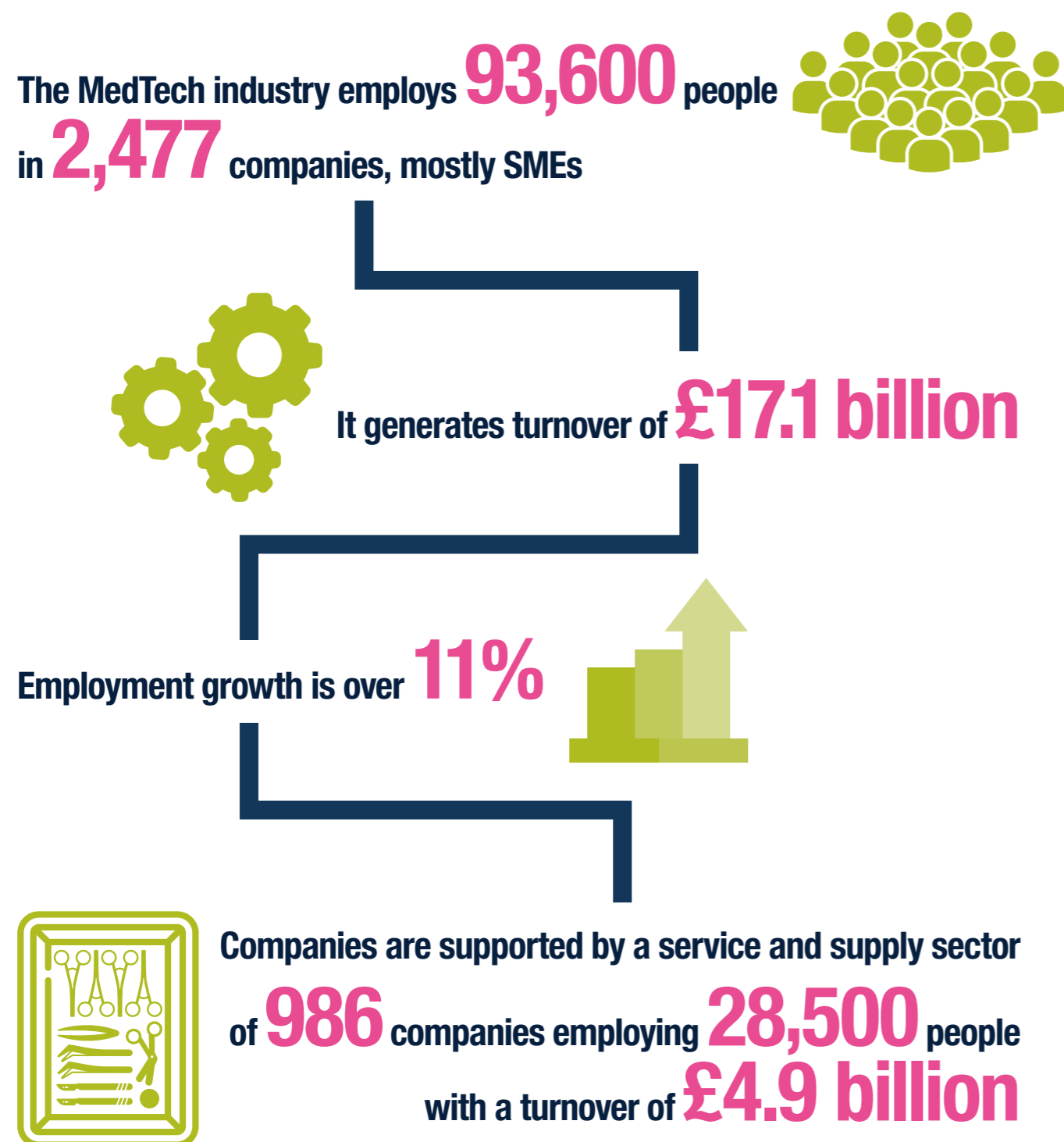




Association of British Healthcare Industries



MANIFESTO FOR MEDTECH 2017



INTRODUCTION

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

The MedTech industry makes a vital contribution to economic growth in our country. The industry employs 93,600 people in 2,477 companies, mostly small and medium sized enterprises (SMEs)¹. A hugely diverse industry generates highly skilled, high value jobs with a labour productivity of over twice the UK average. Many companies are working closely with universities and research institutions. The industry is generating a turnover of £17.1 billion and has achieved employment growth of greater than 11% in recent years. Companies are supported by a service and supply sector of 986 companies employing 28,500 people with a turnover of £4.9 billion. Our country also has the most highly regarded universal healthcare system in the world, the NHS. The NHS, in turn, is dependent on technology produced by the industry to enhance the efficiency of services, and drive continuous improvement in their delivery.

That demographic changes are creating an ever increasing demand for the NHS, which threatens the long-term sustainability of healthcare services, is well recognised. Innovations in medical technologies supporting new models of care could provide a solution to many of these challenges. To make this happen we need the new Government to champion our industry and look for action in four distinct areas.

Recommendations

1. Create favourable terms for international MedTech trade and an integrated domestic policy to support investment, competitiveness and export performance
2. Support for MedTech manufacturing and distribution within the UK
3. Bespoke support for the vibrant MedTech SME community
4. Enhanced collaboration with the health and care system.

¹ UK Government Strength and Opportunity 2016 Annual Update, Office for Life Sciences & Department for International Trade

THE RECOMMENDATIONS

1 Create favourable terms for international MedTech trade and an integrated domestic policy to support investment, competitiveness and export performance.

- Increased MedTech specialists in the overseas Consulates and Embassies
- Launch a MedTech Export Campaign – a designated, long term, country-by-country strategy for UK MedTech companies, led by market specific MedTech champions
- Increased grant funding for SMEs to support export activity
- Introduce a UK Export Tax Credit Scheme
- Commit that ABHI will be represented in Ministerial negotiations where those negotiations relate to new MedTech trade deals.

2 Support for MedTech manufacturing and distribution within the UK.

- Ensure the continued availability of skilled labour and access to the best talent globally
- Conduct an assessment of the training places available to support MedTech companies with a particular focus on the training of Regulatory Affairs professionals
- Take urgent steps to reduce business operating costs, through both real-terms reductions in taxation and a moratorium on further stealth or indirect tax impositions
- Abolish plans to introduce fees to support the core activities of the National Institute for Health and Care Excellence (NICE) and the Medicines and Healthcare Products Regulatory Agency (MHRA).

3 Bespoke support for the vibrant MedTech SME community.

- Cabinet Office targets for spend on SMEs should be included as part of the inspection regime for all NHS organisations
- The NHS should pursue a more strongly data driven approach to procurement that is less reliant on the use of intermediaries
- Appoint a high profile, cross-government MedTech SME Champion to address policy anomalies.

4 Enhanced collaboration with the health and care system.

- A statement of intent, from the highest level of both NHS England and NHS Improvement, to leverage the full potential of the service to drive economic growth
- A clearly signposted “front door” for technologies to be incorporated into the “NHS test bed”
- Utilise the whole systems thinking inherent in the Sustainability and Transformation Partnership (STP) approach to inform the intelligent, outcomes based procurement of MedTech
- Facilitate pre-procurement discussions with companies to develop criteria and methodology for awards, and create new contracting methods which allow dialogue and negotiation during the tendering process
- Alter the payment and incentive systems to support the adoption of MedTech via individual technology tariffs, reconfigure the NICE Technology Appraisal programme to support wider inclusion of MedTech and introduce a comply or explain regime for all NICE guidance
- Create an “Innovation Fund” to pump prime technologies at STP level when upfront expenditure is needed to release future savings
- Remove duplicative procurement arrangements, ensuring that any intermediaries provide added value.

OUR COMMITMENT

The MedTech Industry will respond to local health and care needs identified by, for example, the national network of Academic Health Science Networks (AHSNs) and develop appropriate technologies and generate supporting evidence.

Through secondments and training, industry will help to develop innovation leadership in the NHS, and promote the UK as a world leading location for research, development and investment.

Our industry will continue to provide many thousands of skilled jobs increasing our contribution to the labour productivity of the wider economy.

The industry will continue to provide technologies that help deliver high quality, cost effective outcomes for patients, and contribute to the economic growth of our country.



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

+44 (0)20 7960 4360

enquiries@abhi.org.uk

www.abhi.org.uk

 @UK_ABHI