Perspective of industry – is the NHS is an important partner?

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The UK Government has identified Life Sciences and Healthcare as important sectors to generate new economic growth as well as increasing the quality of care for patients. 

NHS England website (accessed Jan 2014)

We need to create a system for innovation that continually scans for new ideas, and takes them through to widespread use. In order to do this we must work with industry, academia, staff and patients, to set an agenda for change and delivery.

Innovation Health and Wealth, December 2011
Medtech strong employer with large SME community

**Employment**
- Ind Bio, 1787
- BioMed, 26941
- Pharma, 70310
- MedTech, 76723

**Number of Companies**
- Ind Bio, 121
- BioMed, 1073
- Pharma, 477
- MedTech, 3309

**Turnover**
- Ind Bio, £0.6bn
- BioMed, £4.20bn
- MedTech, £17.6bn
- Pharma, £29.3bn

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• Contact between the industry and NHS organisations, in particular NHS management ... has, in the main, been limited and is yet to reach maturity. ....there is a growing recognition that the relationship needs to become more explicitly two way. The industry has needed to reach new customers .... It has been these customers who the industry has needed to convince and they have different needs than simply seeking sponsorship.

Office of Life Sciences 2011
Venture capital flight from the medical device space is forcing companies to look for new funding sources.

A number of factors explain the pullback, including the longer time it takes medical device makers to get their products to market because of regulatory delays, the flat-and-declining market in the United States, and a rapidly changing healthcare ecosystem, all of which translate to more risk for venture capitalists...

*Medical Device and Diagnostics Industry Dec 2013*
Funding Sources

- Small Business Research Initiative (SBRI)
- Technology Strategy Board (TSB)
- National Institute for Health Research (NIHR) Invention for Innovation (i4i) Funding Programme
- Local Enterprise Partnerships
- Innovation Networks
- R&D Tax Credits
- ...Banks??
- ...Venture Capital??
AHSNs

• The AHSNs provide an important mechanism for achieving a step-change in the way the NHS translates research, innovation and best practice into effective and cost-effective treatments and services for patients.”

• Each AHSN also has the remit to bring together the resources and assets in their geography to create a synergy between researchers in universities, industry and entrepreneurs, and the local NHS to identify, exploit and commercialise innovations that will have national and international significance.
What does Joint Working mean

Situations where … organisations pool skills, experience and/or resources for the joint development and implementation of patient centred projects and share a commitment to successful delivery. Joint working agreements and management arrangements are conducted in an open and transparent manner.

Best Practice Guidance on Joint Working; DH website (accessed Jan 2014)
Why Partner

• Multidisciplinary Consortium
• SMEs
• Leveraging of infrastructure
  • NHS: clinical skills, implementation and patient access
  • Industry: commercialisation; specialist skills
  • Academia: the science!
Thank You
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