



2025 US ACCELERATOR END OF YEAR REPORT



EXECUTIVE SUMMARY

The 2025 ABHI US Accelerator Programme has been a landmark year, supporting UK healthtech companies in expanding into the US market. Through multiple trade missions and UK based activity, the cohort engaged with leading health systems, hospitals, insurers, and a diverse range of organisations across several states and cities, building invaluable relationships and gaining critical market insights.

2025 COHORT SPOTLIGHT



Adaptix



Aide



Check4Cancer



Newton's Tree



OPCI



Open Medical



Cirdan



Cydar Medical



Daiser



Opto



PrescQIPP



Psyomics



Directed Systems



Haigh



Kidney Beam



Salutare



Seating Matters



Sqilline



LIO



Manus Neurodynamica



Medwise



VitVio



Megi Health



Mizaic



Neurex

MARKET ENGAGEMENT

In 2025 the ABHI US Accelerator engaged with numerous health systems, hospitals, insurance companies, and other organisations, meeting over 300+ influential stakeholders across the US.

NUMBER OF SENIOR LEADERS:

125+

(including C-suite, VPs, Directors, and key decision-makers)

NUMBER OF HEALTH SYSTEMS AND HOSPITALS ENGAGED:

40+

NUMBER OF INSURANCE COMPANIES ENGAGED:

4+

NUMBER OF OTHER ORGANISATIONS

(including economic development, industry, and government):

30+

NUMBER OF CITIES VISITED:

11

- ★ Philadelphia (PA)
- ★ Miami (FL)
- ★ Orlando (FL)
- ★ Jacksonville (FL)
- ★ Baltimore (MD)
- ★ Los Angeles (CA)
- ★ Phoenix (AZ)
- ★ Jersey City (NJ)
- ★ Passaic (NJ)
- ★ New Brunswick (NJ)
- ★ Washington, DC



TRADE MISSIONS:

4

- ★ New Jersey and Pennsylvania
- ★ Florida
- ★ Washington DC and Maryland
- ★ California and Arizona



NUMBER OF STATES VISITED:

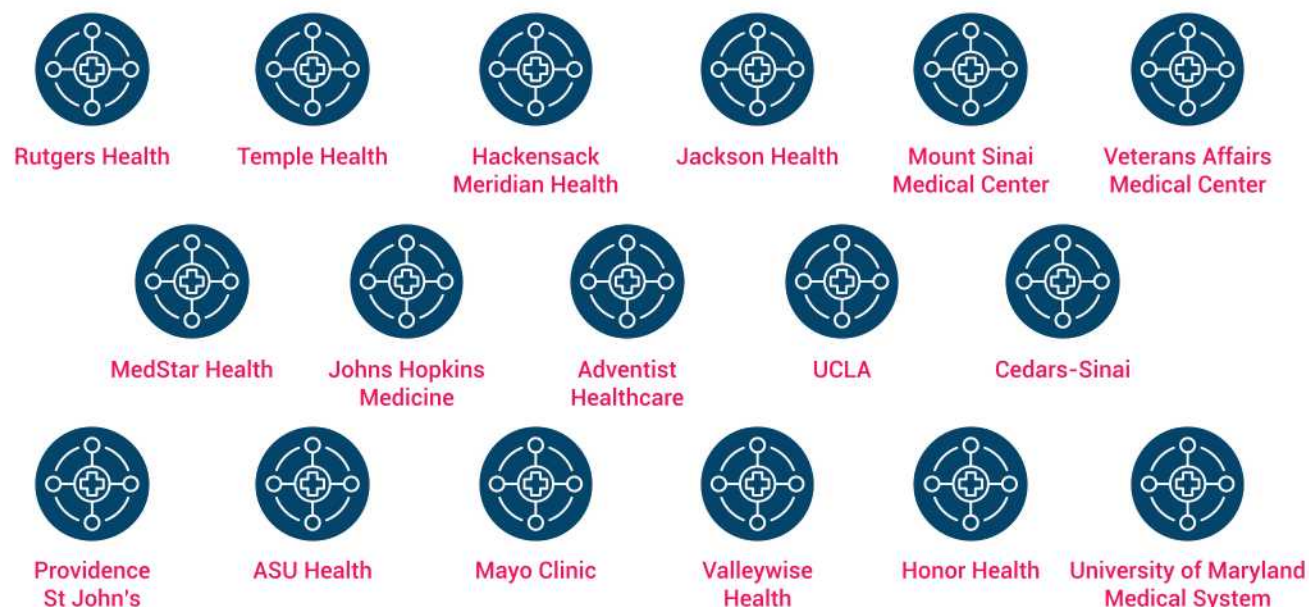
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- ★ New Jersey
- ★ Pennsylvania
- ★ Florida
- ★ California
- ★ Arizona
- ★ Maryland

ORGANISATIONS MET

We met with numerous organisations, including:

HEALTH SYSTEMS



"ABHI gives unparalleled access to leading healthcare providers and is always working to drive meaningful and measurable impact. We've been really impressed by ABHI."

Thomas Knox, VitVio

HOSPITALS



- ★ St Mary's General Hospital
- ★ Nicklaus Children's Hospital
- ★ Brooks Rehabilitation Hospital
- ★ Children's National Hospital
- ★ Holy Cross Hospital
- ★ Children's Hospital LA
- ★ Phoenix Children's



INSURANCE COMPANIES

- ★ Independence Blue Cross
- ★ Florida Blue
- ★ BlueCross BlueShield (including AZ Blue)



UNIVERSITIES



Rowan University, Miami-Dade Medical College, UCF College of Medicine, Georgetown University, Kaiser Permanente School of Medicine, Arizona State University, and others.

OTHER ORGANISATIONS

Choose New Jersey, SciTech Scity, JLL, NJEDA, Becton Dickinson, Miami-Dade Beacon Council, Premier, HopCo, BioFlorida, Orlando Economic Partnership, JAXUSA, Medical Device Manufacturers Association, AdvaMed, Wilson Sonsini, Techstars, Maryland Commerce, LACED, Bioscience LA, Biocom California, GoBiz, GPEC, AZBio, Phoenix Bioscience Core, City of Phoenix, and more.



BOOTCAMPS AND SPECIAL EVENTS

UK-BASED EVENTS

"Being part of the programme has provided us with the network, feedback and information to validate our US market against, and importantly, then refine and adapt our proposition and strategy to align better to their requirements."

Jon Pickering, Mizaic



APRIL 2025

KICK-OFF BOOTCAMP



Topics covered:



- Relocating your Business to the US
- US Healthcare Challenges
- UK HealthTech Founder Journeys
- Shark Tank - Pitching Practice
- Raising Capital from US VC Investors
- Navigating the US Reimbursement Landscape
- The Role of Group Purchasing Organisations (GPOs)
- Understanding Value-Based Healthcare.

Speakers included:



- ★ Lord Prior
- ★ Sara Siegel, Head of Health and Life Sciences, Deloitte
- ★ Ruben Rathnasingham, Assistant Dean for Health Product Innovation at Dell Medical School
- ★ Brenda VanHorn, Commercial Counselor - London, Embassy of the United States of America
- ★ Rt Hon Professor Lord Ajay Kakkar, Emeritus Professor of Surgery at University College London
- ★ Alejandra Alvarez, Chief Innovation Officer, Regional One Health
- ★ Keith Perry, Chief Information Officer, St Jude Children's Research Hospital
- ★ David Osborn, Senior Vice President, HealthTrust Performance Group
- ★ Elizabeth Teisberg, Author and Co-Creator of the concept of value-based healthcare delivery.

JUNE 2025

ABHI CEO UNPLUGGED

BO BOULENGER, PRESIDENT AND CEO, BAPTIST HEALTH SOUTH FLORIDA - INBOUND VISIT



AUSTIN, TEXAS

THE GATEWAY ADVANTAGE TO US MARKET EXPANSION - INBOUND VISIT



Networking with City of Austin Mayor Kirk Watson and Opportunity Austin CEO Ed Latson.

SEPTEMBER 2025

BRIDGING INNOVATION

UK-US HEALTHCARE EXCHANGE

Delegation from Nashville including:

Representatives from Belmont University, Vanderbilt University, the Greater Nashville Technology Council and others.



Panellists included:

- ★ Roland Sinker, CEO, Cambridge University Hospitals NHS Foundation Trust
- ★ Ben Attwood, Chief Digital and Information Officer, Oxford University Hospitals NHS Foundation Trust
- ★ Shane DeGaris, CEO, Barts Health NHS Trust and others.

OCTOBER 2025

FALL PIT STOP



Topics covered:



- ★ Innovation Opportunities at Cleveland Clinic
- ★ Analysis of the Investor Market
- ★ People Strategy
- ★ Founders' US Journey
- ★ Reimbursement Strategy
- ★ US Expansion 101
- ★ US Market Analysis.

Speakers included:



- Geoffrey Vince, Chief Innovation Officer, Cleveland Clinic
- Squire Servance, Senior Of Counsel, Wilson Sonsini Goodrich and Rosati
- Daniel Glazer, Partner, Wilson Sonsini Goodrich and Rosati
- Stephen Hull, Senior Vice President, Market Access and Reimbursement, Avania Clinical
- Ali Parsa, CEO, Quadrivia AI
- Rick Geoffrion, Vice Chairman, The Mullings Group
- Dominick Kennerson, Director, Business Development - Life Sciences and Healthcare, HSBC Innovation Banking.

OUR YEAR WITH THE US ACCELERATOR

"ABHI truly de-risked our U.S. entry strategy and accelerated our sales pipeline within just a few months. We're excited for next year and all the adventures ahead."

Ines Knezevic, Megi Health



APRIL MAY JUNE SEPTEMBER OCTOBER NOVEMBER

KICK-OFF
BOOT CAMP



NEW JERSEY &
PENNSYLVANIA
TRADE MISSION



WEBINAR:
Navigating the US
FDA Landscape



INBOUND VISIT:
Austin Texas Mayor



FLORIDA
TRADE
MISSION



INBOUND VISIT:
Baptist Health CEO



NASHVILLE DELEGATION VISIT:
UK-US Healthcare Exchange



MARYLAND &
WASHINGTON DC
TRADE MISSION



INBOUND VISIT:
Tampa Bay EDA



WEBINAR:
Creating a Winning
US Sales Strategy



WEBINAR:
Building a Strategic
US Patent Portfolio



FALL PITSTOP



CALIFORNIA
& ARIZONA
TRADE MISSION



FINAL THOUGHTS

As the 2025 ABHI US Accelerator Programme draws to a close, we celebrate the achievements and connections made by this outstanding cohort. ABHI is proud to have supported their journey, providing practical insights and valuable introductions to help UK industry thrive in the US market.

A special thanks to this year's sponsors and partners for their ongoing commitment and valuable support in advancing the health technology industry.

**WILSON
SONSINI**

The University of Texas at Austin
Dell Medical School

Invest
Northern Ireland

Thank you for being part of our community - we look forward to the continued success of our members.

"Attending the 2025 US Accelerator programme has allowed Adaptix Ltd the opportunity to engage and connect with C-suite decision makers in health systems across the USA. This has been incredibly important as we moved towards our FDA 510k. Insights and feedback gathered has been invaluable to validate and support our commercial plans. With our Ortho350 now FDA cleared we are looking forward to the 2026 missions and participating in the programme next year."

Chris Rogers, Adaptix



**Find out more about the
US Accelerator programme:**

FIND OUT MORE

ABHI 
US ACCELERATOR