UK Manufacturing Position paper.

- **Current Landscape:**
    - Higher interest than at any time in the past 2-3 years.
    - Government drive to develop and maintain self-sufficiency and an enhanced UK industry.
    - High degree of scientific innovation in the UK (academia, academic collaboration / spin outs, start-ups). Lots of small companies.
    - However, very few make it and are either acquired by larger multinationals or move abroad. Very few established large and successful UK domestic manufacturers compared to 80's and 90's (e.g. Amersham, Lifescan, Unipath, DPC, Biostat).
    - Poor adoption of innovation in the domestic market. Many companies turn to overseas / export markets though a lack of domestic sales hampers export sales.
    - NHS and AHSN's should be strong collaborators in helping to develop innovation and IP but it is often difficult to engage.
    - Access to samples / Biobanks to develop tests is weak with many companies using partners overseas, adding cost and time to development.
    - NHS procurement has high barriers to SME's who are traditionally the innovators perpetuating the lack of adoption of innovation.
    - Workforce is weak in terms of commercial, manufacturing and R&D expertise (particularly in commercialisation and late-stage development and scale up).
    - Access to growth capital is challenging – ROI on long development timescales is not well understood.

- **The Potential**
    - Existing manufacturers do exist and there is a vibrant ecosystem of SME's that have the potential to continue to grow into large multinationals. E.g. Abingdon Health, BBI, Omega Diagnostics, Surescreen, Excalibur, Lumira, Randox, Quantum Diagnostics, EKF, Avacta, Novacyte, Genedrive, YourGene.
    - Despite government thinking there is no native UK diagnostics industry, there are many leading companies that have shown to be innovative and dynamic to meet the COVID-19 testing challenge.
    - A strong domestic manufacturing industry

- **Recommendations**
    - An ecosystem that works in partnership with the NHS, developing innovation that meets the goals as well as develops the platform for export to other countries thus benefitting UK PLC.
    - Access to bio samples that support development and on-going manufacturing of diagnostic products (QC materials).
    - Better access to run clinical trials and deliver evidence-based tests with clear pathway to procurement.
    - Access to growth capital
    - Development of a workforce that takes the Research in R&D and focuses on the Development and commercialisation / manufacturing scale up.
    - Clear regulatory support from the MHRA and a clear understanding of the future direction of UK regulations post-Brexit.

  - Creating a wider ecosystem of associated industries that support the industry (e.g. consumables, lab equipment, manufacturing equipment, IT etc).
  - Faster adoption of innovation by the NHS. Making the NHS easier to deal with for SME's.
  - Clearer support to enter export markets.
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