

L@b Brief | September 2023

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Hello again,



It is great to see that so many GAMBICA member's products have been shortlisted for the Lab Innovations awards. It is also a great testament to the quality of your products that 27 have made it to the shortlist for the 14 awards and even better that 7 individuals from GAMBICA member companies have also been recognised for their contribution and potential. Fingers crossed everyone.

Meanwhile, GAMBICA will be running a seminar session on the second day of the Lab Innovations exhibition. It will be on the topic of Lab Automation so if you are attending the event in November, do come and say hello.

Now is also the start of the 'busy season' for labs with exhibitions both in the UK and overseas. I know how hard many of you will be working to plan your strategies for making sure sales meet targets in the coming year. Economic predictions seem to be indicating some on-going softness in the market so I imagine that everyone will be having to put in that little bit more effort, so if we can help – let me know, that's what we are here for!

Toodle pip!

Jacqueline

UK News

Your guide to achieving strategic growth in a future full of AI

THE GAMBICA Lab Industry Conference 2024, will be looking at how fast and how far your company can grow in a world full of AI. For all those making plans to take advantage of the growth in laboratory capacity, the 2024 GAMBICA Lab Industry Conference will provide you with essential information on the key issues including:



- How AI and digitalisation will affect the lab and the world, and how they can be harnessed to give you a competitive edge.
- The latest economic and political projections for the world you will be trading in and in-depth data on lab industry sales forecasts.
- Updates on sustainability and how your peers are faring, together with insights on customer requirements.

- How to sell to universities as UK frameworks come up for revision.

The conference will also provide an opportunity to prepare our industry's demands for an incoming government on support needed by business, removing road blocks for exporters, addressing skills shortages and building the UK's standing in international research.

Please join us and meet your peers to formulate plans for your company's and the UK lab industry.

To reserve your place, please click [here](#).

Get to know Jiteen Ahmed – Chair of SUPC



JITEEN AHMED, Chair of the Southern Universities Purchasing Consortium (SUPC) and STEMEd National Procurement Group holds a position of considerable importance to laboratory suppliers, but Jiteen's interest in laboratory equipment goes much deeper than organising frameworks and tenders. Jiteen is also Head of Technical Services at Aston University, and his technical teams are looking after the laboratories, clinical and simulation facilities in the life sciences which includes Biosciences, Pharmacy, Neuroscience, Optometry, Audiology, Psychology, Medicine and Nursing programmes. Most importantly, he manages a large group of technicians and is highly engaged with promoting their skills and the value they present to the university.

Jiteen started as a trainee laboratory technician himself before taking an Open University degree in science and it was because of his hands-on knowledge and experience of lab equipment that Jiteen was invited to serve on, and quite quickly take the chair of, the SUPC and STEMEd National Procurement committees.

Buying for university labs

SUPC organises framework agreements for procurement teams at universities like Aston for areas such as health and life sciences, including consumables, equipment and chemicals. Aston signed up to the consortium in 2005, since then Jiteen has been working with SUPC and then later with STEMEd National Procurement. He was able to open the groups' eyes to what technicians do and to provide a depth of knowledge which has helped move the work of the group on substantially.

"When I first started, the group largely bought from Thermo Fisher. Once we had split the framework into lots, we were able to give access to specialist and SME providers which is one of the things I am really passionate about. It's not perfect yet, but we can use the frameworks provided by the other purchasing consortia too, which gives us access to a really wide range of possible suppliers. The work behind the scenes to set up the frameworks can be very time consuming to develop and we are now working on the next one."

When we met, we also discussed the topic of Professional Indemnity Insurance which has caused so much concern to GAMBICA members. Jiteen feels it is reasonable for universities to ask for PI insurance as they get advice from suppliers as to what they should purchase to enable an experiment to work or gain better results. For Jiteen and his colleagues in the HE Sector, sales is a form of consulting.

So, what keeps Jiteen awake at night? “Supplier lead times post Brexit are a real issue. We import quite a lot from Europe, Australia and the US which means lots of importing and customs headaches although I do think we are having fewer problems now that we are understanding the process better. However, commodity codes can be a real pain. My other pet hate is when we don’t get a full picture from suppliers – that can really cause wasted effort or can lead to unseen extra funding. Technical staff working with suppliers is key to ensuring this is minimised.”

“When it comes to specifying equipment, technical staff play a vital role in ensuring the right kit is purchased. We identify the specification from the academic staff, we may talk to our technical colleagues across the different universities in terms of what equipment works well or is compliant with the specification including their experience of equipment.

“When it comes to the procurement exercise, We generally go first to the frameworks, either the SUPC or one of the other purchasing consortia. If we believe there is a rationale for doing so, we may go into a direct award, further competition or desktop exercise. We will tender either using Aston’s procurement tender system or the government’s ‘Contracts Finder’ portal on Gov.uk (depending on the value of the materials we are looking to procure). For relatively small contracts, between £25-£50k, we just need to get three quotes.”

Jiteen’s message for the lab industry is that Aston and the other universities are open to collaboration, “Come and talk to us. Let’s work together to enable a better environment for team science and team HE. We’re open, we want to listen and engage.” An example of such, Aston held a supplier day last summer and expects to run similar events again: “It gives us a chance to discuss frameworks before they are issued. We want to work with suppliers, especially on things like VAT, insurance levels and other related framework related issues because together we can make things happen.

Jiteen is currently working on a new STEmEd (Science, Technology, Engineering and Medicine) Strategy with the procurement consortia teams which he expects to have finished in the next 12-24 months. The aim is to analyse the data, understand which of the data falls under framework agreements, and understand

other factors which need to be considered in the strategy



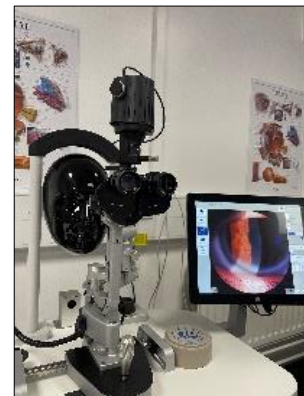
itself. This will help consortia plan framework agreements more effectively. “We think by getting a better understanding of the data we can supply more information on our pipeline of projects, which we believe this will really help SMEs.”

Jiteen will be speaking at GAMBICA’s Lab Industry Conference in March so do come and meet him there.

Big spenders

Aston University, caters for over 11,000 undergraduate and 2000 postgraduate students from around the world, and has an impressive programme of lab refurbishments and budgets to match. “We have to make sure we have the latest equipment,” says Jiteen, “because students now see themselves as customers - they expect the best. It also allows us to keep-up-to-date, move towards more environmentally friendly equipment and allows us to go from hazardous techniques to safer ones. For example, we now have only one radiation lab and it’s much smaller than in the past. Those techniques are being superseded by new ways of doing things which are safer and just as scientifically robust.”

As well as the wet science labs, there are also several other facilities such as large engineering laboratories at Aston, cleanroom facilities, and other facilities which house 3D printers costing over £600,000 and an optometry simulation facility with expensive and very sophisticated simulation equipment giving optometry students exposure to some of the rarest diseases.



The amazing rise of simulation and VR

Simulation and virtual reality have caused a sea change at the university in last two years with new simulation suites installed in optometry and medical schools to allow students the opportunity to gain experience of rare problems and also to practice their techniques without having to try them out on real human beings.



Medical and nursing students routinely practice medical techniques on manikins but can also to take a wide range of observations from models which can be made to speak and display a range of different disease symptoms. These are run by skilled simulation technicians, and are watched by lecturers and students on big screens in AV suites. The sophistication of the manikins and the medical simulations

on offer at Aston are genuinely impressive. They allow students to practise safely on expensive equipment and gain real skills while building their confidence.

Aston Particle Technologies

One of Jiteen’s proudest career achievements has been his role in developing an ISO thermal dry powder coating system which is being commercialised by a spin off company, Aston Particle Technologies (APT). A professor wanted some technical help to coat one powder

over another, Jiteen stepped in with an idea for a spinning drum with a compressor channelling air creating air blades. This was further developed using nitrogen gas due to its inert properties. The work led to the team including Jiteen Ahmed, being named as inventors on a patent related to the coater and the technology itself. This led to the University forming the spin out company. The spin out company, of which Shital Lungare (right, below) is Senior Formulation Scientist, brought in InnoMech to develop a GMP-compliant model.



“I am proud of my contribution to APT, as my work as a technician has been recognised. Such recognition is now becoming much more common, partly thanks to the *Technician Commitment*, led by Dr Kelly Vere MBE. I am

hugely supportive of the *Commitment* as it supports and values the contribution of technical staff and highlights the variety of roles that we undertake. Technicians are fundamental to many processes in the university sector, the knowledge that we possess enables so many things to happen!” says Jiteen.

Jiteen is a member of the Institute of Safety in Technology and Research, Technical Managers in Universities, Universities Bioscience Managers Association, co-chair of the University Biosafety Committee, leads in Health & Safety, is Radiation Protection Supervisor (and as such the University Radiological Safety Advisor) and Person Designate for the Human Tissue Act.

Jiteen will be speaking at our conference in March, so do come and meet him there.

Click [here](#) to book your place.

Innovative devices get extra help to penetrate NHS

THE DEPARTMENT of Health and Social Care (DHSC) has launched an innovative devices access pathway designed to support the rapid deployment of innovative technologies into the NHS by providing innovators and manufacturers with a multi-partner support and targeted scientific advice.

Innovators are invited to submit Expressions of Interest for access into the pathway.

DHSC will be hosting a webinar 9-10am on 3rd October 2023 and providing a forum for innovators to understand more about the pathway and ask questions to a panel representing the partners of the pathway.

To sign-up to attend the webinar, click [here](#). To learn more and submit an Expression of Interest, please follow the link to the webpage [here](#). The closing date is 29th October 2023.

How GAMBICA members are tackling responsible sourcing

LAST MONTH we ran a short survey on how you are managing responsible sourcing requirements and how much time this is taking.

It turns out that most of you (84%) are managing your responsibilities in relation to sourcing issues like conflict minerals by use of an in-house team, some with specialist software packages to help.

Almost all of those who replied (94%) are managing environmental sustainability work by use of an inhouse team and here there is no

obvious software package used to help. For wellbeing and health & safety it's a more mixed picture with over 10% of companies outsourcing some or all of this activity and the same number partnering with other organisations or using software to help.

Unsurprisingly, it's mainly HR departments which manage this work although sometimes working closely with finance or compliance departments.

The amount of time spent on this work varies hugely by the size of the company involved and we had responses from firms employing between 5 and 80,000 people.

Confession time: I forgot to ask those who completed the survey to give me their names so if you did input your data, please send me a quick email to receive the full results, jacqueline.balian@gambica.org.uk



International researchers hit by health surcharge hikes



THIS AUTUMN'S increase in the annual immigration health surcharge from £624 to £1,035 for main visa applicants, and to £776 for child dependants, alongside a 15 per cent rise in visa fees will particularly hit early career researchers, scientists have warned.

At present, the total cost for an international researcher applying for a five-year visa, who is bringing a partner and two children, is

£15,880, according to Universities UK (UUK), of which £10,940 relates to the Immigration Health Surcharge (IHS).

This will increase to £23,791 following this autumn's price hikes, and £18,110 for the health surcharge – equating to about £4,700 a year, or about 14 per cent of the pre-tax annual salary of a post-doctorate researcher on £35,000.

The UK's 2.4 per cent R&D growth target would require the recruitment of 150,000 additional researchers according to estimate. These increased fees may reduce the resource available to achieve that target.

Robert Insall, professor of mathematical and computational cell biology at the University of Glasgow, has been reported by *Times Higher Education* as saying that awareness of the additional costs imposed on international researchers is starting to deter scientific talent from coming to the UK.

"People are writing to me saying 'why should I send my best postdocs to the UK when they are being treated like this.'"

University College London is among a number of UK universities which have committed to pay the visa costs of job applicants, although this is not a sector-wide practice, and health surcharges are generally not covered. International scholars say the total cost of renewing a two-year visa for a single person can exceed £2,000, once hidden admin costs are included, and legal fees can cost the same amount.

If your recruitment plans are being affected by changes in visa and IHS fees, we are running a webinar on 22 November, delivered by a leading immigration lawyer, giving you all the latest updates and answering your questions. To book your place, click [here](#).

Work begins on £42m specialist lab space for Manchester innovation campus

A JOINT venture between leading science park developer, Bruntwood and Manchester University NHS Foundation Trust's (MFT) has commenced construction on a £42m, 125,000 sq ft specialist lab and office workspace at the



Citylabs cluster at the Manchester Innovation Campus. Citylabs 4.0, will offer specialist space specifically designed to support companies working in precision medicine, including those in diagnostics, genomics, biotech, medtech and digital health.

The seven-storey development will incorporate infrastructure to accommodate CL2 labs and specialist equipment, including increased floor loading, enhanced cooling systems and ventilation provisions, and a large platform lift. Businesses that locate here will also benefit from 100GB superfast connectivity, shared breakout spaces, an internally secure cycle storage with showers and kit drying room, and have access to the campus' 150-person event space, multiple meeting rooms, cafes and supermarket.

Citylabs is surrounded by some of the UK's most eminent teaching hospitals including the Royal Manchester Children's Hospital, Manchester Royal Infirmary (with emergency helipad access), Saint Mary's Hospital and the Manchester Royal Eye Hospital, and is located in the heart of the city's Oxford Road Corridor innovation district, home to 50% of the city's life science businesses and is Europe's largest clinical academic campus, generating around £3bn GVA each year.

With the site is expected to open in Spring 2025.

Oxfordshire science facility to get £500m upgrade

A SCIENCE facility that kickstarted COVID drug development has been granted a £500m upgrade. The Diamond Light Source Science Facility in Oxfordshire which will be upgraded is home to the UK's national synchrotron – a giant microscope, which produces light 10



billion times brighter than the sun that is directed into laboratories called beamlines, where research takes place in virtually all fields of science from health to energy research.

The synchrotron is 10,000 times more powerful than a traditional microscope and alongside groundbreaking health discoveries, has been crucial to studying a range of subject matter, including fragments of ancient paintings and fossils, while finding solutions to extending the life of machinery such as engines and turbine blades.

Diamond's research facility is currently growing, hosting over 220 UK-based companies and more than 14,000 scientists have used it since operations began in 2007. Its economic and social impacts are estimated to be worth at least £2.6 billion, showing a significant return on the £1.4 billion public investment to date. Patents citing Diamond publications are collectively valued over £10 billion.

Meta offices to become life sciences campus

ACCORDING TO a recent report in *The Guardian*, Meta, the owner of Facebook and WhatsApp has paid £149m to break its lease on a central London office building, having never occupied the 310,000 sq ft (290,000 sq metre) site owned and redeveloped by British Land at 1 Triton Square near Regent's Park. British Land's chief executive, Simon Carter, released a statement saying that Meta's withdrawal enabled the company to "accelerate

our plans to reposition Regent's Place as London's premier innovation and life sciences campus".

One in five infections antibiotic resistant

ONE IN five bacterial infections in OECD countries are now resistant to antibiotic treatment. Resistant infections claim the lives of around 79,000 people every year across OECD and EU/EEA countries. This corresponds to 2.4 times the number of deaths due to tuberculosis, influenza and HIV/AIDS combined in 2020. Healthcare acquired resistant infections account for more than 60% of Antimicrobial Resistance-related deaths.

If left unchecked, resistance to third-line antimicrobials – the last resort drugs against difficult-to-treat infections – could be 2.1 times higher by 2035 than 2005 according to OECD estimates. In some countries, such as Greece, India and Turkey, more than 40% of all infections caused by the 12 antibiotic-superbug combinations that the OECD studied are expected to be resistant to antibiotics by 2035. For more information click [here](#).

Free UKSPA magazine for GAMBICA members



BREAKTHROUGH, THE official magazine of the United Kingdom Science Park Association (UKSPA) is now available to GAMBICA members, three times per year, free of charge.

Breakthrough gives readers news, interviews and analysis from across the science park movement and the wider knowledge economy, including contributions from leading figures in government, academia & industry. The magazine currently reaches over 4,500 businesses, over 100 UKSPA members and over 70,000 people working across the country's science parks.

To sign up for your free copy, click [here](#).

Electronic Trade Documents Act 2023 comes into force

THE ELECTRONIC Trade Documents Act 2023 became law in July, and took effect on 20 September. The Act gives legal recognition to documents widely used in trade finance, in electronic form, so that they can be used in the same way as their paper counterparts. The Act is expected to greatly facilitate international trade transactions, including trade finance, import-export transactions, shipping and international maritime trade, given the extensive use of documents in relation to those transactions. Enabling the use of electronic

documents is expected to deliver significant cost savings, reduce transaction processing time, and mitigate the risk of human error and fraud.

For more information on the implications of this change see the GAMBICA webinar on the subject [Here](#).

Research round-up

COPD cure uses patients' own lung cells

CHRONIC OBSTRUCTIVE Pulmonary Disease (COPD) kills approximately three million people worldwide every year.

Professor Wei Zuo, of the School of Medicine, Tongji University, Shanghai, China, and chief scientist at Regend Therapeutics Ltd in China, has been investigating whether a type of cell called P63+ lung progenitor cells might be able to regenerate lung tissue damaged by COPD.

He told the European Respiratory Society International Congress in Milan: "In our trial, [in which] 35% of the patients had severe COPD and 53% had extremely severe COPD, we used a tiny catheter that contains a brush to collect the progenitor cells from the patients' own airways. We cloned the cells to create up to a thousand million more, and then we transplanted them back into the patients' lungs via bronchoscopy in order to repair the damaged lung tissue."

Of the 20 patients, 17 were treated in this way and three were not and constituted the control group. The cell treatment was well tolerated by all patients. After 12 weeks, the median (average) diffusing capacity of the lungs (DLCO), increased from 30% before treatment to 39.7%, and then increased further to 40.3% at 24 weeks in the treated patients. The median distance covered in a six-minute walk distance test (6MWD) increased from 410 metres before treatment to 447 metres at 24 weeks. In two patients with mild emphysema, a type of lung damage that is normally permanent and progressive, the treatment repaired the lung damage.

For more information see technology networks cell science newsletter [here](#).

New pocket-sized device to detect 'Spice'

DR CHRIS PUDNEY and an inter-disciplinary team at the University of Bath are developing a portable test that detects synthetic drugs such as Spice.

Spice is the street name for a mixture of lab-made drugs known as synthetic cannabinoids or Novel Psychoactive Substances (NPS). They mimic the effects of tetrahydrocannabinol (THC), but are much stronger which makes them considerably more dangerous and unpredictable.

In Manchester in 2016 it was estimated that between 80 and 95 per cent of homeless people in the city centre were using synthetic cannabinoids.

Because it's been difficult to detect these drugs, they have become the most commonly used substances in prisons. People smuggle the drugs into prison by spraying them on to letters, children's drawings or pieces of clothing or books. Rules have recently changed so

that photocopies of all post except legal documents are given to inmates instead of the originals, however, drugs still get into the prisons via other routes.

“Whilst there is drug testing equipment already in prisons, they only check for specific drugs, and you can only test as many things as you can swab – and you can’t swab everything. says Dr Pudney.

“In contrast, our detection device identifies a range of synthetic drugs in saliva, on paper or fabric, in an instant, simply by waving it over the top of the sample – we hope it could be a real game-changer in the fight to keep drugs out of prisons.”

The pocket-sized device, been developed with funding from the UK government's Defence and Security Accelerator (DASA) fund.

The device is battery-operated, ultra-portable, low-cost and gives instant results that anyone can interpret. For further information see University of Bath, [here](#).

Cancer cases surge in under 50s

DATA FROM 1990 to 2019, indicates that early-onset cancers have risen by 79% globally over the past three decades, according to a new study published in *BMJ Oncology*.

Cancer is generally considered a disease of aging, however, rates of early-onset cancers (i.e., occurring in those under the age of 50) have been on the rise. Current theories suggest that factors such as diet changes, obesity, physical activity or exposure to environmental pollution could be the cause.

The study, led by researchers from Zhejiang University School of Medicine, explored changes in the burden of early-onset cancers in recent decades by analysing data from the [Global Burden of Disease 2019 Study](#), which drew information from 204 countries and regions and included data on 29 different cancer types. This allowed them to calculate annual percentage changes in cancer incidence and deaths between 1990–2019.

They found that new cancer cases among the under 50s increased by 79% in 2019 compared to 1990 and that most of these cases and deaths were attributed to breast cancer.

The early-onset cancer types with the steepest rise across the last three decades were windpipe and prostate cancers, which saw annual increases of 2.28% and 2.23% respectively. However, early-onset liver cancer cases provide some optimism, falling by an estimated 2.88% every year across the same period.

For more information click [here](#).

Questions&Answers

Q: DO YOU have any details on the announcement on CE marked goods being accepted indefinitely? Is this just for EU manufactured items or for any global product with the CE mark?

If a US manufacturer with CE certified products choose not to go down the UKCA route, would that mean there was no option but to have a UK Authorised Representative? As presumably you cannot have a UK based AR for CE?

A: The easement isn't specific to place of manufacture, it is essentially an indefinite extension of the current situation (CE marking fulfils the requirements of UKCA marking for the 18 DBT regulations [UK Government announces extension of CE mark recognition for businesses - GOV.UK \(www.gov.uk\)](#)).

The CE mark is just to show that the product meets the requirements of all applicable EU regulations. A product can be placed on the GB market by a **manufacturer or importer with a UK address** who takes responsibility for the compliance of the product.

This responsibility can also be passed to an **AR with a UK address**. The requirement for a UK address is separate from CE/UKCA marking, it has actually existed since 31st January 2020 when the UK officially left the EU, because the EU border moved. Therefore products were no longer being placed on the EU market, they were being placed on the GB market (CE or UKCA).

The UK Statutory Instruments require a UK address within the jurisdiction of UK Market Surveillance authorities.

For example, for the LVD, the clause regarding authorised representatives is here: [The Electrical Equipment \(Safety\) Regulations 2016 \(legislation.gov.uk\)](#)

Regarding acceptance of CE marking:

The SI's were amended a few years ago by adding a clause stating that CE marking fulfils the requirements of UKCA marking. For the LVD, the clause to allow CE marking is 34A: [The Electrical Equipment \(Safety\) Regulations 2016 \(legislation.gov.uk\)](#) (Clause 34B is the expiry of this easement which will now need to be deleted).

Upcoming GAMBICA Events

Shared cost training for GAMBICA members – planning meeting | 8 November | 10.30-12.00am | online

GAMBICA'S LAB board asked that access to shared cost training be provided for GAMBICA members. GAMBICA is a member of MakeUK, which offers extensive training and is willing to discount it for GAMBICA members.

This meeting will provide a short outline of the training courses available and will decide which will be offered initially and where. The courses currently available include lean/productivity courses and general development training. If you would like to input to where and when the training is offered for GAMBICA members do join the meeting. Click [here](#) to reserve your place.

Demystifying immigration rules (and fees) | 22 November | 10.30-11.30am | online

IN THIS webinar, Sacha Schoenfeld of Fox Williams will provide:

- An overview of the UK immigration system, explaining the basics, why it is important, key issues and hot topics in immigration for the non-specialist.
- Sponsorship licences: the regime, how to apply, duties as a UK based employer.

- Employing all non-UK (including EU) nationals in the UK: what do you need to know and do?
- Dealing with talent shortages: what routes may be open to organisations which need to onboard specialist individuals.
- New and recently introduced routes, including visas for specialist graduates, the High Potential individual route, Global Business Mobility, Scale up visas, and the Global Talent route.
- Immigration fees, including visa entry fees, language test fees and the immigration health surcharge.

Sacha will also briefly cover travelling abroad for work, the effect of Brexit and how the Trade and Cooperation Agreement can assist with travel to and from the EU.

Sacha is head of Fox Williams' business immigration team and advises clients from all sectors in the UK. Fox Williams is a large legal partnership based in London which specialises in the financial services, technology and professional services sectors.

To reserve your place click [here](#).

After-Sales Group meeting | 29 November | 10.30-12.00am | online

WE ARE pleased to announce that Chris Wingad of Gilson has agreed to take the chair of the After-Sales Group. The next meeting is 29th November, please do put the meeting in your diary now. Information will be circulated shortly on the agenda.

Investing in productivity | 5 December | 10.30-12.00am | online

THIS WEBINAR for the Business Growth Community will offer insights on whether investment in productivity would be a good idea in your business, from Alain Dilworth of Made Smarter. The government is encouraging more UK companies to invest in digital technologies and good data is now available on payback times, growth, and employment benefits which could help you make decisions about which, if any, technological innovations would be helpful for your company. Alain will provide information on support and funding available via Made Smarter and will also give pertinent case studies of what others have achieved. To reserve your place, click [here](#).

Strategic growth in a future full of AI – GAMBICA lab industry conference | 12 March 2024 | Stapleford Park Country House Hotel, Leicestershire

HOW FAST and how far can your company grow? If you are making plans to take advantage of the growth in laboratory capacity, the 2024 GAMBICA Lab Industry Conference will provide you with essential information on the key issues including:

- How AI and digitalisation will affect the lab and the world, and how they can be harnessed to give you a competitive edge.
- The latest economic and political projections for the world you will be trading in.
- Updates on sustainability and how your peers are faring, together with insights on customer requirements.
- How to sell to universities as UK frameworks come up for revision.

The conference will also provide an opportunity to prepare industry demands for an incoming government on support needed by business, removing road blocks for exporters, addressing skills shortages and building the UK's standing in international research.

Click [here](#) to meet with your peers in the UK industry and formulate plans for your company and the UK lab industry.

Industry Events

German Packaging Regs Training Course | Online | 19 October 2023, 14.30-15.30

A WORKSHOP presented by an expert from the German Chamber of Commerce on behalf of Chamber International will cover the German Packaging Regulations and:

- How to comply.
- Obligations of B2B exporters.
- Obligations when selling via e-commerce platforms and fulfilment service companies.
- The definition of 'eligible packaging'.
- General reporting requirements and obligations.

The course normally costs £217 +VAT but as GAMBICA members are entitled to Chamber member rates, you can register for £197 +VAT.

To register, click [here](#).

SEHTA International MedTech Expo | London | 3 November 2023

APPROXIMATELY 220 delegates are expected to this MedTech/NHS sector event at the Tower Bridge Hotel in London. Early bird stand price is £575 plus VAT. For information click [here](#).

Future Surgery 2023 | ExCeL, London | 14-15 November 2023

THE SHOW claims to offer access to thousands of surgeons and operating theatre staff, and to have over 100 exhibitors. Stands start from £1,926+ VAT. To book contact a.stewart@closerstillmedia.com

Products in Compliance Conference | Heathrow | 15-16 November 2023

RINA, ONE of GAMBICA's technical consulting partners, holds an annual [Products in Compliance conference](#) featuring up-to-date information on current and upcoming product compliance issues via practical guidance, insights from officials, and examples on how to effectively respond in your own organisation. [You can download the 2-day conference programme here](#).

As we are partners, RINA has offered GAMBICA members a 10% discount, which you can secure by using the code **GambEECn23** when [booking via this form](#). You can find [conference pricing here](#), with a further discount if you book before 4 October.

Industry transformation Fund showcase | Manchester | 22 November 2023

THE DEPARTMENT for Energy Security and Net Zero (DESNZ) will be hosting an event to showcase some of the projects funded in Phase 2 of the Industrial Energy Transformation Fund (IETF). The event will also present the Government's response to the recent IETF Phase 3 consultation.

The IETF supports businesses with high energy use to transition to a low carbon future, and to cut their energy bills and carbon emissions through increased energy efficiency and decarbonisation relating to the industrial process itself. It is a crucial part of the Government's strategy for tackling climate change and reaching Net Zero by 2050.

To register to attend click [here](#).

Leadership and management qualifications funded by DfE | Your offices | Timings to suit you

DfE FUNDING of 95-100% is available for leadership and management training delivered entirely in the workplace. Training is at two levels, for team leaders and first line managers and for senior managers and decision-makers. Funding available is **£4,500** for level 3 courses and **£7,000** for the level 5. [Click here for L&M brochure](#), [Click here for level 3 details](#), [Click here for level 5 details](#)

Export News

Industry welcomes new phased approach for transition to CDS

HMRC HAS revised its plan for the migration of businesses export declarations to the Customs Declaration Service (CDS), by announcing a new phased approach, in response to feedback from industry.

In phase one, HMRC will support a number of selected businesses ('high-volume declarants') to move to CDS for exports by 30 November 2023. Traders who are able to move to CDS by that date will be contacted during September by HMRC or its software development partner.

In phase two, the remaining declarants will move to CDS for exports by 30 March 2024.

The government says that this phased approach will enable HMRC and its partners to better support export declarants in making smooth migrations to CDS. It will also allow for further performance testing and analysis during implementation.

CDS has been running since 2018, and is already used for making declarations for UK imports. It is designed to provide businesses with a more user-friendly, streamlined, system than the previous Customs Handling of Import and Export Freight (CHIEF) service, along with an increased level of functionality.

Quoted on a government website, Amanda Francis, Chief Executive of the Association of International Courier and Express Services (AICES) said: "AICES supports HMRC's pragmatic decision to revise the timetable for CDS exports migration. We also welcome the level of

stakeholder engagement and the recognition that express operators need sufficient notice and time to ensure a smooth transition from CHIEF to CDS.”

Chamber International’s director Tim Bailey commented, “We’re pleased to see that HMRC has listened to the concerns raised by industry bodies including the British Chambers of Commerce and adjusted its timetable for the rollout of CDS for exports. The extended deadline is helpful, but we would urge exporters to begin preparations as early as possible to get ahead of the deadline.”

Chamber International is running workshops to help exporters prepare for the change. Places are available to GAMBICA members at a discounted rate of £342 excluding VAT representing a saving of £30.

Click [here](#) for details.

China medical device classifications change

THE NATIONAL Medical Products Administration (NMPA) of China has issued adjustments to certain sections of the ‘Medical Device Classification Catalogue’ which are a key part of the compliance regime for medical devices placed on the market in China. The changes alter the risk categories for certain products and introduce new products to the catalogue.

For products in the adjusted risk management categories:

- New applications for medical device registration are now being accepted under the new categories.
- Medical devices that were already in the process of registration under the previous categories will continue their evaluation and approval processes under those categories.
- For those who have obtained Class II medical device registration certificates, the existing product registrations will remain valid until December 31, 2025. The entities involved in these registrations are required to proactively initiate the process of converting their registration certificates in accordance with the relevant management category requirements. This conversion should be completed by December 31, 2025.
- For already registered medical devices that have their management category changed from Class III to Class II, the existing medical device registration certificate will remain valid within its validity period. If an extension is required, the registrant should apply to the respective MPA for registration renewal in accordance with the altered category. Upon approval, a medical device registration certificate will be issued with the adjusted product management category.
- For registered medical devices that have their management category changed from Class II to Class I, the medical device registration certificate will remain valid within its expiration period. Prior to the certificate’s expiration, registrants should apply for Class I filing with the respective Chinese regulatory authority.

According to regulatory China compliance consultancy, CISEMA, the recent adjustments signify a commitment to maintaining an up-to-date regulatory environment in the medical device industry. You can contact CISEMA [here](#).

Company news

Digital trailblazer Binary Vision, is GAMBICA's newest member

NEW GAMBICA member, Binary Vision has been trailblazing in the digital world for 35 years - pretty much since it began! Founded by two technology enthusiasts who started their careers as games developers, Binary Vision quickly gained repeat clients due to its delivery of on-time, successful, products and services. Led by CEO, Paul Norris, Binary Vision's longevity in the fast-changing digital world is driven by the organisational ethos to stay current with the latest digital technology, whilst remembering that it is people that use products and participate in projects. "Binary Vision puts users at the heart of any development decisions," says Connected Devices Lead, Sharon Palmer, (*below left*).



Ensuring that people remain at the forefront of project decisions is deeply embedded in company culture and exemplified in a 4-week project to bring together all eight of the government's childcare support offerings in a way that works for parents. The successful [Childcare Choices](#) website was based on extensive parent research, in-home tracking (with child distractions) and weekly show-and-tells to ensure that each of the four government departments were engaged and involved and the important fraud prevention criteria were met.

"We're getting lots of lovely feedback about your site – and I think it looks great. This is a really important milestone, and it's a great example of a cross-department product designed for and with parents."

Rachel Hope, HMRC

"I'm now back from leave and basking in the glory reflected from you all. Good job on a successful launch"

Andy Heath, HMRC

Websites are often where clients focus their digital efforts, and there are great returns to be made to its users and customers (a Binary Vision overhaul for the Medical Research Council website and improved its user journey satisfaction by 60%). However, the digital expertise provided by Binary Vision has extended wider into organizations and their business operations.

One of the team's earliest projects was to improve productivity and realise cost savings for customers of a supplier in the analytical instruments industry. At the time, Sharon Palmer, now in charge of Business Development for Connected Devices at Binary Vision, was an Infrared Product Manager at PerkinElmer looking to enable customers to perform routine maintenance and installations themselves. Binary



Vision's experience and early customer research led the team to realise a graphical solution was needed. Binary Vision's technical expertise produced beautiful, interactive, 3-D multimedia tutorials at time when this technology was just emerging. More recently, within their client base, Binary Vision has found a repeating theme: that organisations were collecting, or generating, huge quantities of data but not realising any monetary, efficiency or intelligence from this information. Laurie Wiseman has been brought in to help navigate this important but sometimes challenging move into new business models for Binary Vision and its clients. Laurie is a veteran of the data-based world having built, and subsequently sold, his own medical information-based business, Primal Pictures, which replaced cadavers for teaching with the world's first complete 3D model of human anatomy.

"People see digital as a technology problem", says Laurie, "tracking leads, locating inventory, managing supply chains, but at Binary Vision we believe that to achieve a technical solution, you must start with the people. What is the human problem here? How do we gain intelligence about that? We believe digital transformation is a human journey with a technical destination."

"We are proven to look at your internal and external user behaviour, mine data lakes, and work with legacy systems to build an interface or middleware to display data in different ways. We can improve the delivery of information from instruments or systems like Salesforce or content management systems to allow you to deliver more information to the people that need it, in the way that they want it. We have seen companies with lots of data, see the answer as a data licence to bring it all together. But that's just step one. You need a way of accessing the data which people understand and can engage with."

Within the scientific and analytical instruments space another GAMBICA member, Oxford Instruments was facing this exact challenge when they contacted Binary Vision to help move their digital project forwards. Oxford Instruments had invested in creating a data lake with all the data from their connected machines. However, the data's interface made it difficult

to find the correct information in a timely fashion. Binary Vision was asked to help and rapidly developed use cases of how the data could be exploited; interfaces were mocked up to aid discussions. The initial focus of the project was an internal service intelligence tool that very quickly evolved from customer research to a customer facing tool that now provides a product for Oxford Instruments to increase customer intimacy and deliver more value digitally.

The scenario at Oxford Instruments is one that Binary Vision see across the industry. “Many companies have lots of data”, says Sharon, “the difficulty is carrying out an honest analysis of where you are today and what can be achieved. Sometimes people want to solve the most difficult question with their data, the questions they can’t answer today. But in fact, some of the best gains can be achieved by tackling the low hanging fruit. Researching and understanding your stakeholders, users and customers enables you to prioritise. Do what you can do easily now and with future iterations, the difficult problems become easier. I found having Binary Vision’s expertise, the research they brought to discussions, and the fact that they were a third party enabled me to make more objective well informed decisions.”

Laurie summarised by saying: “The analytical industry is at the beginning of its digital transformation and those that move the quickest will see the biggest returns. Amazon has spent millions in developing its user interface and we want businesses to be able to access something of that quality; at Binary Vision, without charging the earth, we create transformational digital wins.”

“Working with Binary Vision is just so easy: they bring such great ideas to the table and then exceed my expectations in delivering them.”

Dean Bass, Oxford Instruments, NanoAnalysis Division
