

**Helpful People
to know for
UK Early Stage
HealthTech
Founders.**



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**No Person is an
Island.**

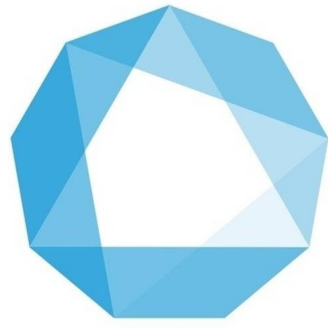
Entire of itself.

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Digital Health Compliance.

Areas include:

**Data Protection, Clinical Safety,
NHS DTAC, Cybersecurity.**



acorn compliance

Who: Michael Bell

Company: Acorn Compliance

Note:

Michael is a **seasoned veteran** in the digital compliance space.

We have personally worked together with him to help **multiple early stage startups** complete their data protection and DTAC processes, allowing them to deploy their solutions within the NHS.

Acorn Compliance have also recently launched **Squirrel - an automated DTAC platform** which allows founders to carry out their DTAC work by themselves with close supervision of an expert team.



Who: Lyndon Johnson/ Ryan Palmer

Company: 8-fold Governance.

Note:

Industry leading compliance and regulation firm with multiple in-house experts, from DTAC to CQC to Regulation.

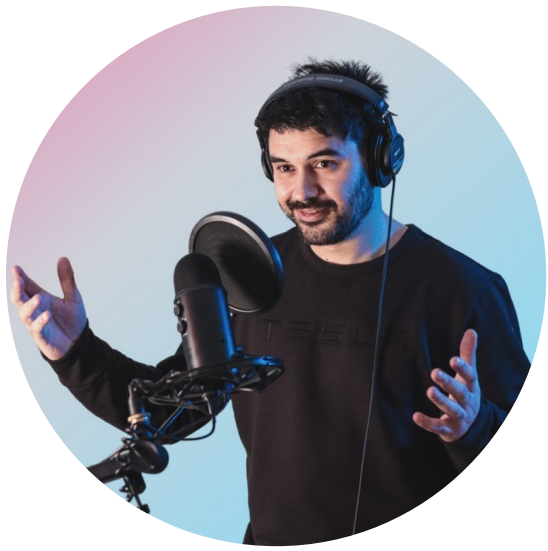
8-fold has a significant breadth of expertise to help navigate the complexities of healthtech compliance. Suited for mid-to-larger size companies looking for an end-to-end service.

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HealthTech PR And Marketing

Areas include:

**Content Creation, PR strategy,
Full service communication.**



Who: James Somaroo/ Jessica Smith

Company: SomX

Note:

An industry leading healthtech marketing firm with significant experience delivering marketing and PR strategy for large scale NHS programmes, Biotechs and Startups.

SomX leverages their unique healthcare and life sciences experience to create marketing materials that resonates. Also the producers of the illustrious HealthTech Pigeon podcast.

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Medical Device Regulation

Areas include:

**FDA, MHRA, Class 2A SaMD,
CA/CE marking.**



Hardian Health

Who: Mike Pogose / Dr. Hugh Harvey

Company: Hardian Health

Note:

THE industry leading consultancy for all things medical regulation (MHRA/FDA) with a strong portfolio of world-class AI companies as clients.

Hardian Health also produces **simple to understand, well designed articles** surrounding the regulatory space for the healthtech/med-tech industry.

I would **highly recommend** checking out their website to learn more.



Who: Peter Brady

Company: UOVO MedTech

Note:

Peter has **DECADES** worth of experience navigating the healthtech regulation space, having guide multiple startups through this process - Peter takes a unique approach of adapting to the needs of early stage startups.

Being a seasoned software engineer himself, he leverages his dual skillset to help companies looking to create SaMD gain their coveted class 2a regulatory approval. He has also created **Daedalus Compliance**, an electronic QMS system that will save founders significant time and money.

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Clinical Evidence Generation

Areas include:

**Clinical Studies, Pilot Design,
Academic Publication, AI validation.**



Prova
Health 

Who: Saira Ghafur / Gianluca Fontana

Company: Prova Health

Note:

The industry leading healthtech evidence generation consultancy.

Prova health are **pioneers to innovation solutions such as simulation studies** which enables healthtech developers to generate early evidence needed for validation and development.

Accredited partners of the **NICE Meta tool** with close ties to the Imperial college, Prova health also produces **remarkable content on evidence generation** worth reading.



Who: David Lowe

Institution: Digital Health Validation Lab

Note:

The DHVL is part of the Living labs programme adopting a **triple helix approach of NHS, Academia and Industry** to deliver on a unique value proposition: **Evidence generation for healthtech companies within the NHS**.

The **NHS data safe haven** is also a unique offering of the DHVL - providing **large anonymised datasets to AI companies** looking to develop their AI algorithm using **REAL patient data**.

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NHS Sales and Procurement

Areas include:

**Go-to-market strategy, navigating
the NHS, procurement frameworks.**



Who: Liam Cahill

Institution: Together Digital

Note:

The man, the myth, the legend. Liam is a seasoned veteran navigating the treacherous waters that is NHS procurement.

Leveraging his unique experience, he has helped many healthtech companies **first understand the NHS** before devising strategies and business cases to win contracts.

A LinkedIn staple, Liam shares his expertise and perspective freely on LinkedIn, so do give him a follow too!



Who: Michael Pace

Institution: ZCJ Consulting

Note:

Previous director of the London Procurement Partnership, current Chief Procurement Officer of Barts Health.

Michael has decades of experience navigating sales and procurement within the NHS. Michael leverages this experience to help founders navigate selling into the NHS.

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Clinical Software Development

Areas include:

**Clinical Grade Software, NHS
deployment, Enterprise Software.**



Blüm.

Who: Michael Watts

Institution: Blum Health

Note:

Not all innovators have incredible software development capabilities, Michael founded Blum to help clinical innovators to **build robust clinical grade software** to be deployed within the healthcare setting.

Utilising his healthcare and informatics experience, **BLUM** has helped many health boards and companies develop robust software for clinical use.

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Professional Grant Writing

Areas include:

**Writing Award Winning Grants,
Non-dilutive funding.**



Who: Massimo Micocci, ShanShan Zhou

Company: Bidshaper

Note:

For early stage Healthtech companies, funding is the NUMBER 1 concern.

Securing non-dilutive funding through grants is the lifeblood for many startups, but writing an award winning grant is not an easy task particularly with significant competition.

The Bidshaper team leverages their significant experience working in academia to write grant winning proposals for healthtech founders.

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Intellectual Property

Areas include:

**HealthTech/Medtech IP, Patents,
IP strategy, IP protection.**



Who: Stephen Carter

Company: The Intellectual Property Works

Note:

A healthtech product's IP is its most valuable asset. This often neglected but crucial aspect of innovation is a huge topic of contention when it comes to fundraising + mergers and acquisitions.

Stephen has helped MANY healthtech companies with their IP strategy, ensuring their precious innovations are protected and safe from infringement.

His website contains many helpful resources too, worth checking out!

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Clinical Collaboration

Areas include:

**User Feedback, Focus Group,
Product development, clinical
validation.**



Who: Dr. Derrick Khor / Dr. Thomas Maggs

Company: Adopt-A-Doc/ MCG

Note:

That's us! XD

Adopt-A-Doc and MCG helps HealthTech companies connect with Healthcare professionals. Be it for product development, user feedback, clinical validation, medical advisory or more.

If you are a healthtech founder looking for clinical collaboration, don't be shy and Adopt-A-Doc!

**Hope you all found
this helpful!**



This is part of a series to help HealthTech founders access better resources for their projects.

Just our small way of trying to help!