

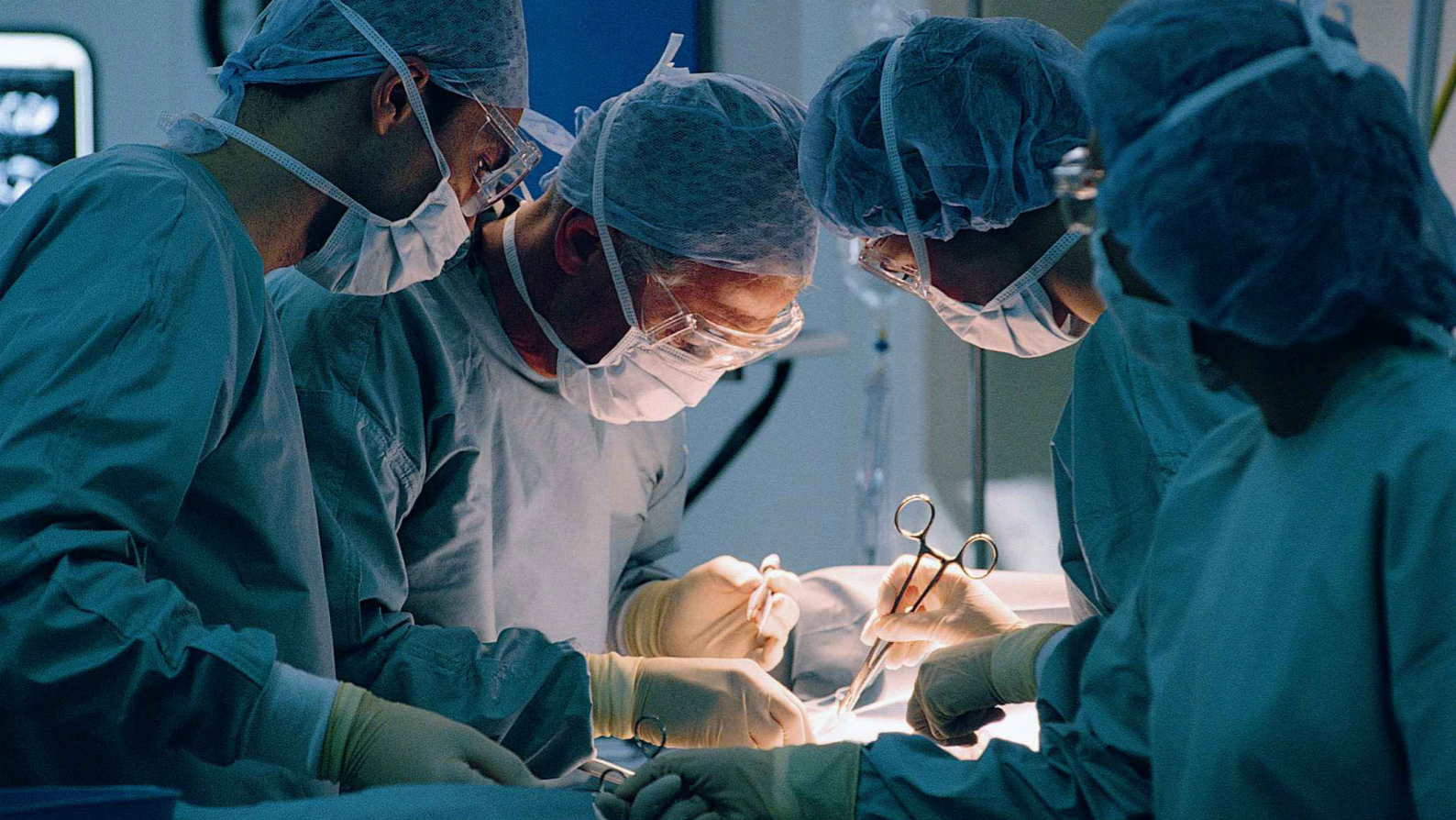
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# HEALTHTECH FOR LIFE

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ABHI

[www.abhi.org.uk](http://www.abhi.org.uk)



# WHAT WE DO



## Building UK Diagnostics

Making high quality diagnostic technologies accessible to all who need them, when they are needed, so that diseases and health conditions can be detected and treated earlier.



## Shaping digital health

Utilising data and technology to transform healthcare and the lives of patients.



## Leading access to HealthTech

Working with all partners to demonstrate how HealthTech advances the efficiency and affordability of healthcare, transforms pathways and improves patient outcomes.

# WHO WE ARE

## ABHI supports the HealthTech community to save and enhance lives

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 sized enterprises (SMEs), supply products from syringes and wound dressings, to diagnostics and implants, 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 the largest employer in the broader Life Sciences sector, employing 138,100 people in 4,140 companies, with a combined turnover of £27.6bn. The industry has enjoyed growth of around 5% in recent years. ABHI's 320 members account for approximately 80% of the sector by value.



## Enabling sustainability

Supporting the HealthTech community, and health systems, in the delivery of more sustainable care.



## Supporting regulation

Engaging with regulators and companies to ensure patients can access HealthTech safely and quickly.



## Encouraging growth

Creating a positive business environment that encourages growth.



## Building trust

Driven by our Code of Business Practice, we insist on the highest standards and ethical behaviour.

**“ABHI are instrumental in aligning the expertise and ambitions of industry to inform and enhance the entire breadth of healthtech policy.”**

Professor the Lord Darzi of Denham,  
Chair, Accelerated Access Collaborative

**“The industry needs a strong, clear and co-ordinated voice. Abhi is this voice and I am hopeful for the UK healthtech industry as a result.”**

Professor Sir John Bell,  
Regius Professor of Medicine, University of Oxford

# REASONS TO JOIN US

As the voice of the HealthTech industry, the benefits to your organisation of becoming an ABHI member are many.

## Engagement and representation



ABHI brings together like-minded groups to address the critical challenges and opportunities impacting HealthTech. This can be issue specific, or at a broader policy level, such as value based procurement, digital health or regulation. Through the collective strength of industry, we are able to maximise our impact with the NHS, government and wider HealthTech ecosystem.

## Expertise in regulation and policy matters



We work with regulatory authorities to define and establish regulatory frameworks that are fit for purpose in the changing HealthTech environment. Our members benefit from bespoke regulatory intelligence, meetings with key stakeholders and tailored events so they can stay up to date with, and anticipate, regulatory changes.

## Global reach



Through dedicated trade missions, presence at the world's largest HealthTech exhibitions and the platform to drive growth in the US via the ABHI US Accelerator programme, we provide members with unique access to new business opportunities globally.

## Networking Opportunities



Members benefit from engagement with a highly developed network of leaders, regulators, policy makers and fellow companies, through a programme of meetings, conferences and seminars. Collectively, we promote the contribution of HealthTech to the health and wealth of our country.

## Insight and Intelligence



We provide bespoke information, created by the industry, for the industry, providing up to date intelligence and market analysis. Together, we guide the sector's principles, through our Code of Business Practice, and our work on ethics, human rights and diversity.

**"ABHI plays a vital role in helping us navigate the complex landscape faced by the HealthTech sector and smaller companies in particular. We would strongly recommend membership to others."**

Simon Talbot,  
Managing Director, P3 Medical Ltd

**"AS THE MANAGING DIRECTOR OF A SMALL UK BUSINESS, I VALUE THE ROLE ABHI PLAYS IN BRINGING TOGETHER THE SECTOR TO COLLABORATE ON KEY ISSUES. THROUGH A COLLECTIVE VOICE, OUR IMPACT IS STRENGTHENED AND ENHANCED."**

Daniel Coole,  
Managing Director, Surgical Holdings

# OUR MEMBERS

Our work is driven by our members and the work they do together as part of ABHI. Groups allow members to engage with each other, share best practice, shape health policy and liaise with government and the NHS. Member groups fall into several categories:



**"An organisation like ABHI offers access to a forum of 30-years expertise, in which challenges and experiences can be worked through collaboratively, in a non-partisan fashion, to ensure better healthcare for patients and professionals alike."**

Neil Mesher,  
CEO, Philips UK and Ireland

# SUPPORTING BUSINESS GROWTH

The HealthTech industry has economic and social impact beyond the revenue it generates. Improving the health and wellbeing of patients, the sector is constantly innovating to help people live healthier lives. Central to this, is a thriving community of small businesses, who we support through a number of programmes:

## Regional Health Systems

ABHI has partnerships in place with Cambridge University Health Partners, the Greater Manchester Health Technologies Group, Leeds City Region and the AHSN Network; partnering designed to create regional sites for the development of treatments that can be scaled-up nationally.

## Access to finance

Through partnering with the British Private Equity & Venture Capital Association, and our established links with government, we are working to connect HealthTech's small business community to a network of UK investors and funding schemes.

## US Activities

Through our dedicated US Accelerator Programme, and our partnership with the Dell Medical School, Austin, Texas, we connect UK HealthTech companies with the infrastructure and network to develop their US business.

## Trade

ABHI supports hundreds of small UK businesses at global exhibitions each year. These platforms enable companies to exhibit their products, meet with new business contacts in dedicated partnering areas and take advantage of networking events organised by ABHI

**"The work that ABHI are doing through their US Accelerator will not just deliver benefits to patients on both sides of the Atlantic, but also generate tax revenues and employment in the UK. I am wholly committed to ensuring that the NHS plays its full part in supporting ABHI and the HealthTech industry."**

Lord Prior of Brampton,  
Chair, NHS England

# EXPERIENCED LEADERSHIP

With direct and relevant experience in the HealthTech sector, ABHI's staff boast a highly developed network, allowing for engagements with key players across healthcare and industry.



**Peter Ellingworth**  
Chief Executive Officer

35 years' experience in sales, marketing and general management in the UK and Europe and as a non-executive director of early stage companies

Peter leads senior cross-government and NHS management engagement.



**Jane Lewis** Chief Operating Officer & Finance Director

22 years' experience in the healthcare industry and is a fellow of the Institute of Management Accountants.

Jane is responsible for management of ABHI's financial processes and risk management procedures.



**Nishan Sunthares**  
Chief Operating Officer

20 years' experience, with roles in finance, market access and sales.

Nishan leads ABHI's diagnostics strategy, to make high quality diagnostic technologies accessible to all who need them.



**Andrew Davies**  
Digital Health Lead

25 years' experience in sales, marketing, market access and business development with household names such as Philips and Bristol-Myers Squibb.

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



**Richard Phillips**  
Director, Healthcare Policy

25 years' experience in sales, government affairs and healthcare policy.

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



**Phil Brown**  
Director, Technical & Regulatory

30 years' experience in regulatory affairs, with an education in chemistry.

Phil is responsible for present and future medical device regulatory policy, legal, compliance, ethics and credentialing.



**Paul Benton**  
Managing Director, International

10 years' experience in a variety of marketing and commercial roles having previously set up, managed and sold on a UK SME.

Paul's work is designed to support UK businesses to grow in international markets.



**Luella Trickett**  
Director, Value & Access

25 years' experience in the pharmaceutical and HealthTech industries.

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



**Steve Lee**  
Director, Diagnostics Regulation

20+ years of government experience from the MHRA.

Steve leads ABHI's engagements on diagnostics and digital health regulatory strategy.

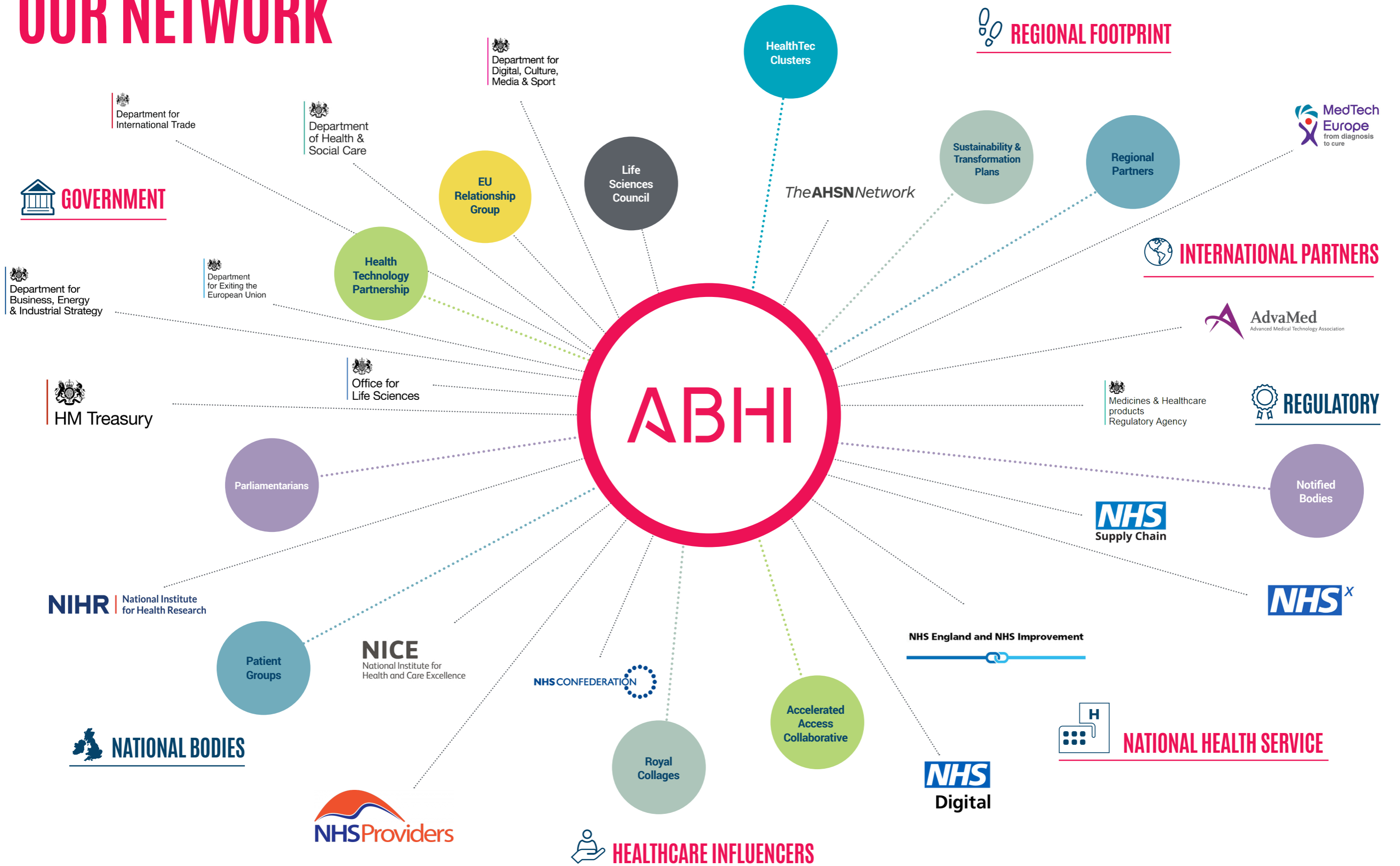


**Eleanor Charsley**  
Director, Government Affairs

8 years' experience working in HealthTech Government Affairs.

Eleanor leads the Association's interactions with parliamentarians and governments across the UK.

# OUR NETWORK





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A company limited by guarantee.  
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**ABHI**