UK Diagnostics:
Your Partner in Healthcare

“The Magnificent Seven”

Department for International Trade

GREAT
BRITAIN & NORTHERN IRELAND

Contents

Forewords

The UK In Vitro Diagnostic industry has a strong history of developing diagnostic tests since the late 1960s and there are a large number of companies actively making tests designed for use outside the UK, particularly for infectious diseases. UK companies have been doing business around the world and our export market for IVDs is now in excess of £2billion per annum. The British In Vitro Diagnostics Association, or BIVDA, has been representing the IVD sector for 30 years and has 180 companies. New, innovative companies are continually appearing and the Coronavirus pandemic has seen a number of these accelerated by the need for COVID tests. As well as representing manufacturers, BIVDA represents distributors for tests being imported to the UK.

We very much welcome this initiative from the UK Department for International Trade to strengthen our diagnostic exports and help create new partnerships for British companies in markets around the world.

Doris-Ann Williams MBE
Chief Executive
British In Vitro Diagnostics Association

BIVDA
British In Vitro Diagnostics Association

The Association of British HealthTech Industries (ABHI) is the leading health technology (HealthTech) industry association in the UK. We are a community of over 320 members, from small UK businesses to large multi-nationals. We champion the use of safe and effective medical devices, diagnostics and digital health technologies. The work of our members improves the health of the nation and the efficiency of the NHS.

Our vision includes making high quality diagnostic technologies accessible to all who need them when they are needed, allowing disease to be detected and treated earlier. ABHI is working closely with the NHS and UK Government to build a high capacity, resilient and modern diagnosis service for our country. We aim to make rapid access to diagnostic technologies common place and build an ecosystem of innovators, academics, clinicians and investors to develop the next generation of diagnostic technologies.

Nishan Sunthares

Managing Director, Diagnostics

ABHI

www.abhi.org.uk

Why Choose the UK

Why choose the UK for your diagnostic solutions?

The value and importance of diagnostics in healthcare have been brought into sharp focus by the Covid 19 pandemic. In the UK, strong partnerships between industry, NHS and government have enabled us to rapidly expand our diagnostic capacity to respond to this challenge. Building on this capacity will help to provide a path out of the current pandemic and provide resilience against future disease outbreaks.

While Covid 19 has raised the profile of IVDs particularly, the entire spectrum of diagnostic technologies have the potential to improve patient outcomes across a wide range of illnesses. Whether applied in general examination, screening, ruling specific diseases in or out, staging disease progress or monitoring, all diagnostic modalities vital to our future health well-being.

The growth in precision medicine and importance of companion diagnostics, along with both a health system and consumer-led focus on preventative medicine and early detection of disease, has promoted extensive innovation especially relating to the digital enabling of diagnostics and monitoring technologies.

This shows the strength of our industry and we invite you to explore more in our Magnificent Seven Offer.

Let us work with you to support your healthcare needs in diagnostics* !

Dr. Aphrodite Spanou
DIT Director for Healthcare, Lifesciences & Chemicals

** The company profiles and cases showcased in this offer are just a small selection of UK technologies. DIT has a database of suppliers that can fit your specific need, **please get in touch to receive more information.***

The UK MedTech Sector

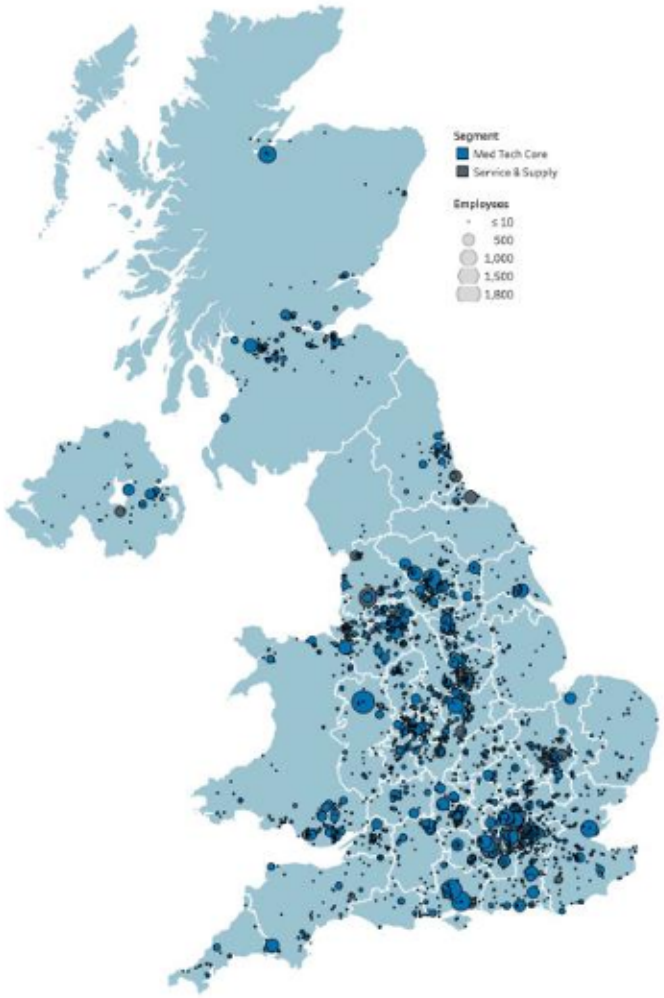
The UK MedTech Sector

The combination of commercial capability, partnership working with government and a highly innovative culture makes the UK an excellent source of diagnostics expertise able to serve a global marketplace and support the development and testing of diagnostics, the products and expertise necessary for the delivery of diagnostic services and programmes, and the standards, guidance, regulatory, educational and training requirements to enable the highest quality provision.

The UK Core MedTech sector contains **2,850 businesses**, **employing 102,800 people** with a **turnover of £20.4bn** in 2019 with the largest segment by turnover being in vitro diagnostics.

£6bn NHS annual spending on MedTech

MedTech is a UK wide endeavour



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Diagnostics Services & In Vitro Diagnostic Tests (IVDs)

Diagnostics Services & In Vitro Diagnostic Tests (IVDs)

This offer is focused on *in vitro* diagnostics (IVDs) which is one of the top three segments of the Healthcare/Life Sciences sector by turnover. The sector has come to the fore with its development capability, equipment and testing services during the Covid-19 pandemic not least in the creation of the Lighthouse Labs, the biggest network of diagnostic labs in UK history

Diagnostics are a large part of the UK healthcare landscape where approximately 70% of clinical decisions are based on IVD tests including the application of genomics where the UK is world-leading. The NHS is the first national healthcare system to offer whole genome sequencing as part of routine care.

Examples of diagnostic services and IVDs include:

- Blood Tests
- Urine Tests
- Antigen and antibody covid tests
- Pregnancy tests
- Cell sample analysis and biopsies

Diagnostics – supplier examples*

QuantuMDx

QuantuMDx Group has developed Q-POC™, a **simple-to-use, portable DNA analyser** capable of providing lab standard molecular diagnostic (**MDx) testing.**
www.quantumdx.com

Yourgene Health

Yourgene Health is an international molecular diagnostics group which develops **integrated genomic technologies and services enabling precision medicine**. The group works in partnership with global leaders in DNA technology to advance diagnostic science.
www.yourgene-health.com/

Randox

A global market leader within the in vitro diagnostics industry, Randox Laboratories develops i**nnovative diagnostic solutions for hospitals, clinical, research and molecular labs**, food testing, forensic toxicology, veterinary labs and life sciences.
www.randox.com

Oncimmune

Oncimmune is a leading immunodiagnostics developer, in the fields of immuno-oncology, autoimmune and infectious diseases. Oncimmune works with life-science organisations to optimise drug development, leading to more effective, targeted as well as safer treatments for patients.
www.oncimmune.com

** Complementary diagnostic, supply and equipment companies are also highlighted in other publications including DIT's Covid 19 and Genomics offers.* ***Please get in touch to receive more information on our UK Offers.***

> *[…] DIT has been very supportive in terms of building the* GeneFirst *brand awareness by introducing the organisation to potential distributors in regions deemed key targets for* GeneFirst *– in particular, Europe and South America. We believe this to have an impact for* GeneFirst *in increasing visibility and market reach for our other portfolios including cervical cancer screening and Next Generation Sequencing for oncology testing.*
>
> **Winnie Wu, Chief Operating Officer, GeneFirst**

Case Study: GeneFirst exporting to Asia and Europe

GeneFirst is a UK molecular diagnostics company focused on infectious diseases, cancer diagnostics and personalised medicine and a proactive developer and supplier of RT-PCR COVID-19 kits, including kits for Variants of Concern.

The company is exporting COVID-19 PCR Detection kits via local distributors to hospitals and laboratories in the EU and Asia with order values ranging from £5,000 to over £100,000. End users include the Ministries of Health in Malaysia, Indonesia and Sri Lanka, as well as local hospitals in France, Poland and Czech Republic.

Local distributors have been key partners in facilitating product registration, submitting tender responses, and training end users in the testing laboratories.

www.genefirst.com

genefirst

The Rapid Testing Consortium

Home testing is a powerful tool in understanding the disease and fighting its spread. So we are thrilled by the RTC product, both for Britain and export markets around the world.

Health Minister Lord Bethell

The UK Rapid Test Consortium (UK-RTC) is a United Kingdom industry consortium created to produce a lateral flow rapid test for COVID-19. Rapid tests are a form of COVID-19 testing technology that was originally developed from significant investment by the United Kingdom government to develop new forms of COVID-19 testing that provided advantages over existing forms such as PCR. Its members include Abingdon Health, BBI Solutions, CIGA Healthcare, Omega Diagnostics and Universities of Oxford and Ulster.

The UK Government has purchased 1 million antibody tests from the UK-RTC and the British-made antibody testing kits will support nationwide surveillance studies to track the spread of COVID-19 in the population.

This initiative demonstrates how, supported by government investment, the UK diagnostics industry is leading on the global stage in our efforts to tackle COVID-19.

UK Industry Consortium

Ulster University

www.ulster.ac.uk

University of Oxford

www.ox.ac.uk

Omega Diagnostics Group PLC

www.omegadiagnostics.com

BBI Solutions

www.bbisolutions.com

CIGA

www.cigahealthcare.com

Abingdon Health

www.abingdonhealth.com

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Digital & Data Solutions

Data & Digital Solutions

This offer provides examples of digital, data driven and AI technology. These solutions can support diagnostic research and improve data quality, analysis and interoperability across pathology, imaging, and genomics health services. The UK Government recognised the potential to enhance diagnostic services and clinical diagnoses with **five AI centres of excellence** in pathology and radiology as well as the AI Lab where the NHS and industry work together.

The digital sector is very fast growing in the UK indicated by the highest employment in the MedTech core sector with data analytics amongst the top three industry capabilities by turnover.

The Core Med Tech sector increased employment by 9,760, (11% increase year on year growth 2010-19).

Examples of Digital & Data Diagnostics applications:

- Diagnostics Research and Development
- Genetic Data Analysis
- Primary Care Pathology Report Messaging
- National Diagnostics Screening Programmes

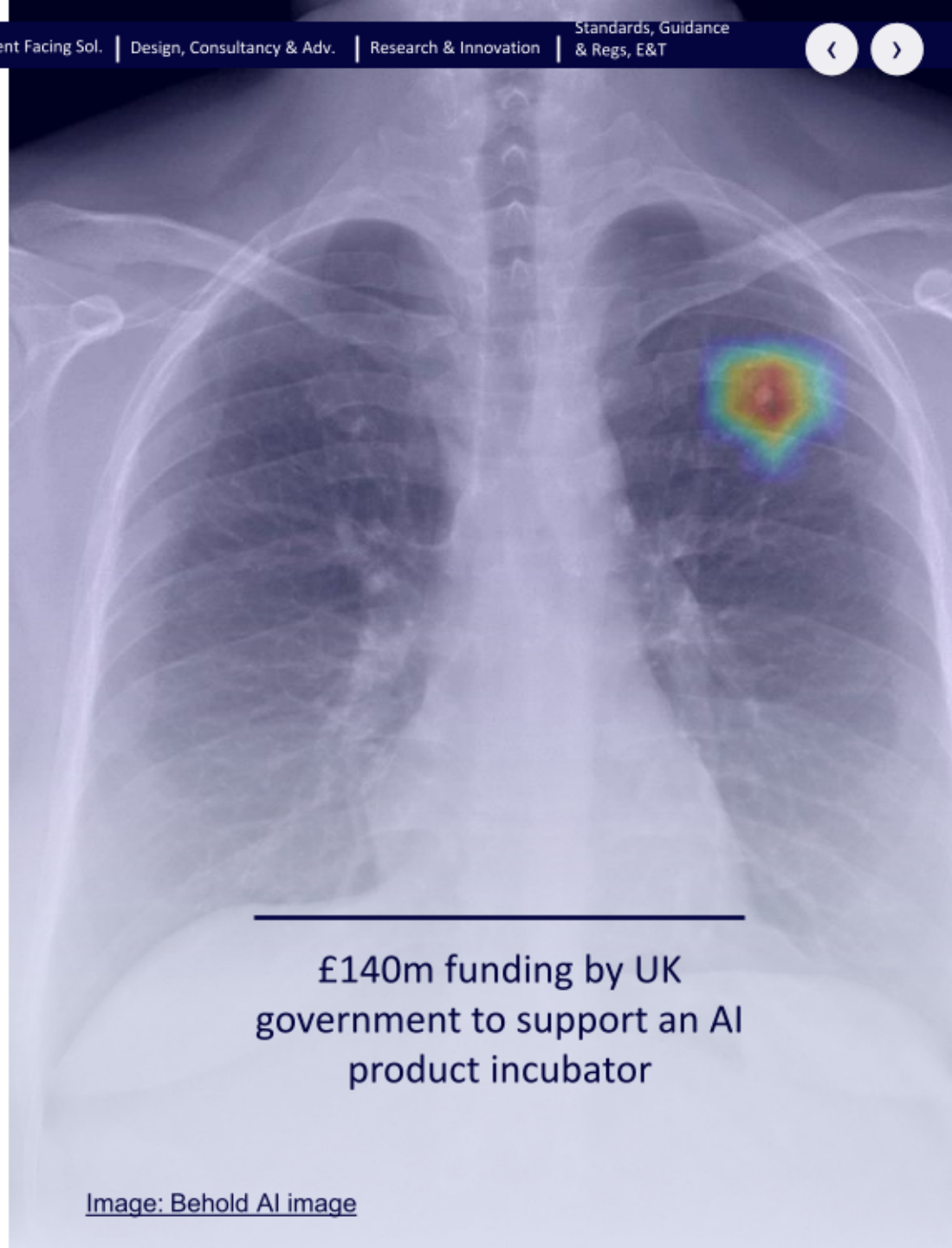
The AI Diagnostics Revolution

The data-heavy nature of Diagnostics makes it an ideal candidate for the application of AI.

The UK's academic networks have been working in collaboration with industry to produce world class AI solutions. The UK Government has committed to making the UK a world leader in this area. Underlining this, £140m has been made available by the UK Government (launched by Secretary of State for Health and Social Care in January 2020) to support an AI product incubator - the Artificial Intelligence (AI) Award is run by the Accelerated Access Collaborative (AAC) in partnership with NHSX and the National Institute for Health Research (NIHR). You can find more about the current 38 winners of the award here.

"The pandemic has had such an enormous impact on the NHS, with waiting lists at an all time high. Through the AI Lab, we are seeing examples of how AI can play its part in helping to alleviate some of the pressures facing the NHS, particularly in light of the COVID-19 pandemic, whether it be through efforts to speed up diagnosis and treatment, or alleviating clinician time and assisting with early detection."

Dr Indra Joshi, director of AI at NHSX



£140m funding by UK government to support an AI product incubator

Image: Behold AI image

Diagnostics Data & Digital – supplier examples*

Perspectum, Ltd.

Perspectum's **expertise in image formation, magnetic resonance (MR) image analysis and AI** delivers software products to support the diagnosis, treatment decision-making and progression monitoring of chronic metabolic diseases, multi-organ pathology and cancer.
www.perspectum.com

Cognetivity

Cognetivity is a fast-growing medical technology company who have developed an **innovative cognitive testing platform, the Integrated Cognitive Assessment (ICA), for use in medical, commercial and consumer environments.** Delivered using iPads and smartphones, Cognetivity's ICA uses Artificial Intelligence and machine learning techniques to help d**etect the earliest signs of impairment** by testing the performance of large areas of the brain, allowing early detection of impairment associated with diseases such as dementia, as well as allowing individuals to measure and take control of their brain health.
www.cognetivity.com

Dem DX

Dem Dx has developed a **multi-award winning AI-powered clinical reasoning platform (CRP) that transforms how frontline healthcare practitioners carry out initial clinical assessments.** CRP is able to enhance and standardise clinical assessment by providing a step by step guide from symptoms through examinations, suggesting appropriate investigations, initial management and referrals according to local guidelines. It is used in both primary and secondary care settings.
www.demdx.com

The UK has an extensive offer of Digital Health solutions that can be found on our Digital Health First 100 Playbook: https://eu.eventscloud.com/ehome/200208923/first-100-digital/

APIS ASAY AI-enabled biomarker-based diagnostics

APIS Assay Technologies Ltd, founded November 2018, combines outstanding In Vitro Diagnostics (IVD) experience with integrated AI to develop biomarker-based diagnostic assays. Using AI-enabled data mining, the company mission is to address directly the failures in biomarker translation and industrialisation and identify novel biomarkers, targeting oncology, inflammatory, autoimmune, infectious disease, and inherited disease areas.

The programme, adopts a 'portfolio model' towards biomarker characterisation, linking the genomic biomarker and clinical histories data which its research produces, to data in relevant external datasets, thus building a novel and comprehensive clinical and genomics knowledge base. The programme will then, through Artificial Intelligence enabled data mining, identify novel biomarkers with industrial potential.

The current COVID-19 pandemic demonstrate the importance of effective diagnostics & therapies. Rising to these challenges, APIS are developing a highly specific and sensitive array of COVID-19 immunodiagnostic assays.

In addition to strengthening our in-silico Biomarker R&D and contract development activities, our bioinformatics team operates as an independent externally facing entity, at your service.

www.apisassay.com

APIS
Assay Technologies Ltd.

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Diagnostic Equipment

Diagnostic Equipment

This offer highlights diagnostic equipment covering the spectrum of devices, consumables and machines required to support patient diagnosis, for example, using imaging technology. The NHS has announced 150 new NHS Community Diagnostics Hubs providing imaging, cardiorespiratory, pathology, endoscopy, and other services in recognition of the importance of the delivery of diagnostic modalities as close to the patient as possible.

MedTech is the largest of the UK Life Sciences and Healthcare sector's core segments employing 40% of the total with the UK's diagnostic imaging equipment market is expected to grow by 5.5% by 2025.

Examples of diagnostic equipment include:

- Ultrasound and MRI Machines
- PET and CT scanners
- X-ray Machines
- Medical Laboratory Equipment & Consumables
- Handheld / Portable MedTech Devices

Diagnostics Equipment – supplier examples

Olympus KeyMed

Olympus provides a comprehensive line-up of solutions for **early diagnosis and minimally invasive therapy**, suitable for a range of diseases. Keymed have significant interaction with DIT and are based in the East of England region.
www.olympus.co.uk

Vatech Dental

Vatech is the world leading manufacturer of dental technology and is the innovation leader in digital dentistry.
Specialises in CT, OPG and intraoral x-ray for dental imaging. DIT has marked Vatech as having high potential for export.
www.vatech.uk.com

Blue Earth Diagnostics

Blue Earth Diagnostics is a molecular imaging diagnostics company focused on the development and commercialization of **novel PET imaging agents** to inform clinical management and guide care for cancer patients.
www.blueearthdiagnostics.com

Case Study: Zilico's ZedScan

This disruptive technology is the first innovation within colposcopy in 90 years, conferring significant benefits in patient management and positive health economics globally.

Zilico specialises in real time medical diagnostics and developing devices which remove subjectivity, increase accuracy and deliver immediate results for clinicians. Their lead product, ZedScan, uses Electrical Impedance Spectroscopy (EIS) technology to differentiate between normal, pre-cancerous and cancerous changes in cervical cells in real time, minimising subjectivity and improving diagnostic accuracy.

Many UK NHS Trusts and University hospitals across Europe with ZedScan in routine use are benefiting from increased disease detection, particularly in a high-risk HPV positive patient population where visual indicators are less apparent or absent.

www.zilico.co.uk

zilico™
real-time medical diagnostics

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Patient Facing Solutions

Patient Facing Solutions

This offer focuses on new technologies that allowing patients to better manage their own health and care alongside clinical support. A variety of solutions, for example, a continuous glucose monitor, enable individuals to recognise their individual health status, risks or symptoms as early as possible, and manage their response. The NHS Long Term Plan states that people will be helped to stay well, to recognise important symptoms early, and to manage their own health, guided by digital tools.

UK mHealth market was valued at **around USD 2.2 billion in 2019** and there are various initiatives by government associations for the implementation of mobile focused health apps. This leads to a wide range of suppliers that can fit your need. The NHS **apps library** has more than 50 apps selected by NHSx.

Some examples of patient facing solutions include:

- Wearable Technology
- Remote Monitoring
- Patient Self Monitoring
- Online Diagnosis

Patient Facing Solutions – supplier examples*

Aparito

Aparito provide **wearable disease-specific mobile apps** to provide remote patient monitoring outside of the hospital environment, with the incorporation of video based assessments and wearable devices.
www.aparito.com

Equivital

Equivital develops **professional wearable tech products** which contribute to achieving the vision of providing accurate and precise, real-time mobile human data to keep healthy people healthy.
www.equivital.co.uk

Sensium

Sensium® is a discreet, wearable, wireless system for **monitoring vital signs of patients outside of high acuity areas**. By notifying clinicians of changes in patients' vital signs, Sensium® brings the nurse to the deteriorating patient.
www.sensium.co.uk

The UK has an extensive offer of Digital Health solutions that can be found on our Digital Health First 100 Playbook: https://eu.eventscloud.com/ehome/200208923/first-100-digital/

The ability to participate in the recent China VVIP visit was instrumental in pushing forward a large number of conversations with potential parties and securing export wins. Seif and the DIT team were incredibly supportive and we are very grateful."

Karen Oregon, Chief of Staff

Case Study: HUMA

Huma is the company that bridges care and research. As a world leader in Remote Patient Monitoring (RPM) they enable clinicians, patients and researchers to connect with real-time, real-world data through people's smartphones.

Winners of the Prix Galien USA 2021 'Best Digital Health Product' their platform was used to care for COVID-19 patients across the UK and Germany, with an independent report showing it can double clinical capacity and reduce readmissions.

Their digital 'hospital at home' and decentralized clinical trial platform is being used across diseases and studies by leading life science companies, universities and healthcare systems.

https://huma.com/

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Design, Conceptual & Advisory

Design, Conceptual & Advisory

This offer illustrates the consultancy and advisory services that are an integral element of the development, production and marketing process for high quality diagnostics. A number of companies work hand in hand with our national network for NHS healthcare innovation supporting product design and development from NHS as well as independent innovators.

The UK boasts a wide variety of advisors in the diagnostics supply chain ranging from large multinationals to highly focused MedTech design houses. Specialist consultants are the third largest group by turnover in the UK's core MedTech service and supply sector.

Some examples of areas supported that consultancy and advisory services:

- Product Design, Research & Development
- International Consultancy
- Licensing Consultancy
- Business Development & Marketing

Consultancy & Advisory – supplier examples*

TPP

TTP brings together **world-leading scientists and engineers to enable new diagnostic products and platforms from the consumer to the PoC to the central lab.** Our teams rapidly invent, design, research and develop new approaches. Our speed, regulatory and early-stage manufacturing expertise help ensure our clients' success.

www.ttp.com/diagnostics

Renfrew

30 years experience of **novel design and development in medical equipment, drug delivery devices, fluid delivery systems, and diagnostic devices.** Renfrew have previously won the Medilink 'Excellence in Design' Award and have been working with DIT to develop links to the Middle East, USA and Asia.
www.renfrewgroup.com

Cambridge Consultants

Cambridge Consultants **develops breakthrough products, creates and licenses intellectual property, and provides business consultancy in technology critical issues** for clients worldwide. Learn more about their wide range of experience in diagnostics from individualised treatments to complex sample preparation and liquid biopsies for cancer at the webpage below:
https://www.cambridgeconsultants.com/markets/life-sciences

Haughton Design

HD helps medical device and pharmaceutical companies to **develop medical devices and products faster, including, but not limited to combination devices, trainer devices, auto-injectors, respiratory devices, and healthcare technology.** We design, develop & engineer medical devices for clients in the UK, Europe, and the US. Recently HD has secured contracts with top pharmaceutical companies in the US, and leading healthcare device suppliers in Europe.
www.haughtondesign.co.uk

DEVELOPING A HAND-HELD TELEDERMATOLOGY DEVICE

Case Study: EG Technology

eg technology is a product engineering design & development specialist, with extensive experience within the MedTech sector; from microfluidics & diagnostics to surgical instruments & lateral flow. Specialising in electronics, software & mechanical engineering, industrial design, human factors & project management, eg technology is ISO 13485 accredited. Their engineers are highly skilled in taking devices from concept to transfer to manufacture & provide clients with the compliance to standards for safety, quality, risk management & traceability. With the understanding of exactly how to get your medical device idea ready for market & a clear & proven product development process, eg understands the complex requirements of device design & the processes & procedures that must be considered to get the CE mark/FDA approval.

Case Studies

- ScreenCancer UK – eg worked with ScreenCancer to develop a fully integrated, handheld teledermatology device by optimising the mechanical design & imaging system, providing a scalable route to market
- Jupiter Diagnostics - eg worked with Jupiter to develop a point-of-care IVD to give out-of-hospital clinicians access to reliable, timely blood tests, allowing them to diagnose & treat patients faster
- Anonymised Usability Case Study - eg worked to provide regulatory compliance & demonstrate safe & effective use for an at-home, non-invasive diagnostic device to be used by the public

www.egtechnology.co.uk

eg technology

6

Research & Innovation

Research & Innovation

Extensive Government R&D funding and an integrated, supportive clinical environment with unparalleled patient data sources from the NHS ensure that the UK is at the forefront of clinical diagnostic research and innovation services highlighted in this offer. The UK is also the first nation in the world to apply whole genome sequencing at scale at the interface between cutting-edge research and clinical care, building on successful delivery of the 100,000 Genomes Project.

The UK ranks first in Europe for the number early clinical trials and the UK system wide, multi- agency approach is exemplified by the RECOVERY Trial, the world's largest clinical trial into treatments for COVID-19. It found one of the world's first COVID-19 treatments, dexamethasone, a cheap, readily available steroid that is estimated to have saved the lives of around 22,000 COVID-19 patients in the UK and one million lives globally (March 2021).

One of our latest trials in the NHS is a new blood test to detect cancer, often before symptoms appear. The NHS-Galleri trial will be run by the Cancer Research UK & King's College London Cancer Prevention Trials Unit. Examples of research and innovation services include:

- World Class Academic Institutions
- NHS (Clinical Data and Bio Samples)
- NIHR MedTech and In Vitro Diagnostics Co-operatives (MICs)
- The Academic Health Science Networks (AHSNs)

Research & Innovation – supplier examples*

Cancer Research Technology

Part of Cancer Research UK, CRT develops promising ideas into successful cancer therapeutics, vaccines, **diagnostics and enabling technologies**. Our portfolio contains over **200** projects available for licensing and co-development. CRT has been involved in the formation of **more than 30 spin-outs** – some of which have achieved significant exits.
www.cancertechnology.co.uk

MedTech and In Vitro Diagnostics Co-operatives

Through our NIHR Medtech and In vitro diagnostics Co-operatives (MICs), we can help you to **develop new medical technologies and provide evidence on commercially-supplied in vitro diagnostic (IVD)** tests.
https://www.nihr.ac.uk/partners-and-industry/industry/access-to-expertise/medtech.htm

Manchester University NHS

The Manchester University NHS Foundation Trust (MFT) Diagnostics and Technology Accelerator (DiTA) has been created to **catalyse evidence generation for commercial IVDs and MedTech.** Partnered with NIHR Oxford MIC on the Covid-19 National Diagnostic Research and Evaluation Platform (CONDOR)
www.research.cmft.nhs.uk/partnering/dita

NHS Biosamples & Data

The NHS with its academic and charity partners can connect and access a wealth of data including health records, pathology, radiology and molecular studies, plus, potentially, linked bio samples. The UK is home to some of the richest biomedical data in the world. You can find an example on **how a participants in the 100,000 Genomes was finally able to get her diagnosis after decades** at:
www.genomicsengland.co.uk/understanding-genomics/ending-the-diagnostic-odyssey-dianne-and-jean
www.ukbiobank.ac.uk https://bioresource.nihr.ac.uk/ https://www.cprd.com/services

Research & Innovation – supplier examples

The AHSN Network

The AHSNs are incredibly positioned to identify and support innovative, British healthtech companies to **engage with the NHS and guide their route to procurement.** Recognising the NHS can be a challenging market, we also want to ensure UK companies have access to opportunities overseas which may enable them to generate revenue more quickly and grow.
www.ahsnnetwork.com

PHG Foundation

Linked to the University of Cambridge, the PHG foundation looks at how new science and technology can transform healthcare with better and more personalised prediction, prevention and treatment of disease. The PHG Foundation's **new report:** *Citizen generated data and health: predictive prevention of disease* and other reports and consultations can be downloaded at the website.
https://www.phgfoundation.org/

7

Standards, Guidance & Regulations, and Education & Training

Standards, Guidance & Regulations, and Education & Training

In a post-Brexit environment, the UK's standards, guidance and regulations governing diagnostic services and equipment have been highlighted as best practice benchmarks for many global economies.

The UK also enjoys a world class academic sector with premier class providers of Education & Training providing services within the diagnostics field throughout the world alongside its medical schools and Royal Colleges in clinal training in the field. The UK is home to 2 of the Top 3 universities in the world for life sciences and to 3 of the Top 5 universities in the world for clinical and health sciences

UK Trade Associations also provide multiple services to their members, engage extensively across the UK health and care system, and work with DIT international, including providing input on regulations, guidance and standards as they relate to trade.

Examples of UK expertise:

- Product Standards
- Product Guidance and Evaluation
- Product Regulator
- Universities
- Royal Colleges (Professional Bodies)
- Trade Associations (Industry Bodies)

Standards, Guidance & Regulations

BSI

The British Standards Institution is the **national standards body of the United Kingdom**. BSI's International Projects (IP) team has worked in over 50 developing countries and transition economies over the last 20 years. **The expertise of our IVD team means we are able to review devices covering over 80 NBOG codes**. Our IVD specialists are product experts in their respective fields and have undergone rigorous regulatory training.
www.bsigroup.com

NICE International

NICE's role is to improve outcomes for people using the NHS and other public health and social care services. NICE offers a fee-based consultancy **service to developers of MedTech, working with innovators during the early stages of product development to encourage consideration of relative clinical and cost effectiveness of products**. NICE appointed experts support the development of evidence that demonstrates product value and
provide detailed feedback on clinical, economic development and evidence generation plans.
www.nice.org.uk

MHRA

Recognised globally as an authority in its field, the agency plays a leading role in protecting and improving public health and supports innovation through scientific research and development. MHRA is the **UK's regulator of medicines, medical devices and blood components for transfusion, responsible for ensuring their safety, quality and effectiveness**. Every year MHRA staff are invited to speak at conferences and deliver trainings around the world.
www.gov.uk/government/organisations/medicines-and-healthcare-products-regulatory-agency/about

Training & Education

iSurgical

A UK based company with high export potential.
The company provides a one-stop service to develop a laparoscopic skills lab.
They supply simulators, instruments and training models to train diagnostic professionals.
www.isurgicals.com/

UK Universities

Medical Technology & Bioengineering looks at ways to improve the quality of healthcare for patients. UK university rankings for UG courses in this **discipline include Diagnostic Imaging, Therapeutic Imaging and Prosthetics & Orthotics.** Leading Universities in this area include:

- Imperial College, London
- University of Strathclyde
- Kings College, London
- Loughborough University
- University of Leeds

Royal College of Pathologists

The College works with partners in the UK and overseas to raise awareness about the vital role played by **pathology and laboratory medicine services** in addressing global health issues and improving the health outcomes of people and communities around the world. Their work includes global health capacity building projects and supporting the training of overseas doctors and scientists
https://www.rcpath.org/international.html

NIHR

NIHR supports the research delivery workforce to transform the treatment and care that patients and the public receive. NIHR provides **opportunities and funding to develop and advance global health research careers,** both in low and middle income countries (LMICs) and in the UK.
https://www.nihr.ac.uk/explore-nihr/funding-programmes/global-health-research-career-development.htm

UK Trade Associations

ABHI

ABHI is the UK's **leading industry association for health technology**. We represent the industry to stakeholders, such as the government, NHS and regulators. ABHI's 300 members account for approximately 80% of the sector by value.

www.abhi.org.uk

BIVDA

BIVDA is the **national industry association for the manufacturers and distributors of IVD products** in the UK and has 180 members representing IVD companies active in the UK ranging from the UK subsidiaries of multinationals through UK manufacturers and distributors and start-up companies such as spinouts from academia. BIVDA members currently employ over 8,500 people in the UK, with a total industry turnover of £1.1 billion in 2020

www.bivda.org.uk

GAMBICA

GAMBICA is the Trade Association for **Instrumentation, Control, Automation and Laboratory Technology** in the UK. Gambica forms a community that shares knowledge and best practice, influence policy, standards and regulation for the benefit of the industry, publish unique market forecasts and help members develop business through exhibitions and events.

www.gambica.org.uk

BIA

The BioIndustry Association (BIA) is the **trade association for innovative life sciences in the UK.** We promote an ecosystem that enables innovative life science companies to start and grow successfully and sustainably, and we do this through *Influence, Connect, Save.* The BIA Business Solutions Scheme provides significant savings that are helping members to grow more cost-effectively.

www.bioindustry.org

AXREM

AXREM is the trade association representing the suppliers of **diagnostic medical imaging, radiotherapy, healthcare IT and care equipment** in the UK.

www.axrem.org.uk

Regional Support

MediWales

MediWales is the life science network for Wales. With **180 members**, our network is largely made up of life science organisations, pharmaceutical services and medical technology companies. We hold member events throughout the year and host **conferences including MediWales Connects, the NHS collaboration conference, UK HealthTech and the MediWales Innovation Awards.**
www.mediwales.com

The Life Sciences Scotland Industry Leadership Group

The Life Sciences Scotland Industry Leadership Group (LSS ILG), is a **joint industry, enterprise of agencies and government strategy teams.** The Life Sciences Industry Leadership Group works in partnership with Scottish Government, academia and health professionals to create an ecosystem where scientific endeavour leads to economic growth across the Life Sciences spectrum, **producing more companies of scale with international growth potential.**
www.lifesciencesscotland.com

Health Innovation Research Alliance Northern Ireland

The Health Innovation Research Alliance Northern Ireland (HIRANI) is an alliance of **universities, health organisations and other industry bodies,** established to drive and support ambitious growth in Northern Ireland's Life & Health Sciences sector. It aims to provide a **front door** to Northern Ireland's life and health sciences sector and **offers simple access to the resources and expertise of the region**
https://www.hira-ni.com

Medilink

Medilink UK network brings together the NHS, industry and academia to **increase innovation and improve patient care.** Its primary focus is on **fast tracking the development of Life Science companies** through enhancing their connectivity and through the provision of **paid-for consultancy services, covering Innovation and Commercialisation and International Trade.** It has 6 offices across UK regions and 1 office in Wales.
www.medilinkuk.com/about-us/

You can find more UK life sciences trade and member organisations at:
https://www.gov.uk/government/publications/uk-life-sciences-support/uk-life-sciences-membership-associations

How DIT can help you?

The Department for International Trade (DIT) helps businesses export and grow into global markets. We provide practical support to UK businesses at home and to buyers overseas.

Support for UK exporters

We can provide support on:

- Export strategy and planning
- Identifying new market opportunities
- Introductions to new supply chains, sales and marketing, including market knowledge and identifying possible business partners
- Access to trade events, missions and webinars
- Product and service development, including innovation, IP (intellectual property) and standards
- Export operations, including legal and regulatory issues, export controls, documentation, logistics and distribution
- Getting paid and export finance

Support for international buyers

We can provide support on:

- Our find a supplier service allows international buyers to connect with UK businesses.
- We link international businesses with the right UK partners and suppliers through meet-the-buyer events, networking receptions, and product launches.
- Through UK Export Finance, we can provide loans to overseas buyers of goods and services from the UK. UKEF also can offer financial guarantees to banks, giving real reassurance to all sides of international trade deals, and allowing overseas buyers to benefit from the UK's credit rating.

Contact us today:
Lifescience@trade.gov.uk

Department for International Trade

great.gov.uk

Department for International Trade

The UK's Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy.

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