



# South East Health Technologies Alliance

Facilitating the profitable and sustainable growth of  
companies in South East England's  
health technologies sector

**Dr David Parry, CEO**





- Formed 2006, company limited by guarantee
- Sponsored primarily by SEEDA
- 1000 members (companies, universities, etc)
- Offer contacts, networking, 'open innovation' fund-finding, business planning, business intelligence, access NHS, PR, student recruitment





# Highlights

- 52 companies accessed over £15 million
- 55 companies helped access NHS – 6 licence deals, 7 prototypes
- Brokered deal between J and J and SEEDA - £500k research grants
- TSB events - £1.9 million grant awarded
- 30 companies helped with PR
- Telecare knowledge network – 150 subscribers
- Greater South East Cluster maps
- ‘Finding your way around’ document
- Completed 2 EU projects





## Selling to the NHS

- Biggest problems – especially SMEs
- Biggest markets -£100 billion
- SEHTA helps -NHS Innovations SE
- May develop ‘paid for service’ in future – light touch/intensive help





# Selling to the NHS

- **Nothing like real experience!**

