ABHI Press Release

**EXPANDED ABHI US ACCELERATOR PROVIDES A HIT FOR UK HEALTHTECH**

The ABHI US Accelerator continues to provide a compelling offer to UK companies, with 20 businesses already committed to join the 2020 cohort.

Following July’s announcement that the programme will be expanded next year, an immediate response has been seen, with businesses pledging support for the ABHI US Accelerator’s next phase.

The programme provides a platform for businesses to strengthen and grow their US activities by utilising ABHI’s advice, expertise and connections. Building on the significant network ABHI has developed in Texas, this next phase delivers a national offering, enabling deep connections to the network of institutions and hospital groups ABHI has developed across the US.

Managing Director, International, ABHI, Paul Benton said: *“We are delighted with the response we have seen, which is a direct reflection of the momentum we have built up in the US these past years. That many of the companies from the 2019 cohort will be recommitting next year is extremely positive, and the fact that there is serious interest from a number of new companies demonstrates the impact this programme offers.”*

ABHI’s enhanced offer connects UK businesses to a host of in-market specialists, designed to guide companies on critical issues, such as regulation, reimbursement and technology appraisal. The programme also facilitates introductions to hospital executives, clinical champions and supply chain leaders, allowing companies to liaise directly with decision-makers to build evidence and support adoption.

Adrian Javes, Sales Manager at P3 Medical said “*As an SME looking to enter the American market for the first time, the ABHI US Accelerator has been integral to negotiating the complexities of GPO’s and hospital systems. The trade missions have been a fantastic opportunity to pitch our products to a level of hospital management that we would never be able to gain access to*.”

Alongside the other ABHI US Accelerator members, P3 Medical will benefit from the full use of ABHI’s dedicated workspace and office at the Dell Medical School in Austin, providing access to their facilities and the support of senior faculty. Companies will also benefit from a nationwide programme of missions to key strategic regions, enabling more personal and lasting ties with the networks ABHI has cultivated over the years.

For more information or to apply to join the US Accelerator Programme, please contact Lottie McMahon [lottie.mcmahon@abhi.org.uk](mailto:lottie.mcmahon@abhi.org.uk)

**Notes**

**About ABHI**

ABHI is the UK’s leading industry association for health technology (HealthTech). ABHI supports the HealthTech community to save and enhance lives. Members, including both multinationals and small and medium enterprises (SMEs), supply products from syringes and wound dressings to surgical robots and digitally enhanced technologies. We represent the industry to stakeholders, such as the government, NHS and regulators. HealthTech plays a key role in supporting delivery of healthcare and is a significant contributor to the UK’s economic growth. HealthTech is now the largest employer in the broader Life Sciences sector, employing 127,400 people in 3,860 companies, with a combined turnover of £24bn. The industry has enjoyed growth of around 5% in recent years. ABHI’s 300 members account for approximately 80% of the sector by value.