
HEALTHTECH FOR LIFE

ABHI



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 now the largest employer in the broader Life Sciences sector, employing 131,800 people in 4,060 companies, with a combined turnover of £25.6bn. The industry has enjoyed growth of around 5% in recent years. ABHI's 300 members account for approximately 80% of the sector by value.

"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**



WHAT WE DO



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.

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.

“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."

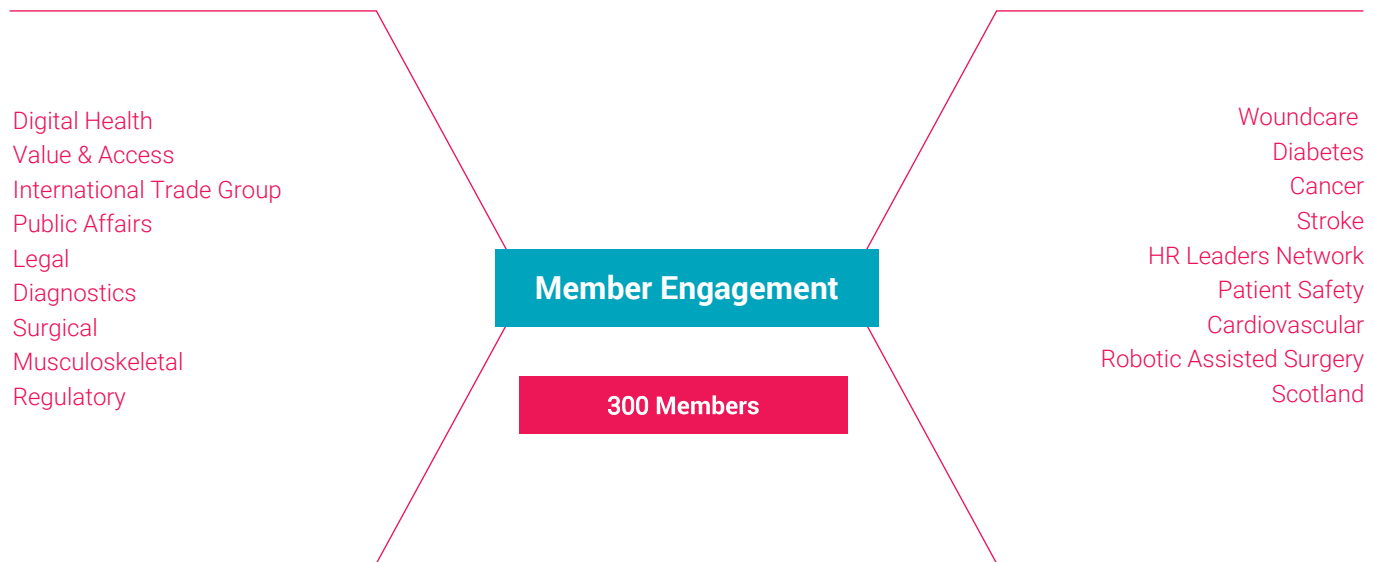
Simon Talbot, Managing Director, P3 Medical Ltd

"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 include:



“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.

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.

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.

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 DEPARTMENT FOR INTERNATIONAL TRADE IS DELIGHTED TO CONTINUE OUR WORK WITH ABHI, THROUGH OUR LIFE SCIENCES TEAM AND HEALTHCARE UK, TO EXPORT OUR SUCCESSES AND HELP THE WORLD ACCESS THE BEST OF BRITISH HEALTHTECH - TO BUILD, EQUIP AND OPERATE THE HOSPITALS AND HEALTH SYSTEMS OF THE FUTURE."

Noel Gordon, Chair, Healthcare UK Advisory Board

"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 TEAM

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



Nishan Sunthares
Chief Operating Officer

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

Nishan is responsible for operational leadership of ABHI. He leads ABHI's work on SME growth, access to funding, diagnostics and links with the research community



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 leading ABHI's digital health agenda, working to ensure health systems can maximise the impact of new technologies



Richard Phillips
Director, Policy & Communications

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

Richard leads ABHI's healthcare policy development, stakeholder engagement and the industry's response to Brexit



Phil Brown
Director, Regulatory & Compliance

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

Phil leads ABHI's engagement with both national and international competent authorities, trade bodies and EU-wide conformity assessment bodies



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 leads ABHI's international work, which focusses on trade policy, trade promotional activity and business intelligence



Luella Trickett
Director, Value & Access

25 years' experience in the pharmaceutical and HealthTech industries

Luella leads on embedding value based practices across patient pathways

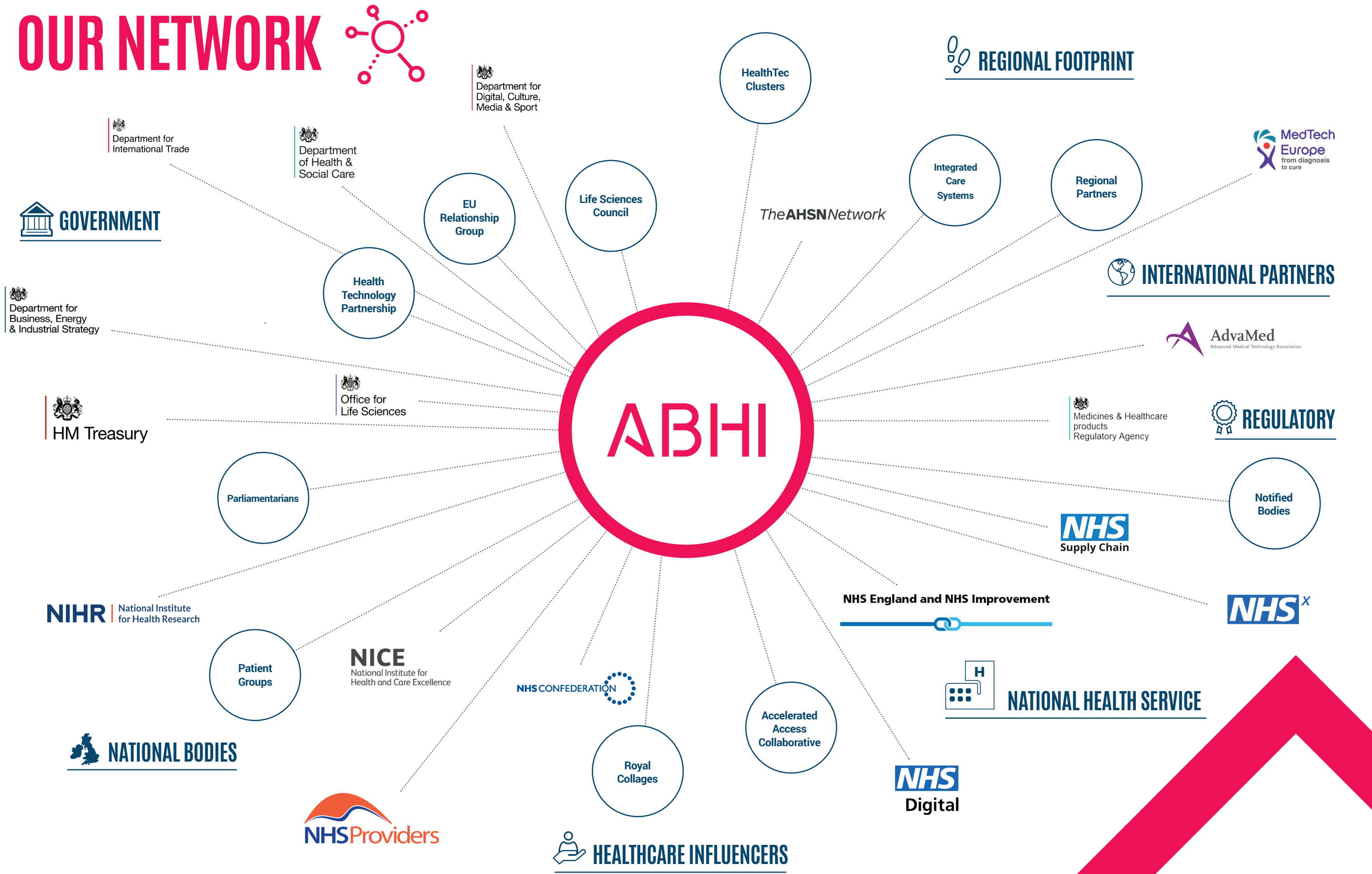


Steve Lee
Director, Diagnostics Regulation

20+ years of government experience from the MHRA

Steve leads ABHI's engagements on diagnostics regulations

OUR NETWORK





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