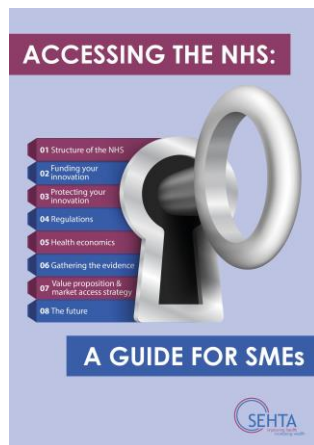


Press release: June 2018

Accessing the NHS: a guide for SMEs

[SEHTA](#) is pleased to announce the release of our **Accessing the NHS: a guide for SMEs**, supported by [Hempsons](#), which was launched on Wednesday 13th June at this year's, SEHTA AGM & Annual Conference, which took place in Westminster, London.

Most health technology companies want to access the NHS and SMEs find this especially challenging. The SEHTA team have spent over 10 years helping companies understand and access the NHS and have finally attempted to distil all this knowledge and experience into this Guide.



To receive the PDF version of this guide please [click here](#)

Dr David Parry, CEO, SEHTA says *“The SEHTA team and its partners Hempsons are very proud of this guide. We believe it is unique in providing a readable, informative and comprehensive document to help companies with their aspirations to sell to the NHS”.*

James Lawford Davies, Partner, Hempsons says *“We hope this guide offers you the practical support and provides you with some useful tips, on how to access the NHS”.*

ends

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Notes for editors

South East Health Technologies Alliance

South East Health Technologies Alliance (SEHTA) is a health technology consultancy acting for the benefit of our members who represent health technology SMEs, health and care providers and Academia.

We were founded in 2005 as an organisation to understand and meet the needs of small healthcare businesses and we've grown into one of the largest networks of individuals from Academia, Business and Care/Clinicians (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 consultancy services and one-to-many through workshops, training and other events.

For all media enquires please contact

Clare Ansett, Head of Marketing

SEHTA

clare.ansett@sehta.co.uk

www.sehta.co.uk

Hempsons

Hempsons is a leading UK health and social care law firm acting for over 600 health and social care organisations in the public, private and third sectors.

We have a dedicated team offering specialist advice to the healthtech and life sciences sectors. With their extensive expertise and sector knowledge, Hempsons are able to offer a full range of sector-specific legal services. In addition to our understanding of the importance of strong regulatory, commercial, procurement and intellectual property advice, our corporate team comprises a mix of corporate and corporate finance experience with extensive experience of sector-focused transactions and due diligence.

Hempsons not only offer advice in relation to medical devices and pharmaceuticals, but we also have particular expertise in the fields of cell and gene therapy, reproductive and genetic technologies, and related research. Our experience of acting for over 200 NHS bodies means we have the regulatory expertise necessary to assist organisations looking to access the NHS as well as in-depth knowledge of the latest developments and thinking within the NHS.

For more information please click [here](#)

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