



PL - UK



Building Bridges Program



1-4 Jul '24

Manchester, York, Liverpool

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Programme

#1 - meetings with mentors

8 MAY - 19 JUNE 2024

online meetings / 1.5 hr each

- **15/05 - 3pm** - Clinical Trial Ecosystem across the UK and support available to perform your research study – Dace Dimza-Jones, DBT
- **22/05 - 3pm** - How to set up your UK business and help available through DBT? - Marie-Aude Pilkington, Account and Senior Project Manager in Healthcare & Life Sciences in Sector Advisory Services, DBT
- **29/05 - 3 pm** - Demystifying the R&D funding landscape in the UK – Dr Phil Carvil, Head of Clusters, North West Business & Innovation Directorate, Science and Technology Facilities Council, Part of UK Research & Innovation
- **14/06 - 3pm** - How to Succeed, Spread and Grow across the UK health ecosystem– Sam Holland, Tom Cooke, Quiddity Health

#2 - study visits

1 JULY - 4 JULY 2024

1-Day visits in : Manchester, York, Liverpool

Day	Time	Location	Activity
30.06	As you wish...	Manchester	Arrival
01.07	8:30 am - 4 pm	MIDAS	Lectures & pitching session
	6 pm - ...	Polish Consulate	Reception by PAIH
02.07	8:30 am - 1 pm	Pebble Biotechnology Laboratories	Visit
	Afternoon	Manchester to York	Travel to York
	4 pm - ...	York	Welcome to York event
03.07	8:30 am - 4 pm	Invest in York and North Yorkshire	University of York Biomedical Institute, NIHR, ICB and industry partnering
	5 pm - ...	York to Liverpool	Travel to Liverpool
04.07	8:30 am - 2 pm	Liverpool Growth Platform	Sci Tech Daresbury/ Liverpool School of Tropical Medicine/ Walton Centre NHS Foundation Trust
	Afternoon		Farewell

Foreword

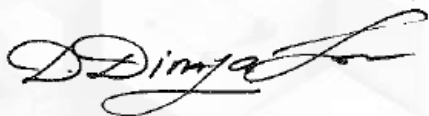
Dear participants,

The PL-UK Building Bridges programme is designed to forge strong connections between Polish and the UK Biotech markets. The metaphor we used to describe it, although rather plain, encapsulates its aims and mission better than anything else. Building bridges is not an easy task – it requires complicated tools, detailed plans and, most importantly, cooperation of different parties involved. Our programme is intended to provide you with all of these.

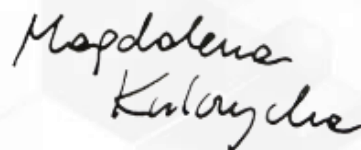
Starting with the online talks that will give you hints about the requirements and caveats awaiting new entities entering the UK market, the programme aims to introduce you to this environment. The key element in doing so will be the three days study-visit at the beginning of the July 2024 which will allow you to get insider knowledge about the market's challenges and make useful connections that will benefit in the future. Ultimately, our ambition is to see at least two participating entities successfully setting up subsidiaries in the UK, marking a significant milestone in the PL-UK partnership.

This deep dive is designed not only to inform but to empower you to confidently establish a presence in the UK, contributing to the growth of the Polish Biotech sector and increasing the innovativeness of companies operating in the UK.

Good luck!



Dace Dimza-Jones
DIT Deputy Head of Northern Powerhouse



dr Magdalena Kulczycka
Director of CEBioForum

Meeting 1: Clinical Trial Ecosystem across the UK and support available to perform your research study



Department for
Business & Trade

Dace Dimza-Jones

Department for Business and Trade
Deputy Head of Northern
Powerhouse Life Sciences:
Biotechnology & Pharmaceuticals

Dace has years of industry experience, previously as a Facilitator at the NIHR Clinical Research Network (CRN) Greater Manchester. She has worked in close collaboration with the industry, CROs, clinicians and academics, as well as other life sciences researchers to support and facilitate opportunities for innovative and ground-breaking research. In addition, Dace has supported the delivery of high-quality research across more than 30 different clinical areas. Dace has a public health background and works as a guest lecturer at Riga Stradins University, Latvia. She is also a board member of the Association of Latvian Diaspora Nurses and Midwives.

In her Department for Business and Trade (DBT) role, Dace plays a significant part in increasing investment into the North of England and help the region achieve ambitions aligned to levelling up priorities focussing on the Life Sciences sector. Dace works closely with overseas businesses, matching them to opportunities and supporting and advising them on setting up or expanding their business in the North.

Meeting 2: How to set up your UK business and help available through DBT?



Department for
Business & Trade

Dr Marie-Aude Pilkington

DBT Strategy & Investment - Senior
PM and Account Manager in
Healthcare & Life Sciences

Marie-Aude has worked in sales, marketing, bid and business development positions for manufacturing companies and trade associations in the aerospace, defence, nuclear, automotive, renewables and waste management industries. She successfully secured funding for multi-million pound projects of national importance, built the competitiveness of the UK supply chains and developed links in overseas markets. Her sector insights and innovation background have enabled local partners to pitch strategically, particularly on vaccines manufacturing, wound care, healthy ageing, diagnostics and digital health.

In her present role, in the last 5 years, Marie-Aude has helped 80 Healthcare and Life Sciences companies set up and expand in the UK, leading to the creation of 2,040 new jobs and £510 million worth investment. Some client feedback invited to review Covid-19 rules, visa types, skills schemes and industry regulations. She liaises with colleagues in British consulates and embassies, HQ, sector specialists, commercial partners, Centres of Excellence and UK regions to support new and existing investors in their UK plans.

Meeting 3: Demystifying the R&D funding landscape in the UK



Science and
Technology
Facilities Council

Dr Phil Carvil

Head of North West Clusters
UK Research and Innovation,
Science and Technology Facilities
Council

For the last couple of years Phil has had the pleasure of working with colleagues and stakeholders in developing High-Tech. regional innovation clusters, in key strategic sectors for the UK. This includes setting up and leading the North West of England's Health and Life sciences Cluster (HealthTech) and establishing other clusters in sectors, including Space. The clusters exist to connect key capabilities between stakeholders, national science facilities and innovators in the wider ecosystem to support collaboration, cross-sector innovation and community building.

A scientist by background, he undertook a PhD for the European Space Agency at King's College London, conducting numerous studies on a SkinSuit which was designed to support astronauts in space. This has subsequently been used on several astronaut missions.

Passionate about cross sector opportunities, including Health & Space, for 6 years he coordinated the UK's Space Life and Biomedical Science Association, which among other core activities he led the development of the UK Position Paper "Why Space? The opportunity for Health & Life Science Innovation". He currently chairs the UK's Regional Space Cluster Advisory board and at a European Level serves as the elected President for the European Low Gravity Research Association (ELGRA).

Meeting 4: How to Succeed, Spread and Grow across the UK health ecosystem?



Sam Holland

Co-Founder, Quiddity Health



Sam is a Business Management grad from Manchester University, since which he's spent over a decade excelling in building and leading sales teams focussed on NHS market entry, namely for Synertec.

Aside from co-founding Quiddity with Gav Matthews, one of Sam's main achievements remains shifting the healthcare comms market to one of true patient-focus. Sam has a passion for sustainability, and will often be found in the great outdoors!



Tom Cooke

Co-Founder, Quiddity Health



Tom is a Cardiac Physiologist by background with over a decade of experience in digital health, spanning Insurance, Start Up, Regulatory and Market Access.

Previous roles include Business Development at AXA, Liva Health and ORCHA. Tom leads new business and collaborations for Quiddity, and is the Acc. Director for Quiddity clients. Tom is also an Assistant Referee for the FA.

Study visit to the UK | Day 1+2: Manchester



Manchester is both a city and a region with a past and future steeped in healthcare and innovation. Home to one of Europe's largest NHS teaching trusts, linked directly with universities, incubators, accelerators, and open for innovation.

The plan for the day in Manchester city centre will be built around the needs of companies entering the UK market, covering the journey, whether into clinical trials, the NHS, or sales to the public.

The fine detail of the programme is subject to change as attendees are confirmed:

Morning session:

- Understanding the journey into the UK
- Registering a company/bank account
- Innovate UK Edge
- Preparation for selling into the NHS
- Pitching session (candidates will be invited to present their businesses to an invited audience)
- Networking

Afternoon session

- Legal discussion
- VISAs
- Taxation & IP
- Meet the NHS/university/HinM

Study visit to the UK | Day 3: York



Invest in York and North Yorkshire will be providing you with a tailored visit of our region to demonstrate how we bring innovation and ingenuity into the health and life science sector. From early-stage research to real life innovation and application into our UK NHS Health System.

Our plan is to cover a number of aspects of the region, we will be visiting The University of York a member of the prestigious Russell Group of research-intensive UK universities, world renowned for its outstanding teaching, research and located in a beautiful historic city.

In addition, we will be also introducing you to the fantastic equipment and facilities at the York Biomedical Research Institute and the Institute for Safe Autonomy. During the visit there will be opportunities to meet industry networks, regional Health Institutes, and businesses to give you an insight into everything York and North Yorkshire and the wider Northern Powerhouse area.

Our aim for the visit is we go above and beyond expectations.

Study visit to the UK | Day 4: Liverpool



Growth Platform will provide a programme of visits to some of the key health and life sciences assets in Liverpool City Region.

Key themes for your visit will be:

- The adoption of health technology and procurement in the NHS, including a visit to an NHS Hospital to meet innovation and procurement teams.
- The translation of infectious disease research into commercial opportunities, through a visit to one of our world-renowned academic institutions.
- Health technology innovation, AI and data science, through a visit to one of Liverpool City Region's thriving innovation districts.