

# 2023

ANNUAL REPORT



MEDILINK

Medilink North Of England  
**Transforming Healthcare.**

**One aim.  
Hundreds of members.  
Infinite possibilities.**

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# 2023

## EXECUTIVE CHAIR FORWARD



At the time of writing there are signs of some economic recovery, albeit fragile, with inflation falling and minor growth in our GDP and we have a change of government. However, the geopolitical situation is still fraught, with the continued war in Ukraine, conflict in the Middle East, growing tensions between China and Taiwan and of course the potential economic spill over from the property crisis in China. However, a common denominator amidst all this is the continued growth in demand for medical products, in part driven by advances in technology and the associated increases in expectations.

Regulation continues to be a major frustration across the life sciences sector which is making life considerably more difficult for innovators looking to bring new products to market. Most would argue that the real issue is not with the directives themselves but the continued uncertainty surrounding implementation dates, which is a product of there being insufficient capacity within notified/approved bodies. Against this backdrop, clinical evidence and getting it right first time, is becoming more important than ever, and it is good to see Medilink's innovation & commercialisation team stepping up to this challenge, providing support in this important area.

It was also pleasing to see Medilink's international team responding to the increased demand for international services, with record attendances on its UK pavilions at major international shows, supported by its close collaborative working with the Department of International Trade. Post Brexit it is more important than ever that our members seize the opportunity to enter new markets and to this end, and of particular note, is Medilink's emerging international commercial service offering, providing regulatory and reimbursement support to assist companies access new global markets.

Another notable development in 2023 was the regional Medilinks, under the banner of Medilink UK, working more closely together, to represent members on key national committees e.g. MHRA, NHS Sustainability, NHS Supplier Forums and to organise national activity such as webinars and Special Interest Groups (SIGs). Work is in-hand to create further economies of scale across the Medilink UK network, to make additional specialist services available to regional members.

As always, I would like to take the opportunity in this Forward, to thank the Board of Directors and representatives of Medilink's three Regional Advisory Groups (North-West, Yorkshire & Humber & North-East - see appendix on page 23), who give their time and expertise for free, to help Medilink respond to the many challenges that will undoubtedly continue in the life sciences sector. Of course, last but certainly not least, my thanks to Tom and his team for their outstanding efforts in 2023.

**Kevin Kiely**  
Executive Chair

“My thanks to Tom and his team for their outstanding efforts in 2023.”

# CHIEF EXECUTIVES REPORT



As Chief Executive, I am pleased to present the Medilink 2023 Annual Report. This year has been a period of significant progress and adaptation for our organisation. Post-Brexit, it has become more crucial than ever for our clients and members to seize opportunities both in the UK and overseas. Throughout the year our team have supported hundreds of UK companies and my heartfelt thanks go to the whole team at Medilink North of England and Medilink UK for their tireless work and enthusiasm.

In 2023, the life sciences sector witnessed a significant trend towards the integration of advanced technologies, particularly in the field of medical technology. Innovations in medtech played a crucial role in supporting the NHS's net zero ambition by promoting the efficient use of materials and the introduction of sustainable care models. This trend not only contributed to the long-term financial sustainability of the UK health and care system but also reinforced the UK's position as a global leader in scientific research and development. The medtech industry, representing over half of all life sciences employment, maintained its role as a vital component of the UK economy, driving forward ambitious research and turning innovation into tangible societal benefits.

Medilink recognises the unique challenges facing the life science community and has continuously reviewed and adjusted our service offerings to meet these evolving needs. In 2023, our innovation team launched Medilink's MediPath Innovation Roadmap to assist members in planning and costing their innovation journeys, offering free consultations. Additionally, they expanded their regulatory support with enhanced assistance for clinical evidence generation, including the production of an increased number of Clinical Evaluation Reports for members.

Our international team had an outstanding year with record demand for trade shows organised by Medilink. Following our strongest year yet at Medica in Düsseldorf, we were delighted to be contracted by Messe Düsseldorf at the beginning of 2024 as their exclusive UK partner across a portfolio of five international exhibitions and conferences. This includes key projects such as Medical Fair Asia in Singapore (Sept 24) and Medica (November 24). We are also pleased to welcome our new Foreign Exchange Partner, Abacus, who will advise our members on efficient ways to interact with overseas clients and exchange currencies.

In 2023, we laid the foundation for our new commercial 'International Market Access' service, recognising that many of our members need specialised resources to access new markets. This support included international strategy development and market-specific regulatory and reimbursement advice. In response to member interest, we have been investigating the feasibility of running international incubators in important markets such as the USA and South-East Asia.

Our marketing and communications team has been proactive in promoting member news across all our communication channels. This includes features in our newly designed Medilink e-newsletter, which now carries enhanced content such as national news (e.g., developments with Net Zero and NHS Supply Chain), early notification of grant

opportunities, international exhibition schedules, and news from our Corporate Partners. Our Healthcare Business Awards dinner is always a highlight of our year, and our 2023 Awards dinner held in Manchester was no exception with hundreds of guests celebrating the achievements of some of the most innovative and influential organisations in our sector.

Throughout the year, we invested in IT systems, staff development, and cyber security, all of which were planned but contributed to an operating deficit of £25,998. As forecasted, this reduced our reserve, which now stands at £175,000.

I would like to take this opportunity to thank our Board of Directors and members of our three Regional Advisory Groups all of whom give up their time to support Medilink and the life sciences sector in the North of England. The impact of these individuals on both Medilink and the sector cannot be underestimated and their ongoing support is critical to the success of our organisation.

A big thank you also to our Corporate Partners who add value to our members through the provision of professional services specifically targeting the life sciences sector. If you require advice or guidance from our partners, please get in touch directly with:

- Appleyard Lees (intellectual property)
- Hill Dickinson (legal)
- MFL (insurance brokers)
- ABACUS (foreign exchange)
- Santander Navigator (international market access partner)
- Greater Manchester Chamber of Commerce (strategic partner)

We remain committed to offering the best possible service to our members. In such a challenging environment, it is more important than ever that we understand your changing needs.

**Tom Elliott**  
Chief Executive



**“We remain committed to offering the best possible service to our members, in such a challenging environment.”**

3.0

# INNOVATION COMMERCIALISATION AND REGULATION

## OVERVIEW

Significant increase in regulatory projects including seven clinical evaluation reports

Successfully delivered 19 consultancy projects

Launched the MediPath™ Innovation Roadmap with free initial consultancy

## MEDILINK NORTH OF ENGLAND INNOVATION, COMMERCIALISATION AND REGULATION SERVICES

The Innovation, Commercialisation and Regulatory team at Medilink North of England provide companies with support to accelerate and de-risk product development through innovation strategy, market and competitor analysis, value proposition, and regulatory advisory/gap analysis services. We also have a specialism in authoring clinical and performance evaluation reports for a variety of device classifications. We can provide innovation, commercialisation and regulatory training that covers the entire innovation journey through to launch and beyond.

### 2023 REVIEW

2023 has been a busy year for the innovation team. Outside of providing core services to clients, we have helped the West Yorkshire Combined Authority secure funding and shape the Launchpad programme as part of the government's commitment to boost the health technology sector. In addition, we have been pleased to support other successful funding bids, such as the University of Sheffield and University of Leeds Place Based Impact Acceleration Account for £5 million, which is anticipated to grow the med tech industry and benefit an estimated 2 million patients by 2040.

We were successful in delivering 19 consultancy projects for various SMEs, large companies, universities and NHS trusts, across innovation and regulatory, along with continual support for our members with advice and discussion around potential funding opportunities, important regulatory updates, and advice on how to navigate the complex routes to market.

#### Regulatory support and Clinical Evaluation Reports (CER)

A continuing level of uncertainty with UK regulations following Brexit and the MHRA further extending their deadlines for the implementation of the new UK Medical Device Regulations, coupled with the implementation of both the EU MDR and IVDR has led to a growing demand on our regulatory services.

We have continued to provide regulatory support and training for numerous clients including the authoring of seven clinical evaluation reports (CER), consisting of one new client CER being completed along with updating of six CERs for previous clients, including Class IIb patient monitoring systems and several Class III implantable devices.

#### Innovation

An increasing demand on regulatory projects through the year led to a slight decrease in the innovation and commercialisation work capacity. However, key projects were delivered that included both pharmaceutical, diagnostics, and medical device technology, market and competitor analysis. The team also delivered further innovation training for both the NHS and SMEs.

An interesting project for the innovation team was supporting Metlase and their collaborators on a novel device, looking at both the commercialisation roadmap and regulatory pathway to better understand the steps needed to reach market and support further funding for their product development.

#### MediPath™

A new initiative that the innovation team launched in 2023 is the MediPath™ Innovation Roadmap, assisting companies and individuals to understand the steps and stages involved in developing a medical device and providing insight on common issues and fail-points. The roadmap is an effective means of determining the resources, cost and timescales needed to get a device to market, information which is important in R&D planning and critical when applying for funding.

The MediPath™ roadmap leverages both the internal Medilink team's knowledge and experience within the sector, as well as that of our professional partners. Following the launch of MediPath™, the team has presented this roadmap to multiple groups and at various events and have continued to provide insight with thought-leadership articles centred around the roadmap.

"Medilink authored a Clinical Evaluation Report (CER) for a Class IIa device as part of our technical file submission for UKCA marking. The report has been completed to a high standard, as well as providing a deeper insight for us into alternative solutions."  
**Jonathan West, Founder & CEO, Flomark Limited.**

"The contribution of the Medilink team has helped to establish the resources, costs and timelines for commercialisation, which has been invaluable in our R&D planning. Metlase look forward to working with the Medilink team in the future as the project progresses."  
**Dr Stewart Lowth CEng MIMechE, Product Development and Innovation Manager, Metlase Limited.**

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# LOOKING FORWARD 2024

## INNOVATION, COMMERCIALISATION AND REGULATION



Medilink North of England are on the approved list of RTOs under the Innovate UK Business Growth RTO scheme. We look forward to assisting companies during 2024 in leveraging the funding for our services, be it regulatory or commercialisation.

A continual focus on the regulatory developments in the UK for 2024 will mean that our regulatory advisory services are in further demand. The gap analysis tool that we have developed and tested will be utilised to assist companies in understanding the regulatory process and to identify gaps or deficiencies in their technical documentation, where we can provide input and support.

The team will continue to write thought provoking articles around relevant topics, especially in relation to the MediPath™ Roadmap and new regulatory initiatives that may develop through the year.

**If you require any support or simply wish to have a no obligation discussion on how we might be able to help, please contact:**

Innovation support [innovation@medilink.co.uk](mailto:innovation@medilink.co.uk)  
Regulatory support [regulation@medilink.co.uk](mailto:regulation@medilink.co.uk)

4.0

# INTERNATIONAL EXHIBITIONS AND SERVICES

## OVERVIEW

Over £65 million of export orders

More than £350,000 of financial intervention support

Over 200 North of England companies engaged

## MEDILINK NORTH OF ENGLAND INTERNATIONAL EXHIBITIONS AND SERVICES

Medilink's International Team comprised of Dr Rashmi Raju (International Adviser), Melissa Erwin (Senior International Officer) and Daniel Green (International Manager) in 2023. The International Team deliver exhibitions and trade missions on behalf of UK organisations and government departments or as part of funding from private clients. They also provide sector specialist consultancy focussing on the internationalisation of products or services.

### 2023 REVIEW

Medica in Düsseldorf, Germany was the highlight of the year's activity and the largest delivered by Medilink, with over 200 companies supported in market. After the phenomenal success of the 20th anniversary reception and networking event in 2022 Medilink decided to deliver this activity again and were delighted to partner with both the Department for Business and Trade (DBT) as well as Invest Newcastle for its delivery.

Throughout 2023 Medilink maintained its secondment agreement with DBT which has been successfully delivered by Rashmi. Through this contract Rashmi has supported more than 75 regional companies in their export development and worked on projects in more than 50 different international markets.

Throughout the year Medilink's international team were able to support:

- \* Over £65million of export orders
- \* More than £350,000 of financial intervention support for exporters
- \* In excess of 200 North of England companies engaged

Throughout 2023 Rashmi maintained and expanded her understanding of international regulatory and re-imburement pathways. This continues to ensure that Medilink are at the forefront of sector specific market access consultancy within the UK.

In the first half of 2023, Medilink launched it's first project in India, creating a needed pathway and support programme for UK companies interested in establishing in the market and engaging commercial partners.

In 2022 Tom Elliott (CEO) became the Chairman of Santander's Life Science Industry Leaders Forum. This cross-industry group of experts provide intelligence for the bank, Medilink and many other stakeholders on how current and forecasted events, including economic, regulatory, and geopolitical, are impacting businesses in the life sciences industry. Throughout 2023 Tom maintained this role bringing together industry leaders and experts to inform the wider med tech community as well as the Santander platform. Alongside this Rashmi has been creating resources for the Santander Navigator programme providing sector specific information, resources and business guides.

"We have participated in multiple exhibitions with Medilink over the years, as they have involvement with the largest healthcare events in the World. Medilink offers us a platform to showcase our products to a wider audience, allowing us to build and maintain important relationships whilst simultaneously supplying life-saving equipment into hospitals and healthcare facilities globally."  
**Rachel Tobin, Marketing Manager, Precision UK Limited.**

"We have been exhibiting at Medica for almost 25 years. It is the best event for us to meet up with our current customers and distributors, as well as secure new contacts and leads. We easily receive in excess of 100 enquiries, mainly from Europe but further afield too; such as the Middle East. We have been extremely pleased with the continual and invaluable support from the Medilink team, the location and the design of the UK pavilion and we rebooked straight away."  
**Steve Nixon, Sales and Marketing Director, Biomed Limited.**

# 2024

# LOOKING FORWARD 2024

## INTERNATIONAL EXHIBITIONS AND SERVICES



Medilink are planning to launch their first of a series of market access programmes. These “MAPs” are designed to accelerate international engagement in key markets around the World. The first pilot programme will be delivered in the US in partnership with Medical Alley and focussing on digital health along with the use of artificial intelligence.

Market access services will continue to support companies across the UK and use information from projects delivered to influence the focus of future activity. This activity may be delivered as international accelerator projects, trade missions or training events.

The scope of the projects as well as the potential for growth within the organisation has led to an intentional separation of Exhibitions and International Consultancy. In 2024 Medilink will launch the new International Market Access department delivered by Dr Rashmi Raju. At this point Rashmi will join Medilink’s senior management team as the International Manager.

As Daniel Green resigned from the team early in 2024 this provided Medilink an opportunity to restructure and we were delighted to welcome Emma Kocsi-Martin who has been a part of the Medilink team for over 15 years in to her new role as Exhibitions and Events Manager. At the same time we expanded the team with the recruitment of Jennifer Walshaw as the Exhibitions and Events Officer.

**For exhibition and trade mission support, please contact Jennifer Walshaw: [j.walshaw@medilink.co.uk](mailto:j.walshaw@medilink.co.uk)**

**For UK and international events, please contact Emma Kocsi-Martin: [e.martin@medilink.co.uk](mailto:e.martin@medilink.co.uk)**

**For international market access support, please contact Dr Rashmi Raju: [r.raju@medilink.co.uk](mailto:r.raju@medilink.co.uk)**

**For general enquiries, please contact us on 0114 232 9292.**



# 5.0

# MARKETING, PR AND COMMUNICATION SERVICES

## OVERVIEW

We delivered a range of commercial services including marketing, website audits, promotional content, copy writing, PR, social media and event support.

We launched our new website to provide a powerful platform for communicating Medilink's and its members latest news timely and efficiently.

We introduced significant changes and strengthening of professional partner relationships.

## MEDILINK NORTH OF ENGLAND MARKETING, PR AND COMMUNICATION SERVICES

In 2023, the Marketing, PR & Communications team comprised of Carly Ludlam and Suzanne Hebron. The team were responsible for delivering Medilink's membership communications, which includes e-bulletins, social media channels and managing our corporate partner communications. The team also delivered commercial consultancy, helping healthcare companies to reach new audiences across the sector primarily through PR, social media activity and digital advertising.

### 2023 REVIEW

A year after our 25th Anniversary saw continued improvements in both our internal infrastructure and our communication of members news and development to the wider life sciences marketplace, especially through our new website.

The highlight of the year was once again our prestigious Annual Healthcare Awards which this year was held at the Lowry Hotel in Manchester, to celebrate the achievements of the life sciences and med tech sector across the north. The awards recognised organisations in the life sciences sector who in the past year have excelled in different areas, including Innovation, Advances in Digital Healthcare, Export Achievement, Partnership between Academia and Business, Partnership with NHS in both Primary and Acute Care, Start-up, One to Watch, Sustainability Award and Outstanding Achievement.

In-house, our new CRM system continued to allow for much higher-level reporting functions and has provided a more user friendly, accessible system. This system also provided a platform to integrate Medilink e-comms into one system, allowing for greater control over marketing subscriptions and most importantly, ensure all communications are, and remain, GDPR compliant.

2023 saw significant changes and strengthening of the professional partner relationships, with proactive communication and increased activity, along with additional website development to incorporate the partners services and information to website visitors. With an increase in sector insight-led articles, guidance and advice pieces, delivered via e-news, email campaigns and social media to members and the wider network, we helped to showcase partner services and expertise and place them as a leader of life science expertise in their fields.

Member and network communications were continually improved with our specific focus on e-news, which is a monthly newsletter with a more selective approach to information and news and provides a valuable communication to the network. This approach continued to result in higher engagement figures over the year.

The marketing team with all its additional skills, meant many internal operations were delivered in house alongside specific commercial projects for members.

The team continued to deliver on the specific needs of life sciences organisations, delivering a range of commercial services including marketing, website audits, promotional content, copy writing, PR and social media.

2023 saw the continuation of the communications function group for Medilink UK, with representatives from each of the regions marketing teams. The group, chaired by Medilink North of England, was brought together to enable a more open line of communication and allow for information dissemination across the whole network.

"We wanted our online presence to reflect our global brand and to make sure Zorflex was positioned as a high-quality, unique product in the wound care space. We partnered with Medilink because it was important for us that our social media content was created by a team that really understood the healthcare sector. We're really pleased with the results we've been seeing and feel the team do an excellent job of creating well researched, interesting and authoritative content."  
**Mark Reynolds, Global Sales Manager, Chemviron Limited.**

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# LOOKING FORWARD 2024

## MARKETING, PR AND COMMUNICATION SERVICES



2024 will see the introduction of a new service, the Marketing Doctor Programme, a unique and comprehensive, discounted, marketing and sales programme, working in partnership with companies to drive growth and help their business stand out in the marketplace through targeted strategies and a pro-active plan of costed marketing activity.

The Marketing Doctor Programme is suitable for all businesses and organisations looking to grow and develop, whether you are a start-up, SME, or large business.

Our marketing, PR and communications team will continue to offer bespoke communications solutions across the complete range of marketing disciplines to support members. From establishing a strong brand and core values, to ensuring that your messaging is clear and precisely targeted, we can help you increase visibility, engage more effectively with new and existing clients and generate valuable leads.

Corporate Partner activity will remain a focus for the team to continue strengthening existing relationships and exploring potential new collaborations.

Internal marketing with the various Medilink North of England departments will increase in activity through 2024. Further international support, particularly in regards to exhibition support, will continue to provide added value for exhibitors, particularly at MEDICA.

**If you're looking for Marketing, PR and Communications support, please contact [marketing@medilink.co.uk](mailto:marketing@medilink.co.uk).**

# 6.0

# MEMBERSHIP SERVICES

As a Medilink member, you become better connected (regionally, nationally, and internationally, across the business, health and academic communities) and you are able access at discount rates specialist life sciences expertise spanning, 'innovation, commercialisation and regulation', 'marketing, pr and communications' 'International exhibitions' and 'international market access'.

Our members particularly value being assigned a key contact person from within the Medilink team who know at any point where your organisation is on its development journey and will be able to translate opportunities directly to you.



## MEDILINK NORTH OF ENGLAND MEMBERSHIP SERVICES

### 2023 REVIEW

#### AWARDS

The Medilink Healthcare Business Awards is the highlight of our year, and on the 23rd March 2023 in Manchester, we were able to celebrate the extraordinary achievements of our life sciences companies, and showcase the very best of examples of collaboration between industry, academia and the NHS. Mr Iain Hennessey, Consultant Paediatric Surgeon and Clinical Director of Innovation at the Alder Hey Children's Health Park, gave a truly inspiring introduction to the evening, which in addition to seeing our winners announced, also raised money for a very deserving charity 'Project Youth Cancer'.

**Congratulations to all our shortlisted companies but particularly our 2023 award winners who were:**

**Start Up Award** – Xploro

**Innovation Award** – Brandon Medical

**Export Achievement Award** – SEDA Pharmaceutical Development Services

**Partnership with the NHS: Advances in Digital Healthcare** – Evergreen Life

**Partnership with the NHS: Acute Care Award** – Definition Health

**Partnership with the NHS: Primary Care Award** – Marsden Weighing Machine

**Partnership with Academia Award** – Medibiosense

**Sustainability Award** – Brandon Medical

**One to Watch Award** – Liopa

**Outstanding Achievement Award** – Ethoss Regeneration

A special thanks to our Headline sponsors Yorkshire & Humber AHSN, Health Innovation Manchester and the Innovation Agency, without such support our awards celebrations would not be possible. Further congratulations to Definition Health and SEDA Pharmaceutical Development Services who went on to be presented with the national Medilink UK 'NHS Innovation Award' and 'Export Achievement Award', by TV Presenter and Invictus Games medallist, JJ Chambers, at a glitzy black-tie dinner later in the year.

#### OTHER SERVICES

Listening to the views of members, we have launched a members only portal. This is very much a pilot which we intend to develop on an ongoing basis should this prove popular with our members.

We have also restructured our monthly e-bulletin to provide members with the very latest news on national developments (e.g. regulation, net zero), funding calls, international exhibitions, member news etc. This isn't only intended to provide you with the latest updates but it is also a vehicle for you to raise the profile of your organisation across a very broad health technology community, through shouting from the rooftops about your successes. Any news please contact [marketing@medilink.co.uk](mailto:marketing@medilink.co.uk)

We continue to be indebted to members who give their time freely to sit on Medilink's North West, North East and Yorkshire and Humber Advisory Groups. These groups, which are composed of company CEOs, senior representatives from the NHS and universities, enable us to ensure that we understand real issues on the ground, so that we can respond accordingly and influence national developments.

*"As a pharmaceutical development service company for the Biotech & Pharma industry we have experienced rapid growth in recent years, due to success in export markets, particularly in the US.*

*We were delighted to have won the Medilink North of England export achievement award and then to go on to win the national Medilink UK Export Achievement Award. It is great that we have been recognised in this way, particularly as a relatively small Northern based company which is competing with major global organisations".*

*Marcel de Matas, Director of Product Design, SEDA Pharmaceutical Development Services.*

# 2024

# LOOKING FORWARD 2024

## MEMBERSHIP SERVICES



During 2024 we plan to continue expanding our membership services to benefit not just our members but the wider life sciences sector in the North of England.

Through our skilled and expert consultancy team we plan to:

Expand our Market Access Programmes. These "MAPs" are designed to accelerate international engagement in key markets around the World.

Develop our partnership with Messrs Düsseldorf as their exclusive trade show supplier, this includes key shows such as Medica in Germany, Medical Fair Asia in Singapore and Rehacare in Germany.

Continue to focus on the regulatory advisory services and our gap analysis tool, to assist companies in understanding the regulatory process and to identify gaps or deficiencies in their technical documentation.

Introduce a new marketing service, the Marketing Doctor Programme, a discounted marketing and sales programme for companies without a marketing department to help drive growth

Proactively promote corporate partner and member news and sector developments across all our communication channels.

Build on the success of the 2023 Healthcare Business Awards, highlighting the exceptional performance of life sciences companies across the region.

During 2024 we intend to continue to extend the number of national events available to our regional members, and also build on our national Specialist Interest Groups to further add value to members.

"Having represented industry on Medilink's North-West Advisory Group for some time, I was delighted to be asked to chair this group in June 23 following the retirement of Howard Rose, which also meant that I joined the Medilink board.

I have experienced all the trials and tribulations of a life science start-up company, including challenges such as regulatory reform and investment and consequently I understand how important organisations such as Medilink are in helping companies to fast-track commercial developments."

**Gordon Barker, CEO, Medibiosensor Limited.**

If you would like to discuss your needs or comment on the service you are receiving as a Medilink member please contact your dedicated Customer Relationship Manager (CRM) at Medilink in the first instance or contact [connect@medilink.co.uk](mailto:connect@medilink.co.uk)

# BOARD & REGIONAL ADVISORY GROUP MEMBERS

## Medilink North of England Board

### Kevin Kiely (Chair)

Graeme Hall  
Sam Whitehouse  
Gordon Barker  
Neil Mundy  
Colin Glass  
Tom Elliott

### Medilink North of England Ltd

Brandon Medical Ltd  
High Force Research Ltd/LightOx  
Microbiosensors Ltd  
Ellingham Associates Ltd  
Murray Harcourt Accountants Ltd  
Medilink North of England Ltd

## North East Advisory Group

### Sam Whitehouse (Chair)

Kevin Kiely  
Dean Sleigh  
Jonathan Peat  
Chris Kennelly  
Tom Harvey  
Paul Marshall  
Chenna Rajagopal  
Marie Labus  
Carl Dale  
Mark Taylor  
Neil Mundy  
David Calder  
Che Connon  
Shaun Fooy

### High Force Research Ltd/LightOx

Medilink North of England Ltd  
Calgon Carbon (Kuraray Ltd)  
QuantumDx Ltd  
Evergreen Life Ltd  
CPI Ltd  
Rapid Fluidics Ltd  
Affotek Ltd  
AMLo Biosciences Ltd  
Microbritt Ltd  
Sunderland NHS Foundation Trust  
Medilink Board Member  
Innovate UK Business Connect  
Newcastle University/3D Bio-Tissues  
British Business Bank

## North West Advisory Group

### Gordon Barker (Chair)

Kevin Kiely  
David Elstone  
Dr Jo Mason  
Tracey MacDonald  
Mark Allen  
Alistair Williamson  
Pauric Greenan  
Colin Priestly  
Andrew Rose  
Paul Brown  
Mike Kenny  
Peter Leather  
Matt Chapman  
Sara Pomfret  
Delyth Edwards

### Microbiosensors Ltd

Medilink North of England Ltd  
WinnCare UK Ltd  
YourGene Health Ltd  
Medicina Ltd  
Orthoplastics Ltd  
Lucid Group Ltd  
Choice Health Ltd  
Bruin Biometrics Ltd  
Liverpool University Hospitals NHS FT  
Lancashire Teaching Hospital Trust FT  
NW Health Innovation Network  
Liverpool John Moores University  
Innovate UK Business Connect  
Department of Business & Trade  
British Business Bank

## Yorkshire & Humber Advisory Group

### Graeme Hall (Chair)

Kevin Kiely  
Bryn Sage  
Bahaa Seedhom  
Chris Yates  
Richard Paxman  
Neil Mercer  
Jake Timothy  
Vee Mapunde  
Chris Herbert  
George Anderson  
Paul Hatton  
Arunangsu Chatterjee  
Karen Wilkinson  
Cat Smith

### Brandon Medical Ltd

Medilink North of England Ltd  
InHealthcare Ltd  
Xiros Ltd  
Abingdon Health Ltd  
Paxman Coolers Ltd  
Innovia Medical Ltd  
HaemoConcepts / NHS LHTT  
NIHR Surgical Med Tech Cooperative  
Leeds Teaching Hospitals NHS Trust  
Leeds Teaching Hospitals NHS Trust  
University of Sheffield  
University of Leeds  
Innovate UK Business Connect  
British Business Bank



# NEW MEMBERS 2023

Agora Marketing Communications Ltd  
AMLo Biosciences Ltd  
Arella Beauty  
Clinecal  
Cuespeak Ltd  
Ethoss Regeneration Ltd  
Flomark Ltd  
InViva Healthcare Management Ltd  
Kingkraft Ltd  
Kirkstall Precision Engineering Ltd  
Lucy Swain Therapy Services Ltd (Healthlinx)  
Medibiosense Ltd  
MOM Incubators Ltd  
Naq Cyber Ltd  
NunaBio Ltd  
Pd-M International Ltd  
Schultz Medical (UK) Ltd  
Scitech Engineering Ltd  
Technology in Motion Ltd  
Technostics Ltd  
Wellola Ltd  
Wickham Micro Ltd

# CORPORATE PARTNERS

Thank you to all of our Corporate Partners.

In order to add additional value to membership, Medilink has developed partnerships with key professional service providers who we can confidently recommend to members. Please click the logos below to find out more about their specialist services:

HILL DICKINSON

Appleyard Lees<sup>®</sup>  
Intellectual property law

 Saffery

MFL  
INSURANCE GROUP

ABACUS

 Santander | Navigator

 Greater Manchester  
Chamber of Commerce

# GET IN TOUCH

If you would like any information on how you can become a member, please contact any of our dedicated services team.



**0114 232 9292**



**connect@medilink.co.uk**



**www.medilink.co.uk**



**@MedilinkNOE**

**Medilink North of England Ltd**

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