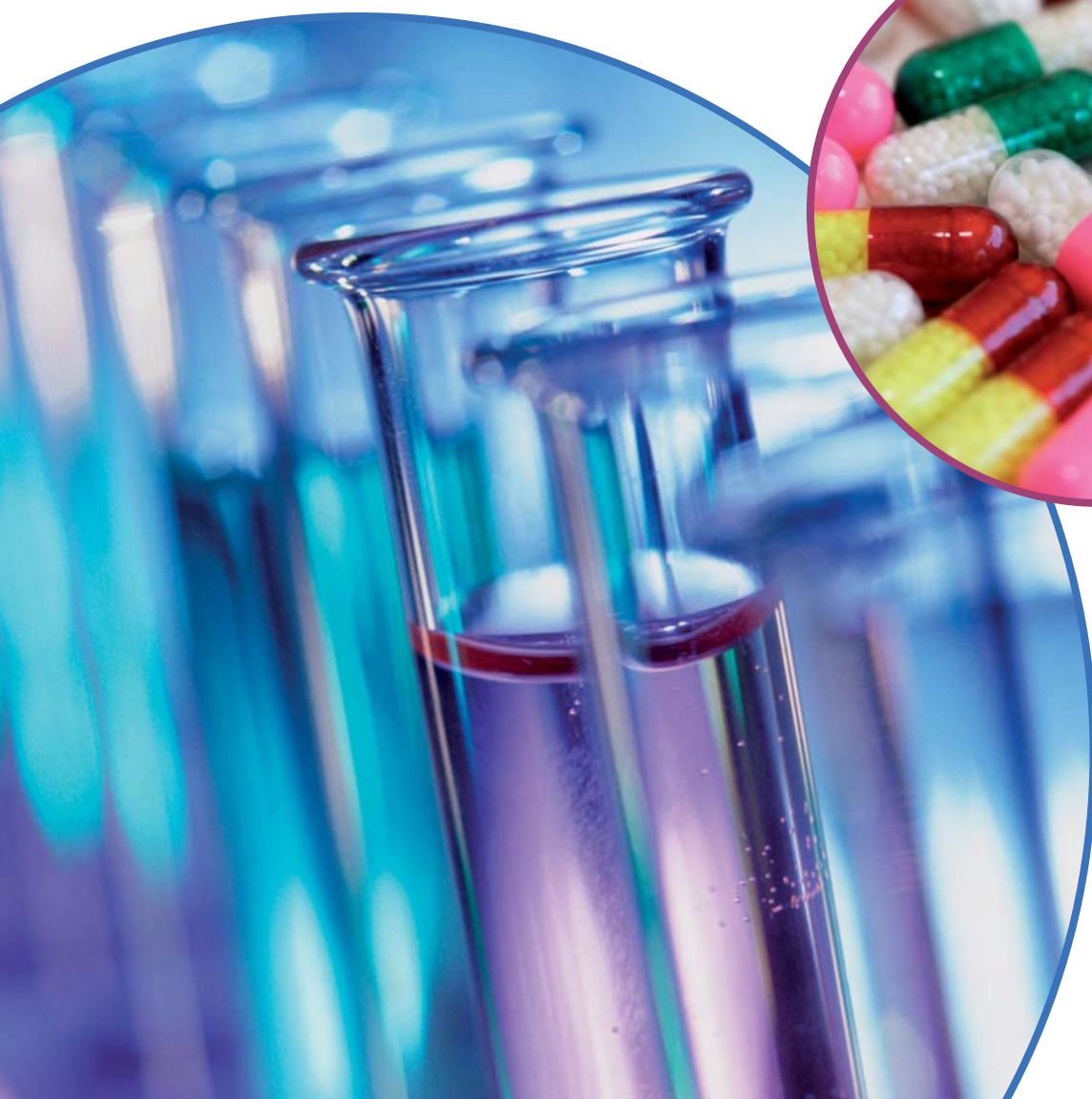




Finding your way around

A short guide to the health sector in South East England





People first

Health and wellbeing is singularly the most important issue we all face.

Sickness and injury will inevitably touch people's lives at some point and those of their children, families, friends and neighbours.

For most, a visit to the dentist, the optician or the local doctor's surgery and an occasional trip to hospital will be the extent of their contact with the health service. But for some, their lives will depend on the skill and the expertise of the health community.

The health community is enormous – behind the most common touch points there is a vast, innovative and global industry ensuring that when we are sick or hurt the medical professionals can improve the quality of our lives.

It is a community that includes some of the world's largest companies, small one-man operations, some of the best-known academic institutions, and some of the world's brightest people.

As well as providing drugs and medicines, diagnostic tools and medical devices that keep us fit, healthy and alive, it is a community that works hard to ensure the health and wellbeing of our children and future generations.

South East England is privileged and proud to boast the largest concentration of health technology companies and academic institutions anywhere in the world outside the US.

This booklet offers a short guide to this vibrant and exciting community. It will set in context how important this community is not just to South East England, but to the economy of the UK and to the future health of humanity.

David Parry, CEO, SEHTA

South East England is privileged and proud to boast the largest concentration of health technology companies and academic institutions anywhere in the world outside the US.

Healthcare supply chain

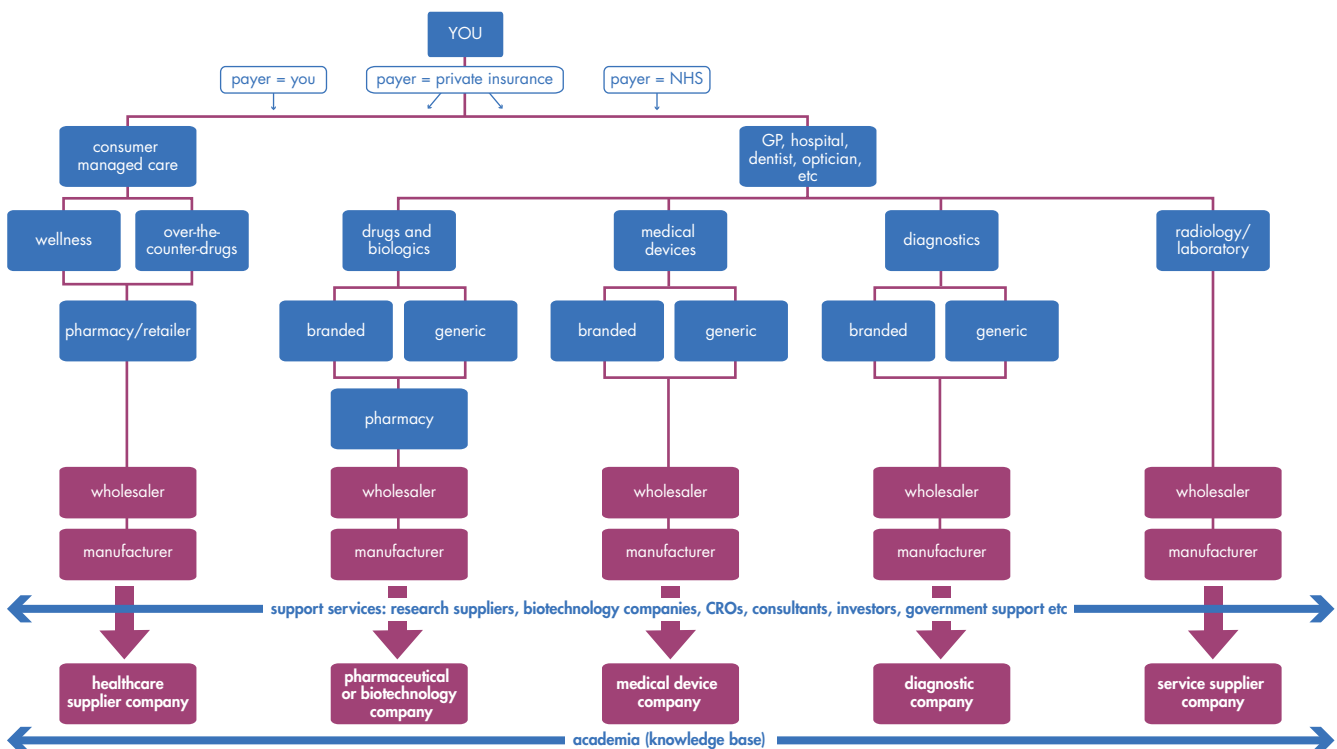
The health services you receive are supported by key players that make up the healthcare supply chain.

To you, the face of the health service will likely be a doctor, nurse, dentist, or optometrist. These professionals are able to deliver your care through providing access to drugs, which you can purchase in pharmacies. They also use medical devices, such as a surgeon's tools, or a breathing apparatus for intensive care patients. Diagnostic tools such as glucose meters for diabetics are used to help them find out what is wrong with you. Finally, they are supported by laboratories and radiology departments that can examine your blood samples, or provide you with X-ray and magnetic resonance imaging (MRI) services.

Each of these elements is provided by a company specialised in a particular technological area. These companies form

the bulk of the research and development (R&D) activity in the South East, and are reinforced by the extensive academic presence which fuels the sector. Built around these companies is a comprehensive support structure comprised in part of suppliers, investors, and government-led business support such as SEHTA. There are over 5000 companies in the healthcare supply chain, employing over 320,000 people.

In this guide, we will look at some of the key components of the supply chain and their impact on the region. These include the NHS, pharmaceutical, biotechnology, medical device and diagnostic companies and academia.



Primary and secondary healthcare

The National Health Service (NHS) provides public funding to support the healthcare system in the UK. This funding goes towards supporting NHS Trusts, of which there are 6 relevant types in the region:

1. Strategic health authorities (SHAs):

manage the local NHS on behalf of the Central Government. Responsible for overseeing the improvement and provision of local health services and ensuring that national health priority is implemented within the local service. The South Central and the South East Coast SHAs govern South East England.

2. Foundation trusts: independent, not-for-profit organisations directly responsible to local communities rather than Central Government. Can raise money for independent ventures. Function to provide NHS services according to local needs. There are 6 NHS Foundation trusts in the region:

- Frimley Park NHS Foundation Trust
- The Queen Victoria Hospital NHS Foundation Trust
- Heatherwood and Wexham Park Hospitals NHS Foundation Trust
- Royal Berkshire NHS Foundation Trust
- Berkshire Healthcare NHS Foundation Trust
- Basingstoke & Northamptonshire Foundation Trust

Primary healthcare

3. Primary care trusts (PCTs): a patient's first interaction with the healthcare system.

Manage provision of primary care services such as general practitioners (GPs), dentists, opticians, pharmacists, NHS walk-in centres, NHS Direct telephone services and patient transport. There are 17 PCTs in the region:

- Brighton & Hove City PCT
- East Sussex Downs and Weald PCT
- Eastern and Coastal Kent PCT
- Hastings and Rother PCT
- Medway PCT
- West Kent PCT
- Surrey PCT
- West Sussex PCT
- Oxfordshire PCT
- Buckinghamshire PCT
- Berkshire West PCT
- Berkshire East PCT
- Hampshire PCT
- Portsmouth City Primary Care Trust
- Southampton City Primary Care Trust
- Hampshire Partnership Trust
- Isle of Wight NHS PCT



Secondary healthcare

4. Ambulance trusts: act in cases of emergency to provide access to the healthcare system. There are 2 in the region, the South Central and the South East Coast trusts.

5. Acute trusts: manage hospitals by overseeing provision of care, employment, budget and strategy. There are 20 hospital trusts in the South East:

- Ashford and St Peter's Hospitals NHS Trust
- Dartford and Gravesham NHS Trust
- Maidstone and Tunbridge Wells NHS Trust
- Medway NHS Trust
- East Kent Hospitals NHS Trust
- Royal Surrey County Hospital NHS Trust
- Frimley Park NHS Foundation Trust
- Surrey and Sussex Healthcare NHS Trust
- Brighton and Sussex University Hospitals NHS Trust
- East Sussex Hospitals NHS Trust
- Royal West Sussex NHS Trust
- Worthing and Southlands Hospitals NHS Trust
- South Downs Health
- Oxford Radcliffe Hospitals NHS Trust
- Nuffield Orthopaedic Centre NHS Trust
- Buckinghamshire Hospitals NHS Trust
- Milton Keynes General NHS Trust
- Portsmouth Hospitals NHS Trust
- Southampton University Hospital National Health Service Trust
- Winchester and Eastleigh Healthcare National Health Service Trust

6. Mental health trusts: provide mental health services including counseling and psychological therapies. These services can be delivered through the primary care network, or through more specialised centres. There are 10 mental health trusts in the South East region:

- Kent and Medway NHS and Social Care Partnership Trust
- Surrey & Borders Partnership
- Sussex Partnership
- Oxford Learning Disabilities NHS Trust
- Oxfordshire & Buckinghamshire Mental Health Partnership NHS Trust
- Milton Keynes PCT
- Berkshire Healthcare NHS Foundation Trust
- Portsmouth City Primary Care Trust
- Hampshire Partnership Trust
- Isle of Wight NHS PCT

With an average of 112 consultations per week, the GPs in the South East performed approximately 33 m consultations in 2006 – 21% more than in 2002. Of these, 79% were surgery visits, 14% were phone consultations, and 6% were home and care home visits.

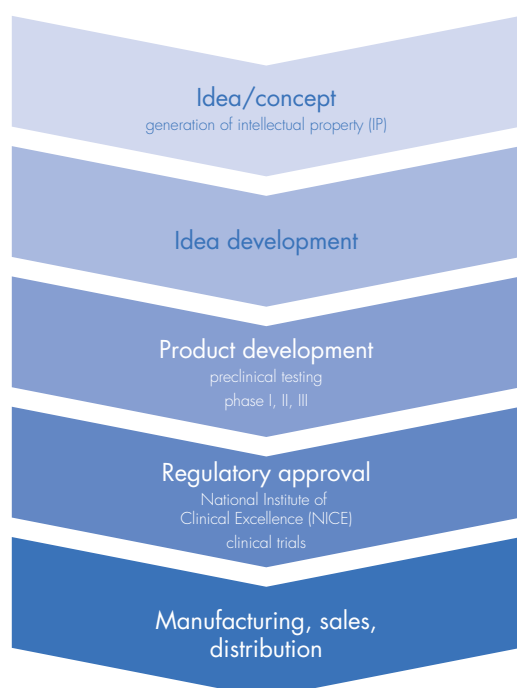
The NHS is one of the region's largest employers with over 186,000 employees in the 51 NHS Trusts. Of these, some 21,300 are employed in GP surgeries, dental and optician offices. The total NHS budget for health care in the SEEDA (South East England Development Agency) region exceeds £10 bn.

The health technologies sector

The SEEDA region boasts the highest concentration of health technology companies anywhere in the world outside of the US, with approximately 1,000 companies employing more than 200,000 people, including associated services.

Thirty per cent of the UK's life science R&D is undertaken in the region. Fourteen of the world's top 20 global pharmaceutical companies (by revenue) are in the region, along with many world renowned universities, medical schools and institutes undertaking pioneering health research. The entire healthcare supply chain generates over £58 bn in revenue every year.

Put simply, this sector is of vital importance not only to our health, but to the financial health of the SEEDA region and to the country. The health technology pipeline is fueled by constant innovation in the region. The typical product development process looks like this:



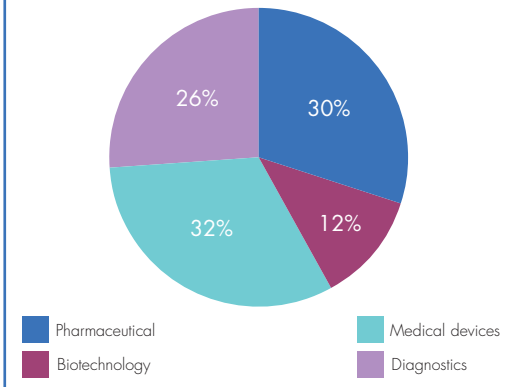
So what is meant by the health technologies sector? It falls broadly into four areas:

Pharmaceuticals

Pharmaceuticals, or drugs, are chemical substances that can affect processes happening in the body. They are used to prevent, recognise, treat, and cure illnesses.

The South East's pharmaceutical sector is dominated by the global giants – Pfizer, GSK, sanofi-aventis – but also boasts some of the brightest and most promising companies. Some pharmaceutical companies are differentiated and may focus only on specific stages of the drug development process. "Big pharma" companies, which are the largest integrated companies in the health sector, can perform all functions of the drug development process in-house. In a big pharma company, the process takes approximately 8 years and can cost almost £400 m, including the cost of unsuccessful drug candidates. Trends in the industry have shown increased use of technology from smaller, more specialised pharmaceutical companies and a high level of merger and acquisition activity in efforts to increase efficiency and innovative capacity in the drug development process.

Companies in each health technology subsector in the South East as a percentage of the South East total



This chart shows the proportion of companies operating in each of the health technology subsectors in South East England. Of the total number of health technology companies in the region, the medical devices and pharmaceutical sectors have the most representation.

Collectively the sector generates revenues of over £40 bn and employs more than 130,000 people. Approximately 22% of the UK's pharmaceutical manufacturing companies are based in the South East. There are approximately 300 pharmaceutical companies (R&D and manufacturing) in the region.

Biotechnology

Biotechnology is the use of biological substances, such as enzymes, or microorganisms, such as yeast, to perform industrial processes. An example of this would be changing the genetic makeup of bacteria in order to clean up oil spills.

In terms of health, biotechnology has widespread applications. It can produce biologics, such as vaccines, or therapeutics, such as synthetic hormones. It is also used in the drug development process. Thus, biotechnology companies can either

sell defined products, or they can sell technology, supplies, and services. For example, Amgen sells the product Epogen, which is a synthetic hormone used to treat anemia. It mimics the natural erythropoietin hormone in the human body. Conversely, the company Pastel Bioscience has developed a new technology that can screen human protein databases to identify proteins that may be of interest as therapeutic targets or for diagnosing diseases. This screening technology can be sold as a service to other companies involved in drug development.

The medical biotechnology sector has about 120 companies located in South East England – 28% of the total in the UK.

Pharmaceutical and biotechnology companies that have undergone IPOs since 2004 have grown by 59% in value. Since 2004, companies from these sectors have raised private equity financing in the amount of £125 m.



The South East is home to 42% of the UK's pharmaceutical companies and 28% of the UK's biotechnology companies.

Medical devices

A medical device can be defined as any instrument, apparatus, appliance, material or other article, whether used alone or in combination, including the software necessary for its proper application intended by the manufacturer to be used for human beings for the purpose of:

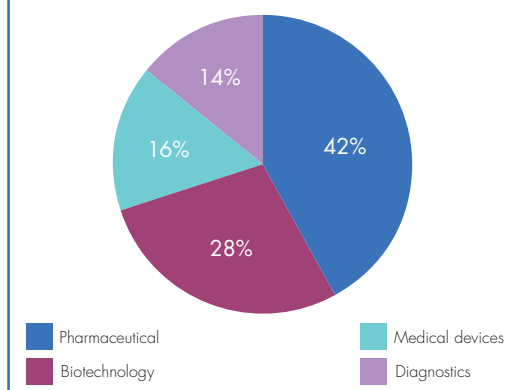
- diagnosis, prevention, monitoring, treatment or alleviation of disease, injury or handicap,
- investigation, replacement or modification of the anatomy or of a physiological process,
- control of conception by assisting functions within the human body

Source: Council Directive 93/42/EEC of 14 June 1993

It is estimated that in the UK alone, 38 million people come into contact with a medical device every day. The SEEDA region boasts some 300 medical device companies offering products varying from surgical instruments to heart monitors. The region's medical device community generates approximately £600 m in revenue. With the largest concentration of medical device companies in the UK, the South East generates almost 15% of the UK's sales in this sector.



Companies in each health technology subsector in the South East as a percentage of the UK total



This chart depicts the percentage of companies from each of the health technology subsectors when compared to the total for the UK. Of note, the South East is home to 42% of the UK's pharmaceutical companies and 28% of the UK's biotechnology companies.

Diagnostics

In medicine, diagnostics is the process of identifying a medical condition by performing tests to detect specific characteristics that indicate the presence of a condition. For example, a test for HIV would look at the level of particular antibodies that are elevated in the blood when the virus is present.

Diagnostics are tools and technologies produced and sold by diagnostic companies to enable scientific testing and monitoring. Diagnostics can be divided into two types, in vivo or in vitro. In vivo diagnostics are tests that occur in or on the living subject. These include tests such as X-rays in which a contrast imaging agent is consumed, or a diagnostic test agent that produces visible changes to the skin, such as during an allergy skin test. In vitro diagnostics (IVDs) are reagents, instruments

or systems that are used in the collection, preparation and examination of specimens taken from the human body. These can also include devices. For example, a pregnancy test is an IVD which comes in the form of a device that measures the presence of a particular hormone which is elevated and present in the urine when a person is pregnant.

Current trends towards personalised medicine have spurred growth in the IVD point-of-care (POC) diagnostics market. Products of this nature will enable faster and more accurate diagnosis of medical conditions at the patient's bedside. Investment in this sector is also expected to rise, according to the following industry drivers:

- Diagnostics can be developed faster (under 5 years) and cost less to develop than drugs
- Return on investment is increasing 3 to 5 fold for diagnostic devices
- Profitability is increasing due to higher uptake
- Reimbursement authorities are becoming more supportive of diagnostic use to reduce long-term healthcare costs associated with disease misdiagnosis and mismanagement.

The SEEDA region has some of the world's leading diagnostic companies working across a broad range of areas, including diabetes, infectious diseases, cancer, and immunology. Some major players in the region include Abbott Diagnostics, Ortho-Clinical Diagnostics (a Johnson & Johnson company) and Roche Diagnostics. The diagnostic sector in the region includes approximately 250 companies, comprising almost 14% of the UK's total diagnostics sector, with estimated revenues of £515 m.

Academia

The SEEDA region boasts some of the finest academic institutions and teaching hospitals in the UK, if not the world.

The various colleges that make up Oxford University are recognised the world over. Look beyond Oxford, and world renowned academics can be found at most of our universities. The universities in the region produce approximately 74,000 graduates every year and receive over £385 m in public funding for science-based research.

Universities in the South East

- Brunel University
- Buckinghamshire Chilterns University College
- Canterbury Christ Church University
- Cranfield University
- Open University
- Oxford Brookes University
- Royal Holloway
- Southampton Solent University
- The University of Winchester
- University of Brighton
- University of Chichester
- University of Greenwich
- University of Kent
- University of Oxford
- University of Portsmouth
- University of Reading
- University of Southampton
- University of Surrey
- University of Sussex
- Kingston University
- Thames Valley University
- University of Buckingham

Associated services

Given the size and tremendous potential for the future prosperity of the health technology sector in the South East, there is a broad support structure existing to promote company growth.

This is supported both regionally and nationally. These services include the following:

- **Wholesalers**

Wholesalers act as distributors of healthcare products to pharmacies, hospitals, clinics, and other institutions. In the South East, there are almost 200 wholesalers.

- **Research support services**

These services include companies providing laboratory supplies for the purposes of research, or contract research organisations providing services to other companies involved in healthcare product development. There are approximately 280 companies providing research support services to the industry.

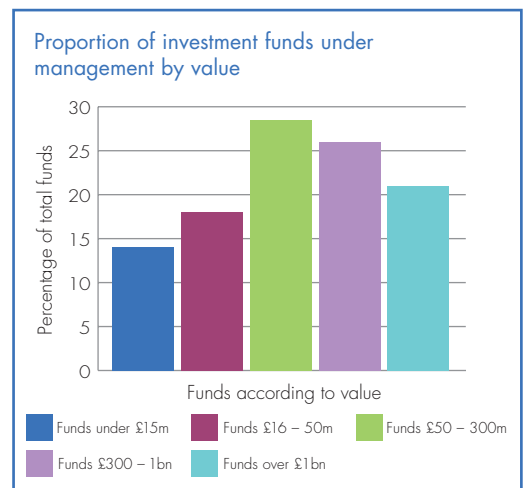
- **Consultancy**

There are over 520 companies in the South East offering consultancy services to companies operating in the health sector. These services range from management and strategy consulting to product design advice.

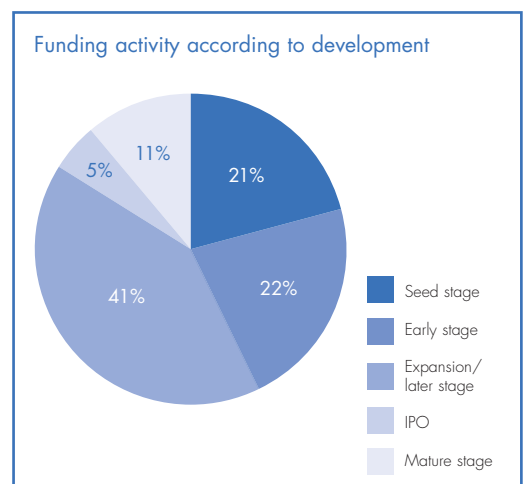
- **Investment**

There is financial capital available from more than 160 companies in the South East to help fuel the health technology sector in the region.

Investment is often focused on particular phases of the product development process. The majority of investors show high interest in companies active in the expansion/late stage of development.



This figure shows the monetary value of the investment funds available to health technology companies. Almost 27% of the total funds available are valued at £50 – 300m.



This figure shows the proportion of investment activity according to the stage of development of the health technology companies. Notably, almost 41% of funders are interested in investing in companies in late stage development.

The health technologies sector includes a large, diverse and often competing range of organisations.

• **Government support services**

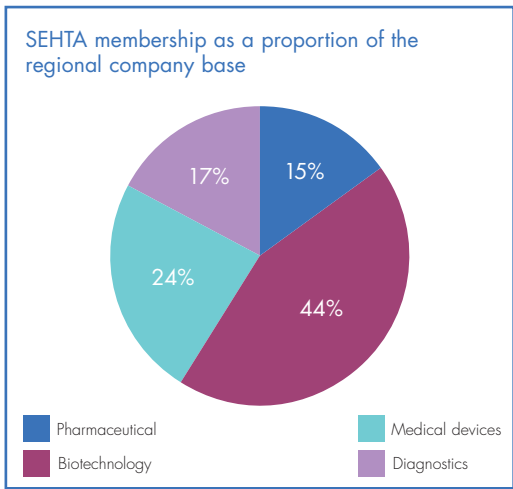
Public sector support for the health technology sector in the South East is available on many levels to address specific needs. The support services include, but are not limited to:

National support

- Department for Business Enterprise & Regulatory Reform (DBERR)
- Technology Strategy Board (TSB)
- Department of Health (DoH)
- Association of the British Pharmaceutical Industry (ABPI)
- Association of British Healthcare Industries (ABHI)
- Bioindustry Association (BIA)
- UK Trade & Investment

Regional support

- South East England Development Agency (SEEDA)
- South East Health Technologies Alliance (SEHTA)
- Business Link
- Enterprise Hub Network
- South East Medical Device Network
- Finance South East
- Innovation Advisory Service
- NHS Innovations South East
- Subregional support
- Thames Valley Life Science Network (TVLSN)
- Oxfordshire Bioscience Network (OBN)
- Kent Bioscience Network (KBN)
- DiagnOx



Of the total 1000 health technology companies in the region, SEHTA's membership represents 44% of the biotechnology companies, 24% of the medical device companies, 17% of the diagnostic companies, and 15% of the pharmaceutical companies.

South East Health Technologies Alliance

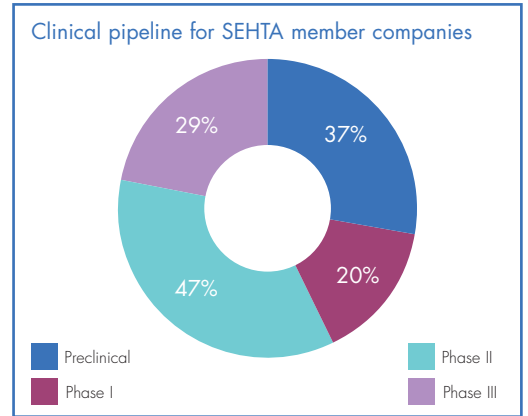
The health technologies sector includes a large, diverse and often competing range of organisations. They do however all have one thing in common – a desire to keep us well, fit and in many cases, alive.

Two years ago the South East Health Technologies Alliance (SEHTA) was launched by South East England Development Agency

(SEEDA) to act as the umbrella organisation for business support and funding into the health technologies sector. Since then, we have recruited almost 700 members and helped over 160 companies directly through SEHTA activities, including the provision of business planning and fund-finding support, public relations (PR) advice, access to the NHS, networking events and accessing the growing market opportunities in emerging markets, such as Dubai and the UAE.

Our member companies are an active, representative sample of the vibrant health technology sector.

SEHTA member companies are among the most productive and innovative in the region, especially in terms of drug development:



This chart shows the number of products in each phase of development by SEHTA member companies, out of a total 133 products.

We are central to the sector, acting as a conduit for business support services and as a main contact point for companies operating in the health technologies sector:



List of SEHTA member organisations

2iDesigns Ltd
 2thefore Ltd
 42 Technology Ltd
 4SIGHT – West Sussex Assoc for the Blind
 ABB Ltd
 Abbott Laboratories
 AbD Serotec
 Acolyte Biomedica Ltd
 Action Medical Research
 Adams Business Associates
 Adastra Software Ltd
 Addos Consulting Ltd
 Advotek Ltd
 Al Zamil For Medical Services
 & Educational Equipments
 Alchemy Healthcare Ltd
 Alcon Laboratories UK Ltd
 Allergy Therapeutics Ltd
 Alpha Biologics
 Altran Technologies UK and Ireland
 Aman Al-jazeera Company
 AMS Biotechnology (Europe) Ltd
 AMS Consulting
 AMTEC Consulting plc
 Angels for Growth
 Anville Instruments Ltd
 APA Parafriacta Ltd
 Apa Tech Ltd
 AQ+ Plc
 Argenta Discovery Ltd
 Arrow Therapeutics Ltd
 ASCK Consulting
 Aspreva Pharmaceuticals
 AS-Tec Chemicals Ltd
 Astek Innovations
 Aston Clinton Scientific
 ATC
 Augurix
 Axon Ltd
 BABY4D
 Barclays Bank Plc
 Barford Biosciences Ltd
 Barton Medical Corporation
 Beacon Pharmaceuticals Ltd
 Beambridge Medical
 Beatrice
 Beckpharma Limited
 Bedfont Scientific Ltd
 Beta Technology
 BIA
 Biocompatibles International plc
 Bioindustry Association
 Biometec Ltd
 Bionet Ltd
 BioPark Hertfordshire
 BioPartner.co.uk
 BioPharm Limited
 BioPharm Services Ltd
 bioProcessUK
 Bioscience Business Resources Limited
 Biotech Communication SARL
 BIOTECHGEN LIMITED
 BioValue
 Birmingham Chamber of Commerce & Industry
 Blatchford Product Lines Ltd
 Blen Enterprises Ltd
 Blue Rhino Products Ltd
 Blue2
 BMM Weston
 Bodiam Consulting Limited
 Bodycote Prova
 Botanical Solutions
 Boulton Wade Tennant
 Bracco UK Ltd
 Brighton Systems Ltd
 Brockbank Plaut Consulting Limited
 BrookStreet Des Roches LLP
 Brunel University
 Buckinghamshire Chilterns University College
 Burgener Research International
 Business Link Hampshire
 Business Link for Milton Keynes, Oxford and Bucks
 Business Link Kent
 Business Link Surrey
 Business Link Sussex
 C.I.C.S LTD
 CABI
 Caltag-MedSystems Ltd
 Cambrex Bio Science Wokingham Ltd
 Cambridge Engineering Consultants Ltd
 Cambridge Research Biochemicals
 Cambridge Research Systems Ltd
 Cameron Graham Ltd
 Canterbury Christ Church University
 Canterbury Enterprise Hub
 Capsant Neurotechnologies Ltd
 Cardionetics Ltd
 Care & Independence Systems Ltd.
 Caretek Limited
 CarterMarsh Ltd
 Castro Instruments Company
 CCE Software (P) Ltd.
 Cell Projects
 CENiMED GmbH
 Centre for Enterprise & Innovation
 Chelsea Instruments Ltd
 ChemOvation Ltd
 Cherwell District Council
 Chiltern International
 Clayton First Aid Ltd
 Clinical Solutions
 Clinical Trials Laboratory Services
 Clusterland Upper Austria Ltd
 CMP Therapeutics Ltd
 CMR
 Coast Communications
 Cobra Biomanufacturing Plc
 Cognitive Drug Research
 Collton Hailsham Limited
 Constella Group Ltd
 Consultant in clinical trials
 Continuum Blue Ltd
 Contour Associates Ltd
 County Pathology Ltd
 Cozart Plc
 Cranmer Lawrence
 Cresset Biomolecular Discovery
 Cut the Waist Limited
 Cybersensors Limited
 Cytomark Ltd
 Cyttox Ltd
 Daval International Ltd
 Day-Impex Ltd
 DCS Joncare Ltd
 De facto Communications Ltd
 Decon Sciences Ltd
 Deltex Medical Ltd
 Denfotex Limited
 Depeche Mode
 DEP-Well
 Destiny Pharma Ltd
 Dextra Laboratories Ltd
 Diaco Limited
 DiagnOx
 Dialog Devices Ltd
 Diamatrix
 Diamond Light Source Ltd
 Digitimer Ltd
 Dionex (UK)
 Docobo Ltd
 Drug Delivery Solutions Ltd
 Dynamic Extractions Ltd
 Eagle Eye International
 Easyline Communications Ltd
 EEF South
 EKB Technology Ltd
 Elmbridge Borough Council
 Emergent Product Development UK Ltd
 Emerging Technologies Network Agency Ltd
 Empharm Ltd
 Endocrine Pharmaceuticals Ltd
 enough.
 EnviroBusiness South East Ltd
 Epidyme Ltd
 epiTherm Ltd.
 Ernst & Young LLP
 Erothitan International Holding Group
 ESA Analytical Ltd
 Eschmann Holdings Ltd
 Eurasian Business Solutions
 euro asia trans continental
 Euro Environmental Containers
 Everest Biotech Ltd
 Evogen Ltd
 Evolutec
 Evotec (UK) Ltd
 Excelsyn Limited

Exhalation Technology Ltd
 Exocyte Limited
 Export Marketing
 Facer Design Limited
 Ferring Research Limited
 Fertility Focus Ltd
 Finance South East Ltd
 First Choice Community Support Services
 First Connections
 First Consulting Group
 fj Cleveland
 Fleet Bioprocessing Ltd
 Fleixcast Ltd
 FlexNlock Ltd
 Flextronics Logistics
 FOCUS Independent Insurance Consultants and Financial Advisers
 Forum Bioscience
 freedom diagnostics
 Fuld & Company
 Future Wellbeing Ltd
 FW Stephens Technology & Innovation
 GeneForm Technologies
 Genesis Golden Group
 Genetix Ltd
 Genovar Bioscience Ltd
 Genzyme
 GFC Diagnostics Ltd
 Giles Insurance Brokers Ltd
 GlaxoSmithkline
 Glide Pharma
 Global Medical Systems Europe Ltd.
 Global Organisation for Lysosomal Diseases
 Glycoform Limited
 G-Nostics Ltd
 Goldshield Group Plc
 Grocott Consulting Limited
 Guildford Clinical Pharmacology Unit Ltd
 Guildhay Ltd
 GW Pharmaceuticals Plc
 H2O Venture Partners
 Hampshire County Council
 Harley Street Group
 Harvard Apparatus Ltd
 HD Supplies
 Health over Internet Protocol CIC
 Helix Recruitment Ltd
 Help the Aged
 HESE
 High Tech Health Ltd
 Hinvest Partners
 How To Communications Ltd
 Hugh Ure
 Hunter-Fleming Ltd
 Huntleigh Healthcare
 Ilika Technologies Ltd
 Imetab Ltd
 Immupharma
 Imperial College London
 Imprint Pharmaceuticals Ltd
 Inbiolabs
 Industrial Design Consultancy Ltd
 Infors UK Ltd
 InhibOx Ltd
 Innovation Advisory Service
 Insense Ltd
 inspire
 Institute for Animal Health
 Integrated Technologies Ltd
 Intelligent Fabric Technologies
 InterComponentWare AG
 International Institute of Biotechnology
 Invitrogen
 IP Pragmatics Limited
 iQur Ltd
 ISEEUGlobal Ltd
 ISIS Innovation
 Isle of Wight Enterprise Hub
 ITC Infotech Limited
 iTelecare
 Jahan Ara Clinic (Pvt) Ltd
 James Cowper
 Jbol Ltd
 John Weiss & son Ltd
 Junta de Andalucia
 Kajavida Ltd
 Karus Therapeutics Limited
 Kawsar Biotech Company
 King's College London
 King's College London Business Ltd
 Kingston University
 Kleeven Medical BV
 Knowledge Excellence UK Ltd
 Korea Trade-Investment Promotion Agency
 Kowa Pharmaceutical Europe Company Ltd
 KPG Products Ltd
 L2S2
 Lab 21
 Labcold Ltd
 Laboratoires Anios
 Labtech International Limited
 Lacon OH Consultancy Limited
 Leatherhead Food International
 Lein Applied Diagnostics Ltd.
 LFI Molecular Sciences
 LGC
 Librarian Limited
 Link-Sure Ltd
 Locate in Kent
 London Technology Network
 Lonza Biologics Plc
 Lonza Wokingham Ltd
 Lorne Laboratories Ltd
 LTN
 Ludger Ltd
 lunsack Aqua Ltd
 MACRO-Conex
 Maddison Limited
 Management Forum Ltd
 Manches LLP
 Marchbanks Measurement Systems Ltd
 MAS South East
 McLaren Applied Technologies Limited
 Medgate
 Medical Device Consulting
 Medical Intelligence Solutions
 Medifit Instruments Limited
 Medifix Limited
 MediGene Ltd
 MedInnovate
 Mediplus Ltd
 Medisoft Telemedicine Pvt. Ltd
 Mediwatch Limited
 MedPharm Ltd
 Merchant Creative
 Meridian Medical
 Meridian Technique Ltd
 Meridian-Int
 Meso Scale Discovery
 Michelson Diagnostics Ltd
 Micro Medical Ltd
 Microbiology Control Systems Ltd
 Microgen Bioproducts Limited
 Microsulis Medical Ltd
 MidTECH Innovation
 MindWeavers Limited
 MNL Pharma Ltd
 Mobidata Ltd
 Molecular Devices Ltd
 Molten Rock Equipment Ltd
 Mon Technologies Ltd
 Monitorum
 Morgan Automation Ltd
 Mosaic Portrait
 M-Scan Ltd
 Mycoplasma Experience Ltd
 Nanomet Limited
 Nash Oils
 National Physical Laboratory
 Neonatal Developments
 Neurofit SAS
 Newbury Enterprise Hub
 Newhaven Strategic Network
 NHS Innovations South East
 NICE
 Novarix Ltd
 Oakfield Instruments Ltd
 Olfaction Research Ltd
 Olswang
 Omnicare Clinical Research
 Onics
 Opal Healthcare
 Open Automation and Control
 OptiSense Limited
 Ortivus UK Ltd
 OSC Allitec Limited
 Owen Mumford
 Oxford Biomaterials
 Oxford BioPharma
 Oxford Biosensors
 Oxford Brookes University
 Oxford Capital Partners
 Oxford Cardiac Pharmacology Limited
 OXFORD EXPRESSION TECHNOLOGIES
 Oxford Gene Technology
 Oxford Genome Sciences (UK) Ltd

Oxford Immunotec
 Oxford MediStress
 Oxford Nanolabs Ltd
 Oxford Optronix Ltd
 Oxford to Cambridge Arc Ltd
 Oxfordshire Bioscience Network
 Oxitec Limited
 Oxonica Limited
 Oxon Therapeutics Ltd
 PAC Distribution
 Pall Europe Ltd
 palliativeDrugs.com Ltd
 Particle Therapeutics Ltd
 Pastel BioScience Ltd
 Pearson Matthews – Sadler Associates
 Pentax UK Ltd
 PepTcell Ltd
 Percuros
 Peter Wilkinson
 Pfizer Ltd
 PGXIS
 Pharma Integra
 Pharmabotics Ltd
 Pharmaceutical Development Services Ltd
 PharmaEd
 Pharmasol
 Pharmidex Pharmaceutical Services Ltd
 Pharminox Ltd
 PharmiWeb Solutions
 Philips Research
 Phynova Group plc
 Physiomics plc
 PIA Commercial Insurance
 Pill protect Ltd
 Piramed Ltd
 Polyclone Bioservices Pvt. Ltd
 Polymer Sciences Ltd
 Porvair Filtration Group Ltd
 POSITION SYSTEMS LIMITED
 PowderMed Ltd
 Present Value Limited
 Probe Scientific Ltd
 Procognia Ltd
 Progenika Biopharma Ltd
 Proimmune Ltd
 Promega UK
 ProSurgics
 Proteome Sciences plc
 Proteus
 Provincie Noord-Brabant
 Proxima Concepts
 PulseTeq
 Pyramid Engineering Services Co, Ltd
 QinetiQ
 QTS Analytical Ltd
 QuadraMed Limited
 Quadratech Diagnostics Ltd
 Quintiles Consulting
 Quo-Tec
 Quotient Diagnostics Ltd
 RecombinoGen Ltd
 ReNeuron Holdings plc
 Rephine PLC
 Resbiomed Clinical Pharmacology Ltd
 Roche Diagnostics Ltd
 Rochford Medical Ltd
 Roehampton University
 Room4 Group Ltd
 Royal Holloway, University of London
 Royal Veterinary College
 RSSL Pharma (Reading Scientific Services Ltd)
 RT Coopers Solicitors
 Runfold Medical Ltd
 Sabre Technical Services
 Samar-International
 Scantrack Healthcare Systems (UK) Ltd
 School of Biomedical & Molecular Sciences
 School of Pharmacy and Biomolecular Sciences
 School of Pharmacy and Biomolecular Sciences,
 University of Brighton
 SCIPAC
 SciTech Engineering Ltd
 SEEDA
 Self Help Solutions
 Selixir Ltd
 Seppic UK Ltd
 Sequoia
 Shadbolt & Co LLP
 Shotwell and Carr Inc
 Sinclair Pharmaceuticals
 SiSaf
 SmartSensor telemed Ltd
 Smiths Medical International Limited
 Solace Pharmaceuticals
 South East Coast Ambulance Service NHS Trust
 South West Thames Institute for Renal Research
 Southampton University
 Special Products Ltd
 Specialist Equipment Services
 Specialty Scanners plc
 St George's Hospital NHS Trust
 St Georges Medical School
 Stockgrand Ltd
 Stratophase Ltd
 Summit plc
 Surgical Vision
 Surrey Economic Partnership
 Surrey Primary Care Trust
 Sussex HealthGuard
 Synerception Ltd
 Synergy Outsourcing
 Syngenta
 Synth-Isis Ltd
 Systems Biology Laboratories (SBL)
 +- Medical Ltd
 Tactiq Ltd
 Talentmark
 Talking Products Ltd
 Talley Group Ltd
 Tandberg
 Tecan UK Ltd
 Technology Centre Teknia Ltd.
 Technology Enterprise Kent
 Technopole Chimie Biologie Sante
 Tenscare Ltd
 Tepnel Diagnostics Ltd
 Thames Innovation Centre
 The Blond McIndoe Research Foundation
 The Doctor's Laboratory
 The Ideas Studio
 The NIHR Health Technology Assessment
 Programme
 The Oxford Science Park
 The University of Greenwich
 The University of Winchester
 Theradex (Europe) Ltd
 Thomson Snell and Passmore
 Thor International Ltd
 THOR Photomedicine Ltd
 Tissue Viability Consultancy Services Ltd
 Tokyo Chemical Industry Co.Ltd
 Toximet Limited
 TREK DIAGNOSTIC SYSTEMS LTD
 Trichocare Diagnostics Ltd
 Tricomed Ltd
 Triteq Medical
 TVLSN
 U V Modular Ltd
 UCB
 UKTI
 University College London
 University of Brighton
 University of Greenwich
 University of Kent
 University of Oxford - Sciences
 University of Portsmouth
 University of Reading
 University of Southampton
 University of Surrey
 University of Sussex
 University of Warwick
 University of Westminster
 University of Southampton
 UTEL
 VALUEFORM LTD
 Vantage Diagnostics
 Vibrant Life
 Virga Technologies Ltd
 Vision RT
 Vivacta Ltd
 Vivatec Ltd
 VivoMedica UK Ltd
 Wardray-Premise Ltd
 WCI
 Wellbourne Medical Limited
 Wellcome Trust
 West Sussex County Council
 Westminster Council
 Wickham Laboratories
 William Harvey Hospital
 Wines Medical
 Worth
 XenHealth Ltd
 Zenit GmbH
 Zi Medical
 ZiNIR Ltd



Contact details

Dr David Parry, CEO
david.parry@sehta.co.uk

Ashley Fraser, Business Development Manager
ashley.fraser@sehta.co.uk

Haley Dwyer, PA to David Parry
haley.dwyer@sehta.co.uk

South East Health Technologies Alliance (SEHTA)
Suite H3
Leatherhead Enterprise Centre
Randalls Road
Leatherhead
KT22 7RY

T: +44 (0) 845 130 8179

F: +44 (0) 845 345 1683

www.sehta.co.uk

