

International Partnerships for the NHS

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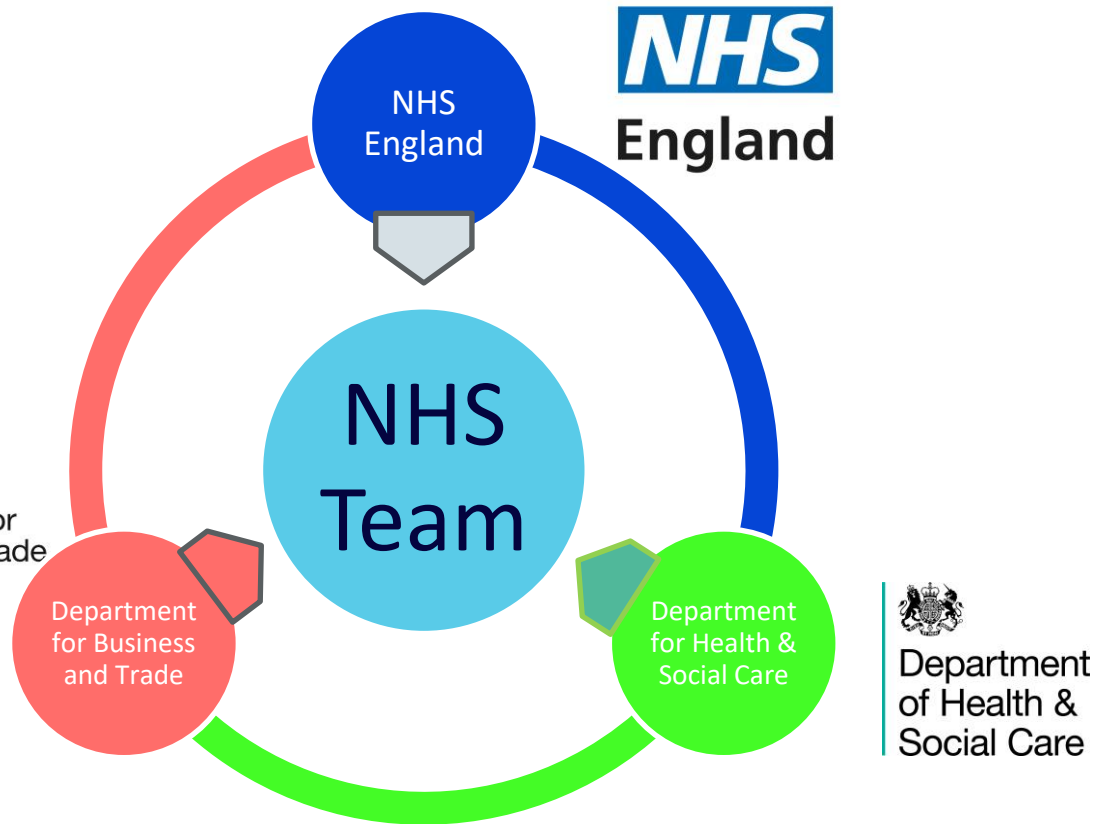
HealthcareUK



Healthcare UK provides tailored support for NHS organisations and UK companies in developing their international strategy and capability.

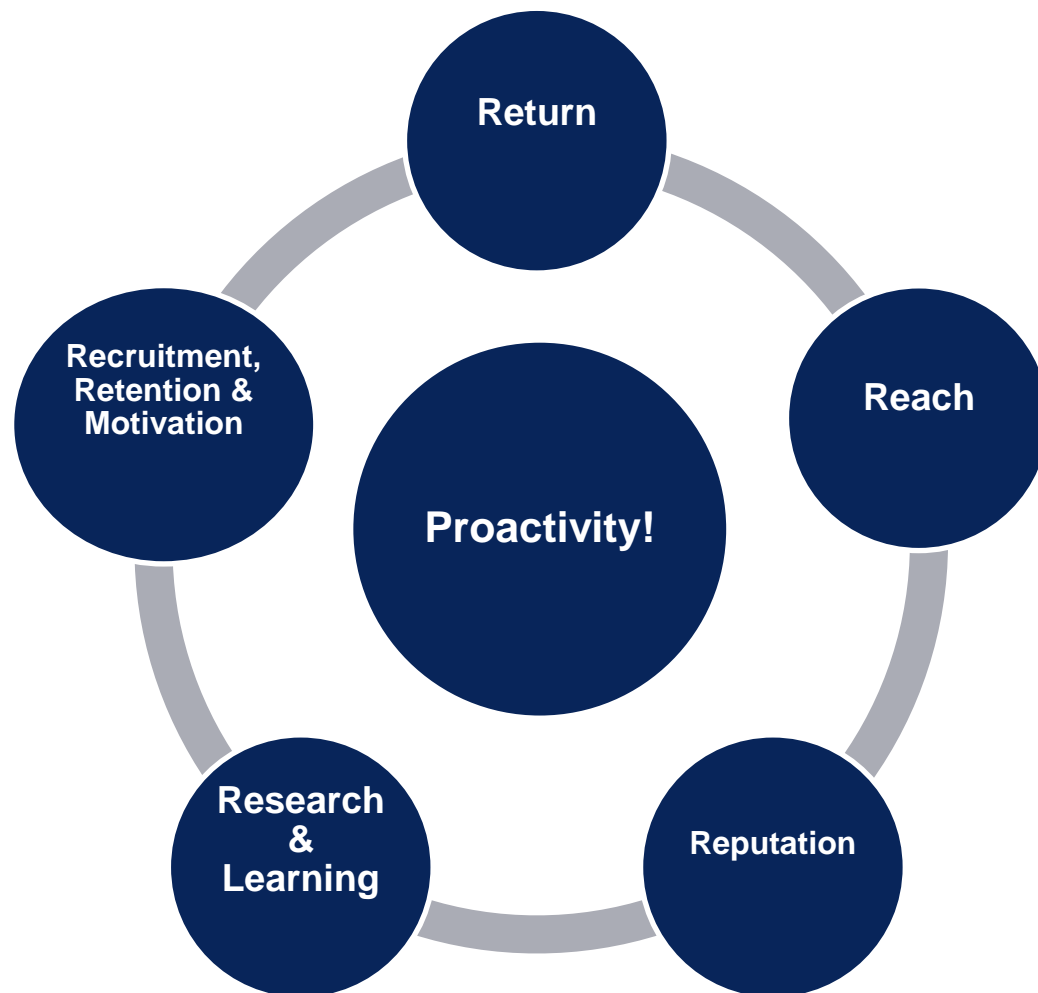


A joint initiative between



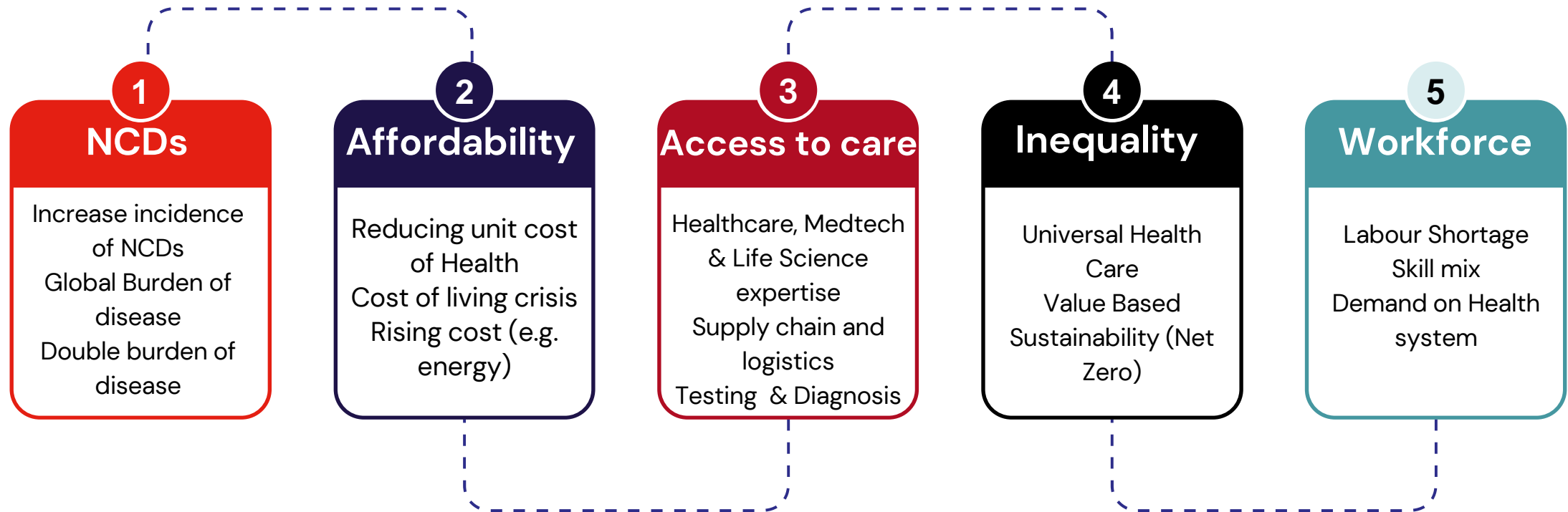
- ❑ Since 2013, Healthcare UK is a joint initiative between NHS England, the Department for Health and Social Care and the Department for Business and Trade
- ❑ Healthcare UK, collaborates with our Embassy teams in 96 countries and other government departments to build opportunities for NHS Organisations
- ❑ The UK's leading NHS organisations can collaborate with overseas healthcare ministries and providers sharing ideas and solutions to global health challenges
- ❑ A dedicated NHS Team works with NHS Trusts, ALBs and Royal Colleges

The benefits of exporting NHS expertise overseas (from a market value of approx. £800m pa)



*“As UK-led innovations are proven as ‘ready for spread’ in England, we will support their global export through the work of Healthcare UK”
NHS Long term Plan*

Key drivers for healthcare demand



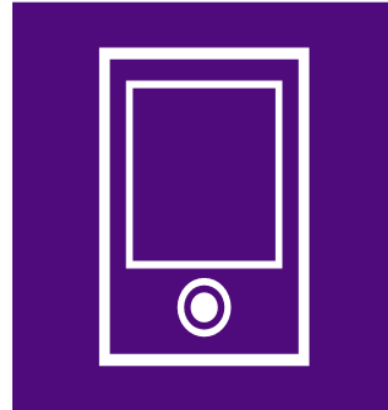
UK Healthcare offers



1. Clinical Services

Healthcare delivery in specialities including:

- Cancer
- Heart Disease
- Diabetes
- Urgent and Emergency Care
- Fertility
- Genomics
- Mental Health
- Primary Care



2. Digital

Pioneering innovation in healthcare including Data analytics, App development, Electronic health records and Telehealth, telecare



4. Infrastructure Services

Not bricks and mortar but knowledge including Hospital design and builds, Public Private Partnerships (PPP), Project management and Clean Growth



3. Education & Training

UK knowledge and expertise delivered through multidisciplinary Clinical E&T, Leadership & management and Consultancy & Advisory



5. Healthcare systems development

UK Expertise in the system best practice including Pharmacy and Clinical regulations and Population wide prevention programmes

Significant NHS international partnerships

Kings College Hospital: KCH in Dubai (2019), Jeddah (2024), Abuja (2024)

Kings International Consortium

Maudsley Health in Abu Dhabi (2013) (children and adolescents)/(2015) Dubai (2022) (adults)

Imperial Healthcare in Qatar (2021), Pakistan (2024), Greece (2024)

Guys and St Thomas' in India (2021)

Great Ormond Street in China (2022)

Royal Marsden in China (2019)



Wider NHS engagement in exporting expertise

Successful contracts have directly benefited 17 NHS organisations

Top exporters by value are 6 London Teaching Hospitals, RCGP and (as was) Public Health England but others have benefited too with 66 wins over the last five years

Around 40 NHS organisations actively engaged in responding to opportunities at any one time

Some challenge around Arms Length Bodies as some cannot generate income and limited capacity

Variety of delivery arms: commercial teams, subsidiary companies, affiliation schemes

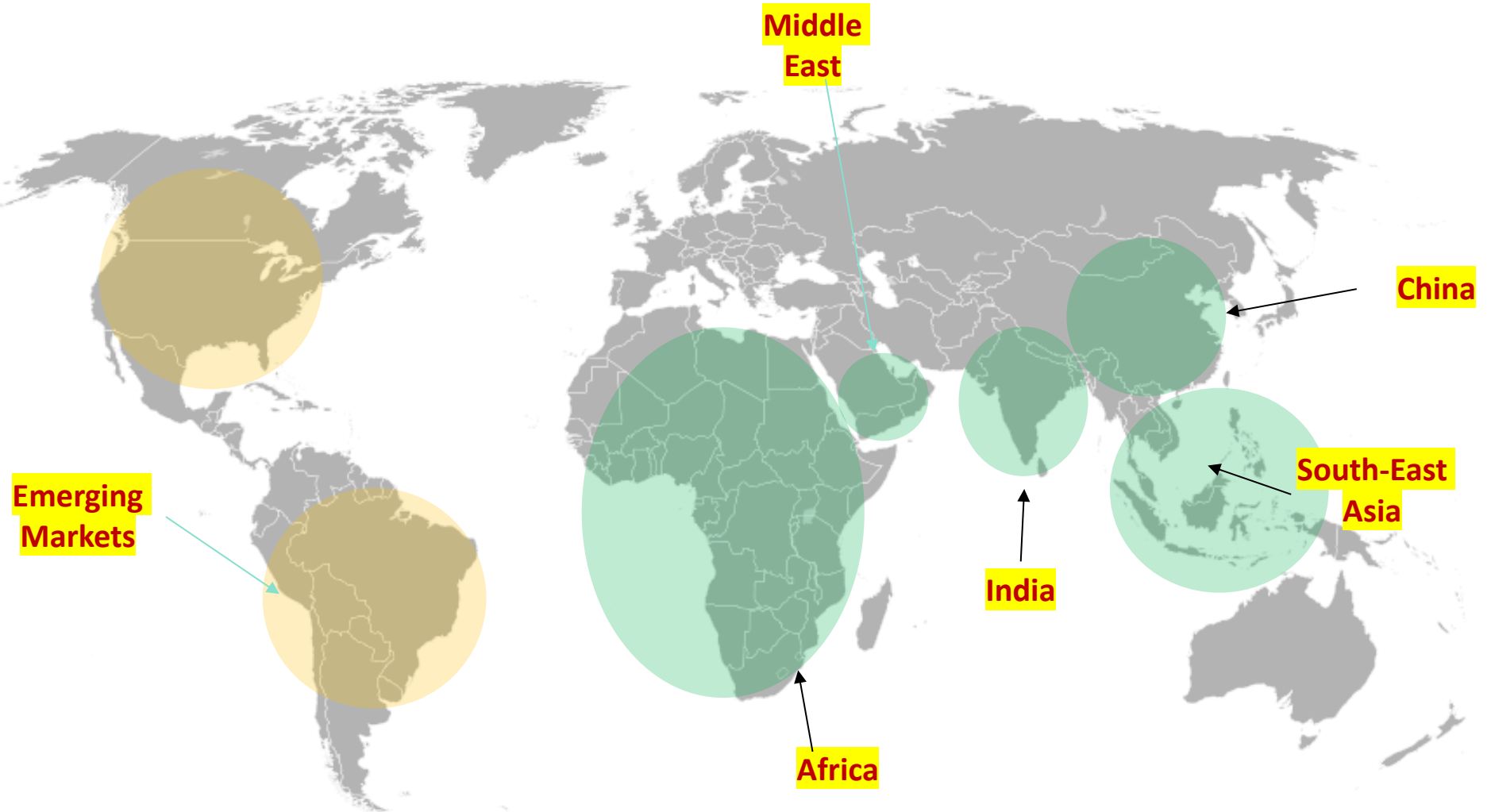
Range of commercial models: supply contracts, formal partnerships, affiliation, UK based training programmes



Our International Market Focus – 25 Countries

Healthcare UK,
working with post
have identified
some International
Markets in green as
priority

Healthcare UK also
has campaigns in
Latin America and
coverage in North
America through
our Life Science
sector partners



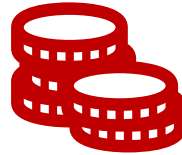
Healthcare UK International Work



25+
Overseas
Markets



2000+
Suppliers @
Engagement Events



£ Bns
Export Wins



25 in 2024
Inward & Outward
Missions

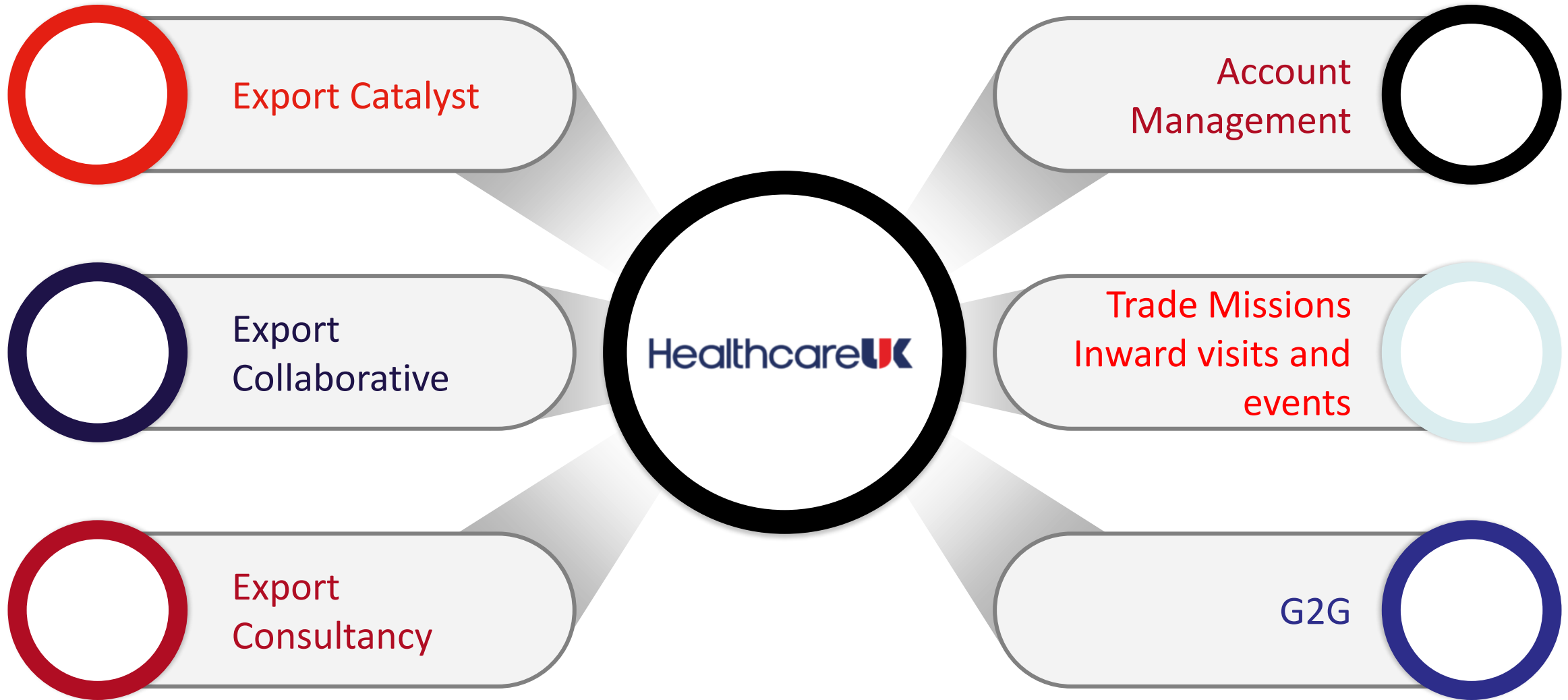
Main countries

- Gulf countries (UAE, KSA, Kuwait, Bahrain)
- India & Pakistan
- Southeast Asia (Indonesia, Vietnam, The Philippines, Malaysia, Singapore)
- China
- Brazil, Peru, Colombia
- Egypt, Kenya, South Africa

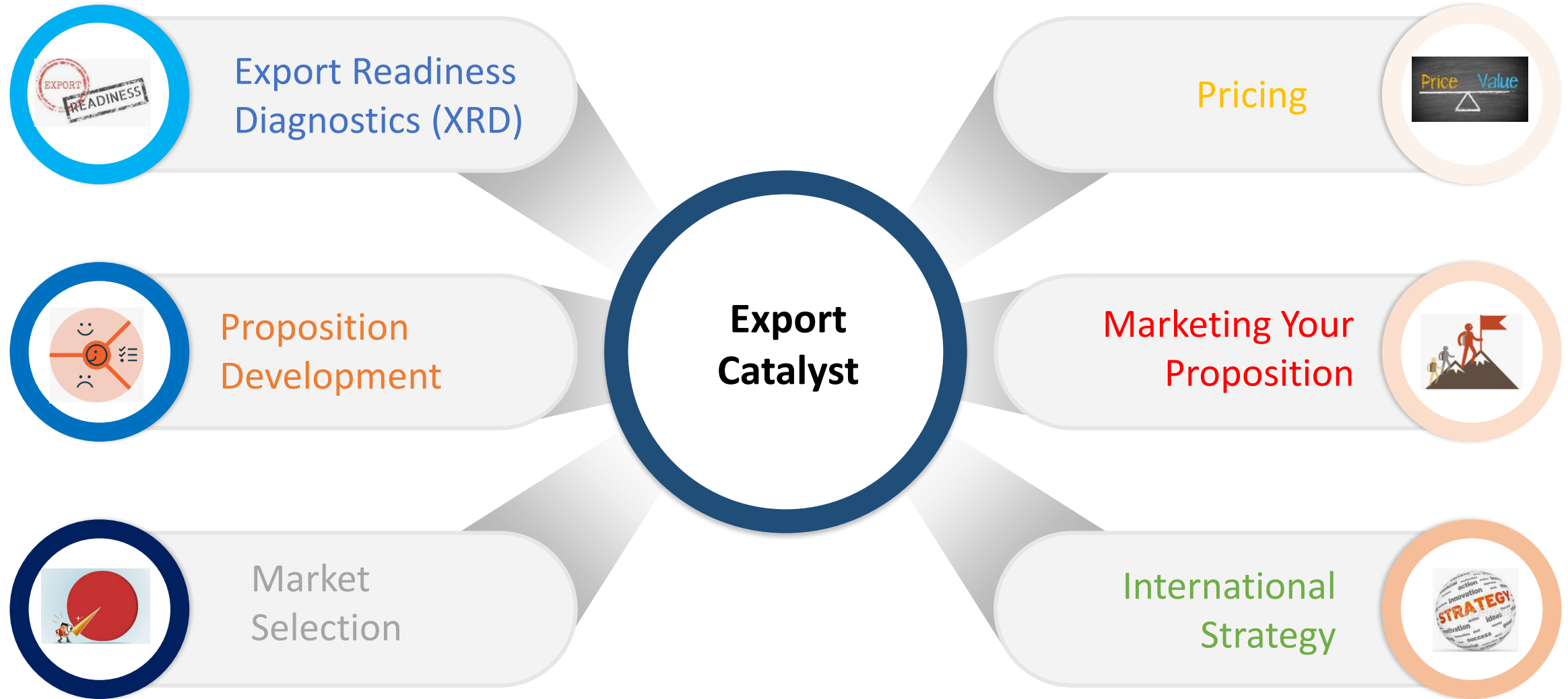
Key Events

- Arab Health
- Abu Dhabi Global Health Week
- Digital Health Rewired
- Saudi Global Health Exhibition
- NHS Confed Expo
- International Hospital Federation
- HLTH Europe and US
- Africa Health
- London Tech Week

Support for NHS international work



Key capabilities for working internationally

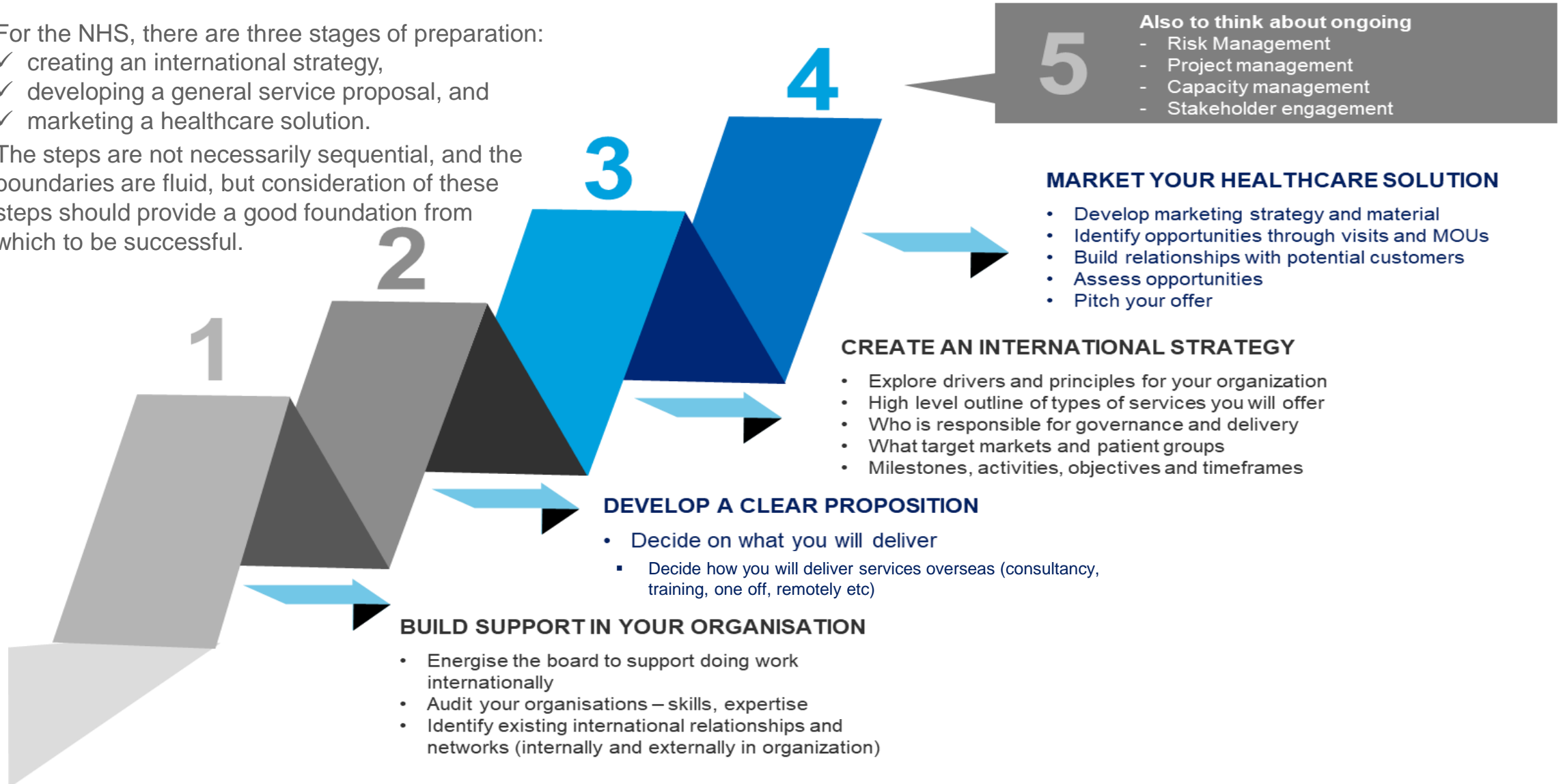


Your journey towards international success

For the NHS, there are three stages of preparation:

- ✓ creating an international strategy,
- ✓ developing a general service proposal, and
- ✓ marketing a healthcare solution.

The steps are not necessarily sequential, and the boundaries are fluid, but consideration of these steps should provide a good foundation from which to be successful.



Risk mitigation

Strategic: commercial strategy

Clinical capacity: cover

Clinical governance: built in

Finance: expert advice on foreign exchange, tax, investors & payments

Regulation and legal: advice, shared risk

Reputation: due diligence, contract, protection of domestic work

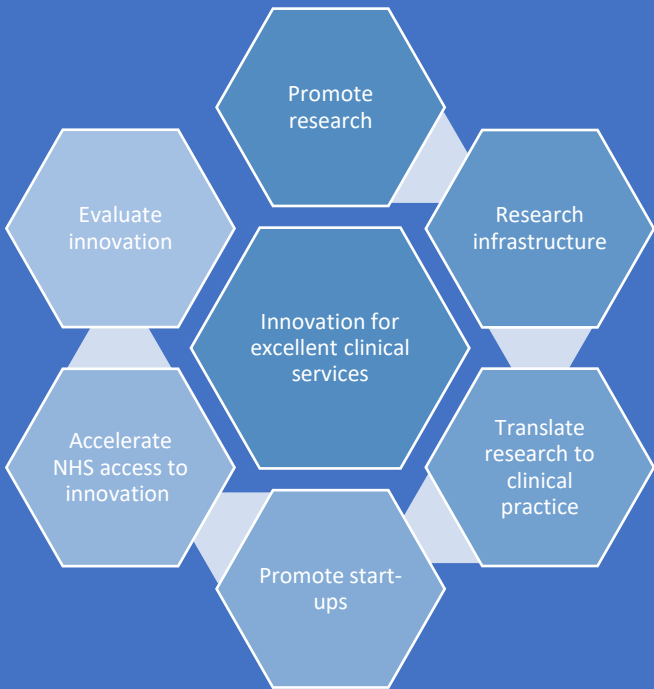
Ethical: agreed statement

Safety, security and resilience: clear policy and continuity plan

Promoting NHS
Innovation
in English, Arabic,
Portuguese and Chinese



NHS Innovation Ecosystem



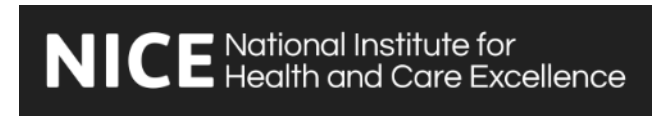
From idea to patient outcomes



ACCELERATED
ACCESS
COLLABORATIVE



Health
Innovation
Network



What's the pitch?

Recipe for success in healthcare

Private hospitals and systems

National and sub national governments

Universities and innovation hubs

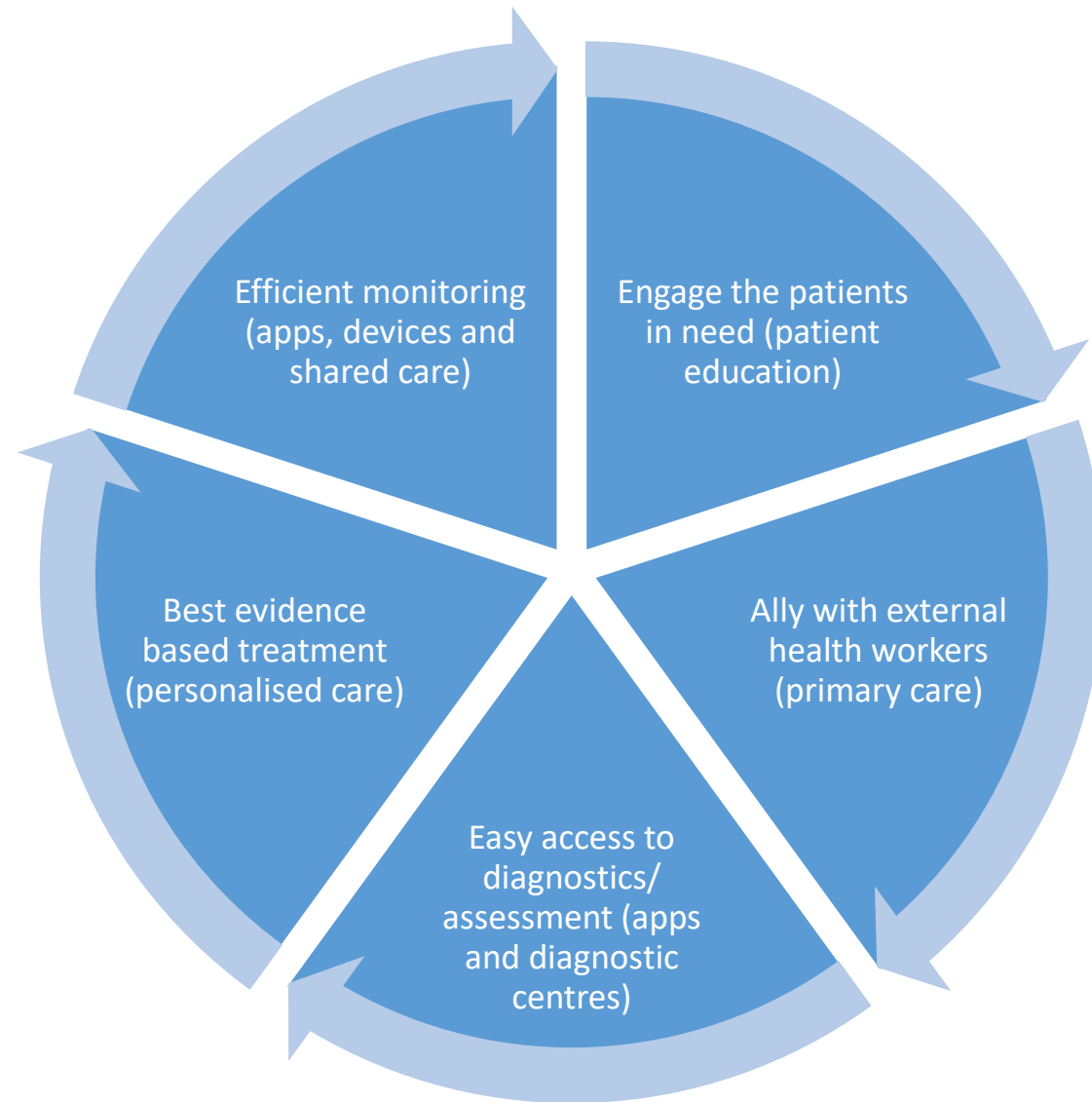
Developers and investors

Insurers



What makes a world class clinical service?

NHS Transformation



KEY ENABLERS

- Clinical leadership
- Digital systems
- Multidisciplinary training
- Infrastructure/facilities
- Initial investment
- Evaluation & research
- Project management
- Comms and marketing

How the NHS can help – case examples

NHS cancer services



Engage the patients in need

- NHS England: Help Us, Help You: early detection campaign 2024, lung cancer 2023
- NHS England: Mobile screening for liver cancer
- NHS England: Targeted Lung Health Check Programme
- NHS England: Community Liver Health Checks
- NHS England: Bowel cancer screening for over 50s

Ally with external health workers

- RCGP: Primary care cancer and genomics toolkits
- UK: Electronic “safety netting” tool in GP practices to increase detection and referral

Easy access to diagnostics/ assessment

- NHS England/GSTT: rapid diagnostic centres and faster diagnosis standard; best practice timed pathways; genomic testing lab hubs
- London (RMH)/Leicester (LUHT): Clinical Genomics Services
- England (NHSE): roll out of AI tools and DNA blood test for lung cancer diagnosis
- England (NHSE): Digital pathology for screening programmes

Best evidence-based treatment

- Manchester (The Christie, Manchester NHS FT): iMatch partnership for advanced therapies
- England (NHSE): Rapid genetic test to decide best chemotherapy treatment

Efficient monitoring

- London (GSTT): automated decisions on surveillance endoscopies
- London (RMH): genomics for disease monitoring
- Southampton (UHST): self-care and monitoring app for prostate cancer
- Somerset (Cancer Registry): Remote Monitoring System
- London (KCH): monitoring app for neuroendocrine tumour patients
- Manchester (The Christie): remote monitoring of chemotherapy

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London (RMH): Leading in Cancer Care Programme

Somerset (Cancer Register): single electronic cancer record

London (NHS England): National Cancer Registration and Analysis Service (NCRAS)

England (NHSE): National Cancer Waiting Times System

Manchester (The Christie/UoM/NHSE): Genomic Medicine and Transformative Oncology & GatewayC cancer training

Manchester (The Christie): Proton Beam Therapy Centre

London (GOSH): Children's Cancer Centre

Cambridge (CUH): Cancer Research Hospital

London (NHS England): cancer innovation fund & AI in Diagnostics Fund

UK: Genome UK strategy and plans

Wessex (Cancer Alliance): Patient Services Innovation Fund

London (Genomics England): the world's largest research data platform

England (NHSE): Cancer Vaccine Launch Pad

S West & Central & North of England: NHS Support Units

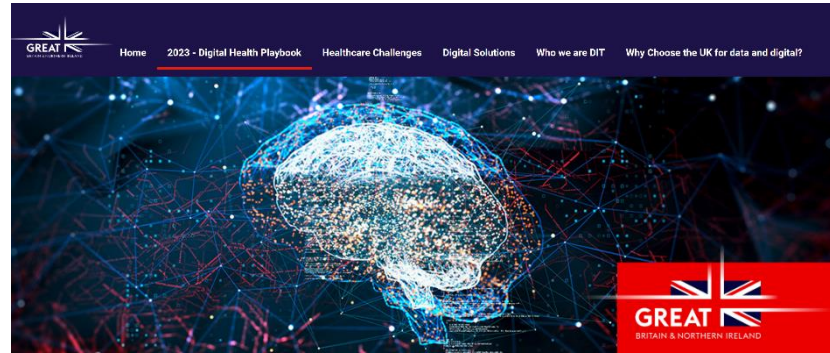
London (NHS England): Cancer communications resource hub

Marketing the NHS offers



The UK's offer in Genomics, Digital Health, Health Systems Strengthening, MedTech and One Health

NHS Innovation Partnerships with the Private Sector



[Digital Health Playbook](#)



[UK Genomics Spotlight](#)



[The Super Six MedTech](#)

[Discover Health Systems Strengthening](#)



[One Health](#)





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