

The UK: your partner in healthcare



HealthcareUK



Department
of Health &
Social Care



Department for
International Trade

NHS



HEALTHCARE
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Bringing the best of
British healthcare
to the world

HealthcareUK



babylon

Bureau de Change

Introduction

Governments and healthcare organisations around the world are using UK expertise to develop their health services and infrastructure. The UK's incredible wealth of experience, drawn from its own healthcare model, is shared with governments and organisations around the world, saving many lives in the process.

The UK helps our global partners to improve and enhance levels of quality and reliability within their own healthcare systems. Healthcare demands such as meeting the needs of a growing and ageing population, increasing levels of non-communicable diseases and ensuring healthcare professionals get access to the best training are now becoming common global issues, and the UK brings experience and expertise to help global partners address them.

The international community is drawn to the success of our National Health Service (NHS) which, as the largest integrated national health system in the world, delivers high-quality care to over one million patients every 36 hours.

Additionally, the UK is home to a range of cutting-edge healthcare businesses and pioneering academic institutions that are making an impact on how healthcare is designed and delivered globally. Decades of collaboration between NHS, academic and private-sector organisations have created a rich pool of innovative providers, who are continually adapting new solutions for healthcare problems.

Whatever type of health facility, service or training programme you are planning, we can connect you to the diverse expertise you need.

Why work with Healthcare UK?

- **we know the UK market inside-out** and make it our business to understand the healthcare needs in our target markets around the world. If you are planning a complex or large-scale project, we can bring together a consortium of UK organisations to support all or part of it
- as a joint initiative between the UK Department of Health and Social Care, Department for International Trade and NHS England, **we are connected to decision-makers at the highest levels**. This enables us to bring together expertise from across the UK's health sector, including the NHS
- **we are specialists in setting up healthcare partnerships** around the world
- the Department for International Trade has offices in over 100 markets worldwide, so you can benefit from our **local expertise**, plus our capacity to organise high-level meetings, trade missions and events

With the support of Healthcare UK, you can develop partnerships with UK organisations in the following **5** key areas of healthcare provision:



1. Clinical services

Healthcare delivery in specialities including:

- Cancer
- Diabetes
- Urgent and Emergency care
- Fertility
- Genomics
- Elderly Care
- Mental Health
- Primary Care



2. Digital

Pioneering innovation in healthcare including data analytics, app development, electronic health records, telehealth and telecare



3. Education & Training

UK knowledge and expertise delivered through multidisciplinary clinical E&T, leadership & management training and consultancy & advisory



4. Infrastructure Services

Not bricks and mortar but knowledge including hospital design and builds, Public Private Partnerships (PPP) and project management



5. Healthcare systems development

UK expertise in system best practice including pharmacy and clinical regulations and population wide prevention programmes

Our System - why the UK?

66.5m

The NHS supports the entire population of the UK with access to the highest quality of care, free of charge

1st

UK has the best healthcare system in the world (Commonwealth Fund 2014, 2016, 2017)

1.4m patients every 24 hours

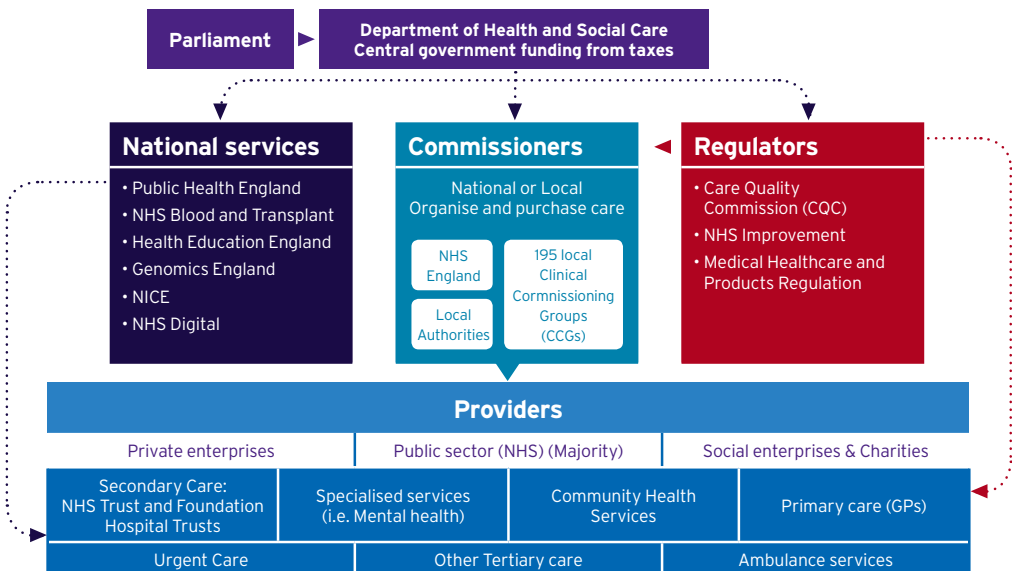
The NHS performs over six million day-case procedures per year

£1.7bn

Total value of UK healthcare exports to overseas markets in 2016

Partnering with the UK will help you develop care processes, use technology and train staff to achieve better outcomes for your patients.

Whatever your healthcare requirements, we can connect you to world-class expertise in the UK, drawing on our broad network across the NHS, the private sector and academia. Healthcare UK can help you form integrated groups of different healthcare suppliers to meet large and complex requirements.



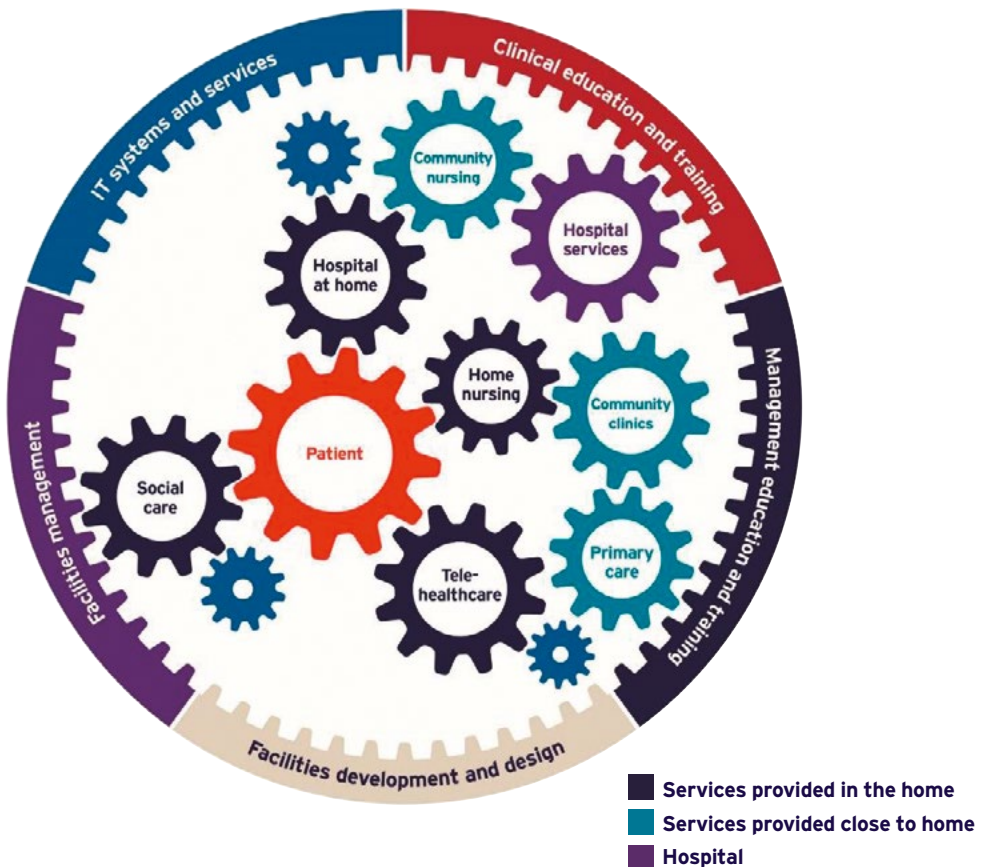
Integrated System

Over the course of nearly 70 years, the NHS has delivered world-class and cost-effective healthcare through a system in which every part works to improve outcomes for patients, and which has inspired and influenced governments and organisations around the world. Our healthcare system is based on expertise in areas such as strategy and planning, funding, training, innovation, service delivery and regulation, which work together to support a complete and integrated service. The NHS has clear strategies to improve prevention, diagnosis, treatment, and care until the end of life.

Continuous Innovation

The NHS is developing new models of care including whole system and population-based integrated care, and the system's success is reflected in the fact that we can support 66.5 million people in the UK with access to the highest quality of care, free of charge at the point of use.

It is home to pioneer sites of local areas using ambitious and innovative approaches to deliver person-centred healthcare and support, and to accountable care systems of collaborations or organisations agreeing to provide all health and social care for a given population.



Reputation

The UK has many world-famous hospitals and universities and a thriving private sector for healthcare, technology, training and infrastructure. This wide network of innovative companies provides services and solutions across the full spectrum of clinical specialties and healthcare services, often working in partnership with the NHS.

Research and Innovation

The UK is at the forefront of research and innovation across life sciences, healthcare, medical devices and digital technologies. The UK healthcare sector has a well-established tradition of innovation, from the discovery of the smallpox vaccine, penicillin and the structure of DNA, through to the use of computed tomography (CT) scanners and today's latest developments in genomics research.

International partners look to our system for cutting-edge developments and best practice in all areas. The UK's model can be adapted either for a specific type of service or to help transform an entire healthcare system.



Clinical services

230+

England has over 230 NHS Trusts providing secondary care

x2

Cancer survival in the UK has doubled in the last 40 years



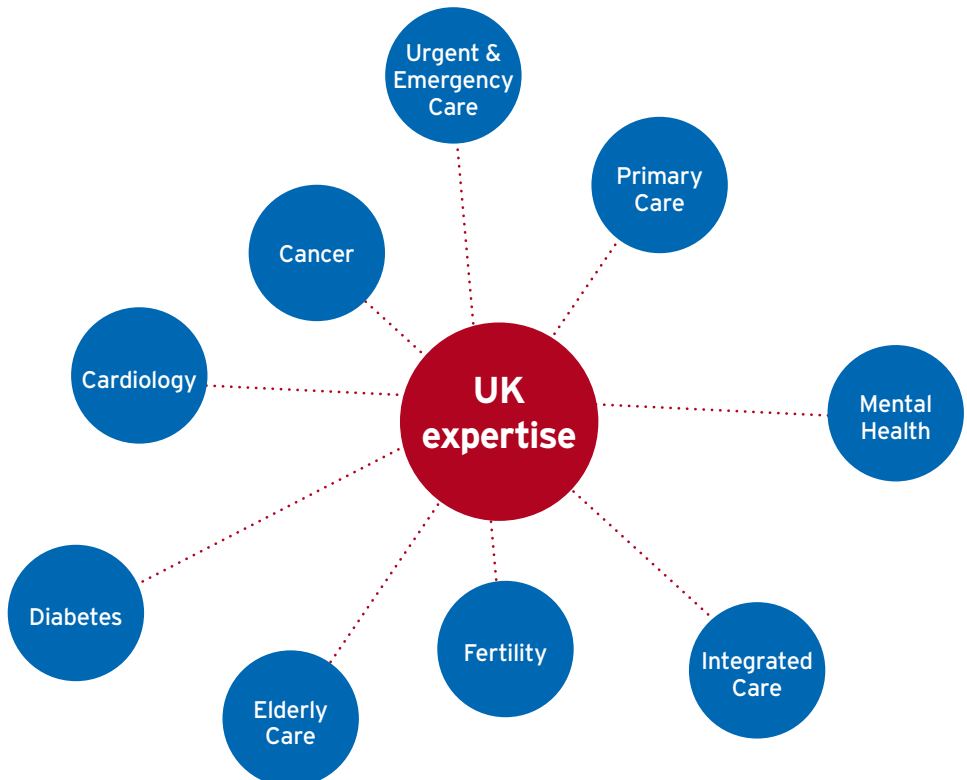
Partner with the best

Having evolved over 70 years, the NHS is one of the world's best health systems. Every year a new development is uncovered, a new piece of intelligence is unveiled, and the NHS continues to build on this track record of innovation. From the world's first liver, heart and lung transplant to being the first health system to use mitochondrial donation, the innovation taking place in the UK's healthcare system is unequivocal.

By collaborating with NHS institutions and their private-sector partners, you too can benefit from their unparalleled skills and experience across the whole spectrum of medical, surgical and mental health services.

This can be through:

- **consultancy and professional services:** from needs analysis to design of clinical pathways
- **local partnerships, licensing and franchising:** running clinical services based on NHS models
- **remote service delivery:** from second opinion to remote diagnostics
- **education and training:** high quality education and training for all healthcare professionals



The UK healthcare system is a world-leader in a multitude of ways, and the experience and expertise of our organisations make them ideal partners:

- The UK is home to many world-famous specialist **cancer** hospitals who are leading advances in treatment and care such as precision medicine and Proton Beam Therapy. The cancer survival rate has doubled in the UK in the last 40 years due to our pioneering diagnoses and treatments.
- The UK is a world leader in evidence-based **diabetes** programmes, and a trailblazer in our approach to prevention. We are home to many innovative tech companies with solutions for self-management.
- The UK has more experience than anyone in designing **integrated**, evidence-based pathways and delivering services centred around patient outcomes, especially for older people.
- The UK is an innovator in **fertility** services, leading advances in the use of Pre-implantation Genetic Screening, Mitochondrial Donation and Cryopreservation. We do this whilst maintaining high levels of safety: the rate of risky multiple births has fallen by 13% over the last 18 years through promotion of single embryo transfer.
- The UK is a world-leader in the development of **genomic medicine**, developing treatments and diagnostics which are revolutionising patient care. Genomics England is undertaking the 100,000 Genomes Project to sequence the entire human genome, one of the largest of its kind in the world.
- The UK has a highly effective **urgent and emergency care** system, with 27 specialised Major Trauma Centres. The London Trauma Centre increased survival rates by 50% between 2010-2015.
- The UK is a leader in **mental health**, in both adult and children & young people's services, with the lowest rate of suicide post-discharge of all 35 OECD countries.



Education and training

3 out of 5

3 of the world's top 5 medical schools are in the UK

140+

UK Universities and colleges offering health management courses

Learn with the best

Matching the healthcare needs of growing, ageing populations with the right supply of trained health professionals is a global challenge, and the UK is tackling this by developing world-renowned education and training programmes to deliver the health professionals needed to meet demand today and in the future.

If you need to develop the skills of your healthcare workforce, we have the institutions to make this happen, including some of the best universities in the world. The quality of the health system in the UK is underpinned by education and training requirements defined in collaboration with the universities and colleges, the regulatory bodies, the Royal Colleges and the government. These organisations work together to ensure that health professions have the skills to deliver safe, high quality care.

We are home to three of the world's top five universities for clinical, pre-clinical and health subjects where international students can benefit from quality training in leading facilities.

The UK also partners with international universities to deliver fellowships and courses abroad.

You can partner with a wide range of public and private-sector bodies with the expertise to develop education and training programmes:

- **tailored** to your needs
- delivered in **cutting-edge training facilities**
- founded on **proven systems** for raising standards
- focused on building **leadership** in healthcare

Thanks to our experience in delivering quality education and training, many overseas governments and organisations turn to the UK for support in finding better ways to ensure their own healthcare system is powered by professionals trained to a standard of excellence. Healthcare UK can help you find the partners you need to produce world-class doctors, nurses and other health professionals, and respond to a rapidly changing healthcare environment.

The UK education and training sector is well-positioned to export:

- multidisciplinary clinical education and training
- healthcare leadership and management training
- consultancy and advisory services
- bespoke education and training
- English language training for healthcare professionals

Digital health

250k

NHS Typical number of users accessing the services at any one time

28k

The NHS connects more than 28,000 healthcare IT systems in 21,000 organisations

The UK - pioneering digital health solutions

Digital technology is crucial in improving healthcare, and the UK develops some of the world's most sophisticated digital systems for diagnosing, delivering and monitoring high quality, patient-centred services. We are at the forefront of transforming healthcare services by using digital solutions to prevent and manage chronic illnesses more effectively. If you're looking to digital health to improve access, reduce costs and raise quality, the UK has the expertise you need.

The UK is a pioneer in innovation in healthcare and is home to a number of programmes to encourage adoption and spread such as Digital Health London and the NHS Innovation Accelerator. NHS Digital is the national information and technology partner to the health and social care system, harnessing the power of information and technology to improve health and care.

Partnering with our digital health sector means your patients will benefit from innovative, research-driven and evidence-based technology in areas such as mobile health, remote care, artificial intelligence and data-driven business intelligence.

UK expertise can:

- bring care **closer to home**
- **empower** patients to take control of their health
- reach out to communities in **remote areas**
- help develop **more effective treatments**, for example through use of Big Data
- improve **efficiency**

Healthcare UK is your route to accessing this expertise in solutions, systems and services including:

- Artificial Intelligence
- Virtual and Augmented Reality
- Genomics and genetics
- Internet of Things and remote monitoring
- E-observations
- Electronic health records
- Digital assessment and screening
- Analytics and business intelligence
- Laboratory and Radiology information systems
- Electronic document management
- Health and wellbeing solutions
- Service design and transformation
- Business efficiencies

Health systems development

7,500

There are more than 7,500 general practices in England providing primary care services and managing over 90% of patients' problems

6th

NHS is the 6th largest employer in the world including 144,000 international staff demonstrating its diversity

The world's best healthcare system

World-class healthcare needs an integrated system, where every part works to improve patient outcomes. In the UK, expertise in areas such as funding, strategy, regulation, training, innovation and delivery comes together to make the NHS one of the very best healthcare systems: in 2017, US-based research organisation the Commonwealth Fund ranked it as number one of eleven developed nations studied.

The NHS has evolved over nearly 70 years. But achieving system excellence need not take you decades; all the know-how and experience that makes the NHS so successful is available to you right now.

You can partner with organisations from our rich network of public and private-sector health bodies to help develop every aspect of your healthcare system, from workforce planning to data management. The UK has also got over 15 national level organisations that have unique experience in all aspects of health systems development. This ranges from public health to commissioning, digital strategy to care quality and regulation and patient safety to clinical best practice.

The UK is well placed in helping emerging economies lay the tracks they need to bring better care for all parts of their populations.

National bodies	Central systems & services	Local System & services	Personal care services
NHS England	NHS Spine: One of the largest public healthcare platforms in the world	Integrating health and social care	Self care: nhs.uk Other self-help portals
NHS Improvement		Joined-up healthcare using electronic patient records	Telehealth and telecare
Care Quality Commission	Electronic prescriptions service	Community clinical information systems	mHealth and wearables
National Institute for Health and Care Excellence (NICE)	eReferrals	Primary Care management systems	
Public Health England	Health and Social Care Network	Clinical decision support	
NHS Digital	Big Data analytics for commissioning, emergency response and public health development	Telemedicine services to avoid emergency admissions	
Health Education England	NHS Digital		
Health Research Authority	Information Centre		
NHS Blood and Transplant	Scottish Care Information Diabetes Collaboration		
Medicines and Healthcare Products Regulatory Agency	UK Biobank		
NHS Business Services Authority			
NHS Resolution			
Human Fertilisation and Embryology Authority			
Human Tissue Authority			
NHS Counter Fraud Authority			

Infrastructure services

70

Years of UK experience in planning healthcare infrastructure integrated with health systems and pioneering new care models and procurement and financing structures

12bn

Capital value of 100 major healthcare projects over 2 decades

The foundation for excellent healthcare

Planning and integration are keystones of the UK approach to infrastructure. The experience and expertise of our health planners, architects, engineers, equipment manufacturers and facility operators and managers underpin the success of our NHS.

UK companies are leaders across the spectrum of infrastructure services, from modelling, financing and patient-centred design through to construction and operation, and essential services such as digital systems.

In less than two decades the UK procured, designed, financed, and made operational over 100 hospitals and over 300 primary and community care facilities using new delivery models, whilst continuously improving and changing models of care. The UK continues to lead the world in designing new services and using new technologies to meet the needs of its population. A national health service enables the successes to be understood and replicated and the areas for improvement to be understood and addressed.

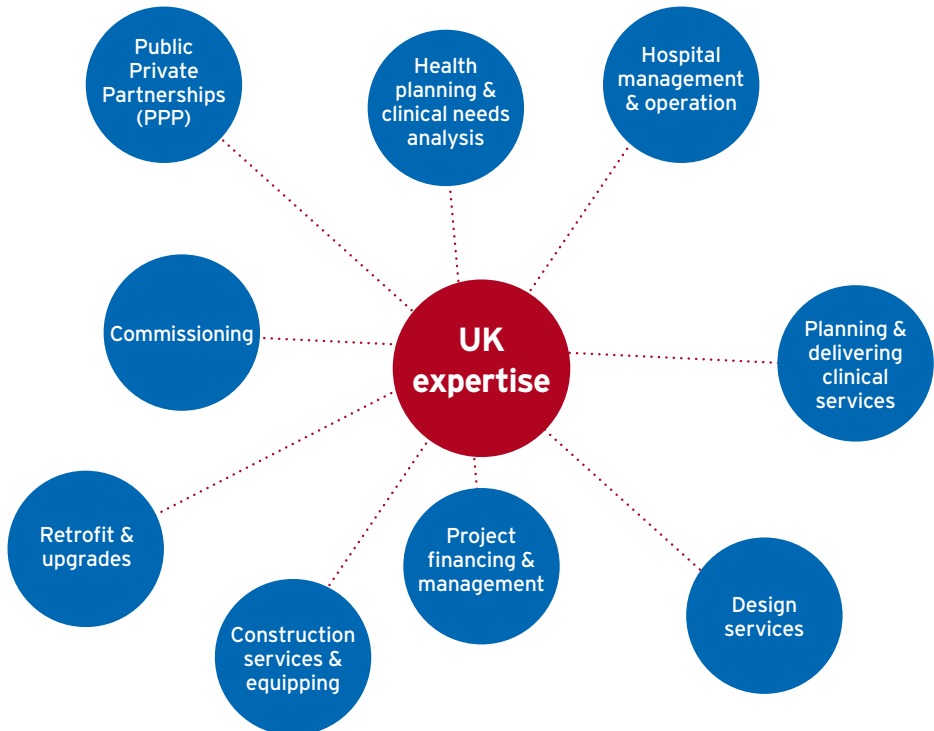
The complexities in which the UK is expert mirror the increasingly complex requirements of procurers for infrastructure supported by finance, equipment and operational services.

Working with UK partners brings a multitude of benefits:

- **The UK's home market has produced deep and transferable expertise** in developing, monitoring and improving models both in government and in a diverse, globalised and flexible private sector
- **Optimising infrastructure to deliver clinical outcomes** through NHS healthcare planning skills integrated with private sector delivery, meaning that longer term revenue structures and delivery plans can be better built, and better patient outcomes and experience assured
- **UK expertise in finance is preeminent and its experience in financing healthcare renowned** and our banks and other financiers have a deep understanding of the risks and challenges involved in financing healthcare projects
- **UK Export Finance has appetite to support healthcare projects and reduce their cost;** appropriate projects which meet expectations for a minimum UK export content (20%) are eligible for project loan guarantees which will substantially reduce the cost of long-term borrowing
- **UK consultancy in healthcare is renowned and truly global** with expertise to help optimise design, cost, content and finance

- **UK engineering and design firms are experts in what most countries need tomorrow** including sustainability in projects, long-term resilience, whole-life cost efficiency, and embedded environmental, social and governance (ESG), focus on value, cost management and advanced programme management skills to de-risk and reduce project costs, technical innovations such as in geophysics and electrical design for proton beam centres, and designing for change in clinical services
- **Positive partnering, education, training and skills transfer:** the UK private sector and the NHS want to forge long-term partnerships with healthcare providers, investors and public bodies to deliver innovation and high-quality service. Academic, NHS and private sector organisations provide first class education and training across the spectrum of healthcare need: clinical, management, systems planning, operational and facilities management

Healthcare UK can help you find partners with the know-how you need, coordinating delivery of complex projects and helping to draw together commercial actors and government teams to bring UK expertise to life in new, efficient and working hospital environments.



Supplier examples

Digital Health

Artificial Intelligence

- Babylon Health
- Ada Health
- Kheiron Medical
- Nine Health Global
- Visulytix
- Ultromics
- TexRAD
- Optellum

Electronic Patient Records

- TPP
- EMIS
- Patients Know Best

Big Data

- Congenica
- Datix

Virtual/Augmented Reality

- Medical Realities
- Touch Surgery
- Proximie

Remote Monitoring and Patient Flow

- uMotif
- iPLATO
- Intouch with Health
- Medopad

Clinical Services

Consultancy

- Agencia Consulting
- Strategic Healthcare Planning
- Waring Health
- Northumbria Healthcare NHS Foundation Trust
- The Christie NHS Foundation Trust
- The Royal Free NHS Foundation Trust
- Alder Hey Children's Hospital

Healthcare Providers

- Wessex International Healthcare Consortium
- AT Medics
- Aspen Medical
- Central and North West London NHS Foundation Trust
- Modality Partnership
- Northumbria Healthcare NHS Foundation Trust
- The Practice Group
- Cambridge and Peterborough NHS Foundation Trust
- Cambridge University Hospitals
- Mersey Care NHS Foundation Trust
- Northumberland Tyne and Wear NHS Foundation Trust
- Priory Group
- South London and Maudsley NHS Foundation Trust
- Tavistock & Portman NHS Foundation Trust
- GOSH
- King's College Hospital NHS Foundation Trust
- Guy's and St Thomas' NHS Foundation Trust
- Moorfields Eye Hospital
- Bupa International
- Wessex International Healthcare Consortium
- West London Mental Health NHS Trust
- The Christie NHS Foundation Trust
- The Royal Marsden NHS Foundation Trust
- The Royal Papworth NHS Foundation Trust
- The Royal Brompton NHS Foundation Trust

Digital Solutions

- Cambridge Cognition
- Capita Healthcare Decisions
- CCBT
- Clarity Informatics
- Docobo
- DXS Systems
- iGP
- iPlato
- mHabitat
- Psyomics
- TPP
- Tunstall

Infrastructure

Consultancy and strategic planning

MCC Group

Mott McDonald

Strategic Healthcare Planning

Design

Steffian Bradley

Atkins

Llewellyn Davies

Construction and Engineering

Mott McDonald

Arup

IHG

Professional Services

KPMG

Deloitte

PwC

Investec

Hogan Lovells

Bevan Brittan

Pinsent Masons

Logistics and integration

African Supplies Limited

Management and operation

Serco

OCS

Education & Training

Universities and Higher Education Institutions

University College London

Imperial College London

Queen Mary University London

Nottingham University

Newcastle University

NHS organisations

Guys and St Thomas' NHS Foundation Trust

Northumbria Health NHS Foundation Trust

South London and the Maudsley NHS Foundation Trust

The Christie NHS Foundation Trust

Cambridge University Hospitals NHS Foundation Trust

Alder Hey Children's Hospital

Health Education England

Royal Colleges and Faculties

The Royal College of Physicians

The Royal College of Surgeons

The Royal College of Surgeons of Edinburgh

The Royal College of Obstetricians and Gynaecologists

The Royal College of Paediatrics and Child Health

The Royal College of General Practitioners

Digital Education and Commercial Products

Medical Realities

BMJ Learning

Touch Surgery

Escala

Proximie

RCNi Learning

Medics Academy

Medical and Healthcare Publishing

Elsevier

BMJ

Leadership and Management

NHS Leadership Academy

The Faculty of Medical Leadership and Management

The Healthcare Leadership Academy

University of Nottingham

University of Bath

The Moller Centre

Healthcare UK helps UK healthcare providers to do more business overseas, by promoting the UK healthcare sector to overseas markets and supporting healthcare partnerships between the UK and overseas healthcare providers.

We work with the NHS to strengthen its capability and capacity to operate and succeed internationally. We use our networks to facilitate government-to-government engagement for large healthcare programmes. As part of the Department for International Trade, we work with our overseas network of Trade and Investment Advisers located in British Embassies, High Commissions and Consulates in over 100 markets, providing tailored support to UK companies

trade.great.gov.uk/industries/healthcare

We are responsible for:

- helping overseas organisations find a UK healthcare provider that can supply the services and expertise they need;
- helping UK healthcare providers raise their international profile and win contracts overseas;
- encouraging UK healthcare providers to work together so they can bid for major overseas projects;
- working with governments to make it easier for UK healthcare providers to do business overseas, this includes engagement with other UK government departments to reduce barriers to UK organisations export activities; and
- supporting the UK's public sector healthcare organisations to develop capability and capacity to effectively engage in overseas commercial opportunities.





HealthcareUK



Department for
International Trade



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DIT

The UK's Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy.

Disclaimer

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