.

- HOK is one of the world's largest Healthcare practices
- 400 employees working on healthcare consulting, design and research
- 80 completed academic medical centres
- 400 Healthcare commissions for nearly ninety health care institutions
- Half our projects for repeat clients
- Designed around \$12 billion in health care construction

HOK Healthcare works with academic clinicians who are designing the future of care delivery and charting the course of discovery. We create, plan and design the environments to support these visions. As a result we bring this expertise to every healthcare project that we undertake across the world.

The HOK goal is to create a built environment that supports staff and nurtures patients, while making a statement to the community in an environmentally responsible way. We achieve project goals through a collaborative process that engages our clients, our consultants and our communities.

A strong experienced team represent Healthcare in the UK and is currently completing the UK's largest hospital The Barts' and The Royal London Hospitals PFI project. The team has extensive UK and International experience and is equipped with advanced design tools (BIM). The London office can offer Masterplanning, Architecture, Clinical Planning and Medical Interior Design.

Nick Wright

Marketing and Business Development Manager



Nick Wright is the marketing and business development manager for HOK London. He has a background in sales and marketing and has worked with a variety of organisations including Dow Jones and The Wall Street Journal. He joined HOK in 2007 and is focused on Public Sector work including Healthcare, Education, Defence and Government sectors.

He is responsible for the acquisition of new opportunities, projects and clients and the development of marketing strategies.

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Intermedical Holdings Ltd.

Intermedical Holdings Ltd (IMH) is a healthcare company providing e-health technologies, telemedicine and hospital management services to healthcare institutes around the world. It is headquartered in Glasgow, Scotland and comprises of three subsidiary companies, namely Intermedical Technologies (IMT), Trans Global Radiology and Intermedical Healthcare Ltd. These companies work synergistically towards fulfilling the main corporate vision of bridging healthcare gaps in communication and connectivity.

Intermedical Technologies Ltd (IMT)

IMT is an eHealth company that identifies gaps in the health market and converts them into global technology solutions. We currently offer an Online Health Portal in the form of the 'My-Med'. We are also developing mobile health technologies in the form of 'Vital Signs' and 'My-Med Mobile'.

Trans Global Radiology (TGR)

Trans Global Radiology (TGR) is a Teleradiology Solutions Facilitator for interpretation of medical diagnostic imaging from remote locations and for the provisioning of complete PACS solutions for hospitals and diagnostic centres.

Intermedical Healthcare Services Ltd

Intermedical Healthcare is an international company providing expert health systems consultancies. With the help of our global partners, we provide Vocational Training for Healthcare Professionals, Hospital Management and Quality Control and Accreditation for the Hospitals.

James Bell Corporate Finance Advisor



James Bell holds a BA (Hons) from the University of London, and completed his Masters in Business Administration (MBA) at Esade Business School in Barcelona in 2005. While at Esade he concentrated on finance and strategy, particularly in developing markets.

His career focus has principally been in investment banking and more recently corporate finance with an emphasis in mergers and acquisitions and business development. James worked for investment bank Goldman Sachs between 1997 and 2002 and joined corporate finance house Oasis Europe in 2005.

He now works for Intermedical Holdings Ltd as in-house corporate finance and business development advisor. James was born in Winchester, UK. He is married with two daughters.

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Keppie is an international design practice offering services in architecture, town planning, interior design, landscape architecture and urban design. The practice has extensive experience in the healthcare, education, commercial and retail sectors and clients include many of Britain's most prestigious public and private sector organisations.

Keppie is one of only a handful of UK architectural practices with an extensive track record of healthcare design – expertise which has been acquired during more than 60 years of close involvement in the development of new hospitals for the NHS in the UK and in the Republic of Ireland. With projects involving provision of a total of over 6000 beds successfully completed, the practice has a broad range of experience in different health care service delivery models and hospital planning issues.

From the major hospital building programme of the late 60's/early 70's, through the introduction of PFI, and into the current wave of capital investment, the practice has been at the forefront of many NHS initiatives, and with its active participation in the current hospital building programmes in both Scotland and England (as both Trust advisers and consortium bidders), it has a detailed understanding of the healthcare design agenda in its broadest sense.

Keppie have been working in Libya for the last three years, mainly in relation to the Universities programme but also with some involvement in urban master planning and housing supervision.

Andrew Pinkerton Director Keppie Design



Andrew Pinkerton qualified as an architect over 30 years ago, and in a varied career spanning both construction and IT sectors, he has accumulated a unique combination of architectural design, project management, and business consultancy experience. Andrew joined Keppie's management team in 2000, at a time when healthcare and construction in the UK were both undergoing a period of considerable change.

In the healthcare sector he has been involved in developing the practices capability in response to the opportunities being afforded through new models of care, and new procurement initiatives and in particular had a central role in developing Keppie Design's involvement in PPP opportunities throughout the UK.

As a Director of Keppie, Andrew's current activities are concentrated on the development of the practice into new international markets with a focus on the Middle East and North Africa region.

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Kimal develops, manufactures, markets and distributes innovative medical device technology across the UK and International healthcare market. Its extensive range comprises products for diagnostic and interventional cardiology, radiology, renal disease and oncology.

As a premier provider of customised procedural solutions, Kimal is market leader in the cardiology / radiology sector in the Middle East, Europe and the UK. The UAE office is responsible for developing its expanding business in Africa. Kimal acts as exclusive distributors for Arrow International and Pulsion AG in the MENA region.

The company's strategic vision allows it to develop its core existing business while opening up new opportunities across the world, whether via distributor or principal relationships, direct sales or by joint venture with other like-minded organisations.

Kimal was formed in 1964 as a wholly British owned organisation, a statement which remains true today.

The company mission statement is:

“To be the best independent provider of medical devices within our healthcare specialties, by offering opportunity to raise standards in patient care while reducing overall economic cost through innovation and continuous development.”

Martin Bailey International Sales Executive, Middle East & Africa



Martin Bailey has been working with Kimal for 19 years, initially in administration and logistics for the Middle East and Africa, before moving into full-time sales more than ten years ago. Originally based in the UK head office and travelling to the region, Martin joined Brian Deane in Kimal's UAE office in 2003.

Martin's role as International Sales Executive includes being wholly responsible for the introduction of Kimal's procedure pack programme into the Middle East and its continued double digit growth. He is also responsible for full territory management for Africa for the company's complete range of products, and for supporting the rest of the Kimal team with distributed products – especially those from Arrow International Inc. Kimal has continued to grow the Middle East and Africa territory since opening the office in the region in 2001.

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Liverpool John Moores University (LJMU) is a large, modern contemporary university located in the north west of England. It is the 10th largest UK University with 24,000 students in Liverpool and 4,500 international students studying overseas including in the Middle East. Our staff and students are recruited from over 90 countries world-wide, and our teaching, research and consultancy span three continents.

LJMU is the proud recipient of many awards of distinction and recognition for the way in which it is managed and does business in the UK and worldwide, its innovation in the curriculum, its internationally recognised and world leading research, state of the art learning and teaching facilities and resources, and excellence in business developments, enterprise and technology transfer. Our academic and research provision is delivered through six (6) Faculties: Business and Law; Education, Community and Leisure; Health and Applied Social Sciences; Media, Arts and Social Science; Science; and Technology and Environment.

We are the only university in Europe ever to win a business excellence award under the EFQM framework, including the UK Excellence Award 2008 awarded by British Quality Foundation, and Finalist in the main EFQM Awards in 2009. We are ranked in the top 20 universities nationwide – and number one in the North West of England for the impact of our research, being awarded the Queen's Anniversary Prize in 2005 in recognition of the University's excellence in astronomy and public engagement in science.

We are pioneering a globally unique model of higher education, which stresses work-related learning and graduate skills development in tandem with effective employer engagement, and are working to make our graduates sought above all others.

Chris Edwards Business Development Manager



Chris is the Business Development Manager, with specific responsibility for the Faculty of Health and Applied Social Sciences to maximise mutually beneficial knowledge exchange between LJMU and local, national and international markets.

Chris has 12 years experience in the private sector across a number of Industries where his expertise was in marketing and commercial roles. This included six years as Commercial Manager with a national Occupational Health provider. During this time he was responsible for Business Development and Commercial aspects of the business which included sales and marketing, management of five sites across the country, new product developments and managing and implementing service provision to both public and private sector organisations.

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Manchester Metropolitan University is one of the largest universities in the UK with over 32,000 students. We have a focus on educating world class professionals and our courses provide a mix of professional skills underpinned by a strong research record. Our provision in the health area covers a number of faculties and includes nursing, allied health professionals, science and technology areas related to health, and health and social care management. We have extensive experience across the University of delivering to practising professionals in health related subjects on both accredited courses and in providing opportunities for continuous professional development in co-operation with the National Health Service and other providers.

The Business School has a long tradition of providing professionally focused accredited and non-accredited courses for the public sector including a Masters in Health and Social Care Management and a Masters in Leadership both on and off campus. We have students from a wide range of nationalities studying with us, especially at Postgraduate level.

The Business School can offer management and leadership courses at undergraduate and postgraduate level in health and social care management - providing development opportunities for managers set in a health and social care context. We can offer the opportunity to progress beyond Masters to a PhD or Doctor of Business Administration. The University provides a wide range of study opportunities for health care professionals including nursing, physiotherapy and laboratory technicians and dieticians. We can provide tailored courses for groups of students or the opportunity to join existing programmes. English language support will be provided.

Dr Mary Meldrum Executive Head of Postgraduate, Corporate and Continuing Professional Development Programmes



Mary is a member of the senior management team at the Manchester Metropolitan University Business School and her brief covers the full range of programmes across the school including management and leadership, MBA, human resource management, marketing and public relations, finance

and accounting, logistics and supply chain management and project management. Mary has extensive experience of leading and innovating in curriculum design on full-time and part-time postgraduate and undergraduate courses, covering both campus based and off-campus courses. Her remit includes development of collaborative partnerships including corporate in-house courses. Her PhD looked at information systems and the changing nature of academic work. Current research is focused on work-based learning and entrepreneurial leadership.

Professor Vince Ramprogus Pro-Vice-Chancellor (Health)



Professor Vince Ramprogus is Pro-Vice-Chancellor with institutional-wide responsibility for health and social care issues, and Dean of the Faculty of Health, Psychology and Social Care.

With both a practitioner and academic background, he joined MMU from the University of Northumbria where he led the health department, establishing it as the best UK University for health for three years running. At MMU he has had similar

successes, and also established successful partnerships with NHS trusts, Local authorities and social services for joint projects and staff appointments. These partnerships have led to innovative developments in research, teaching and practice development, including the establishment of the Academy for Health & Well Being, and multi-professional and multi-sector collaboration to improve patient care.

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MDA Consulting provides professional Project Management, Cost Management and Engineering Design services to the construction and healthcare sectors. The group together with its associated consulting firms based throughout the world have undertaken professional commissions in over 100 different countries.

The services offered by MDA concentrate on the effective management of a project and all those who have input to it. This is especially important in the refurbishment of existing facilities where early project management and design decisions are necessary to ensure non-interruption of critical services and patient care. At MDA, we understand the importance of regular client liaison, with clinical representatives and facilities departments.

MDA has extensive experience in MEP engineering services design in a variety of healthcare premises including design, management and procurement of specialist systems, such as medical gases, nurse call systems and steam systems. We understand the importance of MEP testing and commissioning procedures in healthcare projects, to ensure correct air pressure regimes and clinical sign-off.

We are also familiar with the latest health technical standards and health provision tendencies and are currently working in a number of collaborative frameworks with healthcare suppliers and contractors to provide hospitals with improved delivery and efficiency.

Robert Hudspith General Manager, Libya



A professional qualified engineer with a background in Building Services Engineering, Rob has experience of working on hospital projects both in the UK and overseas.

Rob has been based in Libya for the last 10 years and therefore has a good understanding of local business processes and culture.

MDA have been working on projects in Libya since 2007 and opened a permanent office in Tripoli in 2009. The office specialises in engineering services design, project management and cost management in all construction sectors. The staff comprise British expatriates and local Libyans.

The office's main projects are currently a new Diver Training Centre for Shell Africa in Tripoli and the new Tripoli War Museum comprising 12,000m² of exhibition space for ECOU in the capital.

MJ Medical

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MJ Medical is a leading international healthcare consultancy. Established in 1987, we specialise in strategic health planning, medical facility planning, equipment planning, Room Data Sheet (RDS) Pack management, room and equipment layouts (utilising Building Information Modelling (BIM) and 3D visualisation) and equipment procurement services.

With our extensive portfolio of projects in over 20 countries worldwide and our team of over 30 professionals, MJ Medical's leadership in the healthcare sector is reflected in its global collaboration with leading industry bodies such as the World Health Organisation and the Department of Health and we remain at the cutting edge of service innovation and quality in clinical planning.

Nathaniel Hobbs Strategic Director



Nathaniel has overall responsibility of our UK and International project teams, and is responsible for MJ Medical's overall strategic development.

He has a detailed knowledge of international development and a valuable in-depth understanding and experience of international infrastructure development and equipment planning and procurement methods for of international projects. Through his project experience he has excellent analytical, mediation, negotiation and partnership development skills.

He is a skilled project manager and has successfully managed our international team and worldwide agents to ensure projects are completed to time and on budget.

Nathaniel has robust relationships with worldwide organisations including UNDP, UNESCO and Ministries of Health together with detailed knowledge of World Bank guidelines and global government regulations.

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Parker Consultancy Services is part of the Bowe Watts Clargo Group of Companies and provides specialised consultancy supporting a range of key aspects of hospital planning, with the core objective of delivering a fully equipped facility, within budget, which is fit for purpose.

We work closely with the client, their architects and health planners in order to produce a fully comprehensive and affordable medical equipment and furniture design proposal.

Benefits of our Approach

Our team of consultants has substantial experience in development, scheduling and equipping of hospitals and other healthcare facilities from simple General Practitioner Clinics through to complex large teaching hospitals.

Concept and Philosophy

We work with you to understand your vision for the facility. We analyse all factors relevant to the project and provide a fully documented proposal. The advantages to our clients are:

- unbiased analysis and selection of equipment to provide the best possible solution;
- detailed, costed proposals for equipping a development;
- A single point of reference. We will be responsible for co-ordinating with your architects and consultants;
- ensuring that the appropriate technical detail is obtained from manufacturers and integrated into your particular design requirements;
- freeing up the valuable time of clinical and administrative staff so they can get on with the essential task of providing healthcare services; and
- a structured coordination and reporting system that will take into account your needs and provide you with regular updates on our progress.

TONY HARRINGTON, OSTJ SRN MIMGT

Business Manager and Technical Director



Tony was born and educated in Brighton qualifying as an electronics service engineer at Brighton Polytechnic when he then joined the NHS as a Medical Physics Technician.

In 1973 he joined the Royal Naval Medical Service starting a career that spanned 25 years. Having become a State Registered Nurse specialising in Intensive Care and Accident and Emergency he then moved into management in 1980.

As the Hospital works manager of a 350 military hospital on a 34 acre site he project managed the planning and redevelopment of the main hospital which mainly comprised Grade 1 listed Georgian buildings. He later returned to this hospital as general manager responsible for non-clinical services. He became a specialist in medical equipment planning, logistics and procurement for the Ministry of Defence carrying out a review of medical supply worldwide and implementing the new strategy on their behalf.

On retirement from the Royal Navy in 1997 he became a medical planning consultant working on a diverse range of public and private sector projects both in the UK and abroad. He has worked within the Bowe Watts Clargo group for 4 years becoming the Business Manager of Parkers in 2007 combining Consulting with business development.

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Pinsent Masons is an award winning Global 100 law firm, with over 1,100 legal staff worldwide.

Pinsent Masons is recommended for work in the health sector by leading legal directories. We have advised on the financial close of nearly 30 health PFI/PPP projects in the UK – including the largest UK hospitals to close in 2002, 2003 and 2006. Current projects include: the German General Hospital LLC in Abu Dhabi's Khalifa City, the Aldar Cleveland Clinic and a medical clinics PPP project in Uzbekistan. We have acted for both suppliers and customers in major medical equipment services contracts in many of England's major hospitals.

We have advised on some of the most innovative infrastructure projects in the world including: Marafiq Desalination Project, Saudi Arabia, the largest desalination project in the world, Gautrain Rapid Rail Link in South Africa, which is the largest railway under construction in the world, the Baku Tbilisi Ceyhan Crude Oil Pipeline in Turkey, Jordan's Queen Alia International Airport and Europe's Channel Tunnel.

We have specialised in infrastructure for the last 40 years. Some of our recent awards include Global Construction Law Firm of the Year 2009, 2008 and 2006 (Who's Who Legal) and Infrastructure Team of the Year 2008 (The Lawyer Awards). We have also recently been awarded Hong Kong Construction Law Firm of the Year 2009 (Asian Legal Business Awards) and Highly Commended for a Major Consultancy Project at the 2009 British Expertise International Awards.

Barry Francis Partner



Barry heads Pinsent Masons Health Sector Group. His practice is concentrated on healthcare, PFI projects and other public private partnerships. Barry also advises a range of organisations on more general commercial and legal issues.

He is named in Chambers Directory of the Legal Profession as one of London's leading healthcare lawyers: "Barry Francis is responsible for much of Pinsent Masons success in this area. Sources describe him as someone who 'is always involved at the forefront of new developments' and 'an oracle when it comes to health projects'."

Barry has helped structure and implement many managed equipment services contracts, acting on occasion for public bodies as well as suppliers. In addition to his work in the UK, Barry is currently advising on PPP health projects and on PPP structures in Central Asia, the Eastern Mediterranean and in North Africa.

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We offer total support to Libya with cleaning machines, chemicals and personal protection equipment. We supply equipment and chemicals suitable for construction, medical centres, oil and gas industry, tourism and Government departments.

Power offer total support in health, safety and hygiene.

Health

Apart from a full range of degreasing chemicals for industry we offer solutions to the medical profession for cleaning buildings. Our chemicals are effective against HIV (AIDS), TB, SARS, Hepatitis, MRSA, Influenza A etc.

Hygiene Machinery

A full range of cleaning machinery to enable your factory, hospital, hotel and commercial premises to be kept in perfect condition with ease. From a small vacuum suitable for domestic use through to a ride on scrubbing machine which can be used in airports.

Safety

From head to toe safety equipment and safety harnesses for working at height. Power will have the solution.

All our products are manufactured to BS EN ISO 9001:2000 and ISO 14001.

Jonathan Tupper Director



John became involved in the family business of supplying health and hygiene products to industry, healthcare and commerce in 1988.

In 1997 he became the buyer for a national consortium of hygiene and safety product suppliers. As he was representing 30 different companies with different objectives it required a high degree of integrity and clear communication with manufacturers.

John is the Operations Manager of Power Hygiene and Safety Products Limited which supplies schools, government departments and hospitals with cleaning machinery and infection control products.

In July 2009 Power Cleaning Machines Limited was launched with the sole objective of exporting UK manufactured machines and chemicals to Libya.

RMJM

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The RMJM design community across the world is passionate about architecture and believes in excellence throughout the design process. This belief is reinforced through the firm's culture, which actively encourages personal expression and creative thought.

This commitment to design excellence has resulted in a number of awards for the company, including most recently the AIA Northwest & Pacific Merit Award 2008 for Evian Town, AIA HK Merit Award 2008 for Kolkata Airport, and the Perspective Awards 2008 for Yanlord Peninsular.

Our in-depth knowledge of local markets, skill as designers and client-focused outlook all contribute to the creation of unique, innovative buildings. Our designers respond not only to clients' needs but also to the surrounding context, culture and climate, wherever we are in the world.

RMJM is one of the world's largest architectural practices employing over 1000 people located in 16 international offices throughout Europe, the Middle East & Africa, Asia-Pacific and The Americas. In the Middle East and North Africa, we have had a continuous presence since 1970 and employ over 300 people in our Abu Dhabi, Dubai and Doha offices.

RMJM has ongoing projects in more than 15 countries worldwide and across a wide range of industry sectors including education, commercial, industrial, regeneration, leisure, retail, residential, public buildings scientific research and healthcare.

In the field of healthcare design RMJM has over 40 years of experience delivering healthcare and science facilities across the globe, including translational health and research centers, hospitals, medical schools, academic research hubs, biotechnology parks and pharmaceutical laboratories. Our award-winning team includes nationally-recognised experts in research, hospital and long-term care design.

Ali Azun Associate



Ali Uzun is an Associate at RMJM Middle East and is a member of the firm's Global Health Studio. He brings significant experience in healthcare, science and higher education sector having worked on projects such as TUM Genetic Research Centre in Munich Germany, Manchester Joint Hospitals in UK, Al Saleh Medical City in Sana'a in Yemen, Etlik Health City in Ankara Turkey and Harvard Medical School in Dubai UAE.

Mr Uzun will be responsible for the ongoing development of the firm's healthcare business in the Middle East, North Africa and Turkey. An Architect by training, Mr. Uzun holds a Dipl. Ing. degree in Architecture from the University of Applied Sciences, Munich (1994).

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Roche is a leader in research-focused healthcare with combined strengths in pharmaceuticals and diagnostics. Roche is the world's largest biotech company with truly differentiated medicines in oncology, virology, inflammation, metabolism and central nervous system (CNS).

Roche is also the world leader in in-vitro diagnostics, tissue-based cancer diagnostics and a pioneer in diabetes management. Roche's personalised healthcare strategy aims at providing medicines and diagnostic tools that enable tangible improvements in the health, quality of life and survival of patients. In 2008, Roche had over 80,000 employees worldwide and invested almost 9 billion Swiss francs in R&D. The Roche Group posted sales of 45.6 billion Swiss francs. Genentech, United States, is a wholly owned member of the Group. Roche has a majority stake in Chugai Pharmaceutical, Japan.

Mr. Uwe Lerch Senior Commercial Manager



After three years of studies in business economics Mr. Lerch started his career with Boehringer Mannheim (later Roche Diagnostics GmbH) in 1975 as a trainee in the overseas sales department. During the first year he got additional training as a medical representative, laboratory technician and instrument service technician.

After completion of this training he was assigned to Bangladesh to build up a distribution network in Asia.

During 35 years of his career in commercial functions he was responsible for various countries such as India, Bangladesh, Pakistan, Sri Lanka, Japan and Korea, the USA, and the Near and Middle East. For many years he had worldwide responsibility for the sale of Roche Applied Science products.

In his current position he has commercial responsibility for various Anglophone African countries within the Roche Diagnostics International Agencies department. Currently he is in charge of Libya, Egypt and Ghana.

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The University of Surrey is an international university with a worldwide reputation for excellence in teaching and research. The results of the 2008 Research Assessment Exercise (RAE2008), published on the 18 December 2008, confirmed that the University of Surrey continues to consolidate its strength as a world-class research-intensive institution, with 88% of Surrey's research activity rated either 'world class' or 'internationally recognised'. Our research excellence is also recognised by the large percentage (43%) of Research Council grants in our research portfolio. Normalised to the size of our research staff, we are in the top six of UK university recipients of Research Council funding. Research at the University of Surrey is constantly pushing boundaries and bringing direct benefits to many spheres of life - helping industry to maintain its competitive edge and creating improvements particularly in the areas of health, medicine, space science, the environment, communications, defence and social policy.

The Faculty of Health and Medical Sciences (FHMS) has an international reputation for high quality teaching, training and research, reflected in excellent National Student Survey results and outstanding performance in the last Research Assessment Exercise (RAE 2008), in which our Biomedical Science research was ranked 3rd and our Materials Chemistry 8th in the country. Over 60% of our research was rated as world leading or internationally excellent. The Faculty is the second largest in the University, with 2000 full-time and nearly 2000 part-time students, and is made up of six academic Divisions and the Surrey Clinical Research Centre.

Dr Shirley Price Associate Dean for Learning and Teaching



Dr Shirley Price, BSc, MSc, PhD, Eurotox Registered Toxicologist, FILT and FBTS, is the Associate Dean (AD) for Learning and Teaching within the Faculty of Health and Medical Sciences at the University of Surrey. As AD, she has overall responsibility for the medical training programmes within the Faculty.

Dr Price has over 25 years experience in toxicology specialising in mechanisms of toxicity, combined effects of chemical mixtures at low exposure level and the effects of non-genotoxic carcinogens. She specialises in pathology and electron microscopy. She is Programme Director of the Modular Training Programmes in Applied Toxicology and Genetic Toxicology. Within the University she delivers bespoke CPD programmes to the Pharmaceutical Industry. Currently Dr Price is also involved with four major European consortia delivering bespoke training in the fields of Safety Sciences and Pharmaceutical Medicine.

Dr Price sits on a number of government committees including the Expert Advisory Group on Paediatric Drugs and chairs the UK Register of Toxicologists.

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Varian Medical Systems Inc. is the world's leading supplier of radiotherapy products for treating cancer, as well as informatics software for managing comprehensive cancer clinics. Its products include linear accelerators, simulators, proton therapy systems, and a broad range of accessories and interconnected software tools for planning, verifying, and delivering the most advanced radiation, radiosurgical, and brachytherapy treatments. Varian's BrachyTherapy operation is the technology leader in products used for treating cancer by temporarily inserting radiation sources within tumor sites. Varian's Surgical Sciences group produces technology for stereotactic radiosurgery and neurosurgery, for the treatment of cancer and other disorders of the central nervous system.

More than 5,200 Varian Medical Systems' Clinac® and Trilogy™ medical linear accelerators for cancer radiotherapy and radiosurgery are in service around the world, treating tens of thousands of patients per day. In partnership with BrainLAB, Varian makes the Novalis® Tx machine for image-guided radiosurgery. The company also produces advanced brachytherapy systems for treating cancer.

Varian employs approximately 4,800 people located at manufacturing sites in North America, China, and Europe and in 60 sales and support offices around the world in 56 different countries.

Varian has played its part in developing PPP around the World. Varian has completed significant medical equipment services (MES) deals in the UK varying in periods from 10 through to 40 years providing installation, maintenance and keeping technology at the forefront for the whole of the deal. Varian is bidding for MES/PPP deals in other countries such as Canada, Italy, and Spain.

Nick Carter FCCA PFI/PPP Consultant



Nick has spent his entire career of 35 years in the Healthcare Sector. The first 20 were in the NHS – where as Finance Director of a large acute Trust, he was instrumental in a first wave PFI deal to develop a new 700 bedded hospital.

Recently Nick has worked on the development of health services and facilities, especially PPP/PFI consulting widely in Europe and Africa. He led the winning team to build a new cancer centre in Oxford (PFI), which included a 35 year deal for major medical equipment and now leads the Varian team in any PPP deals outside the USA. He also led winning bids to provide turnkey solutions for the independent sector to provide NHS work as part of the government's IS project.

Nick has a passionate interest in the effective and efficient design of health solutions and bringing his unique CV experience to the table.

Notes

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Libyan British Business Council

The LBBC was formed in 2004 with a brief to promote relations between Libyan and British business communities and to encourage bilateral trade and investment opportunities.

The Council works with – and enjoys the support of – the British and Libyan governments, and has strong working ties with the Libyan Businessmen Council and the British Business Group in Libya.

For UK companies considering commercial opportunities in Libya and for those firms already doing business there, the LBBC can offer assistance in a range of ways. Its services include: introductions to high level decisionmakers and government officials, potential partners, clients and in-country agents; promotion of networking opportunities through regular events and trade missions; and providing expertise and support with solving business problems and with negotiating bureaucratic red-tape, including applications for multi-entry visas.

The Council is also an important source of business intelligence and market analysis which it delivers to its members in the form of newsletters, email updates and published bulletins.

The LBBC includes industry-leading firms such as Barclays, BP and GlaxoSmithKline. It exchanges information and encourages bilateral discussion that addresses issues such as Libyan and UK government initiatives to promote mutual business development and reduce potential disincentives and regulatory obstacles to trade and investment.

British companies have a long and distinguished history of trade with Libya. The Council's overarching objective is to build on this successful record of cooperation and to identify new opportunities that continue to grow the commercial links between the two countries.

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