

ABHI

QUARTERLY COMMUNICATIONS UPDATE

Q1 2024



JONATHAN EVANS
DIRECTOR OF COMMUNICATIONS, ABHI

Jonathan.evans@abhi.org.uk

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.

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

As ever, we thank you for your continued support.

Jonathan Evans, Director of Communications, ABHI | Jonathan.evans@abhi.org.uk

“The year began with immediate challenges in the regulatory sphere, with considerable concern and feedback from our members about the uncertainty on this critical agenda. The Board acknowledges these issues and is encouraged by the prompt actions that has been taken to address them.

We are very grateful for our members’ feedback and their quick participation in our recent snap poll, adding further detail to our position, which, fundamentally, is focussed on a need to instil greater confidence in the UK’s regulatory strategy.

We have relayed these concerns to the MHRA’s senior leadership team and emphasised the necessity for prompt action during February’s ministerially led Health Technology Partnership meeting. Rest assured, the team is diligently working on your behalf and will keep you updated on progress.

Elsewhere, I was pleased to see the first in what will be a series of ABHI and Shelford Group events, all designed at brokering strategic partnerships between industry and the NHS. The seminar with colleagues from Imperial College Healthcare NHS Trust was an important first step, marked by fruitful discussions focussed on working together more effectively to improve the health and wealth of the citizens that Imperial represents.

In light of our ongoing efforts to enhance the UK’s regulatory environment and our initiatives to promote collaboration between the HealthTech industry and the NHS, we remain optimistic about the future and the ABHI team are well placed to support you.”

Phil Kennedy, Chair, ABHI

ABHI’S 2024 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.



Single use



Capital



Surgical



Digital



Diagnostics



Robot-Assisted Surgery

ACTIVITY SNAPSHOT: JAN - MAR 2024

With a General Election pending, we have begun engagement on the **Plan for HealthTech, our manifesto for a thriving industry**. Testing its messages with a group of healthcare and parliamentary stakeholders in March, the coming weeks will see ABHI refine the Plan further before its launch this year.



NHS Supply Chain has curated a set of social value questions and KPIs to standardise its approach when asking social value questions. We [hosted a webinar](#) with their Head of Sustainability, Heidi Barnard, to discuss progress.



We also held **member sustainability webinars** on [Evergreen Sustainable Supplier Assessment](#) engagement, [transition planning for SMEs](#) and the ways in which companies can utilise [sustainable practices to reduce carbon and cost](#).



The ABHI UK Pavilion returned to the international stage, welcoming over 150 UK companies, clinics and national stakeholders.



March saw the latest meeting of **ABHI Scotland**, which also coincided with a tour of the University of Glasgow's fantastic Advanced Research Centre.



Bringing our **Shelford Group partnership** to life, we hosted an [NHS and industry collaboration event](#) with Imperial College Healthcare NHS Trust.

Members of the ABHI team were in Washington D.C. this March for the latest **meeting of the IMDRF**. This provides us with an important platform to advocate for international harmonisation that **benefits both our members and the broader HealthTech community**.



ABHI's cardiovascular group joined forces with **LCP Health Analytics** to host a roundtable discussion, centred on addressing inequalities in cardiovascular health (CVD).



Joining a brilliant cast of speakers, **Andrew Davies** joined the panel sessions at **HETT North** this February, discussing the important topic of how best to utilise partnerships across supplier relationships.

From insights to impact. **Luella Trickett** joined Health Innovation East to deliver a market access masterclass for companies this March.



The **Health Innovation Network** is the innovation arm of the NHS and the collective voice of the 15 health innovation networks across England. For his latest ['in conversation' discussion](#), Richard Phillips spoke to HIN Chair, Richard Stubbs, about his ambitions for the years ahead.



In what it is a significant boost to the support available to UK HealthTech businesses, **ABHI signed an exclusive agreement with Informa Markets** to become their sole UK business partner for their global healthcare portfolio of trade shows.



Working with our partners, **Health Innovation Research Alliance Northern Ireland**, we co-hosted a networking event in Belfast this March, which was a great opportunity to promote the region's life sciences capabilities.

Well-defined research translation pathways can accelerate innovation and make the UK an attractive market in which to invest. **Peter Ellingworth** was therefore pleased to have accepted an invitation to represent our industry as a board member of [OSCHR](#).



In January, ABHI became the newest member of the **UK Health Data Research Alliance**. This independent group of leading healthcare and research organisations works to establish best practice for the ethical use of UK health data for research at scale.

With a busy year ahead of us, our team shared their focus for 2024 with a series of **Look Ahead Blogs**. Check out the teams' forecast for [Diagnostics](#), [Digital Health](#), [Market Access](#), [Regulation](#) and [Sustainability](#).

With the aim of fostering stronger ties between the HealthTech industry and the financial investment community, this February saw a meeting between ABHI and a range of healthcare leads from investment firms. **Stay tuned for further details on this work!**

ABHI'S GROUPS: April – June Meetings 2024

APRIL

- 17th ABHI Orthopaedics
- 18th ABHI Diabetes
- 18th ABHI Sustainability
- 30th Joint ABHI Surgical Instruments and ABHI Decontamination meeting

MAY

- 7th ABHI Digital Health
- 14th ABHI Cardiovascular
- 15th ABHI Spine
- 29th ABHI Legal Issues
- 30th ABHI IVD Regulatory

JUNE

- 4th ABHI MD Regulatory
- 5th ABHI Wound Care
- 6th ABHI Value & Access
- 11th ABHI Public Affairs
- 12th ABHI Diagnostics
- 12th ABHI Patient Safety
- 13th ABHI HR
- 19th ABHI Ophthalmology
- 26th ABHI Robotic Assisted Surgery

To join any of our group meetings, contact enquiries@abhi.org.uk



ABHI'S 2024 Conferences and Events: Dates for Your Diary

2nd May Unlocking HealthTech Innovation in Nottingham
[Register here.](#)

30th September - 1st October The UK HealthTech Conference.
[Register here.](#)

21st May ABHI Women in HealthTech
[Register here.](#)



Join ABHI around the globe

Event	Date	Location	Venue
CMEF	11 - 14 April 2024	Shanghai, China	The National Convention and Exhibition Center
Medic West Africa	17 - 19 April 2024	Lagos, Nigeria	Landmark Centre
HLTH Europe	17 - 20 June 2024	Amsterdam, Netherlands	RAI Convention Centre
FIME	19 - 21 June 2024	Miami, United States	Miami Beach Convention Center
Medlab Asia & Asia Health	10 - 12 July 2024	Bangkok, Thailand	Queen Sirikit National Convention Center
Medic East Africa	4 - 6 September 2024	Nairobi, Kenya	Kenyatta International Convention Centre
Global Health Exhibition	22 - 24 October 2024	Riyadh, Saudi Arabia	Riyadh Convention & Exhibition Centre, Malham
Africa Health	22 - 24 October 2024	Cape Town, South Africa	Cape Town International Convention Centre
MEDICA	11 - 14 November 2024	Düsseldorf, Germany	Messe Dusseldorf
Arab Health	27 - 30 January 2025	Dubai, UAE	Dubai World Trade Centre
Medlab Middle East	3 - 6 February 2025	Dubai, UAE	Dubai World Trade Centre

Contact omar.jowhar@abhi.org.uk or visit www.abhi.org.uk/international

US Accelerator	Year-Round	USA	Nationwide
----------------	------------	-----	------------

Contact lottie.mcmahon@abhi.org.uk or visit www.abhi.org.uk/international

WELCOME TO ABHI

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

Brabners

Brabners LLP



IHSS Ltd



Moor Instruments Ltd



PARI Medical Ltd



Silicon & Software Systems Ltd T/A S3 Connected Health

Cisema

Cisema (Hong Kong) Ltd



Medical Industry Ltd (MIA)



Nye Health Ltd



Platts & Nisbett Ltd



Veeva Systems



Costello Medical



miha bodytec ems UK Ltd



Ortho Solutions UK Ltd



Pulsario UK Ltd



Wrangler Instruments Ltd

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

We recently joined the team at **Highland Marketing** for a webinar that looked at how one HealthTech company gained ICS-wide success. The session focussed on how a technology responded to an urgent unmet need, delivered impact, and gained the attention of decision makers. Also joining the webinar was Mike Kenny from the Health Innovation North West Coast, who detailed the role of the Health Innovation Network in supporting innovators. [You can access the recording of the session here.](#)

The Government's Procurement Act 2023, which received Royal Assent last October, is designed to update the way in which the public sector buys goods and services. The new regime is expected to commence in October 2024, with 6 months' advance notice, though existing rules will continue to apply for contracts that are already in progress. Suppliers engaged with the public sector, including the NHS, will see a centralised digital platform for registration and document storage, with provisions to enhance transparency and simplify bidding processes. In January, ABHI member Burges Salmon provided a useful update to our Value & Access Group on this agenda, and the slides from that session can be [accessed here.](#)

Burges Salmon have also offered a 30 minute, free-of-charge Teams call, for any ABHI members looking to better understand the Procurement Act 2023, the NHS Provider Selection Regime, or public sector contracting more generally. To take up this offer, please write to Patrick.Parkin@burges-salmon.com.

Accurate medical translations can save our lives; inaccuracies can threaten them...

As ABHI member Dialogue Language Services International highlight [in this blog](#), there has been several examples of erroneous machine translation recently. "Once a day" in English was translated as "eleven a day" (because "once" has the meaning of "eleven" in Spanish).

Leveraging AI effectively requires understanding its limitations, choosing the right engine, customising models with specific data, incorporating human review for critical documents, and refining content through feedback. Interested in exploring how to make AI translation work for your company through a Dialogue workshop? Express your interest by emailing Cathy at cbranson@dialogueuk.com.

Paul Benton

Managing Director, International

Michelle Michelucci

Head of International Events

Lottie McMahon

International Manager

Omar Jowhar

International Events Manager

Liz Yearwood

International Events Manager

Supports UK businesses to grow in international markets.

ABHI Groups: [International](#)

Richard Philips

Executive Director, Policy and Partnerships

Eleanor Charsley

Director, Government Affairs

Jonathan Evans

Director of Communications

Judith Mellis

Senior Manager,
UK Market Affairs

Lucy Stevenson

Researcher, Government
Affairs

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

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

Luella Trickett

Executive Director, Medical Devices,
Value and Access

Addie MacGregor

Sustainability Manager

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

Executive Director, Digital Health

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

Angela Jeffery

Senior Manager, Operations

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

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

Jane Lewis

Chief Operating Officer

Responsible for management of ABHI's financial processes and risk management procedures. Jane also leads ABHI's work on health equity, E,D &I.

ABHI Groups: [HR Leaders Network](#) | [Health Equity and Women's Health](#)

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 and Digital Regulation

Leads ABHI's diagnostics regulatory strategy.

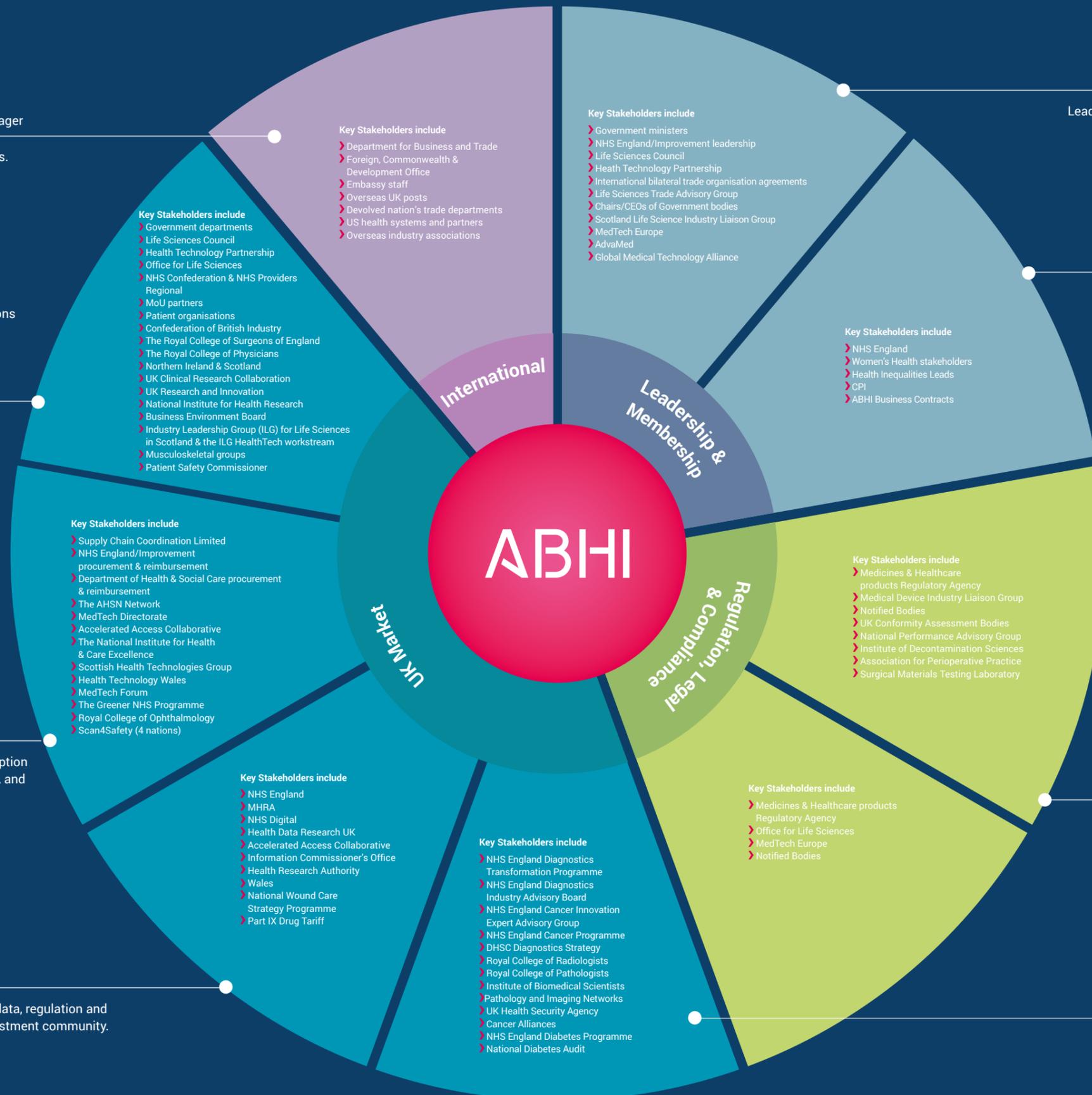
ABHI Groups: [Regulatory](#) | [Diagnostics](#)

Nishan Sunthares

Executive Director, Diagnostics

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

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





Association of British HealthTech Industries
Suite 2, 4th Floor, 1 Duchess Street,
London, W1W 6AN

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

+44 (0)20 7960 4360
enquiries@abhi.org.uk
www.abhi.org.uk
X @UK_ABHI

ABHI