

Invitation

Opportunities in the UK health sector, a briefing for German companies on the market priorities, structure, and regulatory requirements

Thursday, 11 July, 2024, 11:00 to 12:15 CEST, MS-Teams
Registration Link

Dear Sir or Madam,

GHA - German Health Alliance, Health Tech Enterprise Limited and IMED Consultancy Limited jointly invite you to the webinar “Opportunities in the UK health sector, a briefing for German companies on the market priorities, structure and regulatory requirements”

The United Kingdom has a national health care service, the NHS, predominantly government funded with patient access based on clinical need, and not ability to pay. In 2024 NHS England will be given a budget of almost £165 billion to deliver care but faces challenges of a tired workforce and a waiting list for procedures that has doubled since the impact of Covid19. The NHS recognizes it needs innovations in the form of new value-for-money technologies and services that will speed up diagnosis and treatment, free up bed spaces, and move treatment out of secondary and primary care and into the community setting in order to continue to deliver. A large market exists for the SME's with the patience, skill and expertise assistance to navigate the landscape.

Agenda

12:00h *Welcome*
Alexander Boxler, DMD, GHA – German Health Alliance

12:10h *Presentation*
Matt Burton, Strategic Development Director of IMED Consultancy Limited

(I) UK Market Opportunities - Exploit the Possibilities

- Market analysis
- Consolidated regulation (taking advantage)
- Transitional timelines
- Market access

(II) UK Future Vision – Launch Early

- UK Government Commitment
- Fast-track through Innovative Devices Access Pathway (IDAP)

- Steppingstone to other markets
- How do I get paid?

12:40h *Presentation,*
Joop Tanis, Director MedTech Consulting, Health Tech Enterprise Limited

(I)Market Access Strategies and NHS Priorities

- The NHS Structure
- Understanding the customer
- NHS procurement
- Strategies for adoption

12:55h *Business Strategies: Practical Experiences*

13:05h **Questions and answers**

13:15h **End**

We look forward to your participation!



Matt Burton

Matt has over 12 years' experience in QA/RA specialising in MDD/ UKCA and EU MDR. Representing many clients as UKRP, PRRC and with Global registrations, he's worked with many devices over his Regulatory career from class I to class III and maintains many lasting client relationships. When he's not at work, he's usually surfing on the Devon coastline!



Joop Tanis

Director MedTech Consulting

Health Tech Enterprise

Joop has 20 years' experience as a clinician in the NHS.

After several roles developing and leading healthcare incubator funds, he leads the Health Tech Enterprise consulting team, providing medical technology commercialisation support to industry, healthcare and academic clients.

Joop has been a mentor for several healthtech startups and is an experienced international speaker with previous national and international professional representation roles, including using contemporaneous translation.