



Department for International Trade



Department for
International Trade

Unlock your potential; Choose the UK

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Life Sciences Organisation
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It's easy to do business in the UK

- **5th largest world economy**
- 85 Nobel Prize winners
- Over **220,000 professionals** working in Life Sciences
- Fast and **easy business setup**
- Sensible regulation and labour law
- **Highly competitive tax regime**
- **1st in Europe for life sciences financing** – Horizon 2020/ VCs
- English language, convenient time zone



- Largest Public Health Care Supplier 65 Million patients - treating 1 million patients every 36 hours
- The NHS delivers approx. 85% of the UK's entire UK healthcare provision
Private healthcare: 15% of market
- Founded in 1948 –‘Good healthcare should be available to all with access based on clinical need, not the ability to pay’
- The NHS is an **integrated system of organisations and services** bound together by the principles and values reflected in the Constitution
- Fifth largest employer in the world with 1.3 million employees in 2014



National Health Service

NHS Scotland

5.3 m people
161,415
employees
14 NHS Boards

NHS Northern Ireland

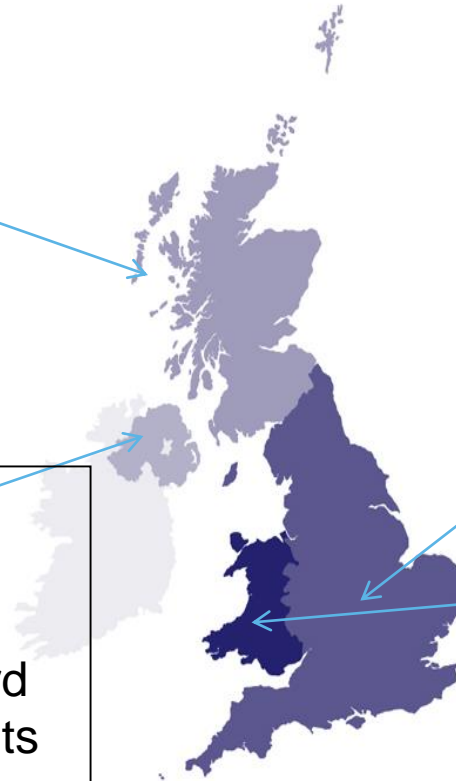
1.85 m people
60,000 employees
Health and Social Care Board
5 Health and social care trusts
5 local commissioning groups

NHS England

53 million people
1.2 million emps

NHS Wales

3.5 m people
7 Local health
boards
84,000 employees





The NHS breakdown



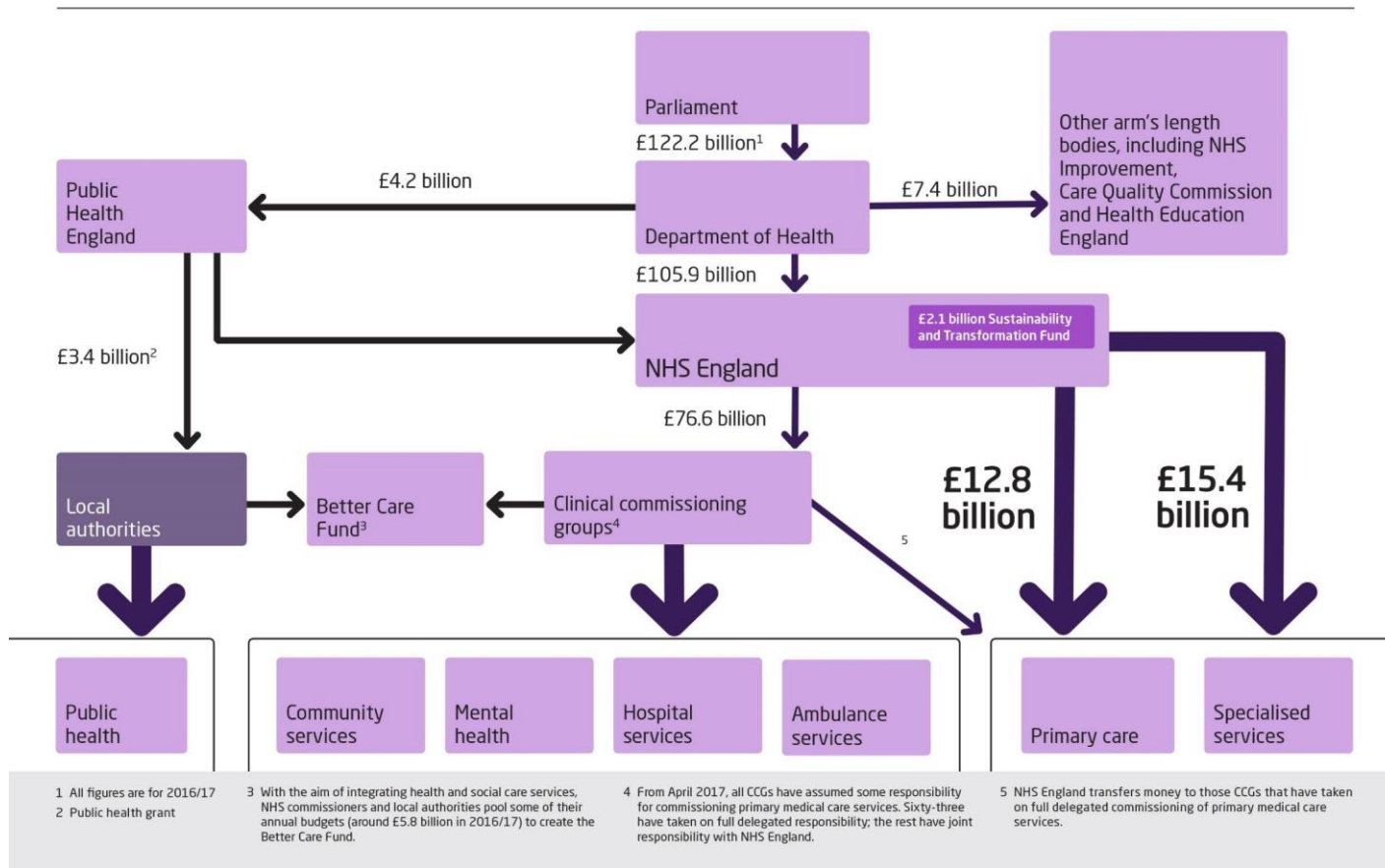


Following the money in the NHS

TheKingsFund

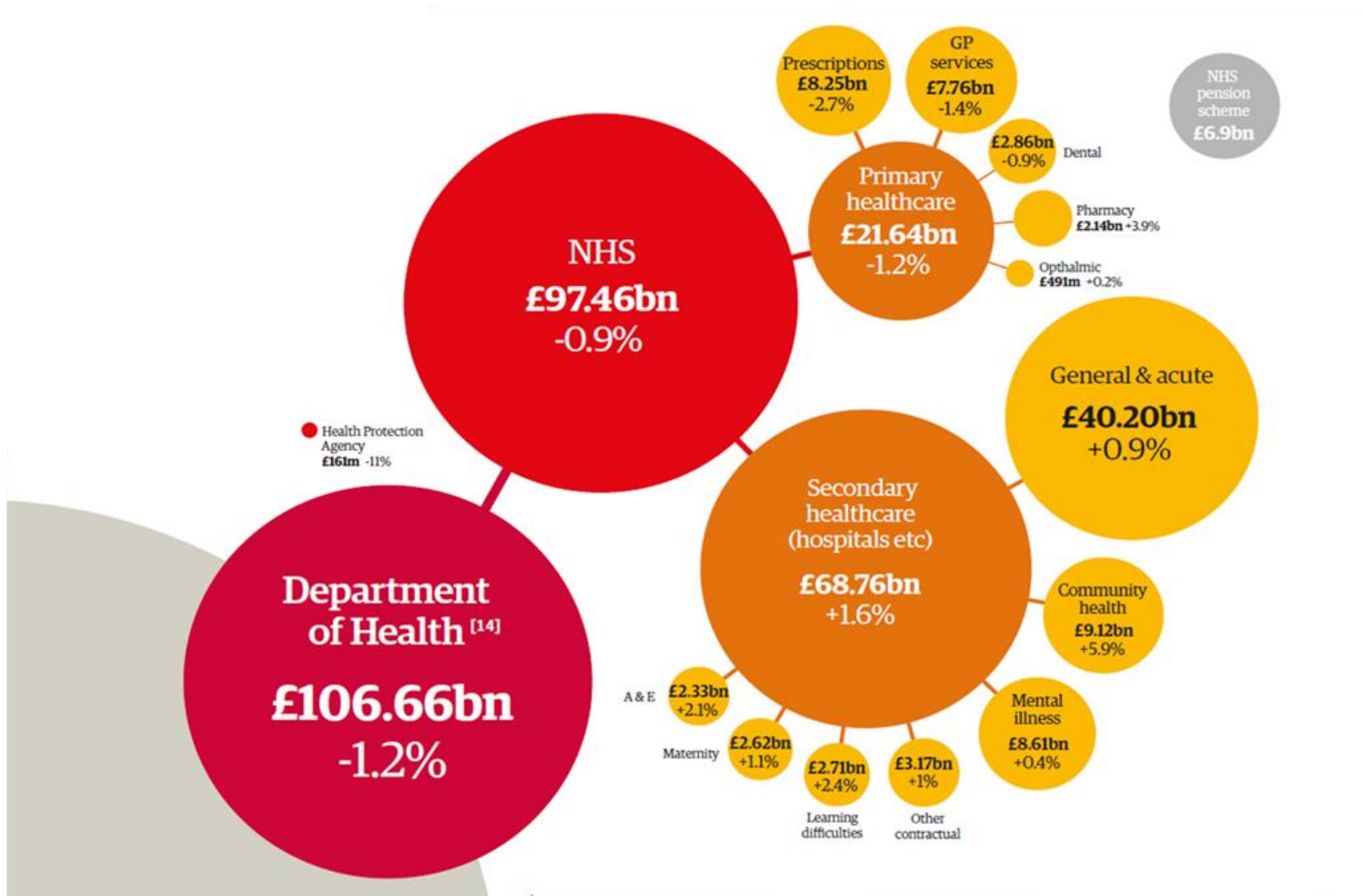
Ideas that change health care

The NHS: How the money flows





The opportunities within the NHS in England





Key Organisations

- **MEDICINES AND HEALTHCARE PRODUCTS REGULATORY AGENCY –**
Government agency responsible for ensuring that medicines and medical devices work and are acceptably safe. Also looks after blood and blood products, working with UK blood services and other providers.
- **NATIONAL INSTITUTE FOR HEALTH CARE AND CARE EXCELLENCE (NICE) –** Their guidance helps health and social care professionals deliver the best possible care based on the best available evidence. Also aim to reduce variation in the availability and quality of NHS treatments and care.
- **NIHR OFFICE FOR CLINICAL RESEARCH INFRASTRUCTURE –**
NOCRI has been set up to help public, charity and industry research funders work in partnership with the National Institute for Health Research (NIHR).



- The UK life science ecosystem provides a unique opportunity, unlocking real-world clinically-coded NHS data and information to drive innovation
- The UK spends more than £500 million annually on the NIHR infrastructure, supporting experimental medicine research and clinical trials in the NHS
- Over £100m is being invested in 19 NIHR Clinical Research Facilities and Experimental Cancer Medicine Centres (ECMCs)



Universities, Centres of Excellence /Clusters

Universities

4 of the UK's (Cambridge, Oxford, Imperial College and University College) regularly rank in the Top 10 universities in the world

Centres of Excellence/Clusters

Clusters, by definition are often associated with universities

Pharma: Cambridge, Oxford, London, Liverpool, Edinburgh and Manchester

Medtech/Regenerative: Manchester, Dundee, Glasgow and Cardiff

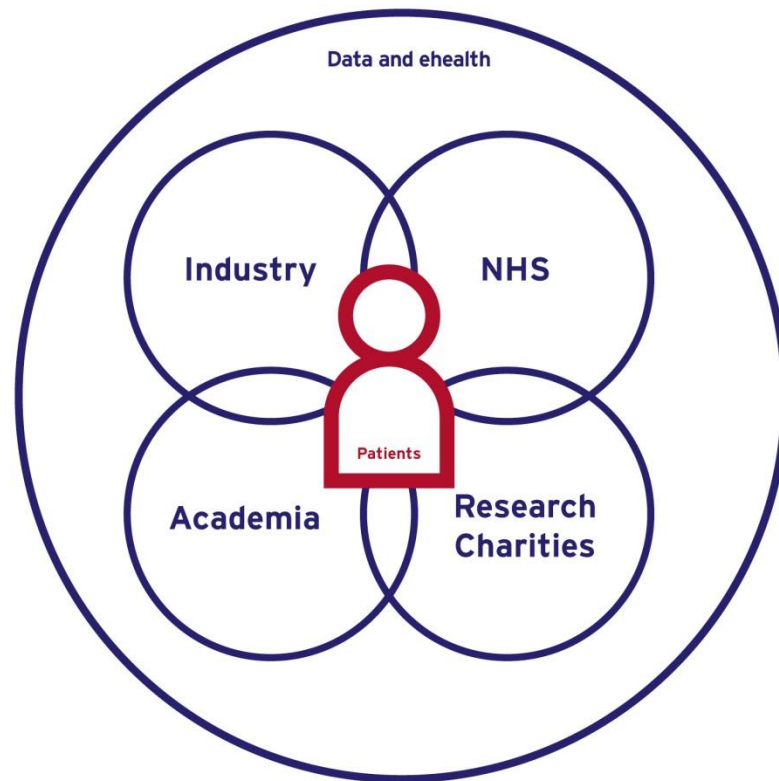
Functional Food: Oxford, Reading and Newcastle



The UK Ecosystem: Connect, Research, Develop, Validate and Export

This increasingly integrated ecosystem is underpinned by a:

- Supportive business environment
- Open and flexible regulatory framework
- Simplified industry access points



INNOVATION IS GREAT

BRITAIN

85 NOBEL PRIZES IN SCIENCE AND
TECHNOLOGY ALONE

Touch Bionics
Livingston, Scotland





Pharma/Biopharma/Regenerative Medicine

Government Supported Centres of Excellence:

Cell Therapy Catapult

The Catapult's mission is to drive the growth of the industry by helping cell therapy organisations across the world translate early stage research into commercially viable and investable therapies, and to seek solutions to industry-wide challenges.

National Biologics Manufacturing Centre

The National Biologics Manufacturing Centre is a large scale open access facility for the development of technologies for the manufacture of biologic medicines such as antibodies and vaccines.

The Precision Medicine Catapult

Established in April 2015, the Catapult is developing and testing its plans for tackling the industry bottlenecks around business models, test development, clinical trial networks, data services and healthcare service delivery.



Why the UK??

- The UK medical technology sector is vibrant and growing, with around 120,000 people employed in nearly 3,500 businesses
- Contribute to UK life sciences exports valued at more than £30 billion per year
- Around 1 in 5 med tech jobs in Europe are based in the UK.
- Digital health is another segment of the industry showing rapid growth with more than 400 companies operating

The NIHR

The National Institute for Health Research (NIHR) is funded by the Department of Health to improve the **health and wealth of the nation** through research. most integrated health research system in the world the research arm of the NHS.



National Institute for Health Research: integrated health-research system

Invention

Evaluation

Adoption

Early-phase clinical Research

Late-phase clinical Research

NIHR Biomedical Research Centres

NIHR Clinical Research Facilities

Experimental Cancer Medicine Centre

Health Technology Cooperatives

Diagnostic Evidence Cooperatives

NIHR Clinical Research Network

Collaboration for Leadership in Applied Health Research and Care

> £0.5 billion p.a. investment in
relevant infrastructure to
support clinical research at all
points in development pipeline

Clinical Research Network

One national network

- Research active engaged clinicians across all 30 therapy areas
- Detailed understanding of care pathways
- 15 Local Clinical Research Networks (LCRNs)
- Allows flexible deployment of resources
- Links with rest of UK





Key Questions to Answer

- **Will it deliver cost benefits to the NHS?**
 - **Reduce the length of stay in hospital/prevent people going to hospital (\$500 a day +)**
- **Will it increase patient safety and prevent disease?**
- **Will it deliver improved diagnosis, treatments and/or care?**
- **Will it improve the patient experience and quality of life?**
- **Will it increase life expectancy?**



Routes to the Market

- **Collaboration with existing suppliers/research organisations**
- **Direct to NHS Trusts** – hospitals, clinical commissioning groups, commissioning support units and NHS England for specialised areas
- **NHS Supply Chain** – more for commodities/quick turnaround products
- **Websites** – Supply2Health, Multiquote , Peto etc
- **Collaborative Purchasing Agreements** - eg London Procurement Programme
- **National Framework contracts** – esp for contracts under £10,000; contracts over £10,000 issued on government website – “Contracts Finder”
- **Tenders** - Official Journal (OJEU) for contracts over 130,000 euro (£113,000)



Hints and Tips - How do we sell to the NHS?



- No individual will make a decision – consensus and committee
- People involved will depend on value of contract, but usually procurement, medical team and finance
- Clinical evidence is important, especially NHS-based
- Backing/sponsorship of clinical KOL helps
- Health economy business case important to show savings/cost of implementation

Meet the unmet need; sell a total solution, not a product



Case studies

Case Study:	Genedata , based in Basel, Switzerland
Business:	A leading provider of advanced software solutions for biopharmaceutical and biotech R & D, who have established Genedata Limited as a new subsidiary in the UK, in Cambridgeshire.
DIT Support:	Genedata held various discussions with DIT based at the British Embassy in Berne, Switzerland which helped them decide that the timing was right for a move into UK.
Key support:	Logistics support for location selection Cost comparisons data provision, especially specialist staff costs Helping to understand the advantages of the UK business environment An invitation to a sector network event hosted by the UK Ambassador to Switzerland & Liechtenstein.

Comment, Dr Othmar Pfannes,
CEO, Genedata:

“I have been very pleased with the growth of Genedata’s business in the United Kingdom over the last few years. This is the right time to make this major investment, demonstrating our confidence and belief in the future of the UK.”



And some more...



DIT Inward Investors Support

Our practical help and advice is free and confidential

DIT's professional trade and industry advisers operate in the UK alongside a global network of experts based in all British diplomatic offices overseas.

- Links with **Clinical Partnerships and Centres of excellence** (e.g. universities)
- Information on **tax, regulatory and business planning issues**
- Information on **financial incentives** if applicable
- Information on starting a **UK Limited Company and possible staff recruitment**
- **Site and Property search assistance**
- **Building key contacts** – we can provide introductions to service providers, local, regional and national government and trade organisations.



DIT's Life Sciences Organisation (LSO)

The LSO is here to help your business navigate the opportunity to partner with and invest in the UK and to connect you to wider UK life science community



How to contact us?

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