

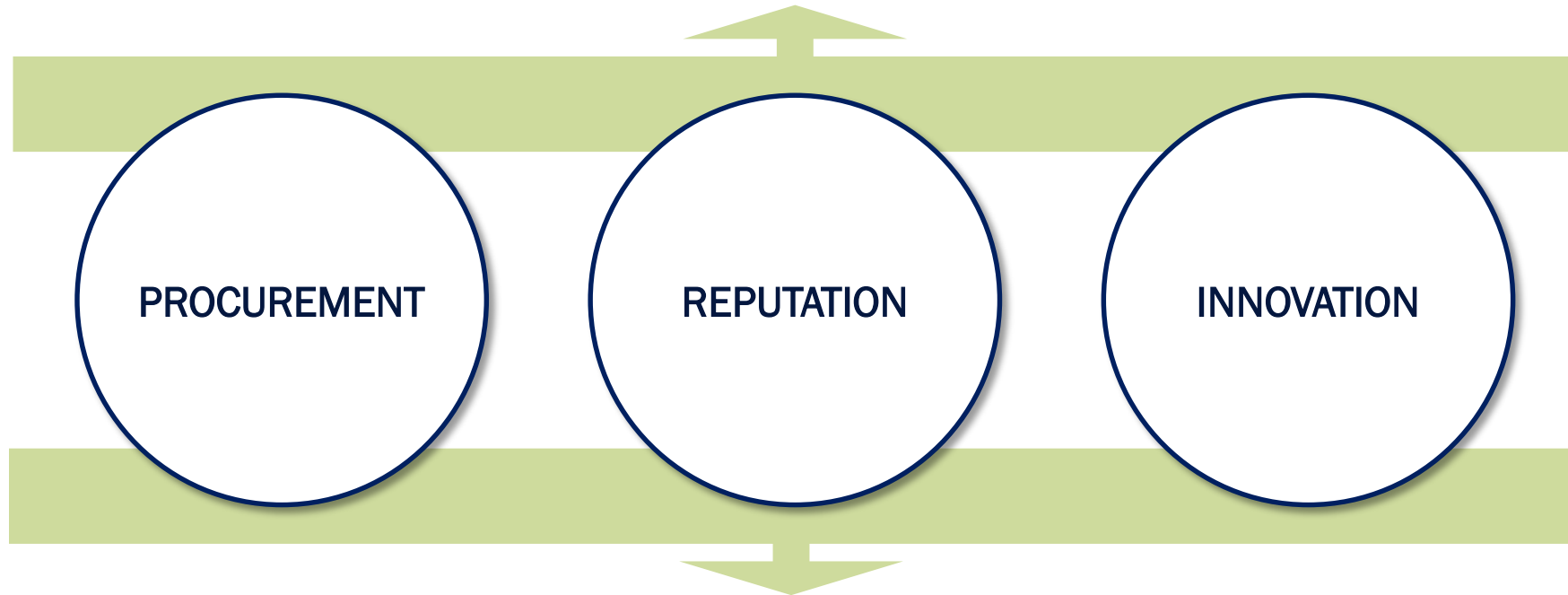


Association of British Healthcare Industries

Industry's Challenges 2020

Peter Ellingworth
CEO, ABHI

OPPORTUNITY



RISK



Procurement

- **Current NHS funding situation unlikely to improve dramatically**
 - 2016/17: forecast deficit of £873 million
 - Despite funding increase of £3.8 billion above inflation
 - Government funding below levels of comparator countries
 - Demand is not the driver per se: mix and discharge delays

- **Driven by economy: possible Brexit Impacts**
 - Lower GDP
 - NHS Workforce
 - Increased trade and supply chain barriers





Reputation



Credentialing
Code of Practice

Access to our Customers
Professionalise the Sales
Role



Regulation
New MDR

Increasing Scrutiny
Higher Barriers to Entry

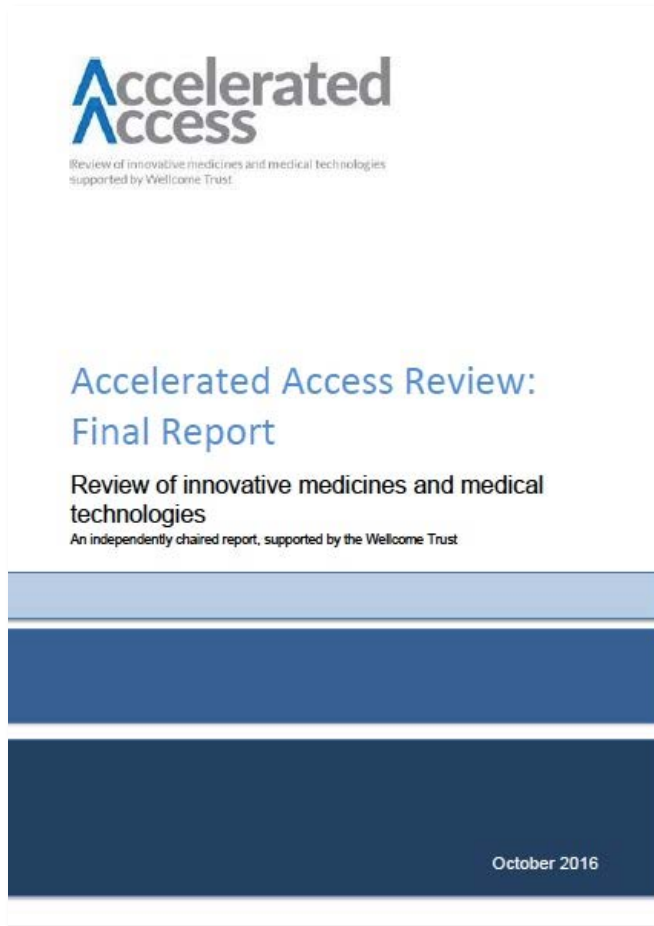


Ethical Business
Code of Practice

Increased Transparency



Innovation



- Will it? Won't it?
- Elements are being implemented already
 - MedTech Scan
 - Innovation Tariff
 - New NICE processes
- Now within the context of a wider Life Science Industrial Strategy



What Next?

Opportunity

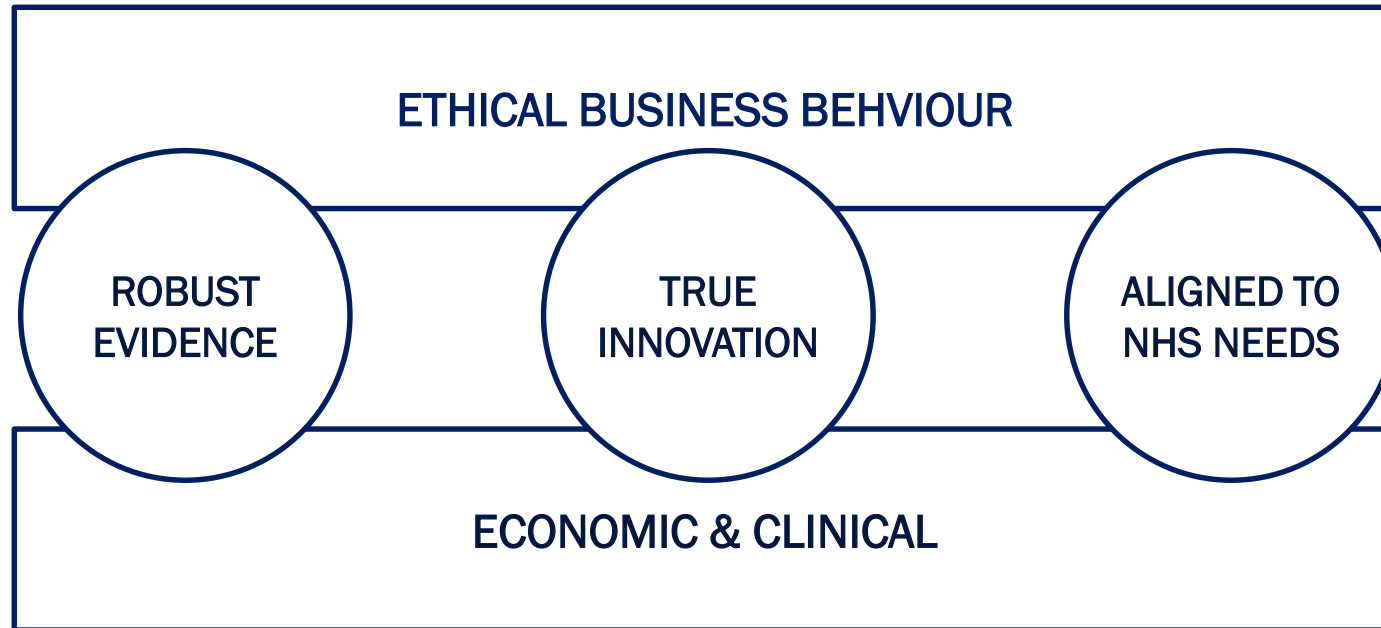
- Leverage single data pool to establish NHS as largest “Test Bed”
- Industrial Strategy highlights Life Sciences as key sector and role of NHS in economic growth
- MedTech seen as cost saving and part of the solution.....Pharma seen as cost incurring and part of the problem

Risk

- Continuation and entrenchment of existing behaviours



Rise to the Challenge



Key Interfaces

HEALTH SYSTEM



The **AHSN** Network

REGULATORS

NICE



GOVERNMENT



INTERNATIONAL

