



Monday 28th September 2020

NOW ONLINE EVENT

SHOWGUIDE

**The SME focused healthcare event
for driving collaborations between
Academics, Business, Care & Clinicians**

Devices, Diagnostics, Digital

At one EVENT & in one DAY



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INTRODUCTION

Over the last 15 years, South East Health Technologies Alliance (SEHTA) has developed an excellent reputation for support of its 1,300 members, especially SMEs, through its one to one mentoring, fund-finding, consultancy and events programme.

Welcome to SEHTA's first International MedTech Expo & Conference aimed at SME's, Corporates, Academics & NHS Healthcare Providers.

This conference and expo aims to help delegates:

Understand: Make sense of the complexities of healthcare support and challenges of accessing the NHS

Find: Funding opportunities (public sector, private, NHS)

Navigate: Regulatory, legal and IP issues

Identify: Current clinical challenges in the NHS

And perhaps most of all...

**Make new contacts leading to collaborative
partnerships at the event**



WELCOME FROM DR DAVID PARRY, CEO, SEHTA

Dear Colleagues

On behalf of SEHTA I would like to welcome you to this event and thank you for joining us at what we believe is a unique occasion. Since SEHTA began, its mission, reflected in its logo, is to bring together Academics, Businesses and Clinicians and the Care sector (ABC) to improve health and increase wealth. SEHTA have been attempting to do this now for 15 years and this event epitomises that aim. On this occasion, we have indeed brought significant numbers of representatives of the health ecosystem together to consolidate existing relationships between members of the ABC and to foster new ones that we trust will result in new partnerships leading to innovative solutions to the challenges that the health and care sector face. Alongside our partners and Platinum sponsors, the Kent Surrey Sussex AHSN, and our other sponsors, we have also created an excellent conference programme which we trust will help delegates understand and navigate the complex health and care sector in the UK. So we have done all we can, and now it's up to you to take full advantage of the opportunities that this virtual Conference and Expo presents. We trust you will enjoy our offer, learn something new and make some new profitable contacts.

We look forward to hearing about the outcomes from the event – please do let us know so that next year's event might be even more useful.

Dr David Parry
CEO
SEHTA

SEHTA ORGANISING COMMITTEE



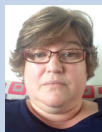
Nick Rodgers
Chairman, SEHTA



Dr David Parry
CEO, SEHTA



Neil Roberts
COO, SEHTA



Clare Ansett
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Sandra Tracey
Events Administrator, SEHTA



Eddie Tan
Healthcare Technology
Research Analyst

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Bridging the gap between industry and health & social care

We offer a range of services including:

- helping industry understand NHS priorities and needs
- supporting industry to describe the value proposition to the NHS
- support to identify funding, expertise and other resources
- connecting industry and the NHS to explore new partnerships
- horizon scanning for the NHS to know what's out there
- analysis and evaluation to show an innovation's real world impact
- the spread of proven innovation.

Find out more at
btg.kssahsn.net or email
kssahsn.bridgingthegap@nhs.net

"...helped us define a strategy to approach the NHS, and more importantly stopped us from going down dead-ends, and losing time."

Entrepreneur and
CEO digital health company

"...invaluable in helping us to develop our insights, challenge our assumptions and highlight the areas we need to focus on."

Director, specialist pharmacy



SPONSORS

Platinum Sponsor

Kent Surrey Sussex Academic Health Science Network

Wentworth House, Crawley Hospital
West Green Drive
Crawley, RH11 7DH

Email: enquiries@kssahsn.net

Website: www.kssahsn.net

KSS AHSN aims to 'transform lives through innovation'. We are 1 of 15 AHSNs set up by NHS England to improve health and generate economic growth by spreading innovation faster and wider. We connect citizens, NHS and social care organisations, academia, industry and the third sector to make change happen.

We help companies to understand health and care system complexity, prepare for scale-up and gather the evidence they need. We support adoption and spread for prioritised innovations. We help the health and care system by signposting to national programmes, horizon scanning innovations and solutions, and providing evaluation and outcome measurement amongst a range of other services.

Find out more at btg.kssahsn.net



DESIGN & DEVELOPMENT

We understand that great ideas and design are only the start of the journey.

All activities are managed in accordance with EN ISO 13485:2016 and FDA QSR 21CFR820 Quality Systems.

CLEANROOM MANUFACTURING

Our cleanroom manufacturing is validated to EN ISO 14644 Class 7 (10,000) standards.



QUALITY & REGULATORY

Our many years of real-world experience enable us to provide quality and regulatory support in all areas.



Medical Device Specialists

At OxDevice we provide a wide range of services to assist in the design, development & manufacturing of medical devices.



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HILL DICKINSON

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Whether you are a healthtech start-up or an established business operating in the health or life sciences sectors, Hill Dickinson has varied experience advising within the unique regulatory and commercial environment of health-focused technology. We are a market-leading provider of legal services to businesses leveraging both established and emerging technologies. Our dedicated healthtech team combines experts from our full service technology practice who act for leading companies specialising in technology including fintech, regtech, deeptech and instech, together with experts from our health practice who act across the sector for start-ups, private providers and NHS organisations.



Sci-Tech Daresbury
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Email: hello@orcha.co.uk
Website: www.orcha.co.uk

The Organisation for the Review of Care and Health Apps is the trusted source for health app advice. Our mission is to distribute the best applications within the health market to a digital user population.

Part of NHS England's NHS Innovation Accelerator (NIA), we provide impartial advice to health bodies across the world. ORCHA empowers health professionals, organisations and patients to safely embrace digital health.

We monitor and assess more health apps than anyone in the world. To date, ORCHA has reviewed nearly 6,000 apps and scored them according to their Data Privacy, Clinical Assurance and User Experience.



DISTRIBUTING GREAT APPS INTO HEALTH AND CARE SERVICES ACROSS THE WORLD

Health and care apps are a crucial step on the road to care that is more efficient and patient centred. They help overcome the challenges that all advanced health and care systems face: providing care to an ever-ageing population with more complex long-term conditions.

The **Organisation for the Review of Care and Health Apps (ORCHA)** is the world's leading health app evaluation and distribution organisation. We offer unique app review, accreditation, curation and recommendation services to governments, and health and social care organisations, across the world.

ORCHA'S SERVICES

NATIONAL APP ACCREDITATION SERVICES

We provide an effective app evaluation service for national health bodies that meets the scale of the market, pace of development, and breadth of test requirements.



BESPOKE APP LIBRARY

To drive uptake of health and care apps, we provide tailored App Library sites, featuring a range of evaluated apps to help you meet the health and support challenges in your region.

Our platform is safe, efficient and enables the best apps to be identified.



APP PRESCRIPTION SERVICE

Our App Libraries include a feature that offers professionals more advanced search options, allows them to save preferred apps, and even lets them recommend an app to a patient or service user.



CONSULTING SERVICES

Our team is comprised of experts from across the worlds of health and care, economics, data and information governance, technical design and security, user experience, and clinical safety and assurance, so we're able to provide a fully informed service to meet your needs.



CONTACT US

To find out how we can help you unlock the power of Digital Health to improve the outcomes of your patients, please get in touch.

Email: hello@orcha.co.uk

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Twitter: [@OrchaHealth](https://twitter.com/OrchaHealth)

Website: orcha.co.uk

DELEGATE SPONSOR

Barts Life Sciences



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9 Prescot Street
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Website: www.bartslifesciences.org

Barts Health NHS Trust and Queen Mary University of London have come together in a powerful partnership to help accelerate the latest healthcare innovations from bench to bedside. This partnership is Barts Life Sciences.

We are located within one of the most diverse communities anywhere in Europe. This diversity, coupled with the multitude of organisations we work with, creates a unique offer to the world. We have a vision to create a new life sciences hub, located in the historic Whitechapel area of London, that will discover the next generation of health innovations and deliver them to the UK and beyond.

DELEGATE SPONSOR



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Website: www.norwayhealthtech.com

Norway Health Tech is a non-for-profit member organisation with more than 280 members (with approx. 250 private companies), representing the full value chain of healthcare. Our mission is to improve quality in treatment and care by developing and industrialising world class health solutions through our members and eco-system. We address all areas of human health – with an eye for technology. We provide better healthcare solutions for all, through the dissemination of innovative solutions that answer to unmet medical needs, cross-sector cooperation, and ensure that our members have the best contacts and relationships of relevant stakeholders in the global ecosystem.



BARTS LIFE SCIENCES

DISCOVERY / DIVERSITY / DELIVERY

Barts Health NHS Trust and Queen Mary University of London have come together in a powerful partnership to accelerate the latest healthcare innovations from bench to bedside. This partnership is called Barts Life Sciences.

From our diverse patient population, neighbouring digital and financial hubs, to world-class transport links and leading academia, we have the foundations needed to discover health innovation and to share it across the UK and internationally.

Our vision is to create a new life sciences hub, located in the historic Whitechapel area of East London that will discover the next generation of health innovations, delivering them to the UK and beyond. More than 2.5 million sq ft of space is already being used for life sciences activity on the site, and there is an opportunity to create more than 1 million sq ft of new space for digital, genomic, med tech and pharma innovation, bringing together the very best people in research and health.

This campus fully aligns with the UK Life Sciences Industrial Strategy, showcasing how it will be possible to use digital and genomic resources responsibly to deliver patient benefit. Supported by innovation, we want to develop new ways of working which can improve health outcomes and patient experience while reducing costs.

We welcome the opportunity to discuss our plans with investors, industry, researchers and other partners.



System design for enhanced care pathways



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4th Floor, Translation and Innovation Hub
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Website: www.medtechsuperconnector.com

MedTech SuperConnector is an open experiment in acceleration, bringing together talented early career researchers, academic discoveries and pooled know-how from eight academic institutions led by Imperial College London to determine the most effective methods for translation of medtech discoveries into clinical practice and consumer use.

Joined by alumni Affect.AI who are developing a state-of-the-art deep learning solution that provides personalised monitoring of mood from vocal responses to simple questions. With a frequent and reliable assessment of severity, they want to empower measurement-based care of mood disorders and shorten the cycle of trial and error in medication.

EXHIBITORS



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Active Needle Technology (ANT) has an innovative, proprietary technology applicable in a wide range of procedures to **improve the precise placement of indwelling medical devices**. ANT's technology imparts high-frequency vibrations to needles (and other medical devices).

The longitudinal vibrations convey important properties to the needle:

- It 'broadcasts' a brightly coloured image of the needle location under colour Doppler ultrasound imaging (cf conventional ultrasound imaging which leaves many needles invisible) thereby evidencing needle location.
- It reduces needle deflection meaning needle placement is inherently more accurate.
- The needle vibration also reduces the forces required to penetrate tissue. Work is underway to evaluate the impact of this on tissue trauma and pain.



Bringing together leading institutions
and innovators, to solve today's
biggest healthcare challenges

Visit us www.medtechsuperconnector.com
or get in touch mtsc@imperial.ac.uk for collaboration or
partnership opportunities



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London N5 2EF

Email: info@applied-nanodetectors.com
Website: www.applied-nanodetectors.com

Applied Nanodetectors is developing point-of-care exhaled breath tests for the effective management of chronic conditions, such as asthma. This new test would give asthma patients a rapid diagnosis and personalized treatment plan in less than one minute. Home monitoring of airway inflammation via exhaled breath would enable a more proactive, personalized and cost-effective approach to disease management. Inside the handheld device, we use our printed electronics sensor array platform. It's a low-cost technology that can monitor many gases simultaneously, in real time and with a high degree of accuracy.



EXHIBITORS



Składowa 5b
61-888 Poznań

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Website: www.apzumi.com

Apzumi is a boutique software house specialised in digital health, medtech and biotech. We are the technology partner that helps with mobile apps working as accessories to medical devices, web portals facilitating patient-doctor communication, digital health marketplace or medical data analysis just to name a few. What makes us different is that we connect technical and domain expertise, we know the medtech field, we know regulations and we have domain experts on board.

TAKING MED TECH TO THE GLOBAL MARKET

- CE Mark & FDA: obtaining approval / clearance
- Regulatory Strategy: CE / FDA / Global
- IVDR / MDR: gap analysis, support and readiness
- Software as a medical device:
AI, algorithms & machine learning
- Technical files: preparation & updating



Psephos Biomedica works with clients from around the world to bring medical technologies to market. Using our expertise we show clients what needs to be done and help them implement and manage those processes providing senior management insight throughout.

www.psephos.com

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EXHIBITORS



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With BPMpathway, orthopaedic patients can be discharged as early as the day of surgery to have their post-operative rehabilitation assessed at home. This has the potential to achieve massive cost reductions by reducing a patient's Length of Stay, thereby freeing up desperately needed beds. It, furthermore, has the additional benefit of minimising the patient's exposure to hospital-acquired infections.

This approach only works, however, if clinicians feel able to trust the data. BPMpathway uses patented, award-winning BPMpro CE Class 1 Medical Device technology, engineered to ISO 13485:2016 and successfully tested to EN 60601-1 standards.



The Coxon Building, John Walker Road
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TS21 3FE

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Website: www.uk-cpi.com

CPI is a leading independent technology innovation centre. Our work involves bringing together academia, businesses, government (including the NHS) and investors to translate bright ideas and research into the marketplace. We are ISO 13485 accredited for the design and development of medical devices and can also assist with the validation of in-vitro diagnostic (IVD) products or the manufacture of reagents for IVD products. Particular areas of technical expertise include photonics systems for diagnostics, imaging or therapy; flexible/conformable and hybrid electronics components and systems; formulation science; materials science; biotherapeutics; pharmaceutical processing and biotechnology.



EXHIBITORS



Email: Georgina.walton@kent.gov.uk
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The Design and Learning Centre (DLC) for Clinical and Social Innovation is funded by Kent County Council Adult Social Care, the NHS and external organisations. It is an Innovation centre and facilitates new ways of working with a focus on technology. We identify solutions, design, adapt and implement new models of care, technologies and research innovations in health and social care.

The DLC is currently working to drive technology in social care with care providers (residential, nursing and domiciliary).



The Design and Learning Centre is an Innovation centre and facilitates new ways of working with a focus on technology. The aim of the DLC is to co-design better, safer, efficient and cost-effective solutions for delivery of health social care to improve the quality of care and outcomes for Kent, Medway and beyond. We are now working on a new technology project for older people - Empower care.

EXHIBITORS



The Old Granary
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Website: www.docobo.co.uk

Digital Health solutions support seamless care to patients with LTC's, Cancer, Mental Health, MSK and social isolation, etc. Solutions consist of two main elements:

- **Population health intelligence (ARTEMUS®)** enables health providers to understand: care needs, utilisation, costs, gaps in care and identify the right people to optimise delivery, efficiency and quality.
- **Remote patient management (DOC@HOME®)** enables clinicians to manage patients at home and keep them out of hospital. This industrial strength telehealth system supports patients with a wide range of conditions, such as cardiac and respiratory issues, diabetes, mental health and cancer.

Our mission is to improve the quality of life through efficient implementation of digital health, supporting professional staff to deliver world-class care, and enabling patients to be more aware of their condition and empowered to self-manage themselves.



Farfield House, Albert Road
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 Cambridge CB25 9AR

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eg technology is a product engineering design and development specialist based in Cambridge UK. We create the next generation of medical devices and consumer products, making a positive difference to how people live. We have an exceptional team of talented and experienced engineers who understand how to unpick complex problems and solve them successfully.

By seamlessly connecting the disciplines of Industrial Design, Mechanical, Software and Electronics Engineering and developing a culture of continuous communication and co-operation, we can work faster, find smarter solutions and provide a flexible and responsive service to our customers.



EXHIBITORS

everyLIFE TECHNOLOGIES

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Website: www.everylifetechnologies.com

Founded in late 2014, everyLIFE Technologies Ltd was launched to meet a real business need - to reduce the risk associated with the administration of medications in care businesses. Initial discussions with care business owners led to more serious meetings about apps, Java, Scala and cloud computing and very soon everyLIFE Technologies was born!

The PASSsystem soon followed, piloting in December 2014 and going live in February of the following year. In response to the hugely positive reception of The PASSsystem by its first adopters, the risk-reducing, real time care monitoring app quickly became a multi-function care management platform shaped by its users and delivering an entirely new approach to client data, alerts and reporting.



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We help organisations deliver innovative systems, engineering and technology solutions that help prevent, diagnose, monitor or treat diseases, injuries or chronic conditions. Our support enables you to deliver the innovative medical technologies that improve and save lives.

EXHIBITORS



The Glasshouse, Alderley Park
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Website: www.gendius.co.uk

Gendius have created an innovative app to help people with diabetes live better by utilising machine learning to help patients self-manage their condition.

Intellin® uses clinical history and data inputted by the patients themselves to create a comprehensive 'risk profile' to help indicate what complications are most likely to occur – be it the risk of foot ulcers, kidney damage or other consequences of diabetes.



Teignbridge Business Centre
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HCI have a highly skilled team working in the implementation and delivery of large scale digital health projects. Along with in-house software developers producing apps, e-learning platforms and websites, they have dedicated graphic designers with specialisms in 2D and 3D design, experienced videographers and editors, and marketing specialists supporting and driving communications for their clients. Together they work to transform healthcare, using digital information to:

- Reduce outpatient appointments
- Improve patient education
- Accelerate clinical trial recruitment
- Make training more accessible
- Engage with patients and clinicians



EXHIBITORS



The Foundry
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HN is a UK-based healthcare company that delivers AI guided case-finding, clinical coaching, remote monitoring, and virtual ward solutions to the NHS. Established by clinicians and researchers at Sweden's Karolinska Medical Institute, our journey in the UK began in 2015. Working in collaboration with the Nuffield Trust, we launched a large trial, which has shown exceptional outcomes for patients and the NHS. Since our UK launch, we have developed into an award-winning NHS partner and, from March 2020, have been supported by the NHS Innovation Accelerator to scale nationally.

We provide practical applications of population health management, going beyond just identifying high-cost, high-need patients and actually intervening to support them to improve their health outcomes and reduce their care consumption.



Unit 43, The Joiners Shop
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Website: www.ivdeology.co.uk

IVDeology Ltd have a history of supporting small and mid-size organisations including start-ups and are able to provide a suite of services which support initiation of quality structure, global regulatory strategies, product delivery to market and post-market support.

- Consultancy services delivering expert analysis and focused solutions for the IVD industry from start-up to mature organisations.
- Tailor made training solutions across all aspects of regulatory and quality functions to support development of in-house staff.
- Delivery of continued compliance support including Authorised Representative services and potential UK representative requirements dependent on Brexit.

EXHIBITORS



Unit 1, Greenheys
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M15 6JJ

Email: ideas@lucidinnovation.com
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Lucid Group collaborates with academic, clinical and commercial partners to imagine, develop and deliver innovative medical devices. Since 2002, in joint-ventures and development partnerships we have successfully obtained and exploited commercial, grant and NHS funding.

Our designers and engineers specialise in connected wearables and portable devices, including apps, mechanisms, electronics and information systems. Experience includes sensors, wireless communication and secure data management for skin and neural stimulation therapies, surgical devices and continence diagnostics.

Accreditation to the international standard ISO 13485, for both medical device development and manufacturing enables Lucid to control and accelerate delivery with one integrated team.



Unit 16, Holmestone Road
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Website: www.met.uk.com

For more than 20 years MET has successfully delivered design validation testing to medical device producers in many countries across: Africa, Asia, Australasia, Europe and the Americas. MET knowledgeably, reliably and effectively delivers medical device and packaging testing. The engineers and scientists at MET have a deep understanding of medical devices, including the required product performance and regulatory needs.

Services include: EMC pre-compliance tests, protocol development, laboratory performance testing, materials characterisation, extractables and leachables, sterile barrier verification, transit simulation and more. With accreditation to ISO 17025, you can have complete confidence in the quality and accuracy of the results, and you can expect robust reports that will stand up to scrutiny.



EXHIBITORS



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Mediplus - Through medical device innovation we improve patient care.

Mediplus works closely with healthcare professionals around the world to create novel products that improve the reliability, accuracy and safety of medical procedures used in the areas of anaesthesia, gynaecology and urology.

Some of our award-winning products have become gold-standard in the UK home market and have significantly helped both patients and clinicians in Europe, USA, Canada and the Asia Pacific regions.

We are actively searching for the next big idea we can help to commercialise - so please come and visit us to discuss partnering opportunities.



**Memory
Tracks**

2 Grove House
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Website: www.memorytracks.co.uk

Memory Tracks® is a care platform that links music to daily tasks to support those living with cognitive impairment such as dementia. Music has a unique access to the brain, lowering anxiety, depression and agitation, and improving moods.

The Memory Tracks app can be downloaded from the Google Play App Store.

Memory Tracks also provides Blue Moon Radio a music radio service for the over 75s.

EXHIBITORS



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MyCognition is a R&D business dedicated to monitoring, treating and protecting people's cognitive fitness. Its vision developed from a desire to improve the mental health and quality of life of individuals with cognitive deficits associated with ageing, clinical diagnosis and societal factors. Co-designed with patients, the MyCognitionPRO app enables people to correct and improve their cognitive fitness, strengthen their mental resilience and better manage their physical and mental health.

With over 20k users MyCognitionPRO is a CE marked medical device, approved by NHS Digital and ORCHA, and applicable for use in with numerous patient types in various clinical settings.

NIHR | National Institute for Health Research

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Website: www.nihr.ac.uk

The NIHR is funded by the UK government to improve the health and wealth of the nation through research and represents the most integrated health research system in the world. We partner with all funders of research, including industry, to:

- support healthcare innovation and technology that will benefit patients now, and in the future
- drive faster translation of basic science discoveries into tangible benefits for patients and the economy
- help develop the people who conduct and contribute to applied health research

NIHR MedTech & In vitro diagnostic Co-Operatives (MICs)



EXHIBITORS

Brain

NIHR | Brain Injury
MedTech Co-operative Website: www.brainmic.nihr.ac.uk

The NIHR Brain MIC is uniquely placed to promote the development and adoption of novel technology based solutions for brain injury patients and their carers. As a UK centre of expertise in acquired brain injury the MIC has established networks and collaborations with funders, patients, carers, inventors, industry and clinician researchers to support the improvement of experience and outcomes of people affected by brain injury through MedTech. Working with our specialist clinical themes to prevent, better manage and support reintegration into community, we deliver several initiatives including Brain Injury Technologies Think (BITT) tanks, annual Seedcorn Funding Competitions, Facilitated-workshops to support prioritisation of unmet needs and Technology Showcases.

Cardiovascular

NIHR | Cardiovascular
MedTech Co-operative www.cardiovascularmic.nihr.ac.uk

The Cardiovascular MedTech Co-Operative is NIHR funded research infrastructure to help industry partners to navigate the innovation pathway from ideation to product adoption. We do this by forming effective partnerships with clinician, academics and service users, co-produce and develop technologies that addressing unmet needs in heart disease, provide clinical and technical expertise via a range of different business models, transforming care for patients.

Community

NIHR | Community Healthcare
MedTech and In Vitro
Diagnostics Co-operative www.community.healthcare.mic.nihr.ac.uk

The NIHR Community Healthcare MIC focusses on the development and evaluation of diagnostics and medical technologies to address key NHS priorities for the delivery of healthcare in community and interface clinical settings, which incorporates all clinical activities from general practice up to and including hospital emergency and ambulatory care.

CYP Tech

NIHR | Children and Young People
MedTech Co-operative www.nihr.ac.uk/explore-nihr/specialties/children-and-young-people.htm

NIHR CYP MedTech is the only MIC dedicated to child health and paediatrics. We bring together experts from academia, industry, and healthcare to support the development, evaluation, and adoption of innovative technologies that improve the health and wellbeing of children and young people. We aim to include children, young people, and families at every stage of the innovation pathway.

D4D

NIHR | Devices for Dignity
MedTech Co-operative www.devicesfordignity.org.uk

Devices for Dignity work with national collaborative networks involving patients, carers, health professionals, industry, charities, and academia to catalyse and co-create technology-dependent interventions for managing and living with chronic health conditions typically associated with loss of dignity and independence. Driven by unmet needs, we focus on early stage technology development involving people living with long term conditions, across the full life course from children and young people to older adults, at every stage of the innovation pathway.

EXHIBITORS

Leeds IVD

NIHR | Leeds In Vitro
Diagnostics Co-operative www.leedsmic.nihr.ac.uk

The NIHR Leeds MIC is dedicated to developing excellent capability and capacity for industry partners to rapidly move In Vitro Diagnostics through the evaluation pathway. We help our partners in collaboration working towards a shared goal of benefits to patients and improved health economics within the UK healthcare systems. We deploy innovative methodologies with rigorous validation testing and innovative study designs focused on four core clinical themes; Oncology, Musculoskeletal Disease, Renal medicine and Infection diagnostics.

London IVD

NIHR | London In Vitro
Diagnostics Co-operative www.london.ivd.nihr.ac.uk

NIHR London IVD MIC support early stage diagnostics developers and researchers in the design and validation of new diagnostic tests and platforms. We generate evidence to support the development and evaluation of in vitro diagnostic tests using a multi-dimensional systems approach combining human factors and health economics.

MindTech

NIHR | Mental Health
MedTech Co-operative www.mindtech.org.uk

The NIHR MindTech MedTech Co-operative is a national centre focused on the use of technology for mental health care working in partnership with industry, the NHS and academia to identify unmet needs, develop and test new technologies and understand how to increase adoption within services. The MindTech team bring together clinical expertise with researchers with a wide range of skills including engineering, computer science, health economics, human factors and evaluation and our Involvement Team bring lived experience of the conditions we are seeking to help. We are interested in all aspects of mental health but have specific interests in Dementia, Depression and Neurodevelopmental Disorders (such as Tourette Syndrome and ADHD).

Newcastle IVD

NIHR | Newcastle In Vitro
Diagnostics Co-operative www.newcastle.mic.nihr.ac.uk

NIHR Newcastle MIC - Supporting better diagnostics for patient benefit. We are experts in generating high quality evidence that demonstrates the potential value of a new in vitro diagnostic test. We focus on tests within our clinical themes of: ageing; infectious diseases and personalised and stratified medicine.

Surgical

NIHR | Surgical MedTech
Co-operative www.surgicalmic.nihr.ac.uk

Working nationally and internationally to improve the quality of life and effectiveness of healthcare services for patients undergoing colorectal, hepatobiliary (HPB) and vascular surgery, we work with business of all sizes in interdisciplinary groups, including clinical, physics, engineering, data analytics, robotics, AI, health economics and more, depending on the project needs. Projects include the biomechanics of surgical stapling, medical capsule endoscopy robots, use of Raman and impedance spectroscopy for cancer detection, nanoparticles for enhanced radiotherapy treatment and using AI for surgical safety.

Trauma

NIHR | Trauma Management
MedTech Co-operative www.traumamic.nihr.ac.uk

NIHR Trauma MIC: Supporting the development of new medical technologies to enable improved management of the trauma care pathway, from the point of injury through to stabilisation and recovery.



EXHIBITORS

NIHR | National Institute for Health Research

Grange House
15 Church Street
Twickenham, TW1 3NL

Email: ruth.nebauer@nihr.ac.uk

Website: www.nihr.ac.uk

The **NIHR Central Commissioning Facility (CCF)** manages five NIHR research programmes, the Research Design Service and several NIHR infrastructure schemes, as well as the Senior Investigator scheme. It also supports the NIHR by providing information on recruitment to clinical trials, and ensuring patients and the public are involved in the research we manage.

The NIHR Office for Clinical Research Infrastructure (NOCRI)

helps charities, industry and other research funders work in partnership with NIHR and the experts and clinicians it supports.



NINCHAT

Salomonkatu 17 A
00100 Helsinki
Finland

Email: ville.mujunen@ninchat.com

Website: https://ninchat.com

Ninchat is a tailored, digital messaging tool for health service providers. Easy to implement Patient-Doctor messaging, Internal consultations and Team & Group messaging. What makes Ninchat interesting is that instead of providing a 'bulk' secure messaging tool we are taking a more holistic view on the messaging flows.

We can customise - per situation - the messaging look & feel, behaviour & content to:

- provide self-serve / 'botified' answers to trivial / repetitive situations
- collect customer background data before transferring to a human
- for professionals: include background data, identified customer data, business automations to increase efficiency
- Chat / Files / Video-calls / Bot & AI connectivity.

EXHIBITORS



21 The Quadrant
Abingdon Science Park
Abingdon OX14 3YS

Email: duncan@oxdevice.com

Website: www.oxdevice.com

OxDevice provides design, development and manufacturing services for medical devices. With an ISO 13485:2016 certified quality system, fully equipped laboratories and two class-7 cleanrooms, our highly qualified engineers and technicians can take your product to the next level.

Our services include concept development, detailed design, clean-room manufacturing and packaging, risk management, verification and validation testing, process development, medical electronics consulting and much more.

Our full-scope quality management system means our design control and manufacturing systems are fully compliant with international regulations including for the EU and US.

Accelerate your product development with OxDevice, your UK medical device design and manufacturing partner.



Sankt Eriksgatan 48E, 2tr
11234 Stockholm
Sweden

Email: per@pillloxa.com

Website: www.pillloxa.com

Pilloxa is a digital health company that offers a first in class platform that enables real-time capturing of patient adherence and a full suite of services for efficiently managing clinical trials. Through connected hardware, tailor-made smartphone apps and real-time data for sponsors, we bring the next frontier of patient engagement tools to clinical trials with an average adherence of 92%.

Pilloxa is being used in several clinical trials together with Bayer, Sandoz/Novartis and several hospitals/ research institutes.

Come talk to us about how we can help YOU achieving better outcomes in your clinical trials.

EXHIBITORS



7 Barnsbury Street
London, N1 1PW

Email: jdickson@piota.co.uk

Website: www.piota.co.uk

We supply mobile apps to help primary and secondary health and social care services communicate and engage with patients, families, carers and/or internal staff. They are affordable, easy to set up and maintain and help you deliver a better service to your people while also saving time and cost.

Come to Stand 30 to see live examples of apps in use by NHS trusts and STPs for diabetes, paediatrics, maternity, addiction, respiratory and other conditions, internal communications, carer networks, public health campaigns and more. And enter our free app draw for your department!



Sussex Innovation Centre
Science Park Square
Brighton, BN1 9SB

Email: info@psephos.com

Website: www.psephos.com

Psephos Biomedica works with clients from around the world to bring medical technologies to market. Using our expertise built up over many years, we show clients what needs to be done to help them implement and manage those processes providing senior management insight throughout.

EXHIBITORS



Rocket Studios
155 Waterside Road
Leicester, LE5 1TL

Email: Rebecca.floren-gill@rg3.com

Website: www.renfrewgroup.com

Renfrew Group International is an award-winning design and technology consultancy offering domestic and international clients a full product commercialisation service through design innovation, engineering and product development. From laboratory research and innovation to production implementation, our integrated innovation teams, supported by scientists and electronics specialists, have the skills and capabilities to deliver novel, market-leading products.

We put the user experience at the heart of an innovation, building-in simplicity and making new technology more accessible. After all, products which are delightfully simple to use are more likely to be adopted and recommended to others.



Grange House,
15 Church Street
Twickenham, TW1 3NL

Email: sbri@lgcgroup.com

Website: <https://sbrihealthcare.co.uk/>

An NHS England and NHS Improvement initiative, supported by the AHSN Network, SBRI Healthcare accelerates the development of innovative technologies that meet the needs of the NHS. By focusing on innovations which can make the greatest difference, the Programme has invested on 200+ companies to date supporting them entering the NHS and progressing into the market-place.

We aim to promote UK economic growth whilst addressing unmet health needs and enhancing the take up of known best practice.



EXHIBITORS



Email: info@sehta.co.uk
Website: www.sehta.co.uk

We are a health technology network organisation, providing business support for the benefit of our members who represent health technology SMEs, health professionals, care providers and academia.

Founded in 2005 as an organisation to understand and meet the needs of small healthcare businesses, we are one of the largest networks of individuals from Academia, Business and Care/ Clinicians (with over 1,300 members), with the purpose of improving the health and care of the citizens of the UK as well as increasing wealth. We do this by offering support on a one-to-one basis through our business support services and one-to-many through workshops, training and other events.

St Thomas' MedTech Hub



Email: StThomas.MedTechHub@kcl.ac.uk

The St Thomas' MedTech Hub is a centre for innovation in the healthcare technology sector, which King's College London and Guy's and St Thomas' NHS Foundation Trust plan to grow in partnership with other NHS providers, higher education institutions and industrial partners.

Building on the existing research and infrastructure, vibrant places and good transport links of the South Bank, it has the potential to build the biggest community focussed on this sector in Europe.

EXHIBITORS



Room 504, ILS2
 Swansea University
 Singleton Par
 Swansea SA2 8PP

Email: sabarna@symconnect.com
Website: www.symconnect.com

SymConnect is an award-winning informatics company, creating innovative and sustainable user-led software solutions for intelligent digitisation of paper processes. The customised applications replicate the clinical workflow, including priority monitoring alerts for proactive decision making and minimal learning curves to enhance valuable clinical time, especially for visiting clinicians. Empowers patients to engage with simple, and relevant e-forms on their own devices. Availability of higher quality digital data, generally not captured due to lack of resources, facilitates superior reporting and health outcomes. The uniqueness lies in the secured data transfer between existing systems, thereby offering a seamless sharing of information, anytime, anywhere.

Team Consulting



Abbey Barns
 Duxford Road
 Ickleton, CB10 1SX

Email: marketing@team-consulting.com
Website: www.team-consulting.com

Team is an award-winning ISO 13485:2016 certified medical device design and development consultancy. For over 30 years we have worked closely with our clients to develop commercially successful MedTech products. Our expertise spans the full breadth of the MedTech sector, including critical care, surgical and diagnostics.

We comprise highly creative, multi-disciplinary development teams, grounded in regulatory compliance. Our focus is to deliver MedTech products that not only achieve regulatory approval, but also delight their end users (see OrganOx's groundbreaking liver perfusion device and TymphaHealth's world-first all-in-one ear health assessment system). We work across all stages of development, and whether you are start-up, early stage or SME we can offer our agile, user-centric approach to solve your product development challenges.



EXHIBITORS

TESSAN

171 Ter Avenue Du General De Gaulle
92200 Neuilly-Sur-Seine
France

Email: pierre-adrien@tessan.io
Website: www.tessan.io

TESSAN offers high-tech, plug-and-play teleconsultation solutions integrated in physical cabins and kiosks, embedding software (tele-consultation platform) and hardware technologies (7 connected medical devices) to provide proximity and qualitative tele-consultations to patients.



1010 Cambourne Business Park
Cambourne
Cambridge CB23 6DP

Email: digitals@therapyaudit.com
Website: www.therapyaudit.com

THERAPYAUDIT supplies the beetroot digital health platform to a number of NHS customers, providing a proven reactive blood test monitoring service that benefits over 40,000 and has done so for over 20 years. Exciting developments of the platform that are underway include beetrootPREDICT: AI-based predictive blood test monitoring and beetrootCLEARHEAR, an Innovate UK funded digital hearing rehabilitation service for the China and South Asia markets.

EXHIBITORS

Transforming systems

7th Floor, 6 Mitre Passage
North Greenwich
London, SE10 0ER

Email: Katrina.fanneran@transformingsystems.com
Website: www.transformingsystems.com

Transforming systems offers a range of real time systems and services that provide whole system visibility, all of which have been co-designed and developed with our NHS partners. We transform information into intelligence by harnessing the power of accurate data in real time to bring about system and organisational change. Our SHREWD platform aims to optimise operational flow, reduce unplanned demand, predict peak activity, relieve pressure in unscheduled care and has the ability to automate effective response actions to changes in real-time data.

University of Surrey



Part of the SETsquared Partnership

Senate House
Guildford, GU2 7XH

Email: business@surrey.ac.uk
Website: www.surrey.ac.uk

The University of Surrey is a world-class, research-led university. Our research seeks to answer global challenges, drive innovation and deliver real-world impact. Our Lifelong Health Research theme promotes interdisciplinary research across the spectrum from discovery science to population-based studies of health, wellbeing and care in both humans and animals.

Through imagining plausible and desirable futures and designing and delivering social and technological solutions to realise them, we address the causes and improve the management of ill-health in an ageing society to reduce pressure on health and social care systems through innovation. SETsquared Surrey, powered by the University of Surrey, are located on Surrey Research Park, supporting the next generation of tech start-ups.

EXHIBITORS



USM HEALTHCARE

USM Healthcare Medical Devices Factory JSC
Lot I-4b -1.3, N3 Street,
Saigon Hi-Tech Park, District 9
Ho Chi Minh City, Vietnam

Email: hoaiian.tk@usm.com.vn
Website: www.usm.com.vn

USM Healthcare, established in 2012, is the first Vietnamese company to produce cardiovascular products such as PTCA balloon catheter, coronary stent system, and PTCA accessories in Vietnam. We are a team of brilliant young engineers with a board of directors with many years of experience in the field of medical equipment. We have enthusiasm and determination to change the actual production of medical equipment that is limited in Vietnam today and worldwide.

USM Healthcare always makes efforts to bring core values: **Safety – Quality – Reliability**, being a perfect choice of supplying medical disposable products.

v i r t i

Email: stephen@virti.com
Website: www.virti.com

Virti's mission is to make experiential education and training affordable and accessible for all to improve human performance. Virti uses Virtual/augmented reality to transport users into hard to recreate training situations, whilst safely assessing them under pressure. Virti is used in the UK and US by medical schools, nursing schools, sim centers, residency training programmes, hospitals and corporates. Virti are the only education company to be part of the NHS' National Innovation Programme.



Business Services

Who are we?

- One of the largest not-for-profit health technology networks in Europe
- Over 1300 members from over 20 countries representing Academia, Business and Care/Clinicians, representing around 1000 Healthtech SMEs
- Provider of support on a one-to-one basis through our consultancy services and one-to-many through an extensive programme of workshops, training and other topical events

What's the offer?

- **Access** - through us to our unrivalled address book of over 14,000 contacts in business, universities, the NHS and care sectors
- **Grant-writing + project participation** - including SBRI, InnovateUK and NIHR (over £4.5 million raised for SMEs since 2017)
- **Consultancy** - commercialisation strategy, market understanding, health economic modelling, product development focus groups, fund-raising, and IP, regulation and product design through our partners
- **Mentoring and coaching** - 1:1 Accessing the NHS and Care Sector and Business Planning Surgeries – with over 400 carried out in the last 4 years
- **Event organisation** - support and management for profile raising, partnership building and networking

Past and present customers:

Aerobit	Anglia Ruskin University	Applied Nanodetectors
AT Kearney	Business Finland	Brunel University London
Cystic Fibrosis Trust	Clean Blue	DynamX Medical
East Sussex NHS Trust	Edwards Accountants	eg technology
Exhalation Technologies	Greater London Authority	Greenwich University
Hepro	Hempsons	Hill Dickinson
Hygga	Imatis	Imperial College London
Imperial Innovations	Kalium Health	Kent Surrey Sussex AHSN
Kings College London	Kent County Council	Knowledge Transfer Network
London Borough of Tower Hamlets	London South Bank University	MedCity
Mind over Matter	Mosaic Surgical	NIHR i4i
Norway Health Tech	Odin Medical	ORCHA
Oxford Heartbeat	PDD Innovation	Pfizer
Portsmouth Hospital NHS Trust	Psephos Biomedica	Queen Mary University London
Savonia Finland	St Thomas' MedTech Hub	Tekiu
The SEEK Group	Toshiba	University of Portsmouth
University of Surrey	Wellcome Trust	Wessex Clinical Research Network
Wiltshire County Council	Xenzone	xim



Contact SEHTA today for more details – info@sehta.co.uk
www.sehta.co.uk

CONFERENCE PROGRAMME

SEHTA Stream



NHS/AHSN Stream: Meeting Clinical Needs



Post Covid-19 & the "New Normal" Live Session 12:00 – 13:00 on Monday 28th September 2020

Chair: Roy Lilley

Panel

- **Guy Boersma**, Managing Director, KSS AHSN
- **Dr Alistair Chesser**, Group Chief Medical Officer, Barts NHS Trust
- **Dr Amanda Begley**, National Director, NHS Innovation Accelerator, UCL Partners

VIRTUAL CONFERENCE PROGRAMME

Welcome Opening Address: Dr. David Parry, CEO, SEHTA

Keynote Address: Prof Reza Razavi, Vice President & Vice Principal (Research), King's College London and Director of Research, King's Health Partners (KHP)

Funding

NIHR i4i

Martin Hunt, Programme Director, NIHR i4i

SBRI Healthcare

Raffaella Roncone, SBRI Healthcare Implementation Lead, Innovations Directorate

Innovate UK

Dr Michael Kipping, Innovation Lead - Biomedical Catalyst, Innovate UK

The opportunity for industry: End of life & frailty

Dr Natalie Broomhead, Consultant Geriatrician and Clinical Lead, Department of Elderly Medicine &

Dr Sophie Norman, MDTea (Technology Enhanced Learning) Teaching Fellow, Surrey and Sussex Healthcare NHS Trust &

Conor Briant, Analyst, KSS AHSN

Ollie Minton, Consultant BSUH, Macmillan Clinical Lead for Palliative Medicine, Sussex Cancer Centre

Incubation, Accelerators & Mentors: Foundation for SMEs

Alban Remy, Head of Innovation and Life Sciences, London & Partners

Prof Sebastien Ourselin, Head of School, Biomedical Engineering & Imaging Sciences, Kings College London

Sabah Adams, Project Support Officer, Wellcome Trust & **Rebecca Davies**, Head of Strategic Partnerships, Moving Ahead

The opportunity for industry: Learning disability

Dr Jean O'Hara, Consultant Psychiatrist and Expert Advisor to the National Learning Disability and Autism Programme. Former National Clinical Director for Learning Disability

Athina Lockyer, Programme Manager & **Becca Randell**, Kent, Surrey Sussex ARC Children's Mental Health Implementation Lead

VIRTUAL CONFERENCE PROGRAMME

SEHTA Stream



NHS/AHSN Stream: Meeting Clinical Needs



Managing BREXIT



Jamie Foster & James Lawford-Davies, Partners, Hill Dickinson

Jacques du Preez, Director, Psephos Biomedica

The opportunity for industry: AI/digital imaging & pathways in dermatology

Lesley Soden, Head of Innovation, HIN (Health Innovation Network)

Christianah Olagunju, Project Manager, Dermatology Programme, HIN

International Collaborations

Rob Lewtas, Strategic Partner Manager, London and South East International Trade Team, DiT

Ben Morris, EUREKA Eurostars Programme Manager, Innovate UK

The key to engaging the NHS in 2020: How to develop a value proposition

Rob Berry, Head of Innovation, KSS AHSN

Nuala Foley, Industry Engagement Manager, KSS AHSN

5 Steps to achieving digital health integration



Liz Ashall-Payne, CEO, ORCHA

Empowering and enabling clinicians to use digital health

Dr Tamsin Holland Brown, Paediatrician, Cambridge Community Services NHS Trust

The NHS and international industry engagement: Examples from Sweden

Guy Boersma, Managing Director, KSS AHSN

Dr Joachim Werr, CEO, Health Navigator

The Keys to Success

Stephen Hart, COO, Virti
Peter Cowley, Serial Entrepreneur and Parallel Angel Investor

The AHSNs, ARCs & Industry

Dr Des Holden, Medical Director, Kent Surrey Sussex AHSN

SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
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Fireside Chat Panel Roy Lilley Chair



Over 50 years ago Roy Lilley started his first enterprise from scratch, built it into a multi-million turn-over business and sold it to fellow directors and managers, in 1989. He has chaired everything from major boards, to hospitals, health authorities, voluntary organisations and charities. He has been a policy advisor, a visiting fellow at Imperial College London, helped start the Health services Management school at Nottingham University and was a founder of the Federation of NHS Trusts... that became the Confed. In local government; for over 20 years a councillor, chaired all the major committees, became the leader of the Council and Mayor of Surrey Heath Borough Council.

He is the Founder of the Academy of Fabulous Stuff, the only free-to-access repository of best practice in the NHS, the developer of the Fab-O-Meter, a way for measuring morale in organisations, in real time, and for over ten years has written a discontinuous eLetter that, often, over three times a week, reaches the inboxes of 300,000 health and care managers in the UK and overseas.

He visits over 20 NHS establishments a year and travels the UK and world-wide talking about healthcare, management and policy. Three times voted the top speaker on NHS topics.

He says; 'Healthcare is my interest, my challenge, my passion and I am lucky to be involved with the professionals who make our lives healthier, our families safer and each of us proud of what we do.'

Fireside Chat Panel Guy Boersma, MD, Kent Surrey Sussex Academic Health Science Network



Guy is the Managing Director of Kent Surrey Sussex Academic Health Science Network (KSS AHSN), a social enterprise he set up to accelerate the adoption of health & care innovations across the National Health Service in England. It is one of fifteen AHSNs across England and Guy leads nationally on Digital & Artificial Intelligence for The AHSN Network.

In 2019 he replaced Meg Hillier MP as Healthcare Denmark's UK ambassador, an honorary role supporting stronger collaboration between industry, academia and the health and care services of Denmark and the United Kingdom.

Guy has worked in health and care for more than 20 years, in both private and public sector organisations and at national, regional and local level. He is a collaborative leader, relishing the role of catalysing effective delivery across organisations.

Alistair is a consultant nephrologist and Group Chief Medical Officer at Barts Health. He trained in Cambridge and at The London Hospital, and completed his renal training and research in the Barts Health hospitals. He has been Group Chief Medical Officer since 2015, providing clinical leadership for the Board on education, research, clinical strategy, standards, quality and clinical governance.

SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
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Fireside Chat Panel Dr Alistair Chessser, Group Chief Medical Officer, Barts NHS Trust



Alistair is a consultant nephrologist and Group Chief Medical Officer at Barts Health. He trained in Cambridge and at The London Hospital, and completed his renal training and research in the Barts Health hospitals. He has been Group Chief Medical Officer since 2015, providing clinical leadership for the Board on education, research, clinical strategy, standards, quality and clinical governance.

Fireside Chat Panel Dr Amanda Begley, Director of Innovation & Implementation, UCL Partners and National Director, NHS Innovation Accelerator



Dr Amanda Begley is Director of Innovation and Implementation at UCLPartners. Her focus is to build partnerships and expertise to deliver innovation at scale and pace for patient and population benefit. She is co-founder and National Director for the NHS Innovation Accelerator (NIA), which is delivered as a partnership between NHS England and the country's 15 Academic Health Science Networks, hosted at UCLPartners.

Amanda is also Director of Strategy and Partnerships for Health Data Research Hub for Cancer DATA-CAN, a UK-wide partnership, hosted by UCLPartners, that aims to unlock the power of health data to improve cancer care. Amanda is a fellow at the Centre for the Advancement of Sustainable Medical Innovation (CASMI), and a non-executive director on the Royal College of General Practitioners Innovation and Research Board.

Following her PhD, Amanda joined the NHS as an assistant and trainee clinical psychologist. She has worked as a commissioner and senior manager across primary, community and secondary care, and as head of innovation at London's Strategic Health Authority. While at UCLPartners, Amanda completed a fellowship at GSK and was recently named in the NHS 70 Women Leader Awards, presented by the NHS London Leadership Academy.



SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
Welcome Opening Address Dr David Parry, CEO, SEHTA	<p>Dr David Parry was appointed Chief Executive of SEHTA on 1st February 2006. Immediately prior to this he ran his own life sciences consultancy company and was a SEEDA enterprise hub director for 3 years when he actively helped 20 small technology-based businesses to grow.</p> <p>David's earlier background was in research and development. He has held positions of Head of Entomology and Plant Pathology at East Malling Research Station and Reader in Plant Pathology at Harper Adams University College.</p> <p>David has a track record in attracting funding from commercial, government and EU sources. His research work is widely published and he has written 2 books.</p> <p>David is a graduate of Imperial College and obtained his PhD from Imperial College at Wye.</p>



Keynote Address
Prof Reza Razavi,
Vice President &
Vice Principal (Research),
Kings College London and
Director of Research at
King's Health Partners (KHP)

Professor Reza Razavi is Vice President & Vice-Principal of Research at King's College, London, and Director of Research at King's Health Partners. He is Professor of Paediatric Cardiovascular Science at King's College, London and Consultant Cardiologist at Guy's and St Thomas' NHS Foundation Trust. He led the development at King's School of Biomedical Engineering & Imaging Sciences in its 10 year transformation from 20 to over 400 active researchers.

Reza's research interest is in imaging and biomedical engineering related to cardiovascular disease, and he has substantial grant income, and extensive experience working with industry towards delivering technologies that move into clinical products. He is published widely in high impact journals with over 300 journal publications.

One key area of focus is cardiac MRI in relation to congenital heart disease, electrophysiology and heart failure, with image guided intervention and employing XMR (X-ray and MRI) guided cardiac catheterization, and pursuing methodological advances to move to faster 3-Dimensional cardiac imaging. He is Director of the Wellcome Trust and EPSRC Centre for Medical Engineering and UK Research and Innovation Medical Imaging and AI Centre for Value based Healthcare.

Reza actively participates in both national and international bodies in the fields of cardiovascular imaging, including developing the curriculum for training of doctors in this area, alongside organisation of national and international societal meetings, and is post- Chair of the British Society for Cardiovascular MRI.



SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
Funding Martin Hunt, Programme Director, i4i NIHR	<p>Martin is Programme Director of NIHR Invention for Innovation, a translational funding programme. i4i aims to support and advance the research and development of innovative healthcare technologies and their translation into the clinical environment for the benefit of patients. The programme has a current portfolio of c£120m invested in 170+ projects and has leveraged additional funding of over £94m.</p> <p>Martin is also a member of the NIHR Strategy Board.</p> <p>Martin has over 30 years' experience in the life science industry, with executive and NED roles in multi-nationals, SMEs and public companies. During 15 years in international Medtech companies, he had senior roles in sectors including ophthalmic surgery, wound management and chronic care.</p> <p>He was Chief Executive of Tissue Science Laboratories plc and led the company from angel funding as a start-up, a listing on the AiM market in 2001 through to exit in 2008. Since then, in addition to his Programme Director role for the NIHR, he has been Chair or NED on the Boards of nine early stage Medtech and Biotech companies and is currently Chair of two companies with technologies in regenerative medicine and skin microbiome.</p> <p>Martin has raised over £50m public / private funding to support innovative technologies and is an active business angel.</p>



Funding
Dr Raffaella Roncone,
SBRI Healthcare
Implementation Lead,
Innovations Directorate

Raffaella Roncone leads the NHE England and NHS Improvement SBRI Healthcare Programme. SBRI Healthcare aims to improve patient care; increase NHS efficiency; enable the NHS to access new innovations; and bring economic value and wealth creation opportunities to the UK economy. The programme has a current portfolio of c£90m invested in nearly 200 projects and has leveraged additional funding of over £300m.

MBA-awarded, degree and PhD in Chemistry, Raffaella has also experience in NIHR funding opportunities and extensive track record in the evaluation of the scientific, commercial and financial aspects of translational projects. She currently leads the engagement with the investment community. She has a keen interest in knowledge transfer, innovation and research-industry partnerships.



SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
Funding Michael Kipping, Innovation Lead – Biomedical Catalyst, Innovate UK	<p>Michael is an Innovation Lead for the Biomedical Catalyst funding programme at Innovate UK part of UK Research & Innovation. The Biomedical Catalyst has provided over £210m grant funding to innovative healthcare SMEs since 2012.</p> <p>After completing his Ph.D. in Biomedical Engineering at University of Nottingham he worked in the cardiac rhythm management (CRM) industry for 10 years for Guidant (later acquired by Boston Scientific) and BIOTRONIK where he led the UK & Eire business.</p> <p>In 2016, Michael moved to the Medicines & Healthcare products Regulatory Agency (MHRA) as Group Manager for the Medical Devices Safety & Surveillance Group and led a team of 50 engineers and scientists whose primary focus was patient safety. No medical device is without risk and the team helped monitor the safety of devices and sought to work collaboratively with manufacturers and stakeholders to ensure that when issues arose, they were dealt with appropriately and promptly. The team were also heavily involved in the development of standards, future regulation and pre-market clinical investigations of non-CE marked medical devices.</p>



Incubation, Accelerators & Mentors
Alban Remy, Head of Innovation and Life Sciences, London & Partners



Based in London since 2011, Alban has been working on International Business Development with SMEs from different sectors, from Fashion Retail to Digital Health, from working with the England Rugby Team to helping early stage innovators expand overseas. During the summer 2016, Alban joined London & Partners, the official Trade, Investment and promotional agency for the Mayor of London to support existing Tech businesses in London and attract international organisations to invest in the city.

Alban is now Head of Innovation and Life Sciences for London & Partners as well as a mentor and Non-Executive entrepreneur within scaling businesses based in Europe.

SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
Incubation, Accelerators & Mentors Prof Sebastien Ourselin, Head of School, Biomedical Engineering & Imaging Sciences, Kings College London	<p>Professor Sebastien Ourselin is Head of the School of Biomedical Engineering & Imaging Sciences, King's College London; dedicated to the development, translation and clinical application of medical imaging, computational modelling, minimally invasive interventions and surgery. In collaboration with Guy's & St Thomas' NHS Foundation Trust (GSTT), he is leading the establishment of the MedTech Hub, located at St Thomas' campus. The MedTech Hub vision is to create a unique infrastructure to develop health technologies including AI, medical devices, workforce and operational improvements of global significance. Previously based at UCL, he formed/led numerous activities including the UCL Institute of Healthcare Engineering, the EPSRC Centre for Doctoral Training in Medical Imaging and Wellcome EPSRC Centre for Surgical and Interventional Sciences.</p> <p>He is co-founder of Brainminer, an academic spin-out commercialising machine learning algorithms for brain image analysis. Their clinical decision support system for dementia diagnosis, DIADEM, obtained CE marking. Over the last 15 years, he has raised over £50M as Principal Investigator and has published over 420 articles (over 20,000 citations, h-index 73). He is/was an associate editor for IEEE Transactions on Medical Imaging, Journal of Medical Imaging, Nature Scientific Reports, and Medical Image Analysis. He has been active in conference organisation (12 international conferences as General or Program Chair) and professional societies (APRS, MICCAI). He was elected Fellow of the MICCAI Society in 2016.</p>



Incubation, Accelerators & Mentors
Sabah Adams,
Project Support Officer, Wellcome Trust



Sabah Adams is a Project Support Officer in the Wellcome Innovations Team, providing project management and operational support for a range of different areas, including the Broadening Horizons mentoring programme and a drug research and development programme for Neglected Tropical Diseases. She also manages internal communications for the Innovations Team. Before joining Innovations, Sabah worked as a Grants Adviser at Wellcome, managing grants for Wellcome's humanities and social science related grant schemes. She has previously worked in project management and communications roles in the non-profit sector, in the areas of science communication, ecology and social welfare.



SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
Incubation, Accelerators & Mentors Rebecca Davies, Head of Programmes, Moving Ahead	Rebecca joined Moving Ahead, a specialist diversity, development and inclusion social impact organisation five years ago from a previous career at PwC. Rebecca is an expert in the design and delivery of best practice structured mentoring programmes and has worked with over 200 organisations in this field. Rebecca is a passionate adventure cyclist, and in 2012 Cycled 27,000km from the UK to New Zealand.
	

Managing Brexit
Jamie Foster,
Partner, Hill Dickinson



Jamie is a commercial lawyer specialising in the health and life sciences sectors. Clients include listed healthcare and innovation companies, biotech businesses, NHS organisations involved in R&D and medtech start-ups.

Jamie advises clients on contracting, intellectual property, collaborations, and navigating the commercial and regulatory frameworks for medtech and biotech start-ups. He is currently working on collaborations between the NHS and industry relating to data-driven technologies and delivering the digital ambitions of the NHS Long Term plan.

Jamie is a member of Tech London Advocates (Healthtech group) and frequently presents on life sciences issues, including for the South East Health Technologies Alliance. He has contributed to a number of publications this year including contributing to SEHTAs "Accessing the NHS: A guide for SMEs" publication and to Hill Dickinson's "A short guide to regulation for disruptive technologies" (including artificial intelligence).

SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
Managing Brexit James Lawford-Davies, Partner, Hill Dickinson	James is a regulatory lawyer and litigator in Hill Dickinson's life sciences team. He advises companies, clinics, hospitals, universities and researchers on a wide range of regulatory frameworks governing life sciences and health tech. He has a particular expertise in advising in relation to tissue and cell-based therapies and research, including IVF and embryo research, and on the regulation of medical devices and IVD's.
	James is an experienced litigator and has been involved in cases at every level in the UK courts. Much of his work concerns the judicial review of regulatory bodies and cases arising as a result of regulatory action.

In addition to private practice, James is an honorary lecturer in the department of biochemical engineering at UCL. He lectures widely on his specialist subjects, both in the UK and internationally.

Managing Brexit
Jacques du Preez,
Director, Psephos Biomedica



Jacques has worked with Psephos Biomedica since 2001 and during this period has built four companies, the most recent being Mosaic Surgical. He focuses on taking medical technologies to market and has deep experience in strategy regulatory affairs, clinical research, quality assurance and operations.

Jacques founded Mosaic Surgical in 2017, which developed an innovative single use sterile retractor system. Jacques undertook all aspects of the development from design and manufacturing through to CE marking. The company was acquired by Angela Spang in September 2019.

His combined experience of doing, advising and running medical device companies allows Jacques to bring invaluable experienced insight to engagements. He is currently completing a Masters in Medical Technology Regulation through NUIG; has an MBA from London Business School; and is a qualified Chartered Accountant.

His most recent SEHTA publication is Migration from MDD to MDR – 2019.



SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
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International Collaborations
Rob Lewtas,
Strategic Partner Manager,
London & South East
International Trade Team, DiT



Rob specialises in international business development and marketing with experience across both public and private sectors. Rob spent most of his career in the IT & Communications industry, most recently providing corporate networking solutions to global clients. He has many years of experience in assisting companies in setting up operations in the UK, including several multi-million pound investment projects and property acquisitions. His experience in commercial real estate proved valuable when he was involved in the technical bid team for the London 2012 Olympics.

Rob's role in the Department for International Trade (DIT) is to work with UK based FTSE 250 companies and hi-growth SMEs to develop new opportunities and to win business in new markets. Rob's particular specialism is identifying and securing hi-value procurement contracts and accessing large scale investment programmes in complex markets.

International Collaborations
Ben Morris,
EUREKA Eurostars
Programme Manager,
Innovate UK



Ben has been with Innovate UK for the past 5 years having had various operational roles within the organisation, which one such role was as Head of Operational Grant Delivery, before taking up the role of Eureka Eurostars Programme Manager. Ben is also working on the Operational Delivery of grants, post Brexit into Horizon Europe, and what the future grant landscape will be under this programme.

SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
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5 Steps to achieving digital health integration
Liz Ashall-Payne,
CEO, ORCHA



Passionate about the opportunities that technology and particularly apps offer to improve health and care efficiencies and outcomes, Liz founded ORCHA, the Organisation for the Review of Care and Health Application in 2015, determined to present a way to offer much needed guidance to app developers to help raise app quality, as well as helping the public and professionals to confidently find and apply apps that could genuinely improve public, patient and organisational outcomes.

Initially a Speech and Language Therapist, Liz has almost 20 years NHS experience. She has successfully led innovative change and service transformation in complex health economies. She has led regional, national and European change programmes and networks to deliver transformational shift and has experience of working collaboratively with Public Sector, Industry and Academia.

Other roles include:
 NHSE NIA Fellow
 NHSE Coach Clinical Entrepreneur program
 OCS Advisory Board member
 BCS Associate Vice Chair for standards

Empowering and enabling clinicians to use digital health
Dr Tamsin Holland Brown,
Paediatrician,
Cambridge Community
Services NHS Trust



Tamsin works as a paediatrician in Cambridge. She specialises in children who are deaf. This led her focus on children with temporary hearing loss due to glue ear (a condition where fluid builds up behind the ear drum causing temporary deafness in young children), she created an affordable medical device to improve hearing and an app to improve childhood developmental skills and self management of glue ear between appointments times. The device and the app won many innovation and paediatric awards, with NICE 'highly commending' the app as a shared learning example and the UK app awards awarding the app 'Children's app of the year 2019'. Tamsin experience led her to become an educator in Digital Health and Clinical Lead in Paediatric Digital Health.



SPEAKER PROFILES

SEHTA Stream

Session Title	Speaker
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The Keys to Success
Stephen Hart,
COO, Virti



Stephen Hart is on a mission to maximise human performance. Stephen is currently the Chief Operating officer at Virti. Virti are a global training and development provider who use immersive virtual reality training simulations to enable significant benefits in operational performance to their clients. Stephen grew his knowledge and experience on how to create improvements in operational performance through effective, efficient, and relevant training during a 20 year career with the British Royal Marines and subsequently 3 years as the Managing Director of the NHS Leadership Academy, Europe's largest management and leadership training provider.

The Keys to Success
Peter Cowley,
Serial entrepreneur and
parallel angel investor



Peter Cowley, a Cambridge university technology graduate, founded and ran over a dozen businesses in technology and property over the last 39 years. He has built up a portfolio of over 70 angel investments with eight good exits and twelve failures. He is the President of the European Business Angel Network (EBAN), former chair of the Cambridge Business Angels and was UK Angel of the Year 2014/15. He has mentored hundreds of entrepreneurs and is on the board of nine startups.

In 2011, he founded and has since run Martlet: a Corporate Angel, investing (currently £8M) from the balance sheet of Marshall, a £2.5bn revenue Cambridge engineering company. He is a fellow in Entrepreneurship at the Cambridge Judge Business School and on the investment committee of the UK Angel Co-fund. He has also had 16 years' experience as chair, treasurer and trustee of the boards of seven charities.

With his son, Alan, Peter is sharing his and others' experience and anecdotes in order to educate angels and entrepreneurs via The Invested Investor which publishes two books and 75+ podcasts. Peter is a public speaker on entrepreneurship and angel investing throughout the world.

SPEAKER PROFILES

Kent Surrey Sussex Academic Health Science Network: Meeting Clinical Needs Stream

Session Title	Speaker
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The opportunity for industry:
End of life & frailty
Dr Natalie Broomhead,
Consultant Geriatrician and
Clinical Lead, Department
of Elderly Medicine, Surrey
Sussex Healthcare NHS Trust



Dr Natalie Broomhead was appointed as a consultant Geriatrician in 2014 at Surrey Sussex Healthcare NHS Trust. She was appointed clinical lead for the department of Elderly Medicine in 2015.

She has particular interest in community geriatrics, long length of stay patients, end of life care and leadership and management within the healthcare setting.

She was the chair of the South West Thames Regional British Geriatrics Society from 2015 to 2019 and she was previously the clinical lead for the older persons programme at KSS AHSN.

The opportunity for industry:
End of life & frailty
Dr Sophie Norman,
MDTea (Technology
Enhanced Learning) Teaching
Fellow, Surrey and Sussex
Healthcare NHS Trust



I became involved with this project when I was a Core Medical trainee Doctor working at Surrey & Sussex Healthcare Trust, taking an interest in both elderly and palliative medicine. I am currently a Teaching Fellow at the same trust.

The opportunity for industry:
End of life & frailty
Conor Briant,
Analyst, Surrey Sussex
Healthcare NHS Trust



I am an analyst and health economist at KSS AHSN Ltd. My background is in Economics with a BSc and MRes from the University of Bath. My experience has been almost entirely healthcare-focused, having engaged in projects covering quality improvement, health economics, statistical methods, and health analytics. I have a keen interest in health inequalities and identifying areas of health need in the population.



SPEAKER PROFILES

Kent Surrey Sussex Academic Health Science Network: Meeting Clinical Needs Stream

Session Title

Speaker

The opportunity for industry: End of life & frailty

Ollie Minton
Consultant BSUH,
Macmillan Clinical Lead
for Palliative Medicine,
Sussex Cancer Centre



I am the clinical lead for palliative medicine in Brighton at the Sussex Cancer Centre. I have an interest in the use of technology and science to identify and manage symptoms at the end of life and I have worked with the KSS AHSN for over 2 years and firmly believe in the power of data.

The opportunity for Academia and Industry to support people with Learning Disabilities and Autism: Restarting after COVID-19

Dr Jean O'Hara, Consultant
Psychiatrist and Expert
Advisor to the National
Learning Disability and Autism
Programme. Former National
Clinical Director for Learning
Disability, NHS England & NHS
Improvement & South London
and the Maudsley
NHS Foundation Trust



Dr Jean O'Hara FRCPsych, is consultant psychiatrist in learning disabilities at South London and the Maudsley NHS FT and Visiting Senior Lecturer at the Institute of Psychiatry, Psychology and Neurosciences. She was a clinical director at King's Health Partners AHSC (2010-2017) where she co-led the formation of an innovative 'Behavioural and Developmental Psychiatry Clinical Academic Group' bringing together adult forensic, autism, ADHD and learning disability services across South East London. In 2016 she joined NHS England as the senior psychiatric lead for 'Transforming Care', but soon after was appointed National Clinical Director for Learning Disabilities. In January 2020 she started her current advisory role to help bring a research and innovation focus into the national learning disability and autism programme, to support delivery of the NHS Long Term Plan.

SPEAKER PROFILES

Kent Surrey Sussex Academic Health Science Network: Meeting Clinical Needs Stream

Session Title

Speaker

The opportunity for Academia and Industry to support people with Learning Disabilities and Autism: Restarting after COVID-19

Athina Lockyer,
Programme Manager,
Kent Surrey Sussex Academic
Health Science Network



Athina works for Kent Surrey Sussex Academic Health Science Network as a Programme Manager in the Technology Navigation team. This involves encouraging the adoption and spread of innovation, be it pathways or technologies, identified locally or via national initiatives.

At SEHTA, she will be discussing how having an innovation methodology can support the implementation of innovation, making the case to develop comprehensive networks.

Athina is dual qualified as an adult nurse and a health visitor, holding an MSc in Public Health Practice and a PGCert in Leadership in Health from the Darzi Fellowship. Experience in acute and community care, as well as from quality improvement and digital roles, gives her a unique ability to view the health and social care system through multiple lenses.

Athina also has a specific remit to support Kent and Medway STP with their identified priorities, as part of their response to the Long Term Plan.

The opportunity for Academia and Industry to support people with Learning Disabilities and Autism: Restarting after COVID-19

Becca Randell,
Kent Surrey and Sussex ARC
Children's Mental Health
Implementation Lead



Becca Randell is the Starting Well: Children and Young People's Mental Health Implementation Lead for Kent Surrey and Sussex ARC – implementing children's mental health research into practice and spreading innovation across the region. She is also leading on two national programmes for the AHSN – early intervention eating disorders and ADHD. Becca has over twenty years' experience of commissioning children's services. She has recently worked as Children and Families' Strategic Commissioning Lead for West Sussex, previously the Children's Mental Health Commissioner on behalf of the CCGs and West Sussex County Council and was Regional Manager for Children's Services for Government Office for the South East overseeing Sure Start and Children's Fund. Becca has also worked in regeneration through community development and neighbourhood renewal programmes, and is as passionate about collaboration and integration whilst improving the outcomes for children and young people through system-wide transformation and evidence-based research. Becca has recently represented UK on the European Social Network Advisory Group on co-production, speaking at international conferences and is a member of the national BEAT Eating Disorders Clinical Advisory Group.



SPEAKER PROFILES

Kent Surrey Sussex Academic Health Science Network: Meeting Clinical Needs Stream

Session Title

Speaker

The opportunity for Academia and Industry to support people with Learning Disabilities and Autism: Restarting after COVID-19
Lesley Soden,
Head of Innovation, HIN
(Health Innovation Network)



Lesley Soden leads a portfolio within the Innovation Theme of the Health Innovation Network, the AHSN for South London including the Rapid Uptake Products, Innovation Exchange and NHS Graduate Digital, Data and Technology scheme. She specialises in supporting companies with innovative digital health, technology and medical devices that could solve challenges for the healthcare sector. She has worked in NHS and public sector roles for over 20 years in senior business and strategy roles in mental health and community NHS trusts specialising in establishing novel partnerships across different stakeholders, re-designing clinical services and business planning for large NHS trusts.

The opportunity for Academia and Industry to support people with Learning Disabilities and Autism: Restarting after COVID-19
Christianah Olagunju,
Project Manager/Consultant,
HIN (Health Innovation Network)



Christianah experience spans across primary and secondary care including the public health sector and has worked on various digital and non-digital healthcare projects.

Currently, she is the Technology Project Manager for the Health Innovation Network (the Academic Health Science Network for South London). Prior to this role she worked for an Electronic Patient Records company consulting with multiple NHS Trusts on the digitalisation of their existing Care Pathways (including Tele Dermatology). The aim of these transformation projects was to improve service efficiency/performance, reduced unwanted variation and enhance patient and provider experience.

Currently she is leading on a project reviewing the usage and functionality of Online Consultation solutions within primary care and the Project Manager for the Dermatology Improvement Collaborative.

SPEAKER PROFILES

Kent Surrey Sussex Academic Health Science Network: Meeting Clinical Needs Stream

Session Title

Speaker

The key to engaging the NHS in 2020: How to develop a value proposition
Nuala Foley, Industry
Engagement Manager, Kent
Surrey Sussex Academic
Health Science Network



Nuala comes from an Industry (mainly SME) background having worked with companies across every sector and most recently tech and life science high growth companies supporting them with their innovation and commercialisation. As such Nuala has vast experience in navigating the funding landscape and in supporting companies to develop their strategic plan and to understand their customer base and value proposition for their target customer.

Learning from international collaborations: Examples from Denmark
Guy Boersma, Managing
Director, Kent Surrey Sussex
Academic Health Science
Network



Guy is the Managing Director of Kent Surrey Sussex Academic Health Science Network (KSS AHSN), a social enterprise he set up to accelerate the adoption of health & care innovations across the National Health Service in England. It is one of fifteen AHSNs across England and Guy leads nationally on Digital & Artificial Intelligence for The AHSN Network.

In 2019 he replaced Meg Hillier MP as Healthcare Denmark's UK ambassador, an honorary role supporting stronger collaboration between industry, academia and the health and care services of Denmark and the United Kingdom.

Guy has worked in health and care for more than 20 years, in both private and public sector organisations and at national, regional and local level. He is a collaborative leader, relishing the role of catalysing effective delivery across organisations.



SPEAKER PROFILES

Kent Surrey Sussex Academic Health Science Network: Meeting Clinical Needs Stream

Session Title	Speaker
<p>The NHS and international industry engagement: Examples from Sweden Dr Joachim Werr, CEO and Founder, Health Navigator</p> 	<p>This presentation covers the interest in the NHS from international partners.</p> <p>Featured is Health Navigator, a Swedish company whose AI-guided proactive health coaching measurably reduces avoidable urgent and emergency care.</p> <p>The company has seen successful commercialisation in Sweden and the NHS, and the discussion will cover both the experience of selling to the NHS, and a comparison with the Swedish situation.</p> <p>Learning outcomes include understanding of NHS sales and the commissioning landscape, and how to integrate in the health economy.</p>

The opportunity for industry: Learning disability & screening
Dr Des Holden, Medical Director, Kent Surrey Sussex Academic Health Science Network



Des Holden is Medical Director of Kent Surrey Sussex Academic Health Science Network (KSS AHSN), having been with the organisation throughout its first licence. Des has 10 years of acute hospital board experience as Medical Director at Brighton and Sussex University Hospitals NHS Trust and then Surrey Sussex Healthcare NHS Trust (SASH) until 2019 when the CQC awarded SaSH an outstanding rating.

In addition, Des is now Chief of Innovation at SASH, a non-executive director of the Southeast Health Technology Alliance (SEHTA), and an international advisor to Public Intelligence, the Danish organisation running citizen engagement and living lab co-design for new technologies.

He is also a Board member of South East Health Technologies Alliance.

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The Journal of mHealth is an international publication bringing the latest developments in health technology innovations to healthcare and industry professionals around the world.





SEHTA's Accessing the NHS – A guide for SMEs

Since 2018, SEHTA has published 2 guides for SMEs called Accessing the NHS.

These guides were been produced to offer support and advice to health technology companies, who want to access the NHS and SMEs and who find this especially challenging. The SEHTA team have spent over 15 years helping companies understand and access the NHS and have finally attempted to distil all this knowledge and experience into this guide.

Contact info@sehta.co.uk to request a copy



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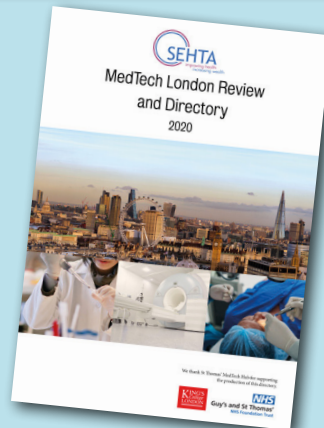
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2020 MedTech London Review & Directory

In conjunction with St Thomas' MedTech Hub we have published the 2020 MedTech London Review & Directory. The 2020 MedTech London Review & Directory continues to identify who is in the sector, where they are and what they do. This directory also offers comment on particular sub-sectors which are emerging, and some thoughts for the future. We plan to release updated versions on a regular basis, keeping pace with the growth and strengthening of this exciting sector in London.

Contact info@sehta.co.uk to request a copy





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