



Association of British Healthcare Industries

Landscape of NHS/industry relations

Andy Taylor
Executive Director, Healthcare Policy



ABHI

STRATEGY

Advocating policies that allow members to operate in a favorable business environment

UK MARKET

Policies that support the rapid evaluation, reimbursement and adoption of medical technologies by UK healthcare systems

INTERNATIONAL MARKETS

Policies to provide an effective gateway to foreign markets

REGULATION & STANDARDS

Policies for simple and smart regulation, providing patients with safe, effective, high quality and innovative medical technologies

ETHICS & PRINCIPLES

Policies to ensure business is conducted in the right manner



The NHS ... One? Four?

A paradox

- European regulation – a single market
- The UK
 - Devolution
 - A single market - ?
- NHS England – scale and system questions
- Wales, Scotland and N.Ireland – getting on with it



Some key issues in the landscape of NHS relations -

- For all companies – commercial relations with the NHS
- For many companies – UK as base for manufacturing, export and company growth
- For some companies – clarity of the ‘pathway’ for new products:
 - Assessment and evaluation
 - Reimbursement
 - adoption



What do we have to build on?

- Diverse supply chains
- Relatively large number of UK-based SMEs
- Strong multinational presence
- Mix – differentiated and more commoditised
- Government wants to promote wealth creation through public expenditure – technology recognised as a contributor to efficient and effective healthcare



What issues for companies?

1. *Company formation and growth, including -*
 - Workforce and skills
 - Finance
 - Short term, longer term
 - Product development initiatives
 - Regulation



What issues for companies?

2. *A sophisticated and collaborative market place that encourages wealth creation*

- Fair and efficient dealings with the public sector
- Fertile and providing a 'pull' – a demand for innovation enabling new and improved clinical procedures – etc.
- Especially for sectors with strong UK roots....



A sophisticated market place?

Terms and prompt payment

- some explicit improvement for SMEs?

Longer term changes?

- Spending Review announcements
- Data, information and transparency
 - Links to UDI and wider regulatory changes
- Leadership and development
- Clinical engagement
 - ?outcomes
 - Intermediaries?



What needs to change....?

NHS -

Evidence-based service development

- origin of many new treatments is... med tech

Financial incentives/investment –

Procurement to add value – support outcomes

Wealth creation – what's the killer argument?

- Need some new behaviours and different kinds of relationships (and metrics)



What needs to change....?

Government business, industry policy

- Whether devolved or not!

Representation of industry to Government

- Whether devolved or not!
- What ABHI will aim to do through working with MedilinkUK