



British Healthcare Trades Association

ANNUAL REVIEW 2022-2023

Foreword



Thank you for taking the time to read our annual review, covering my first year as Chief Executive of the BHTA. It has been a year of change both internally and externally.

Internally, as we have reshaped the team to be focused on creating and delivering more member value than ever before. And externally, as we see the challenges members face crystallise around several clear themes which have shaped our work in 2022-23 and beyond.

When I joined, the Board of Directors were clear that they wanted me to be externally facing, interacting with members of the BHTA and rebuilding links with politicians and key government departments. This has allowed the BHTA to play a pivotal role in advocating for the interests of our members as well as promoting excellence in the healthcare trades sector across the political landscape, as you can see in this report.

It will be critical that we continue to build on that engagement with members and external stakeholders to advance our platform and case, as we move into the political uncertainty (and opportunity) an election will bring in 2024. That engagement is something we will look to build on over the next 12 months to continue that journey and ensure your voice is at the heart of what we do.

We extend our heartfelt gratitude to our members, partners, and stakeholders who have continued to place their trust in the BHTA. Your support fuels our commitment to advancing the healthcare trades industry and ensuring that individuals of all backgrounds have access to the care they need. Thank you for your membership of BHTA.

A handwritten signature in black ink, appearing to read 'D. Stockdale', with a long horizontal stroke extending to the right.

David Stockdale
BHTA Chief Executive Officer

About the British Healthcare Trades Association

Representing over 400 companies in the healthcare and assistive technology industry, the British Healthcare Trades Association (BHTA) supports its members to help ensure people can access the products and services they need, when they need it, and at a fair price.

BHTA members are committed to the association's Code of Practice, requiring companies to offer a level of service above and beyond the legal requirements. The BHTA collaborates with members, policymakers, and stakeholders to shape a healthier future for all.

OUR VISION

Fair and equitable UK health and social care systems, where people have access to the right product and service, at the right time, at the right value.

OUR MISSION

To champion our members, protect consumers, shape policy, and drive standards.



1

CTSI – approved
Code of Practice



£3.7bn

of goods/services to
NHS and social care



100k

weekly face-to-face
patient interactions



19k

staff employed by
member companies



400+

member companies



12

BHTA Sections

Political engagement

This year, one of the key focusses for the BHTA has been political engagement. Through advocacy, lobbying efforts, and engagement with policymakers, the BHTA aims to ensure that the interests and concerns of its members are effectively represented.

By actively participating in consultations and discussions with government officials, the BHTA plays a vital role in shaping healthcare policies that promote innovation, quality, and accessibility for patients across the UK.

Over the last 12 months, the BHTA has developed a new strategy for parliamentary engagement and has been campaigning for change within the healthcare sector in the UK.

On 22 February 2023, the BHTA held its first parliamentary drop-in event to ask MPs to pledge their support for healthcare and assistive technology companies that are currently under extraordinary pressure following the pandemic, global supply chain delays, and an uncertain regulatory environment. The day saw an amazing turnout, and the BHTA secured overwhelming support in asking the government to take action to ensure the uninterrupted provision of medical supplies in the UK to protect patients.

An open letter was signed by over 40 MPs and peers and handed in at 10 Downing Street shortly after.



BHTA outside 10 Downing Street.



David Stockdale and the BHTA team with the open letter to government.

The BHTA has also provided a series of written briefings and information packs to MPs and peers ahead of relevant debates and question sessions, and submitted parliamentary questions on behalf of its membership.

And Baroness Margaret Wheeler, Labour's Lords spokesperson for health, commented on the "excellent briefing" from the BHTA during the House of Lords debate on the new medical device regulations.



Above: Lord Hacking raising cost pressures currently facing medical equipment suppliers in the House of Commons; Above right: Karin Smyth MP quoted the BHTA briefing in a recent debate on Bladder and Bowel Continence Care at Westminster Hall.



In spring 2023, David met with the secretariat of the All-Party Parliamentary Group (APPG) on Health to discuss future collaboration and upcoming workstreams. Following this, a one-page pitch document was produced and a follow-up meeting with APPG Chair Dr Lisa Cameron MP was scheduled to coordinate next steps.

BHTA also joined the charity Newlife at June's Equipment for Disabled Children APPG.

Later, David met with SNP Health Spokesperson Martyn Day MP, securing an agreement to push the UK Government on MHRA changes via written letter and parliamentary questions.



SNP Health Spokesperson Martyn Day MP.



John Healey MP visiting Martek Ltd to discuss how to abolish VAT on Defibrillators.

Additionally, the BHTA has continued to secure MP meetings and member constituency visits, which are important in demonstrating how current issues are affecting the UK health and social care industry and how government can support companies to ensure patients and customers are not affected.



Henry Smith MP, Conservative MP for Crawley, visited Welland Medical to learn about the pressing challenges facing businesses operating in healthcare manufacturing and supply.

Member activity

The biggest challenges facing members this year have been updates to policy and regulations, as well as Brexit and continuing to recover from the pandemic.

In October 2022, the BHTA ran a member survey to assess the impact of the current economic landscape on UK health and social care. With Brexit, the Covid-19 pandemic, and changes to policy, the BHTA wanted to see what effect the last few years had had on member companies and their supply of vital products and services to health and social care in the UK.

The results:

- 86% felt their business was under financial pressure
- 84% felt the government did not understand the impact of recent turbulence
- 100% wanted better recognition from the government of the value their company provides

The main challenges were higher manufacturing and distribution costs, supply chain challenges, and UK sterling fluctuations.

In response, the BHTA has been calling on UK health and social care stakeholders, as well as the government, to work on a new and improved plan, where the relationship between pricing, patient care quality, and effective regulations work collaboratively in the best interests of UK patients.

In September 2022, BHTA held its inaugural conference in London, focused on integration and sustainability within the health and social care landscape.

The day brought together key healthcare leaders and suppliers to discover how current policy decisions are shaping the future of health and social care, impacting UK patients, and what this change means for businesses.



BHTA's autumn conference, September 2022.

The sellout conference saw an impressive roster of senior government and sector leaders present engaging sessions throughout the day to suppliers about future policy directions, new UK Government priorities, and how collaboration and innovation will ultimately improve the patient experience.

Key speakers included:

Preeya Bailie, Director of Procurement, Transformation, and Commercial Delivery for NHS England; Andrew New, Chief Executive of NHS Supply Chain; Andy Windsor, Commercial Director of NHS Supply Chain; Francis Philipa, the Strategy Lead for Foundations UK; David Lawson, Department of Health and Social Care MedTech Directorate Director; and Kevin Hodges from the BHTA.

And in May 2023, BHTA followed up with a second conference held in Solihull.

Sessions throughout the day included how the BHTA is ensuring its members' voices are heard by government, the NHS' readiness to adopt innovative technologies, and how the changing political landscape is impacting healthcare policy.



BHTA's spring conference, May 2023.

A key event for BHTA each year is the Naidex show, held annually at the NEC, Birmingham, which gives the BHTA and its members an opportunity to engage with consumers, friends, and family. BHTA had a stand across the two-day event, highlighting the importance of buying from member companies and the extra consumer protection that the Code of Practice offers.

End-users and their families, friends, and carers gained insight into what the BHTA badge means and why to look out for it when searching for providers of healthcare and assistive technology equipment and services. The team also handed out a wide range of useful and informative literature to consumers, ranging from guidance on how to buy a mobility vehicle, to advice on how to safely operate powered mobility devices.

In 2023, the BHTA also supported the launch of a new person-focused event for people with lived experience of disability. Offering relevant services, products, and information, the Disability Expo ran for the first time in London at the ExCeL. BHTA had a stand for the two days, giving out advice and guidance, and also presented two members with awards at the trades evening on the first night: Best Trade Retailer and Best Manufacturer, as voted by the membership.



The OT Show 2022.

One of the main asks from members this year was to raise the BHTA profile among occupational therapists (OTs) and other healthcare professionals. BHTA attended the OT Show as a partner of the event, as well as several OTAC shows throughout the year. Emphasising the importance of working with BHTA code-accredited members, the BHTA team met with professionals from all levels of the OT community.

Following the recruitment of an Events and Training Manager, the BHTA has been offering a more frequent series of webinars aimed at providing advice and information to help members' businesses thrive and grow.

These include advice, information and insights from experts in a range of fields, covering a variety of topics. Recent webinars have focused on NHS tender requirements, how to achieve net zero, the UK medical device regulatory landscape, and many more.

Section activity

This year, each of the BHTA sections have been working on a strategy plan with key aims and goals.

Beds and Support Surfaces, Pressure Care Seating, and Positioning

Target: Engage with the MedTech Directorate, NHS Supply Chain, and Shared Business Services to identify the aims and objectives of procurement and service delivery within the NHS and how innovation in the section can fit within these.

Focus: Work with external partners (Health Trust Europe) to produce a procurement best practice document that can be adapted to the section.

Focus: Work with external partners to identify the aims and objectives of procurement and service delivery within the NHS.



Focus: Develop ties with a forward-thinking local authority with the aim to collaborate on a pilot scheme to demonstrate best practice in the provision of children's equipment, including early provision of appropriate equipment and the associated economic benefits.

Prosthetics and Orthotics

Target: To help improve recruitment, retention, and development of prosthetists, orthotists, technicians, and support staff.

Focus: Support British Association of Prosthetists and Orthotists as it conducts its HEE funded AHP workforce reform priorities p&o specification.

Focus: Work alongside higher education establishments to support their learners and encourage members to supply placements.



Children's Equipment

Target: Strengthen ties and liaison with procurement bodies with the aim to improve provision of appropriate equipment at the right time.

Focus: Consider what is unique to the procurement of children's equipment and how this might differ from other sections in the BHTA. Define what the role of the Children's Equipment Section is in contributing to a BHTA-wide 'Best Practice in Procurement' initiative.

First Aid and Medical Equipment

Target: Curb non-compliant first aid medical devices, defibrillator products, spare parts, and fake or counterfeit medical devices on the UK market.

Focus: Communicate with organisations that are selling non-compliant products (online and bricks and mortar) and ask that they be removed from sale. Raise with relevant regulations body if not.

Focus: Continue working with Amazon to establish BHTA-branded guidance on identifying non-compliant products.

Stairlifts and Access

Target: Raise awareness of the benefits of using BHTA Stairlifts & Access members among key decision makers within local authorities and health professionals.

Focus: Reach local authority key decision makers through collaboration with the Foundations UK Roadshows.

Focus: Engage with OTs.

Mobility

Key activity:

- Air travel and mobility equipment. Making air travel easier for those using mobility devices through collaborating with the government on training videos and the online database;
- Collaboration with the Wheelchair Alliance;
- Member product showcase. Bringing suppliers and retailers together to create new opportunities; and
- Lithium batteries guidance. How to safely dispose of the lithium batteries in mobility equipment.

Stoma and Continence

Target: Utilise national reimbursement systems that facilitate the use of the most appropriate product for the clinical needs of the patient.

Focus: Promote the benefits of the Drug tariff for Part IX products utilising the Part IX Position Paper and aim to maintain the prescription route of supply as the only route of NHS community provision.

Focus: To continue to promote the high-quality products and services that are delivered by manufacturers.

Independent Living

Key activity:

- Guidance on measuring walking aids. Designed to standardise measurements and terms across the industry, created in association with NHS Supply Chain;
- Best practice in procurement for community equipment providers. Procurement guidelines to help with tender applications;
- Member product showcase. Bringing suppliers and retailers together to create new opportunities; and
- Lithium batteries guidance. How to safely dispose of the lithium batteries in mobility equipment.



Dispensing Appliance Contractors

Target: To ensure all patients have equal access & choice to the most clinically appropriate products and services.

Focus: Encourage the maintenance of specialist clinicians as the key adviser to patients.

Focus: Challenge any restriction of patient or HCP choice of dispensing services.

Focus: Continue to ensure swift access & adoption of service developments and innovations.

The BHTA Board



Andrew Stevenson
President



Phil Rice
Board Member



Leyton Stevens
Chairman



Bob Russell
Board Member



Ian Jones
Vice Chairman



Ian Wenman
Board Member



Jill Morony
Board Member

Financial summary

Statement of income and retained earnings for the year ended 30 June 2023.

	2023 £	2022 £
Income	914,962	852,937
Administrative expenses	(904,530)	(808,525)
Operating surplus	<u>10,432</u>	<u>44,412</u>
Interest receivable and similar income	1	-
Surplus before taxation	<u>10,433</u>	<u>44,412</u>
Tax on surplus	(1,319)	(8,378)
Surplus for the financial year	<u>9,114</u>	<u>36,034</u>
Retained earnings brought forward	444,481	408,447
Retained earnings carried forward	<u><u>453,595</u></u>	<u><u>444,481</u></u>



www.bhta.com

BRITISH HEALTHCARE TRADES ASSOCIATION
Tower Bridge Business Centre
46-48 East Smithfield · London · E1W 1AW
Telephone: 020 7702 2141 · Email: bhta@bhta.com



The BHTA is a trade association with members in healthcare and assistive technology, all of whom commit to the **BHTA Code of Practice**, the only one in this industry to be approved by The Chartered Trading Standards Institute. BHTA member companies operate to higher standards of customer protection than the law requires.

