

ABHI

QUARTERLY COMMUNICATIONS UPDATE

Q3 2023



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Dear Member,

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

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

Every update that we send to the membership is recorded in the [members' area](#) of our website, with access only available to members. Here, you will also find the minutes from previous group meetings, as well recordings from recent webinars.

This is third edition of our quarterly communications report, and I do hope that these updates are proving to be of value to your organisation. We have added a new section into this edition, which details a selection of offers, materials, events and

thought leadership activity from our professional associate membership community. Members that fall within this category offer an enormous amount of expertise and capabilities, and I would encourage you to explore what they have to offer.

To ensure your colleagues are kept up to date on the work of ABHI, and the opportunities to get involved, please do pass these reports on to your teams in the UK and across other markets.

"I am pleased to see we are making further progress with the NHS, where we are heavily engaged in the Innovation Ecosystem Review programme that Roland Sinker is leading, and you can also expect to hear more about our burgeoning work with the Shelford Group very soon.

Addressing the disparity in healthcare outcomes is, quite rightly, an area of increasing importance for the NHS, and I welcome the work that ABHI has kicked off to ensure the HealthTech industry is an active partner on this agenda. I encourage you to engage in this work, as it should be in all our interests to speed up innovation access, so that those that need it, can benefit from it.

As we think about a General Election, the team are working to refine the asks that will be put to our next government, and the level of interest we are witnessing from right across the political spectrum is, I believe, testament to the ever-increasing regard in which HealthTech is held. This is being felt beyond Westminster too, and to boost this further, we will be adding resource to provide even more opportunities for members in Scotland.

The contribution that ABHI is making in the global HealthTech arena is also to be commended. Across a busy export programme, and areas like sustainability, data, and of course regulatory, the Association's impact continues to grow."

Phil Kennedy, Chair, ABHI

ABHI'S 2023 PRIORITIES

Key Work Areas



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

Working across the full spectrum of HealthTech.



ACTIVITY SNAPSHOT: JULY - SEPT 2023



We were pleased to host colleagues from **The Health Foundation** who presented their findings of a recent opinion survey on virtual wards. Access the [webinar recording here](#).



Penned by **Luella Trickett**, we published our [Innovation Report](#), which sets out key solutions to the adoption challenge.



Applications are now open to join the seventh cohort of **ABHI's US Accelerator programme**. This flagship initiative has successfully **helped over 150 UK companies** enter and upscale stateside. Contact Lottie.mcmahon@abhi.org.uk for more information and to apply.



A fixture of the HealthTech calendar, **ABHI's Parliamentary Reception** gave members, healthcare stakeholders and Parliamentarians a chance to connect with one another, and to celebrate **HealthTech's impact on the health and wealth of our country**.

Capturing the views of members, ABHI submitted feedback to the government's proposed approach to **Extended Producer Responsibility for packaging** across the UK.



With the UK Government set to publish a **5-year National Action Plan to tackle anti-microbial resistance**, ABHI members were invited to meet and discuss the Plan's draft commitments with Department for Health and Social Care colleagues who are leading this work.



We had the pleasure of hosting our latest **Women in Leadership networking event**. In what was an inspiring session, with some excellent, practical discussions, we discussed how we can work towards greater gender parity in the workplace, and also [published the results](#) of our first **Gender Equality in HealthTech survey**.

Addie MacGregor compiled a [short paper](#) that includes four recommendations for the MHRA as to how regulations can support the sustainability drive.

We were delighted to host the Chairs and Vice Chairs of our various member groups in July, to share updates on key activity, as well as best practice and tips to maximise impact.



Peter Ellingworth had the enormous privilege of representing our industry at Westminster Abbey for a special service to celebrate the **75th anniversary of the NHS**.



Richard Phillips was pleased to join the panel of experts who [supported the launch](#) of Imperial College London's series of reports that detail recommendations on improving the UK's competitiveness in HealthTech.

With **Roland Sinker** leading an innovation system review for NHS England, **Peter Ellingworth** is Chairing the workstream focussed on the NHS of the future - work supported by **Richard Phillips** and **Luella Trickett**.

ACTIVITY SNAPSHOT: JULY - SEPT 2023



As part of ABHI's own **US Accelerator Programme**, 2024 will see the UK group visit Minnesota, and we were delighted to host a webinar with partners in the state this September to highlight what the region has to offer. [Access the recording here.](#)



Teaming up with the **Oxford Academic Health Science Network**, we ran a survey to gauge how patient involvement and health inequalities are utilised as part of members' work. We look forward to sharing the results soon and developing a support offer accordingly.

Discussing the importance of innovation in the NHS, and, critically, how the health service can make better use of diagnostic technologies, we held a dinner with **clinical leaders, parliamentarians and members** this September.



All ABHI members adhere to our Code of Ethical Business Practice and in this [useful refresher](#) for members, Phi Brown provides an overview of this means for your staff.

In September, we were pleased to partner with TOPRA colleagues for a webinar update on the trends they are witnessing within the sector and tips for attracting regulatory talent. [Access the recording here.](#)



Boosting our international support offer, we welcomed **Omar Jowhar** to the team this September, and we also have **Lucy Stevenson's** support for the next year, as she joins our external affairs team as part of her university placement. As a Government Affairs Researcher, Lucy will be gathering evidence from the sector to effectively advocate for its needs.



We had the enormous pleasure of supporting the **The AHSN Network & NHS Confederation Innovate Awards**, where **Ellie Charsley** presented the Diversity in Innovation Award.



Addie MacGregor recently joined **Green Innovation Group**, who host the popular Sustainable Healthcare Podcast, for a discussion on how to accelerate the decarbonisation of the healthcare sector. You can listen to the interview [here](#).

September saw ABHI hosts its annual **Sustainability conference**, with an excellent range of speakers discussing the current state of play and what companies need to be doing to ensure that sustainability is built into all future business plans. [Access the recording here.](#)

With a view to enhancing UK regulatory representation globally, ABHI's Regulatory Directors joined the **IMDRF meeting in Berlin**. This was our first attendance at the biannual event, alongside the MHRA, marking a significant first for our Association and the ABHI membership.

In a boost to UK HealthTech manufacturing, ABHI has signed an MoU with Make UK, the representative body for manufacturing in the UK. The partnership also entitles ABHI members to complimentary Affiliate Membership of Make UK which you can [claim here](#).

The ABHI Board heard from **NHS England's Director of Health Inequalities, Professor Bola Owolabi**, and as we think about what support the industry will need to advance this agenda, your perspectives will be critical. We will be establishing a **Health Equity member group** to drive this work, and if you would like to be involved, please write to jane.lewis@abhi.org.uk.

Peter Ellingworth met with the **UK Mission to the European Union** - established to ensure the UK's interests are promoted to Member States and EU institutions. ABHI will be working closely with the Mission, providing briefings and addressing issues that companies may be experiencing when trading with the EU.

Exploring how partnership-working between a wide array of the life sciences industry, Government, the NHS, patient support groups and others can help grow the clinical application of advanced diagnostics, ABHI led a round table discussion with **Sir John Bell** this September.

ABHI'S GROUPS: October - December meetings 2023

OCTOBER	NOVEMBER	DECEMBER
2 nd ABHI Digital Health	8 th ABHI Legal Issues	4 th ABHI Public Affairs
3 rd ABHI Value & Access	14 th ABHI Patient Safety	5 th ABHI HR
10 th ABHI Diabetes	15 th ABHI Legal Issues	5 th ABHI Robotic Assisted Surgery
12 th ABHI Decontamination	21 st ABHI Sustainability	6 th ABHI Wound Care
17 th ABHI Musculoskeletal	28 th ABHI Diagnostics	6 th ABHI Medical Device Regulatory
24 th ABHI International		7 th ABHI Value & Access Group
		7 th ABHI IVD Regulatory
		13 th ABHI Digital Health

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



ABHI'S 2023 conferences: Dates for your diary

5th October Healthcare Ocean Webinar for ABHI Members
[Register here.](#)

26th October ABHI Member Briefing. [Register here.](#)

16th - 17th October The UK HealthTech Conference.
[Register here.](#)

21st November ABHI Chairs & Vice Chairs Networking Meeting.
Write to Judith.mellis@abhi.org.uk for more information.



Join ABHI around the globe

<p>Global Health Exhibition By Informa Markets</p>	<p>Global Health Exhibition Riyadh, 29th - 31st October 2023</p>	
<p>MEDICA</p>	<p>MEDICA Fair Dusseldorf, 13th - 16th November 2023</p>	
<p>Arab Health By Informa Markets</p>	<p>Arab Health Dubai, 29th January - 1st February 2024</p>	
<p>CMEF China International Medical Equipment Fair</p>	<p>China International Medical Equipment Fair (CMEF) Shanghai, 11th - 14th April 2024</p>	
<p>Contact omar.jowhar@abhi.org.uk or visit www.abhi.org.uk/international</p>		
<p>ABHI US ACCELERATOR</p>	<p>ABHI US Accelerator 2024 USA, Nationwide, 12 month programme</p>	
<p>THE MEDTECH CONFERENCE Presented by AdvanMed</p>	<p>The MedTech Conference Anaheim, 9th - 11th October 2023</p>	
<p>Contact lottie.mcmahon@abhi.org.uk or visit www.abhi.org.uk/international</p>		

WELCOME TO ABHI

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

 <p>arena Arena, a PTC Business</p>	 <p>Collocco Consultancy Collocco Consultancy</p>	 <p>CytoSorb Cytosorbents Medical UK Ltd</p>
 <p>HIGHLAND MARKETING Highland Marketing Limited</p>	 <p>JENSON(R)+ JensonR+ Ltd</p>	 <p>kiwa Kiwa Ltd Medical</p>
 <p>MAS MAS Innovation (Private) Limited</p>	 <p>OSLER Osler Diagnostics Limited</p>	 <p>pd-m Pd-m International Limited</p>
 <p>Presymptom Health Presymptom Health Ltd</p>	 <p>STERIS STERIS</p>	 <p>TOPRA TOPRA</p>

Professional Associate Member Spotlight

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

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

BSI have released a free standard on menstruation, menstrual health and menopause in the workplace. This is designed to support practical workplace adjustments and activities that reflect good practice for helping employees. While the focus is on menstrual and menopausal health, the recommendations are likely to be of benefit to all employees. You can [access it here](#).

BSI have also extended a 10% discount to ABHI members for two other standards:

- Medical devices. Quality management systems. [Requirements for regulatory purposes](#). Be sure to use the code: SHOP13485
- Medical devices. [Application of risk management to medical devices](#). Be sure to use the code: SHOP14971

Burges Salmon have created a platform that provides a free legal document generator. The BScale resource provides legal services for start-ups, scale-ups, founders and investors, and covers: Subscription and Shareholders' Agreement, Articles of Association, Disclosure Letter, Founders' IP Assignment Agreement, Employment Contract, Confidentiality Agreement, Website Terms of Use, Cookie and Privacy Policies. [Find out more here](#).

Dialogue Language Services International provide a full range of translation and language/cultural training solutions. In an exclusive offer to the ABHI membership, they have made several of their whitepapers available for download. These cover:

- Tips on how to prepare your business for successful exports into new markets.
- Brand, voice and messaging consistency for international customers.
- Making informed choices on effective use of AI in translation.

You can access the papers [here](#).

The Dialogue team are also offering tasters of their services to ABHI members, which includes a complimentary business language lesson, a sample translation and a free consultation on the best use of AI in solving language challenges. If you are interested in any of these offers, please do get in touch with their Business Development Director, Cathy Branson, at cbranson@dialogueuk.com or book a call [here](#).

And finally, members are invited Dialogue Language Services International on 24th November for a cultural awareness workshop aimed at helping you, as HealthTech professionals, export and relocate successfully. [Register here](#).

Developing a medical device is a complex process that requires a deep understanding of human anatomy and physiology, as well as the latest advances in engineering and materials science. It also involves extensive testing and regulatory approval processes that can take years to complete. As Mark Reeves from **Pivot United Kingdom** details [in this blog](#), there are some essential steps to follow, and companies like Pivot are on hand to support your requirements.

Paul Benton
Managing Director, International

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

Supports UK businesses to grow in international markets.

ABHI Groups: [International](#)

Richard Philips
Director, Strategy

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

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

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

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

Luella Trickett
Director, Value & Access

Addie MacGregor
Sustainability Executive

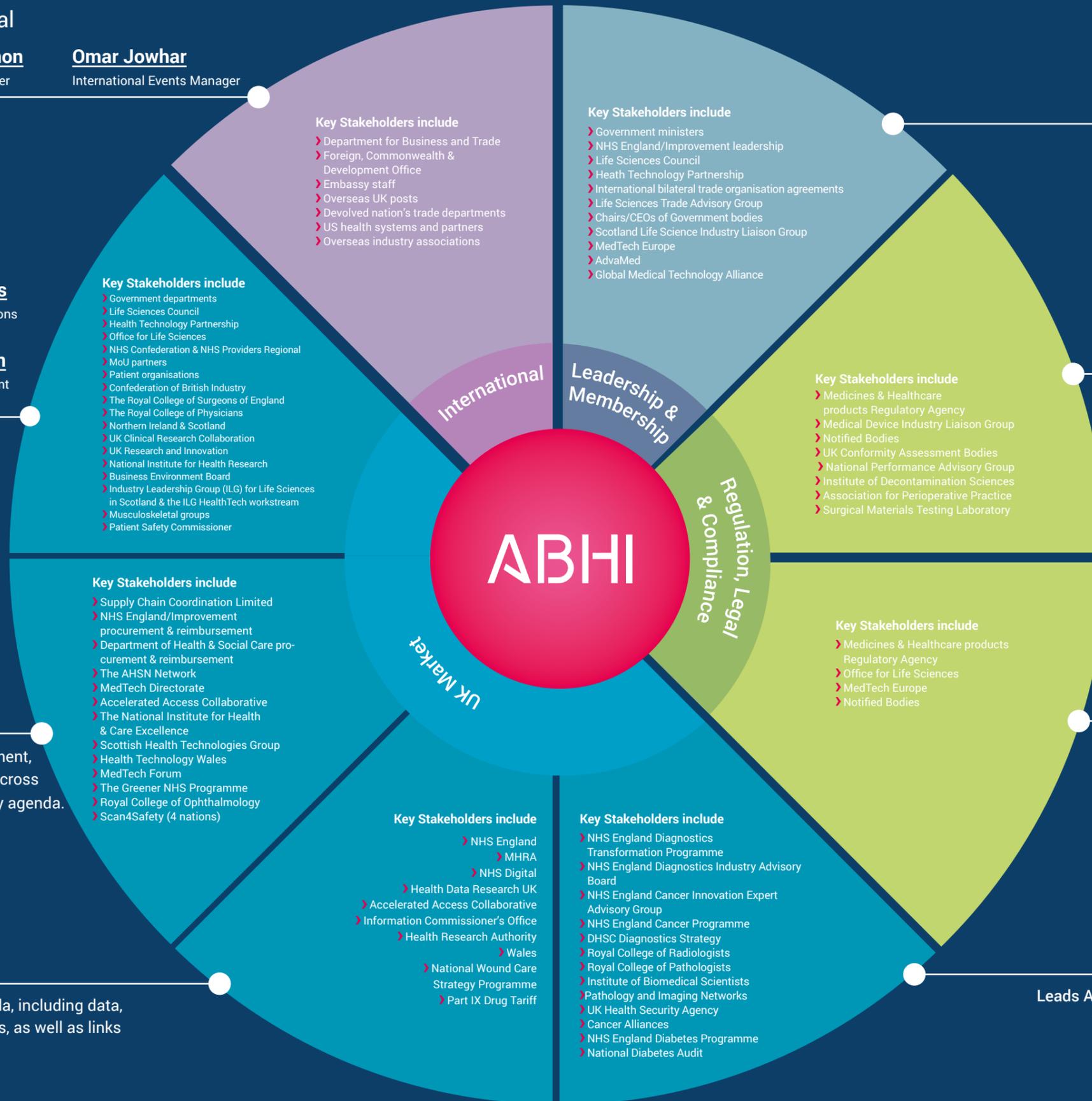
Leads on embedding value-based procurement, and adoption and spread of technologies across innovation pathways, and the sustainability agenda.

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

Andrew Davies
Digital Health Lead

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

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



Peter Ellingworth
Chief Executive

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

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

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

Phil Brown
Director, Regulatory & Compliance

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

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

Steve Lee
Director, Diagnostics Regulation

Leads ABHI's diagnostics regulatory strategy.

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

Nishan Sunthares
Managing Director, Diagnostics

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

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



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A company limited by guarantee.
Registered in England no. 1469941. Registered office as above.

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