



# MEDICAL TECHNOLOGIES & DIAGNOSTICS IN SCOTLAND

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# WELCOME TO SCOTLAND FÀILTE GU ALBA

The small country making a big impact on the global landscape.

Scotland is where you will find excellence in education, a flair for invention and a passion for research. It's a place where great minds connect to create a dynamic environment for the medical technologies and diagnostics sector.

Scotland has a reputation as a premiere manufacturing location, thanks to a comprehensive supply chain and innovation centres that are aligned to accelerating the medtech industry. Our national health service – NHS Scotland – can act as a single access point for industry, providing dedicated innovation support for product development. What's more, Scotland has a robust e-health records system with a unique identifier for all patients, providing an invaluable data resource for clinical studies and product approval.

By locating in Scotland, you'll also access a highly educated, dynamic workforce with a strong work ethic. You'll benefit from an education system that not only generates highly skilled graduates but also collaborates with industry to ensure business needs are being met.

Our medtech base is growing and many global businesses have already chosen to locate, operate and grow in Scotland – we'd love you to join them.

**We're here for you throughout the journey – you will be supported before, during and after you locate in Scotland. Now is the time to invest in Scotland. So come on in; be part of Scotland's continuing success story.**



THERAPEUTIC DEVICES



IMAGING



NON-IMAGING DIAGNOSTICS



IN VITRO DIAGNOSTICS



PERSONAL CARE & ASSISTED  
LIVING



SURGICAL & CLINICAL EQUIPMENT



## SCOTLAND'S OPPORTUNITY

### ACCESS GLOBAL MARKETS VIA OUR UNIFIED HEALTH SERVICE

Come to Scotland and you will gain entry to significant global markets. As part of the UK, you'll access an entry point to the lucrative UK medtech market – forecast to reach £33.7bn by 2023 – thanks to our unified health service. You'll find a low-cost base for manufacturing and testing, allowing you to easily serve European markets and beyond.

You'll also discover a country that strives to demonstrate excellence in care for its people too, and continually seeks partners to explore new technologies that will benefit citizens. You will access opportunities to co-develop novel technologies that are not only clinically effective but commercially successful too, thanks to our wealth of government-funded projects. We take on some of the risk, allowing you to concentrate on your bright ideas.

### FIND THE IDEAL TEST BED FOR ENHANCED PRODUCT DEVELOPMENT

When you choose Scotland, you'll gain access to all that our healthcare system has to offer, thanks to an industry-led ecosystem that has capacity to support investors to succeed in product development. You will gain a competitive edge and the opportunity to become faster, smarter and more efficient than your competitors, due to our joined-up approach.

You'll access innovation support, expertise and academic excellence to take your medical breakthrough from lab to market. You'll be offered unparalleled support from our publicly-funded bodies and you'll be supported to develop new products; from initial design and prototyping to the manufacture, supply and distribution of products, we've got you covered.

### HELP US CHANGE THE WORLD

In Scotland, you'll discover a range of government-funded opportunities that support the development of novel medical technologies. You can help us to help NHS Scotland save money and, more importantly, improve quality-of-life by tackling real-world health challenges.

Come to Scotland and you will join companies like EnMovi, which had the opportunity to access R&D support and work with our universities to develop new medical technologies that make a real difference in primary care settings. Their wearable orthopaedic devices are helping to improve patient recovery, allowing for less invasive surgery and faster recovery times.

## TAKE ADVANTAGE OF OUR UNIQUE ENVIRONMENT FOR PROOF-OF-CONCEPT AND TRIALS

When you invest in Scotland, you'll have the support to conduct high-level clinical trials and quantify potential candidates for trials. You will access opportunities to carry out patient-based research thanks to systems that combine high-quality data, national coverage and linked e-health records.

Add this to a stable and ethnically diverse population with a high incidence of complex disease and we have the perfect place for proof-of-concept and trials. By locating in Scotland, you can access invaluable data on disease incidence and take comfort in the knowledge that you can explore in a low-risk environment before committing time and money to projects.

## DID YOU KNOW?

- **The world's first commercially available multi-articulated prosthetic hand was developed in Scotland** by Touch Bionics.
- **Scotland is home to one of the largest life sciences clusters in Europe**, employing over 41,000 people in some 770 organisations across all subsectors.
- **LumiraDx, a US point-of-care diagnostic company, manufactures its Covid-19 test strips in Stirling, Scotland.** The tests can detect Covid-19 antigen protein from nasal swabs in under 12 minutes.
- **Scotland is an established location for medtech manufacturing**, with multinationals such as Terumo Aortic producing aortic solutions to treat heart disease here.
- **Many global medtech leaders such as ThermoFisher have established European headquarters here**, demonstrating the attractiveness and ease of serving Europe from Scotland.
- **The world's first MRI scanner was developed in Scotland.**
- **Scotland has a dynamic investment market**, with life sciences companies comprising 30% of Scottish Enterprise's investment portfolio.
- **The European Innovation Partnership on Active and Healthy Ageing awarded Scotland 4-star status** – its highest distinction – in recognition for its work on reshaping care for older people and its technology enabled care agenda.
- **Scotland has a supportive business environment** – with the lowest corporation tax rate of the G20 countries, we can offer reduced rates for innovative companies using patented inventions.
- **Our national health service – NHS Scotland – is strongly aligned with academia and industry partners** such as Roche and Pfizer.



## THE RIGHT TALENT FOR YOUR BUSINESS

Want to attract and retain the right talent to maintain your competitive edge?  
Come in – we've been waiting for you.

We often say that people are our greatest asset and, in fact, our 2.8m-strong workforce is internationally recognised as one of the best trained, most reliable and cost-competitive labour forces in the world. With 19 universities, 12 further education institutions and a high ratio of graduates per capita, Scotland surpasses most countries of comparable size in Europe.

By locating in Scotland, you will join a vibrant community that links academia and industry with cutting-edge technology. With six of Scotland's eight innovation centres directly supporting the sector, you'll have access to an established ecosystem. Our innovation centres can provide support, expertise and dedicated facilities across a range of research themes such as stratified medicine, digital health, sensors, biotech and data.



By choosing Scotland, you'll find a cohort of ambitious, passionate and globally connected leaders and have access to:



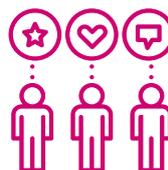
**20,000 university graduates** every year in biological sciences, engineering and technology and medicine allied subjects.



**A highly skilled workforce** – Scotland has the highest proportion of tertiary-educated graduates aged 25-64, compared to European Union countries.



Over **9000 highly skilled people** working in medical technology roles across 250 companies.



**Talent with experience** – Scotland has a strong focus on work-based learning through a funded apprenticeship scheme.



**World-class research** – Scotland ranks among the top three for research productivity and impact.

Businesses in Scotland's life and chemical sciences sector can access support to develop their staff via a one-stop online portal. The Life & Chemical Sciences Workforce Development Portal helps Scottish businesses and potential investors explore training and learning options for their current and future workforce. Employers can identify a range of learning pathways available, from apprenticeships through to degree-level courses and upskilling.

“The Workforce Development Portal offers employers such as IngENZA an invaluable source of information on Scotland's skills landscape. Its flexible, in-depth and easy-to-use approach means that companies ... both here and globally can make informed choices on upskilling and reskilling its workforce in Scotland.”

FRASER BROWN, HEAD OF CHEMISTRY, INGENZA.

## TECHNOLOGICAL INNOVATION AT THE FOREFRONT OF HEALTHCARE

Scotland is recognised internationally as a pioneer in the development and deployment of telehealth and telecare. In fact, we already have over 80,000 patients participating in government-funded telecare and telehealth projects, thanks to the Scottish Government's commitment to digital healthcare. This creates a wealth of funded opportunities for businesses in Scotland to collaborate with our health service, to develop novel technologies that benefit all.

You'll find yourself in good company, thanks to an established cluster of around 150 companies in digital health, including successful indigenous companies and large multinationals. The presence of companies such as LifeScan and Canon Medical Research Europe underlines the attractiveness of Scotland as a global centre for medtech innovation.

It's not hard to see why. Scotland has one of the world's most highly-developed health informatics systems, creating a wealth of linked and anonymised data that you can tap into to support your research. What's more, our diverse geography across urban, rural and remote locations creates a perfect test bed for your product development.

### Technological advancement is at the heart of many of our innovation centres and support services:



**Precision Medicine Scotland Innovation Centre (PMS-IC).** PMS-IC aims to accelerate the adoption of new precision medicine products and services by bringing together world-leading experts. It provides innovation services – tailored to budget and needs – and offers a network of partners that can reduce complexity, risk and cost in the set-up of collaborative precision medicine projects.



**The Digital Health & Care Innovation Centre** supports transformational collaboration between universities and businesses. The innovation centre can help you to develop prototypes and take them to market, as well as offering a demonstration and simulation environment alongside living lab test beds.



To maintain your competitiveness, you'll want to engage your workforce in supporting innovation and adopting new technology. The **Scottish Manufacturing Advisory Service (SMAS)** can carry out a review of your manufacturing processes, allowing you to make informed investment decisions around the adoption of digital technologies.

## A POWERHOUSE OF INNOVATION & INVENTION

Scotland's network of innovation centres is accelerating collaboration between industry and academia to help companies like yours get products to market in the shortest time possible. These interactions support businesses to provide rapid and efficient solutions while navigating industrial and scientific challenges, meaning you can focus on creating even greater value for your business. Below is a flavour of how our institutes and innovation centres can help you flourish.



**Strathclyde Institute of Medical Devices.** The Institute is staffed by University of Strathclyde academics who understand the needs of the medical device industry. It actively encourages contact from SMEs, as well as established medical companies, and provides a range of services including research brokering and research support for clinicians and clinical staff.



**The Medical Device Manufacturing Centre (MDMC).** MDMC at Heriot-Watt University is a world-leading centre for the advancement of medical devices. Experts can provide SMEs with advice on manufacturing, business development, regulatory issues and funding sources. Onsite facilities provide access to state-of-the-art equipment to demonstrate manufacturing approaches suitable for your product concepts.



**Institute for Medical Science and Technology (IMSaT).** The Institute hosts GE's first European centre of excellence for pre-clinical image-guided interventions and surgery, underlining the fact that our institutes are trusted partners to the most respected companies. The Institute carries out cutting-edge R&D across a range of themes including medical robotics, regenerative medicine and drug delivery.

### iCAIRD

iCAIRD (Industrial Centre for Artificial Intelligence Research in Digital Diagnostics) is a world-class centre of excellence focusing on the application of artificial intelligence to digital diagnostics. The centre brings together partners from academia, NHS Scotland and industry, including Canon Medical Research Europe and NVIDIA. It aims to unite innovative SMEs and the experts that can enable them to solve healthcare challenges more quickly and efficiently. iCAIRD is conveniently located at the Queen Elizabeth University Hospital in Glasgow – the largest acute hospital in Western Europe.

Potential new partners can benefit from expert advice on projects and concepts, high-performance AI training infrastructure and support to navigate regulatory pathways. There's also the opportunity to test and validate algorithms within the clinical workflow and access high-quality, secure data – all in a timely and affordable manner.





Photo credit: Highlands and Islands Enterprise.

## A SUPPORTIVE BUSINESS ENVIRONMENT

Scotland is a place where businesses are supported and the entrepreneurial spirit is strong. You'll find a solid ecosystem of incubators, accelerators and science parks across the country, many of which are conveniently located near to major hospitals and integrated with our universities. For medtech companies, the result is an inspiring environment to spark ideas and find likeminded talent.

**Inverness Campus** hosts a growing cluster of companies focused on human and animal health, deploying innovative data and AI solutions. Business innovation and academic collaboration is supported through the Life Sciences Innovation Centre and complemented by an orthopaedic and ophthalmology elective care centre.

**Dundee Medipark** is adjacent to a major hospital and offers a range of property and serviced plots for innovative biomedical, biotech and medical device companies. The Medipark offers businesses the opportunity to develop laboratory, production and office space in a greenfield site close to the local biosciences research community.



**MediCity Glasgow** is Scotland's medtech incubator, designed to provide a nurturing environment for companies to commercialise opportunities across medtech, digital health, healthcare and wellness. On offer is flexible lab and office spaces, accelerator bootcamps and events.

**Aberdeen Energy & Innovation Parks** offer a broad range of property and flexible plot sizes for the companies in technology, innovation and R&D. Cost-effective solutions for serviced offices, co-working spaces, laboratory space and workshop units are available.

**Edinburgh BioQuarter** is adjacent to major acute teaching hospitals and offers fully serviced flexible development plots for rent for the biomedical sector. Co-location of academic and clinical research facilities provides an opportunity for companies to engage with world-leading medical researchers and clinicians for translational research.

## STRATEGICALLY LOCATED AND WELL CONNECTED

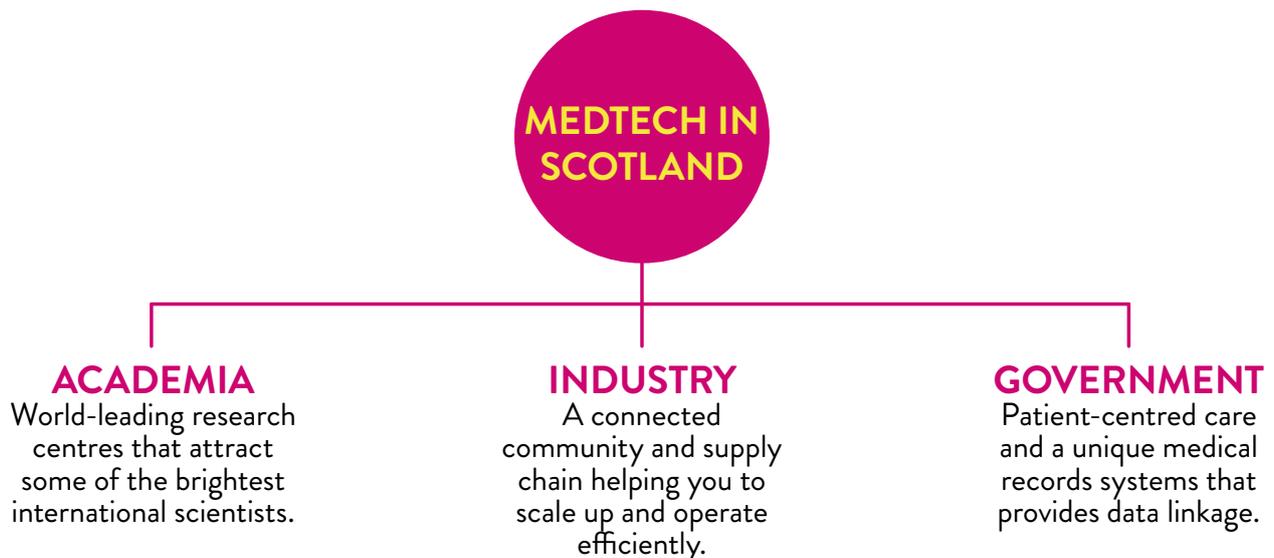
Scotland is recognised as one of the largest, most accessible and collaborative life sciences clusters in Europe. With a compact geography, engaged and connected industry leaders and strong support from the Scottish Government, we can quickly respond to your business needs and help you to access global opportunities.

When you locate in Scotland, you'll become part of a diverse and supportive community comprising a range of companies that are developing products and services to grow the medtech industry in Scotland. Scotland can provide all aspects of a fully comprehensive supply chain for your product development, manufacturing, supply and distribution. We have over 150 supply chain companies with a wide range of capabilities – from clean rooms, engineering and lab services to medical supplies, packaging and waste treatment – ready to support you.

We'd love you to join global leaders such as Canon Medical Research Europe, Johnson & Johnson, Medtronic, Nikon and ThermoFisher, which all recognise the advantages of operating in Scotland.

### A COLLABORATIVE ENVIRONMENT

Our triple helix model offers a unique environment where academia, industry and government unite. The result is an accessible business environment where you'll find open doors at every turn.



At the heart of our connected approach is a clear and focused strategy for our life sciences sector, which is on course to achieve an economic contribution of £8bn by 2025. Scotland's life sciences strategy has four strands which focus on all elements of the enterprise lifecycle: research, develop, manufacture and commercialise.

- **Innovation and commercialisation.** We will maximise our entrepreneurial spirit, by leveraging our academic excellence and growing the entrepreneurial mindset in the sector.
- **Sustainable production.** We will maximise economic growth by building manufacturing excellence and enabling reshoring.
- **Internationalisation.** We will maximise Scotland's global footprint by driving inward investment and boosting exports.
- **The business environment.** We will nourish the infrastructure that underpins our ecosystem by ensuring the supply of skills and finance that the sector needs to grow and flourish.

## THRIVE IN SCOTLAND WITH ONGOING BUSINESS SUPPORT

Connected business support from Scotland's enterprise agencies will ensure that you are supported before, during and after you locate in Scotland.

Locating to a new area can be a daunting task, but we can make it quick and easy for your business to settle in Scotland. We'll be with you every step of the way and can assist you with:



**PROPERTY SEARCHES AND ADVICE** – we can help you find the right sites and facilities fast, and get help with feasibility studies.



**FINANCIAL SUPPORT** – we can offer a range of attractive incentives, to help you upskill your staff, develop new products and services and access growth capital.



**CONNECTIONS** – we can introduce you to our university and supply-chain contacts, enabling you to access cutting-edge research and exceptional talent.



**TALENT** – we will listen to your business, giving you the opportunity to influence skills, education and training provision to maximise your human capital.



**PROFESSIONAL ADVICE** – we can connect you to expert advice on pressing issues like visas and contracts, to help you get up and running in Scotland. You can also access the support of dedicated business advisors, via our business support and advice service.

And the support doesn't end when you make the move. We are committed to your growth in Scotland, by taking the time to understand your needs now and in the future. We have the tools to take your business to the next level, whether it's identifying investment, developing your business strategy, upskilling your staff or improving your business processes.

# CONNECTED TO THE WORLD

Invest in Scotland and you'll be close to some huge markets. Whether you're heading to London, Europe or the rest of the world, Scotland is well-connected for business travel.



**6 AIRPORTS**  
connecting Europe,  
Middle East and  
North America



**FAST AND FREQUENT**  
rail links to all parts  
of the UK



**FERRY PORTS AND 2 CONTAINER PORTS**  
connect to mainland  
Europe



Daily **DIRECT FLIGHTS TO 150 DESTINATIONS**  
worldwide



**130 FLIGHTS PER DAY TO LONDON**  
with a 1hr flight time



**4 MAJOR UNIVERSITY HOSPITALS** which are  
easily accessible

Our logistics companies can also offer specialised transport services to **ASIA, AFRICA** and **NORTH AMERICA**, meaning Scotland can serve as a truly global location.

Beyond our robust and efficient transport network, our advanced and reliable **DIGITAL CONNECTIVITY INFRASTRUCTURE** makes Scotland the strategic location for your business.

**95.5 PER CENT FIBRE BROADBAND COVERAGE**, including all major cities in Scotland.

Our future-proofed fibre network makes Scotland one of the **BEST-CONNECTED PLACES** anywhere in Europe.

Scotland is ranked among the **TOP 30 COUNTRIES** and cities for digital connectivity.



\*In ordinary times

# GET IN TOUCH

## WE'D LOVE TO WELCOME YOU

Scottish Development International has more than 30 offices throughout the world, and our global team is dedicated to helping you establish and grow your business in Scotland.

To find out why #SCOTLANDISNOW for your company or to experience Scotland for yourself, get in touch and we will be happy to arrange this for you.

NOW IS THE TIME TO INVEST IN SCOTLAND.  
WE'D LOVE TO WELCOME YOU.



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[investment@scotent.co.uk](mailto:investment@scotent.co.uk)



+44 300 013 2734



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