INTRODUCTION

West Sussex is home to a fascinating and diverse Health and Life Sciences industry. Historically, the county’s strengths have predominantly been in pharmaceuticals. However, over the years it has developed its position in Medical Technologies to that of a strong market leader on a global scale. Accompanying this is a wide range of companies that offer support services for the industry, such as specialised component design, clinical trials support and consultancy.

West Sussex is not only the base for an impressive number of multinationals who chose to locate their UK or Global HQs in the county, but also hosts a variety of SMEs, focusing on a broad range of specialisms, all contributing to the next generation of ground-breaking innovation and science.

We want West Sussex to be the location of choice. This is an exciting time for this high growth sector and for the Council. We encourage you to get to know your local industry and associated partners to spearhead new opportunities from which we can flourish.

Yours sincerely,

Louise Goldsmith
Leader
West Sussex County Council
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Acelity (used to be Systagenix)

**UK HQ:** Gatwick, West Sussex  
**Global HQ:** Texas, USA

www.acelity.com

Acelity develops advanced wound therapeutics and regenerative medicine products. The company is a globally active player in these fields with its products available in over 75 countries worldwide.

The company focuses on the development and commercialisation of innovative healing solutions including: negative pressure wound therapy, advanced dressings, negative pressure surgical management and epidermal harvesting. The business segment works across the wound care continuum in both the hospital and community settings, specialising in advanced devices and advanced wound dressings. The two subsidiaries working in this area are:

- **Systagenix** - This recent acquisition, based in West Sussex, was purchased due to its extensive portfolio in leading edge advanced wound dressings for managing hard-to-heal acute and chronic wounds
- **KCI** - Which develops proprietary negative pressure technologies like the V.A.C. Therapy System that have revolutionised the way in which caregivers treat a wide variety of wound types.

Regenerative Medicine is focused on the development and commercialisation of regenerative and reconstructive acellular tissue matrices for use in general and reconstructive surgical procedures to repair soft tissue defects as well as autologous fat grafting solutions. The company dealing in this field is:

- **LifeCell** - Which specialises in tissue repair products that enable surgeons to regenerate tissue damaged through injury or disease.

Acelity have recently launched a mobile application for healthcare clinicians know as iOn Healing™. This is the first application of its kind to provide virtual consultations and direct access to products and services for clinicians treating complex, hard-to-heal wounds in the post-acute stages.
Advanced Medical Equipment Ltd

UK HQ: Horsham, West Sussex

www.advancedmedicalequipment.com

Advanced Medical Equipment Ltd are a Medtech provider specialising in Neurophysiology and sleep diagnostic equipment.

They have several products including:

• Compumedics Neuroscan where they provide software and hardware for EEGs, ERPs, Source Localisation and Functional Imaging. Providing complete solutions for a wide range of NeuroScience applications

• The Compumedic Neuroscience product range which provides clinical diagnostic systems for neurophysiology overcoming many of the historical limitations of high cost and poor quality readings associated with diagnostic technology

• The Nordic NeuroLab product line which features integrated hardware and software applications to simplify the complex operations associated with fMRI

• Artinish Medical Systems which are products for optical oximetry specialising in near infrared spectroscopy or NRIS

• Vpixx Technologies that develops innovative hardware and software tools for vision scientists and creating solutions in the fields of psychophysics, electrophysiology, cognition, and fMRI
AppliSci Limited
UK HQ: Loxwood, West Sussex
www.applisci.com

AppliSci are an opportunistic developer of biotech products. They work with pioneering scientists and assist in connecting them with appropriate investors to help fledgling developments in the medical technologies and pharmaceutical industries.

They are currently involved in the following projects:

• A simple, topical treatment for fungal nail infections. Now developed enough to license the product to a dermatology company. They are looking for partners with line filling capability

• PemphImmune Solutions Limited, a treatment for the rare autoimmune disease pemphigus vulgaris. The treatment is unique in that it specifically removes pathogenic antibodies, rather than relying upon a generalised immuno suppression, which results in many unwanted side effects. They are looking for development partners and investors

• Nanogenic Solutions has developed a lipid/peptide nano particle for the targeted delivery of nucleic acids to tissues in vivo. They have been successful in targeting tumours, achieving significant levels of gene knock down and gene expression via intra venous injection in vivo. The particle can be nebulised and they have demonstrated delivery to trachea and bronchial epitheliae. The system has been used to knock down gene expression in the brain, and can also target cardiovascular tissues. They are looking for licensees who need a delivery system for their therapeutic RNA or DNA. As well as investors in this technology, which has many cutting edge therapeutic applications. Currently, there are a number of big and small biotech and pharma companies testing the system with their nucleic acids

• Salikote™- a saliva replacement for the relief of dry mouth symptoms.
Aurora Medical Limited

UK HQ: Worthing, West Sussex

www.auroramedical.2-7.co.uk

Aurora Medical are a design & development company for orthopaedic medical implants and instruments; focusing on the restoration of natural movement.

Their areas of expertise include: design support, 3D modelling, orthopaedic implants and instruments and rapid prototyping. In house test capabilities include a servo-hydraulic test machine, strain gauge application and monitoring and Finite Element Analysis (FEA).

Projects they are driving include:

• D2Eye project which aims to develop a simple to use, low cost, fully mobile guidance system with reduced set up time. This will allow the surgeon to position the cup accurately allowing for optimum range of movement and as a result will prevent premature failure of the implant normally associated with misalignment

• EnDuRE is a project to develop a ceramic on polymer resurfacing hip similar to the MOM prosthesis but without any of the negative effect associated with cobalt or chromium ions

• The IonPlastOr project to develop advanced surfaces with reduced wear properties compared to state of the art instruments and implants.
Bard Medical

**UK HQ:** Crawley, West Sussex **Global HQ:** Covington, Georgia, USA

www.bardmedical.com

Bard is a provider of disease state management products focusing in three key areas: vascular, urology and oncology. They also have a complimentary line of advanced Surgical Speciality Products and services. Products offered assist in these areas with cardiac monitoring, kidneys and stone management, patient monitoring and temperature management systems, pelvic and prostate health, respiratory and wound management.

Innovations include:

- State-of-the-art catheters that helps clinicians to use the smallest catheter in the largest possible vessel for patients who require multiple lumens for therapy
- The AGENTO® I.C. silver-coated endotracheal tube ETT which is a scientifically proven, ventilator associated pneumonia VAP preventive device for patients at risk of intubation for 24 hours or longer that minimizes user dependence
- All natural surgical grafts such as the Allomax™, used in surgeries where synthetic prosthesis is contraindicated or inappropriate, and in plastic and reconstructive procedures such as post-mastectomy breast reconstruction
- ENCOR ENSPIRE® their newest invention is the Breast Biopsy System which transforms the breast biopsy experience for the physician, the patient, and the practice with smart features like a sleek, streamlined console, palm-sized hand piece and an intuitive touch screen interface as well as quick and easy set-up.
Capillary Film Technology Ltd

UK HQ: Daux Road, West Sussex

www.capfilmtech.com

Capillary Film Technology (CFT) Ltd is a technology and product development company for life sciences and clinical diagnosis. CFT develop next generation lateral flow technology which allows rapid, fully quantitative multiplex immunoassays for field and bed-side/point-of-care use.

They have developed:

• FluorEx, a low-cost fluoropolymer capillary film platform with unique optical transparency and facilitates rapid and fully quantitative multiplex immunoassays

• FluorExcMicro Capillary Film which possesses all the qualities of FluorEx and has the added benefit that the film micro capillaries allow rapid fully quantitative immunoassays to be incorporated in existing or emergent diagnostic technologies for use in the point of care clinical diagnostics market.
Deltex Medical Group PLC

UK HQ: Chichester, West Sussex

www.deltexmedical.com

Deltex Medical is a British manufacturer of Fluid Management devices, which include the CardioQ-ODM and CardioQ-ODM+.

- The CardioQ-ODM is designed to allow clinicians to guide fluid and drug administration during critical care.
- The CardioQ-ODM+ is the world’s first fluid management and cardiac output monitoring system to measure both flow and pressure directly.
- Both products are used during major and high risk surgery, postoperatively and during critical care.
- For paediatrics, the products can be used to measure descending aortic blood flow to safely and quickly monitor haemodynamic changes and guide therapy appropriately.

The ODM has been recommended by the Enhanced Recovery After Surgery (ERAS) group, identifying that ‘Oesophageal Doppler ultrasonography was chosen as the preferred method of monitoring intraoperative stroke volume due to the broader evidence base in this context’.
Diaco Limited

UK HQ: Shoreham, West Sussex
www.diaco.co.uk

Diaco is a dental care company that designed and manufactured a dental chair specifically for the use of wheelchair patients.

Benefits of the Diaco© dental chair:

- A wheelchair-accessible dental chair to avoid the issues of putting both the patient and clinician at risk of injury when wheelchair users visit the dentist
- Simply and safely reclines the wheelchair patient into the optimal treatment position for all types of oral care. The patient remains in the safety and comfort of their own wheelchair at all times throughout the treatment phase, eliminating any requirement for manual transfer, hoisting or lifting
- Allows dentists to position the wheelchair patients head in the same position as you would achieve with an able bodied patient in a standard dental chair.
Dolby Vivisol

UK HQ: Gatwick, West Sussex

www.dolbyvivisol.com

Dolby Vivisol is a provider of Home Healthcare services specialising in respiratory care.

Dolby Vivisol offers:

- Home oxygen therapy
- Home NIV (non-invasive ventilation) services
- Diagnosis and treatment of sleep disordered breathing
- Aerosol and nebulizer therapy.

They currently hold three of the NHS regional contracts for providing home oxygen therapies to around 20,000 patients.

Dolby Vivisol are also a part of a group which provides Telehealth as well as travel for patients with respiratory problems.
Elekta is a cancer care company that provides services to the full spectrum of care in oncology and neurosurgery.

The company develops tools and treatment planning systems for radiation therapy, radiosurgery and brachytherapy, as well as workflow enhancing software systems.

Services include:
- Clinical solutions for treating cancer and brain disorders
- Neuroscience and oncology products and solutions
- Diagnosis and follow up software

Recently Elekta launched the Leksell Gamma Knife® Icon™. The Icon has ultra-precise micro-radiosurgery capabilities and introduces a number of new innovations, such as integrated imaging and software to continuously control the dose delivery. The company along with Royal Phillips and a consortium of universities is also developing a magnetic resonance imaging (MRI) guided radiation therapy system. This innovation is designed to enable clinicians to deliver radiation under real-time MR guidance.

Additionally the company is also in the process of building a centre for researching and developing cancer treatments in Crawley. The new, ‘Cornerstone’ building is planned to be a radiotherapy centre of excellence and is an expansion of the firm’s existing operations in that area. The project is scheduled to be completed within two years and will bring around 900 jobs into the region.
Eschmann design and produce medical and dental products.

Equipment includes:
- Powered operating tables
- Operating table accessories
- Specialist operating tables
- Operating theatre lighting systems
- Surgical suction units
- Benchtop autoclaves
- Electrosurgery units and accessories such as smoke evacuation units
- Monopolar and bipolar forceps
- Scissors and electrodes.

In 2014, Eschmann was acquired from the SISK Group by Steris Corporation, a company that specialises in infection prevention, contamination control, surgical and critical care technologies.

Eschmann recently launched the SES 3000B vacuum autoclave which provides instrument sterilisation as well as the Eschmann Essentials range which is a complete decontamination solution introduced specifically to meet the daily cleaning and disinfection needs of the dental market sector.
Euro Therapy UK Limited

**UK HQ:** Bognor Regis, West Sussex

www.eurotherapy.org.uk

Eurotherapy is a retail company that sells the Eurotherapy Classic, an oscillating-pad therapy massager.

- Therapy products sold to treat customers suffering from mobility issues, joint pain, circulatory and stress problems and muscular, swelling and breathing ailments
- Originally designed for use by health professionals, Eurotherapy’s range of oscillating-pad therapy are also available for home use.

Genie Care Limited

**UK HQ:** Lancing, West Sussex

www.geniecare.com

Genie Care specialise in providing pressure care equipment for people who require bedside attention. Products sold provide solutions for bathing, moving, bed safety and turning in bed, whilst maintaining independence and dignity in either a home or clinical environment.

Products include:

- ToTo – patient turning equipment to gently move patients at regular intervals (without the intervention of carers)
- WaterGenie - portable shower system allowing a patient to have a shower in their own bed
- SafeSides – an inflatable bed surround that gives all round protection in bed to those with special needs.
Hawksley is a retailer of medical and laboratory products.

Hawksley sells medical and laboratory equipment such as:
- W.A.Baum Co. Inc products - for the measurement of blood pressure – and are their main European distributor.
- Blood analysis equipment - such as a haematology analysers
- Centrifuges - for the separation of cells
- Chemical and haematology analysis – for point of care analysis available in minutes
- Counting chambers and glassware – aid in definitive quantitative and qualitative analysis
- Patient monitoring, warming and cooling – such as a pulse oxymeter
- Air Mattresses – to reduce pressure ulcers for patients
- Cough-Lok – for patients requiring postoperative restraint.

They have recently diversified into offering similar products for the veterinary market.
Home Health provides cyclotherapy and retails therapeutic devices.

Products sold aim to help those that suffer from:
- Osteo/ Rheumatoid arthritis
- Poor circulation
- Gout
- Hand distortions
- Muscle spasms and cramps
- Back pains
- High blood pressure.

The Cyclo Therapy massage unit uses a mechanical vibration to allow muscles to relax and circulation to improve.
Mercury Products is a company that designs and manufactures on-board aircraft wheelchairs.

- The AirChair is a lightweight, folding, aircraft wheelchair designed to fit down all aircraft aisles
- The back of the chair folds down allowing carers easy access to assist the user into the aircraft seat safely.

Mikura Limited is a company that develops, designs and manufactures specialist laboratory instruments.

- Specialising in the design, development and manufacturing of microplate technology including a comprehensive range of microplate washers, fillers, readers and shaker incubators
- Mikura also carries out subcontract design/ development and manufacture of both instruments and electromechanical components for a number of international companies.
Murray Equipment Co Ltd
UK HQ: Chichester, West Sussex
www.murrayequipment.co.uk

Murray Equipment is a manufacturer of specialist clinical seating, supplying customers such as the NHS.

- The ergonomically designed seats are made to reduce back and shoulder pain, especially for clinical staff, who have to sit for long hours
- Seats are typically used in therapy areas such as theatres, ultrasound, maternity wards and laboratories
- Ranges include hydraulic, back and thigh support, stools and swing around backs.
Philips Respironics

**UK HQ:** Chichester, West Sussex  
**Global HQ:** Amsterdam, Netherlands  
www.respironicsonline.co.uk

Philips Respironics are a provider of sleep and respiratory products in the areas of sleep management, oxygen therapy, non-invasive ventilation and respiratory drug delivery.

They offer innovative products for sleep and home respiratory care as well as medical education and value-added programmes to help navigate a rapidly changing industry landscape.

Products include:
- SimplyGo – a portable oxygen concentrator
- Trilogy100 – a portable ventilator
- Wisp – a comfortable sleep mask
- Nebulizers – for Asthma drug delivery
- System One – a CPAP sleep therapy device.

Recent innovations in controlling environment and smart products around the home for paralysed patients, a cloud based health platform and Google Glass and IntelliVue solutions.
Radiometer is a provider of acute care technology that simplifies and automates all phases of acute care testing, particularly where a patient receives short-term treatment for:

- Severe injury
- Intensive care
- Neonatal care
- Wound care.

They develop and manufacture solutions for blood sampling, blood gas analysis, transcutaneous monitoring, immunoassay testing and the related IT management systems.

Radiometer has produced an ‘Acute care testing handbook’, a practical guide to critical parameters in acute care testing such as Lactate and Troponin. Free webinars on the analysis of results are also available on their website.
Rayner

UK HQ: Hove, East Sussex (Worthing by 2016)

www.rayner.com

Rayner designs and manufactures intraocular lenses (IOLs) and proprietary injection devices for use in cataract surgery.

Current innovations include:

• Developing a hydrophobic acrylic platform to complement its extensive line of hydrophilic acrylic offerings, including in-the-bag and sulcus-fixated designs

• Working on new multifocal designs to add to the firm’s existing aspheric monofocal, toric and multifocal models.

Plans to move to a state of the art manufacturing plant in Worthing by 2016.
Remote Diagnostic Technology (RDT) specialises in the design and manufacture of medical devices including pre-hospital care sign monitors.

RDT’s technology systems enables the simultaneous transmission of medical data, voice and video from remote and otherwise isolated locations – including in-flight and at sea – to land-based medical experts.
Roche Diagnostics Ltd

**UK HQ:** Burgess Hill, West Sussex  
**Global HQ:** Basel, Switzerland

www.roche.co.uk

Employing around 500 people in the UK, Roche produces a range of diagnostics and monitoring products and services: from small hand held devices used directly by patients or healthcare professionals, to large diagnostic instruments found in hospital laboratories.

The company have also developed diagnostics products to allow patients to monitor their own chronic diseases easily and accurately.

Some of their products include:
- **Accu-Chek range of blood glucose monitors for diabetes**
- **Oral anticoagulation self-monitoring device**

Additionally, Roche is supporting numerous non-interventional studies such as Kidney Research UK based on the chronic kidney disease; detecting and preventing at an early stage. In the long run the company aims is to use insights into how people develop diseases at a molecular level and how they respond to therapy, to develop treatments and tests tailored to the needs of individual patients.
SnorBan (UK)

UK HQ: Chichester, West Sussex

www.snorban.com

SnorBan has developed a mouth-piece – known as a mandibular advancement device.

It is a non-invasive solution to stop snoring by holding the lower jaw gently forward to open the airways.
Straumann

**UK HQ:** Crawley, West Sussex   **Global HQ:** Basel, Switzerland

www.straumann.co.uk

Straumann specialises in implant restoration and regenerative dentistry.

The company develops and manufactures dental implants, instruments, prosthetics and tissue regeneration products for use in tooth replacement and restoration solutions. Currently their solutions, products and services are available in more than 70 countries.

The company’s product range includes:

- The Straumann® Dental implant comprised of surgical implants and prosthetic components that connect the implant with the crown of the replacement tooth
- Straumann® CARES® CADCAM prosthetics, which the company uses to provide a digital solution that seamlessly connects computer-assisted imaging, planning, design and manufacturing across the entire tooth replacement/ restoration workflow
- Providing training to dental professionals in more than 70 countries.

Additionally the company is a leading global contributor to R&D in its specialised fields and works closely with the International Team for Implantology (ITI), an independent international network of clinicians and researchers from leading clinics, research institutes and universities around the world.
Temed Medical Limited
UK HQ: Bosham, West Sussex
www.temed.net

Temed designs, develop and sells medical devices. The company previously only served the cardiac market but has now developed a full range of disposable products, for use in the hospital ward, operation theatre and intensive care unit.

Most of Temed products are customisable and among others their catalogue includes:

- Disposable ECG wires
- Disposable spO2 Sensors
- Disposable NIBP cuffs
- Hemoconcentrators
- CO2 Gas Diffusers
- CO2 Insufflator
- Sterile Tubing
- Pressure infusion bags
- Surgical instruments.

Most recently the company filed a patent for CO2 gas diffuser for use during cardiac surgery. Temed is now focusing on wound care and is currently developing products to help with the healing process of long term wounds.
Thames Medical Limited

UK HQ: Worthing, West Sussex

www.thamesmedical.com

Thames Medical sell and service vital signs monitors (i.e. blood pressure) predominately specialising in the pre-hospital, Emergency Medical Service field. They are now also used in the veterinary field and in fact are known for introducing the first veterinary specific pulse Oximeter.

Products include:
• Hand held pulse oximeter
• Cloacal sensor
• Multi Parameter monitors.
Thesis Technology Products Limited

UK HQ: Chichester, West Sussex

www.thesistech.co.uk

Thesis Technology Products Limited is a family owned business that provides waterproof protectors for human limb injury known as ‘The LimbO’, aiding adults or children who require protection from water due to dressings, casts and PICC.

The LimbO is the market leader in the UK, being used by patients from over 600 UK hospitals and clinics, and recommended by health professionals.

New addition is the Neocape products which are a range of hairdressing capes, cutting collars and gowns for professional and home use. The range features an unique adjustable neoprene seal that eliminates hair and shampoo going down the neck and causing discomfort. It removes the need for weights in the collar, thus making the product light, durable and comfortable.

They also offer other products, such as:

- Adult outdoor foot weather protector
- Child outdoor arm protector
- Limbo cast sleeve arm and cast sleeve leg.

Thesis Technology Products Limited has close links with the British Orthopaedic Association and the Orthopaedic & Trauma Alliance.

They are also currently exploring new materials that aim to be more cost efficient and environmentally friendly.
Toshiba Medical Systems provides medical diagnostic imaging. The company is 130 years old and has formed service partnerships in about a 110 countries. It provides a full range of diagnostic products which include, MRI, CT systems, Ultra Sound and X-rays.

Products include:

- Computer Tomography Medical Diagnostic Imaging- The product ‘AIDR 3D’ allows patients to receive the highest possible image quality using the lowest amount of radiation.
- Magnetic Resonance Medical Diagnostic Imaging- Toshiba’s MRI system allows helps to increase patient comfort by allowing scans to be done without the use of ear defenders.
- Ultrasound Medical Diagnostic Imaging

Their new mobile MRI machine provides an innovative solution to capacity problems caused by device maintenance. By making a product which can be functioning within 20 minutes of arrival, hospitals can afford to be more flexible, whilst avoiding risk of prolonged downtime. This also assists sports events, with the solutions presence at the commonwealth games a welcome addition to medical teams’ on site support.
Varian

UK HQ: Crawley, West Sussex  
Global HQ: Palo Alto, USA  
www.varian.com

Varian develops tools to help fight cancer, particularly focusing on radiation oncology systems and x-ray imaging components. These include linear accelerators, simulators, after loaders, and a broad range of accessories and interconnected software tools for planning, verifying, and delivering treatment against cancer.

The company has more than 6500 employees in 70 different locations all around the world and operates in the following fields:

- Radiotherapy
- Radiosurgery
- Digital Image detectors
- X-Ray tube technology
- Cargo Screening
- Non-destructive testing

Varian have recently introduced a system to offer clinics a cost effective option for image guided cancer treatment at a competitive price under their TrueBeam® platform.
Veryan Medical Limited

**UK HQ:** Horsham, West Sussex
www.veryanmed.com

Veryan provides innovative 3D technology systems to improve the performance of vascular stents using the principles of biomimicry. The 3D BioMimics involves adapting straight stent designs to a three-dimensional helical shape, which more closely mimics the natural geometry of the human vascular system.

In January 2015, Veryan announced that it had entered into a distribution agreement with Biosensors International for BioMimics 3D™, which covers certain international markets apart from the USA and Japan.

Wesbart UK Limited

**UK HQ:** Horsham, West Sussex
www.wesbart.com

Wesbart is a manufacturer of laboratory equipment serving hospitals, universities and the pharmaceutical industry.

Products include:
- Vertical & Horizontal storage racks
- Aluminium trays, with or without divisions
- Test tube racks
- Transport systems
Welland Medical

UK HQ: Crawley, West Sussex
www.wellandmedical.com

Welland Medical are innovators in stoma care, they use the latest technology to improve the lives of ostomates all around the world (Patients who have had surgery involving the opening of their bowel or ureter).

• The company provides an extensive range of products to meet the needs of patients who may require a one piece, two piece or a flushable pouch for their stoma care

• Welland Medical have worldwide recognition for its innovative award winning products, having distributors all around the world.

They have recently produced new pouches that have Manuka Honey that kills bacteria, suppress inflammation and stimulates the growth of cells, which all helps to promote healthy skin around the stoma.

In addition to this, Welland Medical have also developed six new accessory products that offer protection, extra security and prolong the wear and time of the pouches.

Products include:

• Odour neutraliser spray
• Stoma paste
• Stoma powder.
Allergy Therapeutics (UK) Limited

UK HQ: Worthing, West Sussex

www.allergytherapeutics.com

Allergy Therapeutics are a specialist pharmaceutical firm engaged in the development, manufacturing, marketing and sale of a range of pharmaceutical vaccine products designed for the immunological treatment of the allergic condition.

In addition:

- They offer an extensive range of well-characterised diagnostics with marketing authorisations in a range of countries
- They focus on ultra-short-course vaccines for allergy to major pollens as well as sublingual vaccines for allergy pollens, dust mites and cats
- Their most commonly prescribed vaccines are used to treat pollen-related allergies, particularly allergies to grasses and trees
- Pioneered the use of allergoids and alternative adjuvants to improve the immunogenic effect and safety of specific immunotherapy.

R&D includes the development of orally administered MLP ® based allergy vaccines and the potential for self-administration and GP prescription providing patient convenience as opposed to the injection model.
CSL Behring Ltd

UK HQ: Haywards Heath, West Sussex    Global HQ: Melbourne, Australia
www.cslbehring.co.uk

CSL Behring is a plasma protein biotherapeutics company. They develop, manufacture, and market biotherapies, which are used to treat serious and rare conditions. Therapies are developed from human plasma instead of chemicals and treat small patient populations.

These therapies include:

• Bleeding disorder therapies (recombinant factor therapies to enable patients to go longer between transfusions)
• Fluid replacement therapies (sterile solutions of pasteurised, highly purified human albumin from human plasma to supplement albumin)
• Hereditary Angioedema therapies
• Pulmonary therapies (protein replacement drugs)
• Wound healing therapies – drugs to help clot formation.

Current studies:

• Evaluation of the Long-term Clinical Safety and Efficacy of Subcutaneously Administered C1-esterase Inhibitor in the Prevention of Hereditary Angioedema
• Study of a Prothrombin Complex Concentrate for Rapid Reversal of Coagulopathy Induced by Vitamin K Antagonists in Japanese Subjects
• An Open-label Safety and Efficacy Study of Recombinant FVIII in Patients With Severe Hemophilia A
• A Phase 2b Study of CSL112 in Subjects With Acute Myocardial Infarction.
GSK is a science-led global healthcare company who research and develop a broad range of innovative products in three primary areas of Pharmaceuticals, Vaccines and Consumer Healthcare.

- Pharmaceuticals – develops and makes medicines to treat a broad range of acute and chronic diseases
- Vaccines – produces paediatric and adult vaccines against a range of infectious diseases
- Consumer healthcare – develop and market a range of consumer healthcare products based on scientific innovation, 4 main areas – wellness, oral health, skin health and nutrition.

The Worthing plant, which produces tablet, capsule, syrup, sachet and vial presentations, has been operational since 1960, making it one of the oldest plants run by the company in the country.

Recently, the company has invested £25 million into plant manufacturing facilities at this site as a part of a larger £200 million pound investment to improve several key manufacturing sites in the region. The money will be used to build a new bulk sterile building and filing line for GSK’s leading anti-biotic medicine Augmentin.
Lisoma International Limited
UK HQ: Chichester, West Sussex
www.lisomainternational.co.uk

Lisoma is a manufacturer of cold sore products.

Additional information:
- Various distributors are used to sell products globally under local brand names
- Main product is the Herstat® Cold Sore Care which is manufactured in the UK and in Canada under cGMP conditions
- Clinically proven topical treatment for cold sores.
Novo Nordisk is a diabetes care company that also does work in haemophilia care, growth hormone therapy and hormone replacement therapy.

It researches and develops interventions for prevention, treatment and ultimately, the cure of diabetes.

It invented the world’s first insulin pen in 1985 and has also continued to innovate new treatment delivery devices.

In 2014, the company made several new advances in its product pipeline among them the development of virtual reality technology Diabetes Voyager, which combines the Oculus Rift 360 degree headset and Xbox Kinect to allow the user to travel inside the body of a diabetic patient.

The company is also planning to roll out Saxenda, its high dose version of the diabetes ‘blockbuster’ drug Victoza, as a treatment for obesity this year. In clinical trials of the drug it was found that 92% of the people using the drug lost weight compared to only 62% of people, who engaged in diet and exercise alone.
Profile Pharma Ltd

**UK HQ:** Chichester, West Sussex  
**Global HQ:** Vicenza, Italy

www.profilepharma.com

Profile Pharma is a pharmaceutical company specialising in treating patients with complex respiratory conditions, rare diseases and severe infections.

The company has four strategic areas:

- Respiratory
- Pain Management
- Woman Health Care
- Gastro & others.

- Treatment focuses on the Respiratory Area due to structural and demographic factors, such as changes in lifestyle and air pollution; continuing to impact the increasing rate of pathology.

Additional information:

- Its work spans the entire chain, from research and development to production and marketing
- Currently providing treatment for Cystic Fibrosis and Multidrug Resistant Infections with an inhaled antibiotic.
Torrent Pharma
UK HQ: Crawley, West Sussex
www.torrentpharma.co.uk

Torrent Pharma is a pharmaceutical company dedicated to providing high quality prescriptive medicine and is a wholly owned subsidiary of Torrent Pharmaceuticals Limited.

The company develops pharmaceuticals across a range of therapies with a focus on cardiovascular and the central nervous system.

Recent developments for the company include:

• Vertical integration of operations for greater control of: patent navigation, process development, scaling-up, tech transfer, manufacturing API and finished formulations, registrations and supply chain management

• Technologies such as Dual Retard Inlay Technology, Compact Tablet Technology, Gastro Retentive System and Matrix Based SR/ Modified Release Formulations

• Lamotrigine dispersible-OD formulation and Nicorandil OD formulation.
Adelphi is a packaging and machinery company specialising in 4 areas:

- Packing Machinery - the manufacture of liquid filling, capping machines and turnkey filling lines for industries such as pharmaceutical, cosmetics, food industries & agrochemical
- Process equipment – the supplying of stainless steel products, specialist mixers and vessels as well as standard utensils and containers
- Laboratory equipment – the production of liquid viewers, table counters and opening, filing and closing equipment
- Healthcare packaging – the supply of specialist vials, ampoules, syringes, collapsible tubes, pumps, bottles, closures and dispensing systems.

Adelphi have developed the Medisize’s 2 part dosing system which dispenses a consistent amount of liquid automatically every time a bottle is opened.
Baty International

UK HQ: Bradford, West Yorkshire  
West Sussex HQ: Burgess Hill

www.bowersgroup.co.uk/product-range/baty.html

Baty is a manufacturer of high precision metrology instruments from hand tools to vision systems, offering measuring solutions for almost every measurement application in modern manufacturing.

The company is a world leader in non-contact measurement products such as the ‘Shadography’ range which has become the industry standard in optical profile projectors.

In addition, they have the Harpenden Skinfold Caliper a precision instrument designed for use in the performance of skinfold thickness measurements. Baty offer service and calibration of the Caliper as well as software to aid in calculation of body fat measurements.
Cathay Investments Limited

**UK HQ:** Sutton, Surrey   **West Sussex HQ:** Rustington

www.cathay-investments.com

Cathay Investments is an investment company who own a number of firms in the chemical distribution and other industries. Their group companies include:

- Amethyst Group - a third party logistics provider
- Sussex Vision International - an optical equipment supplier.

Highlights from the group:

- Amethyst Group provides third party warehousing and distribution services. For first time outsourcers they make logistics costs variable for clients, freeing them from the limitations of fixed cost warehousing or labour.

- Sussex Vision International is a supplier and manufacturer of equipment for the Optometrist, Eye Doctor, Refractionist and Dispensing Optician. They offer a wide range of equipment used in the optometry marketplace.
Cells4Life

UK HQ: Burgess Hill, West Sussex

www.cells4life.co.uk

Cells4life is a stem cell storage service offering cryopreservation of stem cells via umbilical cord blood collection and storage, and are the only storage facility of this type in the UK.

• The stem cells are collected during a natural birth and are securely stored, in case of future need, for an individual child
• The use of stem cells has been demonstrated to have an effect in the treatment of many serious diseases
• They are the only company to store whole cord blood which ensures more stem cells are stored increasing the future success of any treatments a child may need
• They keep stem cells in two separate, secure geographic locations in case an unforeseen event occurs at one of their facilities
• The company was formed by two UK doctors to store the cells for their own children.
Cmed is a clinical trial data management capture company. Cmed Clinical services is the global Clinical Research Organisation (CRO) division that provides services to the Biopharma industry.

They leverage in-depth expertise to ensure clinical trials are designed correctly, especially investing heavily in their drug consulting capability to ensure clients have the right plans to meet their commercial objectives.

Services include:

• Full and functional clinical services – offering a variety of services whilst providing clients with a single point of contact
• Product development consulting – assisting companies from concept creation right the way through to product manufacture and marketing
• Data management & biostatistics – providing scientific input into protocols, ease of data collection tools, real-time cleaning and access to data and robust analytics
• Medical, safety and regulatory services - including support, clinical trial safety management, post-marketing surveillance, ensuring full compliance with global regulatory requirements and management of the risk benefit profile of a product
• Clinical project management and monitoring – focusing on the delivery of data which accurately reflects the conduct of each study and is generated through the timely recruitment of study subjects.
Cryolab

UK HQ: Bognor Regis, West Sussex

www.cryolab.co.uk

Cryolab is a cryogenic laboratory equipment, accessories and service company serving IVF laboratories in the UK and Ireland.

The company have experience in electronic engineering, marketing and providing controlled-rate freezers and cryogenic equipment. They offer a range of stock and for the supply of capital, non-stock and one-off items they use their worldwide network of suppliers. The equipment serves biological research, fertility, blood banking, tissue banking, cell banking and industrial freezing to the healthcare and pharmaceutical industry.
Donnington Laboratories Ltd

UK HQ: Chichester, West Sussex
www.donlab.co.uk

Donnington Laboratories is a laboratory testing and consultancy service company. Specialising in personal care, household products and foods with services covering microbiology, chemical, physical and product stability / compatibility testing.

Microbiological services
• Microbial enumeration & detection
• Preservative efficacy testing
• Antimicrobial & dissecting testing
• Environmental & plant hygiene monitoring.

Consulting & technical
• GMP and basic microbiological training
• GMP and factory hygiene surveys
• Microbiological trouble shooting
• Cleaning and sanitisation procedure validation.

Chemical/ Physical services
• Product stability and compatibility testing
• Chemical, physical & analytical testing.
Fisher Clinical Services is a packaging and distribution company that looks to serve the requirements of clinical trials across the world. Extensive expertise in handling all types of clinical supplies – from ambient to cold chain biologics, comparator medication, controlled drugs and ancillaries.

Serving pharmaceutical, biotech, small/virtual and the medical device/diagnostic companies with a range of services which include:

- Manufacturing
- Packaging & storage
- Labelling
- Refrigeration storage
- Total transportation management
- Kit assembly
- Clinical ancillary management.

Fisher have developed a new solution that can be utilised globally in both ambient and cold conditions, also known as ProSyries, providing quality and innovation to syringe assembly. The solution:

- Reduces variability and risk through quality driven, global, automated processes and equipment
- Maximises flexibility to meet the needs of every trial and every syringe. This quality-driven automated and semi-automated processes can meet the needs of multiple fill sizes.
Hunt provides a subcontract assembly and packing service for manufacturers and suppliers of medical devices and healthcare products. Specialising in the assembly and packing of medical materials and sealing methods which ensure ongoing sterile integrity.

Services include:
- Cleaning
- Validation
- Packaging
- Packaging validation
- Sterilisation
- Studying of shelf-life

Running several R & D projects within EU 7 framework, among them:
- Ceramic hip replacement
- Surgical tool for hip prosthesis implantation
- Surgical head-mounted wearable computer glasses for orthopaedic surgery
- Nasal swabs.

Recent focus has been on designing medical devices in-house, with an emphasis on implants.
JBC Crawley Industrial Services Limited is a specialist machine moving company specialising in the pharmaceutical industry.

Providing equipment installation and removals for:
• Steriles
• Process and production equipment
• Packing lines.

Services include:
• New plant installation
• Relocation of existing plant
• Removal and relocation to a new site
• Provision of trained personnel.
Limehurst is a company that collects yew clippings for use as a cancer treatment as well as harvesting and processing other medicinal and cosmetic plants.

Plants and clippings collected include:

- **Taxus Baccata** Yew hedge clippings- used for cancer treatments
- **Cola nitida** - used mainly as a hunger suppressant but also used as an anti-depressant
- **Garcinia kola** - a hunger suppressant with anti-inflammatory, anti-microbial and anti-viral properties
- **Strophanthus** - used as a cardiac tonic and has beneficial effects on circulatory problems
- **Tabernanthe iboga** - has hallucinogenic properties and is used to treat drug addiction. (restricted use in some countries)
- **Voacanga africana** - vascular dilator used to treat heart diseases and lower blood pressure
- **Yohimbe** - used as an aphrodisiac and in treatment for erectile dysfunction.
Maddison Design
UK HQ: Fittleworth, West Sussex
www.maddison.co.uk

Maddison is a product design consultancy specialising in medical and scientific products.

Services include:

• Emerging technology research such as technology scouting and IP landscaping for client to understand existing and planned technology markets
• Project support from invention through to manufacture
• Single task out-sourcing such as prototyping
• Mentor investors/ start-ups through product development
• Experienced in the regulatory landscape for the development of medical or life-critical products.
Meridian Medical Ltd
UK HQ: Littlehampton, West Sussex
www.meridian-medical.com

Meridian Medical is a company that specialises in sterile and non-sterile medical service design, development and manufacture.
Facilities include clean room injection moulding, as well as large clean room assembly and packing operations.
Design partners work with clients to provide extensive modelling and prototyping as well as cost effective development of pre-production tooling. Meridian also specialises in high quality production tooling, designed to be fully guaranteed for the life of a project.

Also provide sterile expertise in the following areas:

- IV Management
- Drug delivery
- Paediatric & neonatal critical care
- Urology
- Anaesthesia
- Orthopaedic device development
- General surgical device & accessory development.
Middleton Survey Instruments

UK HQ: Worthing, West Sussex
www.middletonsurvey.com

Middleton Survey and Laser Limited are a sales, servicing and repair company for survey and laser instruments specialising in the sale and repair of Sokka survey and laser instruments. Catering for Land Surveyors, Construction Engineers and those involved in industrial measurement.

Mullbiologics Consultancy Ltd

UK HQ: Chichester, West Sussex
uk.linkedin.com/in/mullengreg

Mullbiologics Consultancy is a company with expertise in R&D of in-vitro diagnostics, molecular imaging pharmaceuticals and vaccines.

Experience of:
• Working in commercial, governmental and academic organizations in the United Kingdom and United States
• Leading project teams to formulate product and clinical development plans and deliver non clinical and clinical programs in infectious diseases, asthma and allergy cardiovascular disease, transplantation and oncology.
Nissei Healthcare (UK) Limited

UK HQ: Henfield, West Sussex
www.nisseihealthcare.com

Nissei Healthcare is the UK distributor for Nissei Japan Precision Instruments Inc. Supplying medical diagnostic equipment specialising in professional and personal blood pressure monitoring.

Products include:
• Digital blood pressure monitors
• Pulse oximeters
Parafix Ltd

UK HQ: Lancing, West Sussex

www.parafix.com

Parafix is an adhesive engineering company that converts and distributes bespoke self-adhesive materials for a wide range of industries and applications.

Specifically for the healthcare market, Parafix engineer medical adhesive products with medical grade materials from the latest silicone to new non-gumming inert adhesives for medical applications. They specialise in wound care, ostomy, diagnostics, medical device assembly, device attachment to skin, optical and cosmetic adhesive products.

Their R&D department use their extensive knowledge of materials, processes and applications to work with customers from design conception through to final production, using conventional and unconventional techniques to get the most effective part for their customers in form, function and presentation.

When it comes to prototyping, Parafix make it possible for customers to test and demonstrate products before committing to full batch production. They offer rapid prototyping using their X/Y plotter and laser machinery which can be driven from a customers own CAS file.
Pentagon Plastics

UK HQ: Horsham, West Sussex

www.pentagonplastics.co.uk

Pentagon Plastics is a plastic injection moulding company that offers product development and low volume production from basic tooling. Experience in processing most types of thermoplastic materials including high engineering grades. Bespoke customer products can be taken beyond the development stage with the plastic injection moulding service.

Services include:
- Design assistance
- Mould tool manufacture
- Repeat supply of production mouldings
- Post moulding operations.

Recently, Pentagon have expanded the onsite tool room, production offices, advanced packaging and post-moulding department.
Sera Laboratories International Ltd (Seralab), a division of BioreclamationIVT is a leading supplier of control matrices and disease state material, offering the most complete range of human and animal-based research Bioproducts in Europe.

Human and animal serum, plasma, whole blood, PBMCs and fluids are available as well as tissues, hepatocytes, microsomes and S9 fractions. Human disease state material includes serum, plasma, whole blood, CSF and other tissue and fluid samples from donors with a wide range of diseases including autoimmune disease and cancer states.

Other products include Cell Culture sera and reagents including FBS, media, selected growth factors and Stem Cell research reagents.
Shoreline is a company that produces specialist refrigerators for the marine and medical markets.

In the medical sector they manufacture refrigeration equipment for:
- Hospitals
- GP’s and primary care clinics
- Laboratories
- Pharmacies
- Veterinary surgeries
- Other medical and scientific research establishments.

Syntropy Medica Ltd is a specialist consultancy that develops Integrated Scientific Platforms for product development teams in global pharmaceutical companies. The Integrated Scientific Platforms:
- align product development teams
- allow for efficient decision-making
- optimize internal and external communication
- save time and money
Tesla Engineering specialise in making gradient coils for MRI scanners, as well as specialist components for other medical applications including photon therapy equipment used in the treatment of cancers.

Serving the medical and science industry they are also producing advanced magnets for emerging markets such as fusion, renewable energy sources, semi-conductor processing and cancer therapy. Their production base since moving in 2014 to their new site in Storrington includes high vacuum systems and cryogenic systems, including the fabrication of cryostats.

Capabilities include:
- Ansys™ structural and thermofluid analysis software
- SolidEdge™ and SolidWorks™ 3D CAD software
- Opera2D™ and Opera3D™ electromagnetic finite element software
- In-house cryogenic, electromagnetic, and thermal design and analysis software
- Specialist vacuum impregnation equipment
- Cryostat cold mass suspension system design and manufacture capability

Product include:
- Gradient coils for clinical and research standard gradients as well as bespoke gradients for both cylindrical and open MRI Systems
- Resistive Magnets for ion implantation, field cycled MRI and novel therapeutic applications
- Super conducting magnets for use in high energy physics and therapy applications which include the design and test of SC splices and joints, and bonding and resin trials.
  - Accelerators where they have provided electromagnets to physics institutes such as CERN.
Theradex (Europe) Limited

UK HQ: Crawley, West Sussex
www.theradex.com

Theradex is a contract research organisation providing services for the clinical research and development of pharmaceutical compounds, medical devices and diagnostic tests in the areas of oncology and life threatening diseases.

• Theradex conducts studies to the highest standard with objectivity and quality control that fulfils all regulatory requirements
• They are also available to assist client personnel in expedited development planning and execution.
For more information:

Website: www.businesswestsussex.co.uk
Email: business.support@westsussex.gov.uk