

The logo for ABHI, consisting of the letters 'A', 'B', 'H', and 'I' in a bold, white, sans-serif font, positioned in the top right corner of the page. The background features a vibrant red field with abstract geometric shapes in teal and white, including a large white chevron pointing downwards on the left side.

ABHI

ABHI COVID-19 UPDATE FOR SMES

03/04/2020

WELCOME

The *ABHI COVID-19 Update for SMES* webinar will start shortly

- › We will mute your phone/computer during discussions
- › If you would like to ask any questions, please:
 - Use the 'raise hand' function and we will un-mute your user
 - Use the chat function on WebEx
 - Send to Eleanor.charsley@abhi.org.uk

PURPOSE AND OUTCOMES

› Purpose

- To update you on ABHI's COVID-19 response

› Intended outcomes

- Ensure you are informed
- Support engagement

ABHI & OUR OFFER



Engagement to Shape Policy

With government, NHS, ALBs, patient & clinical organisations



Expertise in Regulation

Addressing MDR, IVDR, Digital, standards and policy



Deep NHS Relationships

Working at national, regional and city level



Networking Opportunities

With peers, partners and key influencers across industry & system



Insight, Intelligence & Resources

Enabling planning for issues impacting you and the industry



Supporting Trade & Export

With the EU, US and RoW opportunities

OUR MEMBERSHIP

300+ 90% SME
>80% of NHS
Sales
Peer to Peer
Networks

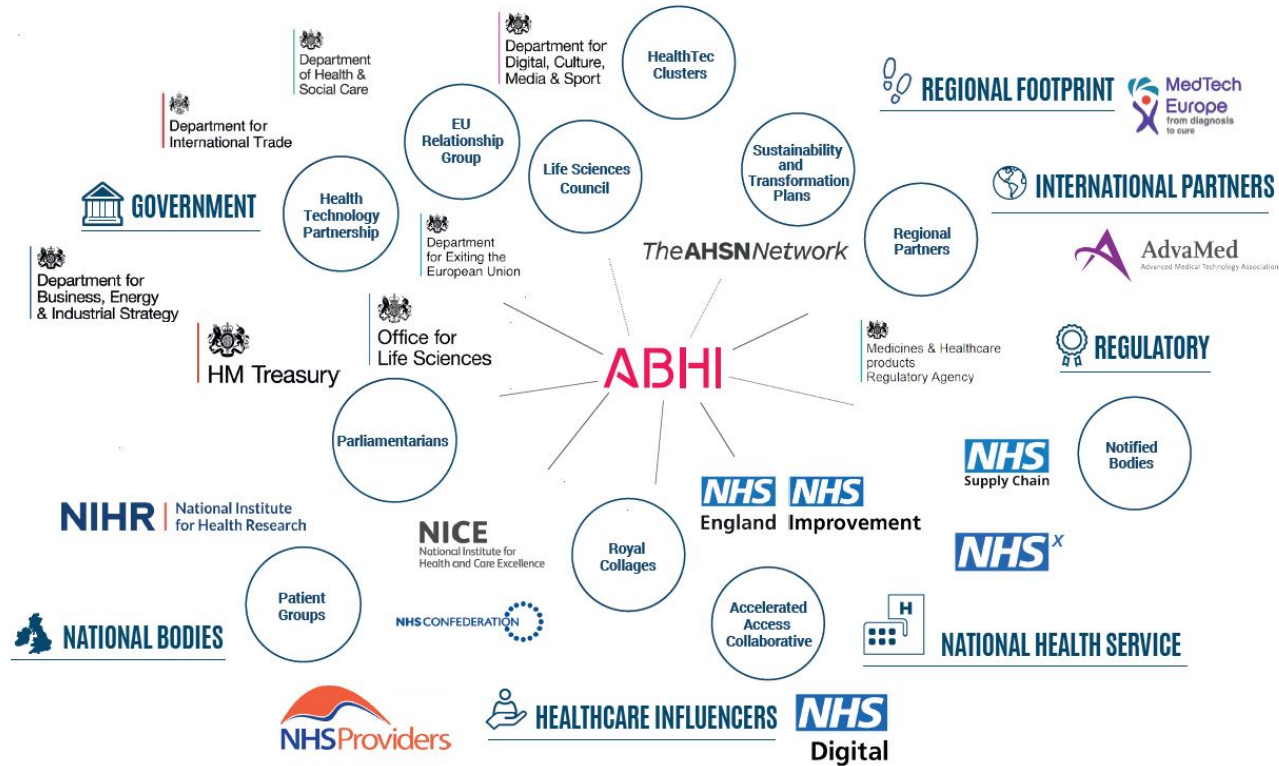
OUR TEAM

Deep HealthTech
Industry Experience
7 Strong Leadership
Team

INTERNATIONAL

Help >250
companies annually
US Accelerator
Programme
UK Pavilions

OUR NETWORK & MEMBERSHIP



Broad Technology Representation



Single Use



Capital



Surgical



Digital



Diagnostics



Robot-Assisted Surgery

AGENDA

11:30	Introductions, Purpose and outcomes of webinar	Nishan Sunthares, Chief Operating Officer
11:35	ABHI's COVID-19 response plan Review of key elements <ul style="list-style-type: none">- Ventilator Challenge- MDR Delay- Trade (Import/Export)- ABHI International Activity	Led by Jonathan Evans, Communications Manager Phil Brown Director, Regulatory & Compliance Paul Benton Managing Director, International
12:00	Government engagement	Richard Phillips, Director, Policy & Communications Luella Trickett, Director, Value & Access
12:10	SME Business Support	Nishan Sunthares & CMS
12:50	MDR/IVDR implementation	Phil Brown Director, Regulatory & Compliance
13:00	Close	

ABHI'S COVID-19 RESPONSE PLAN

Supply – Coordination at national level & the “challenges”



Need To identify, categorise and procure the relevant health technologies to ensure capacity and capability is met within the NHS.



Leads Richard Phillips & Luella Trickett (national coordination). Nishan Sunthares (diagnostics & diabetes). Phil Brown (ventilators).

Business support



Need To ensure support for businesses is provided quickly and targeted to the right areas and needs.



Leads Nishan Sunthares (leading). Eleanor Charsley (supporting).

Trade



Need To ensure minimal disruption to the cross-border movement of HealthTech goods.



Leads Paul Benton (leading). Richard Phillips (supporting).

ABHI'S COVID-19 RESPONSE PLAN

Regulation



Need To defer the MDR & IVDR transition period to ensure the continued supply of products to patients.



Lead Phil Brown.

Company staff



Need To ensure continued critical worker access to key healthcare delivery sites and to support the national volunteering effort.



Lead Andrew Davies.

'Other' – Managing non-COVID-19 demand & Post COVID-19 Issues



Need to maintain engagement with sectors not at the immediate front of COVID-19 and to plan industry's long-term response.



Lead Andrew Davies (managing non-COVID-19 demand). Jonathan Evans (post-COVID-19 issues).

REGULATORY

Phil Brown, Director, Regulatory and Compliance

- › Product Supply
 - Diagnostics, Ventilators, Diabetes
- › Business Support
 - Human Resources, Critical Workers
- › Regulation
 - Article 11.13 (Humanitarian Use Exemptions), MDR/IVDR, MMD Bill
- › Clinical Trail Support

REGULATORY

Phil Brown, Director, Regulatory and Compliance

› MDR Moratorium

- MedTech Europe letter to European Commission
- Welcomed by Industry (and MHRA)
- Commission to propose postponing implementation until 27th May 2021
- Similar statement from European Parliament
- To be issued formally beginning of April
- No mention of parallel deferment of 'Grace Period'
- No mention of IVDR

› UK Policy

- Moratorium finishes after 31st December
- MMD Bill?
- Already using MDR?
- Divergence sooner rather than later?

TRADE

Paul Benton, Managing Director, International

- › Various export restrictions
- › Limits on freight capacity
 - Particularly air freight
- › Delays at customs
 - Particularly EU
- › Fedex/UPS/DHL still shipping and functioning well

ABHI INTERNATIONAL ACTIVITY

Paul Benton, Managing Director, International

› Exhibitions

- CMEF, 3 – 6 June 2020
- Medfair Asia, 9-11 September 2020
- Medica, 16 -19 November 2020
- Arab Health, 1-4 February 2020

› Trade Missions

- Minnesota, June 23 -26
- Tennessee, October 5 - 9
- California, November date TBC
- Texas, December date TBC

GOVERNMENT ENGAGEMENT

Richard Phillips, Director, Policy and Communications

- › Formal weekly calls with industry / officials
- › Daily discussions with DHSC / BEIS / DIT
- › Relay technology calls
- › Resource page updated daily @abhi.org.uk
- › NHS Supply Chain

NHS SCCL ENGAGEMENT

Luella Trickett, Director, Value and Access

- › Coordination of supply to NHS providers through central function
 - Identified Personal Protective Equipment call to suppliers
 - FFP3 respirators
 - Type IIR facemasks
 - Aprons
 - Gloves
 - Protective eye wear – visors, goggles, glasses
 - Hand sanitiser, alcohol hand gel, antibacterial hand wash
- › Identifying medical devices that will be needed to support critically ill patients in ICU
 - Impact to needs for patients not in ICU
- › Supporting suppliers where demand is outstripping supply
- › Raising issues and concerns with NHS Supply Chain.

BUSINESS SUPPORT

Jane Lewis – Finance Consultant ABHI

- › Government support all detailed on the Government website
 - <https://www.businesssupport.gov.uk/coronavirus-business-support/>
 - <https://www.gov.uk/government/publications/guidance-to-employers-and-businesses-about-covid-19/covid-19-support-for-businesses>

- › Lots of financial measures which vary by business;
 - Coronavirus Job Retention Scheme – furlough employees for 3 months
 - Small business grants for businesses in receipt of business rate relief
 - Deferring VAT payments between 20th March – 30th June (Also PAYE and Corporation Tax) Dedicated HMRC Time to Pay helpline 0800 0159 559

- › Contact lenders of existing debt – need repayment holiday and covenant waivers

- › Look at other ways to conserve cash – mortgage holiday, defer rent and payments on car leases etc. Cancel all non-essential services

CORONAVIRUS BUSINESS INTERRUPTION LOAN SCHEME – CBILS

- › 40+ authorized lenders which can be seen on the Gov.uk website
- › UK Business with group turnover no more than £45m per annum
- › Operate in an eligible sector – very wide criteria
- › Unable to meet lender's normal lending requirements but considered a viable business over the long-term
- › Loans up to £5m for up to 6 years (£25k Min)
- › Government will cover first 12 months interest and any initial set-up fees, business will just cover capital repayment
- › Loan will be made at Bank of England base rate plus a margin (risk based)
- › After 12 months the business will pay both capital and interest

CORONAVIRUS BUSINESS INTERRUPTION LOAN SCHEME – CBILS

- › Need to provide documentation that would normally be required for a loan;
 - Company accounts – 2 or 3 years
 - Director details
 - Some banks (not all) requesting personal guarantee from Directors
 - May request details of the shareholders personal finances assets & liabilities
 - Require a business plan/cashflow forecast for next 12 months
 - May set certain thresholds e.g. loan cannot be more than 25% of turnover and must be less than 2 x annual salary bill

BUSINESS SUPPORT

Melanie Lane, Partner, CMS

- › Guidance on continuing to work
- › Statutory sick pay and isolation notes
- › Emergency volunteering leave
- › New rules on holiday carry over
- › Coronavirus Job Retention Scheme

WRAP-UP

› Purpose

- To update you on ABHI's COVID-19 response

› Intended outcomes

- Ensure you are informed
- Support engagement

GET IN TOUCH

Issue	Contact
Supply	richard.phillips@abhi.org.uk
Business Support	nishan.sunthares@abhi.org.uk
Regulation	phil.brown@abhi.org.uk
Trade	paul.benton@abhi.org.uk
Company Staff (key workers/volunteering etc.)	andrew.davies@abhi.org.uk
General queries	enquiries@abhi.org.uk