



HealthTech Ireland  
ASSOCIATION

# Pre-Budget Submission 2025

July 2024

TRANSFORMING HEALTHCARE, **TOGETHER**

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## WELCOME

Dear Honourable Members of the Irish Government

I am delighted to present this prebudget submission on behalf of HealthTech Ireland. For over 40 years, our association has been committed to delivering value to Irish citizens through the use of medical and surgical devices, diagnostics and digital technology.

We already have a proven record of delivering value to the system through collaboration with the HSE and other organisations in the healthcare ecosystem, including Enterprise Ireland and Hospitals. As we collectively strive for a more sustainable healthcare system, I urge you to consider the following requests:

**The creation of a procurement education model, to bring best international practice for innovative procurement pathways:** Our first request involves funding for a public-private partnership to collaborate on a centre of excellence for education for the future adoption of innovative procurement pathways. This centre of excellence will use a successful model, already demonstrated. This model would be jointly led by the HSE Procurement team, HealthTech Ireland, enlisting potentially an academic partner, and resource of a suitably qualified person or a consultancy group. It will explore and develop innovative procurement pathways that factor in meeting critical challenges, such as innovation adoption and scaling, whilst bringing value in sustainability, for example. It can move us from pilots to scalable innovation by taking best international practice and knowledge, accelerate the success of the Department of Health's *Digital for Care Digital Health Framework for Ireland 2024-2030*. Moreover, this initiative will support indigenous Small, Medium and Enterprises (SMEs), fostering growth and collaboration.

**Office of Life Sciences and accompanying Strategy:** Ireland boasts a thriving health tech ecosystem, with over 450 companies employing approximately 40,000 people, and 14 of the 15 largest companies based here. These companies contribute significantly to our patients and economy and play a vital role in advancing healthcare technologies. To foster innovation, strategic planning and leverage all we have on our island effectively, we seek the establishment of an Office of Life Sciences. This dedicated entity will drive research, development, and policy initiatives, positioning Ireland as a global leader in life sciences.

In closing, this submission reflects our collective ambition to invest in unlocking potential through collaboration, with governance based on trusted, established relationships. By supporting these initiatives, we can build a stronger, more resilient healthcare system for all.

Sincerely,

Susan Treacy  
CEO, HealthTech Ireland

Ireland boasts a thriving health tech ecosystem, with over 450 companies employing approximately 40,000 people, and 14 of the 15 largest companies based here.

## ABOUT US

**HealthTech Ireland** is an independent trade association for manufacturers, developers and distributors of health technology products and solutions to the health system in Ireland.

**HealthTech Ireland** provides a forum for the development and advocacy of policies that support innovation in health technology to address patients' healthcare needs.

**HealthTech Ireland** member companies include the full spectrum of health technology supply and service companies from Small/Medium Enterprises to Multi-National Companies, many of whom have Research and Innovation and/or manufacturing facilities in Ireland. Members of HealthTech Ireland provide safe, effective and innovative health technologies that save and enhance lives, benefiting people and society. If a health product is proven to be safe, clinically efficacious and cost-effective patients should have access to it, no question.

**HealthTech Ireland** is a member of MedTech Europe and of Global Medical Technology Alliance connecting the industry and the health system through collaboration, education and advocacy.

## OUR VISION, MISSION AND PURPOSE

### VISION

To support our members to make a positive contribution to the Irish economy and healthcare system

### MISSION

To advance understanding, collaboration and meaningful engagement between the Irish health system and our members.

### PURPOSE

To enhance the health and wellbeing of all people in Ireland through the deployment of innovative health tech.

# REQUIREMENT ONE

Procurement is a critical element to healthcare transformation, both in delivering capability for effective scaling beyond pilots and local projects while meeting sustainability targets.

Innovative procurement pathways, guided by collective public/ private collaborative leadership with governance, play a pivotal role in achieving this. These innovative pathways can be complex and require a different approach to traditional, more restrictive models. The Irish healthcare system can benefit by HealthTech Ireland - with the support of the HSE Procurement team - creating a centre of excellence and education programme. With potentially the support of an academic partner, we would review up-to-date practices and international insights on what is working in other jurisdictions, while understanding the Irish system, with the aim of utilising more innovative pathways.

This programme could be modelled on the already proven, successful partnership in 2023/2024 between the HSE Procurement team, HealthTech Ireland, 20Fifty partners with University of Limerick, partly funded by Skillnet. It supports knowledge sharing and learnings in sustainability, with a key objective of accelerating alignment in the sector to meet sustainable healthcare targets together, while protecting supply chains. This programme was a first for Europe. This model, with funding for consultancy support, supporting SMEs and patient supply chains, can be replicated for this programme, for broader transformation and scalable procurement. HealthTech Ireland seeks funding to establish a public/private centre of excellence for the creation of a procurement education model to better understand and implement successful innovative procurement pathways, facilitate knowledge exchange across the sector and best practices in innovation procurement. This will build on the aspirations in the Department of Health, *Digital for Care: Digital Health Framework for Ireland 2024-2030* and will seek to enhance the procurement process for both the buyer and vendor.

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## Challenges and Opportunities

### Challenges

Irish healthcare and health technology companies produce lifesaving products and technologies that are used globally. Ireland is missing opportunities with two departments, health and enterprise. Many of these technologies being delivered to European and international patients, are not always available to Irish patients and the communities, often in which the products are produced. In Ireland, as in some other countries, traditional procurement methods are primarily used due often to the complexities of innovative procurement models.

Traditional methods are often restrictive, hindering the scaling and adoption of innovative solutions in healthcare systems and factoring in meeting challenges such as sustainability.

We have a resource here in Ireland to meet challenges and support a more sustainable healthcare system by unlocking the potential of what we have on our island.

According to the IDA and Enterprise Ireland, 'with approximately 500 companies exporting over €13 billion a year to markets all over the world and employing in excess of 45,000 people around the country...Ireland is regarded as a leading global health tech hub. Enterprise Ireland supports an indigenous health-tech sector in excess of 400 companies, both start-ups and SMEs, which employ over 12,000 people and export over €2 billion in products and services'.

These SME organisations can bring value in health and enterprise through scalable adoption of innovation by understanding and implementing scalable innovative procurement pathways.

In addition, while we have a thriving start-up community in Ireland, SMEs are leaving for other countries where innovative procurement pathways are providing enhanced opportunities to deliver scalable transformation. HealthTech Ireland advocates for a shift toward understanding and adopting more innovative procurement pathways that foster collaboration, efficiency, and value for money through this collaborative, co-created education model.

### Vision and immediate priority

To address this challenge, it is suggested to use the successful model already demonstrated in 2023/2024 by the HSE Procurement team and HealthTech Ireland in the area of sustainability.

It is to fund a centre of excellence with the HSE Procurement team, HealthTech Ireland, an academic partner and resource through either a dedicated procurement professional with expertise in innovative practices or a consultancy group. This is with the objectives of creating an education programme to bridge the gap between vendors and the HSE Procurement team, explore and take international best practice learnings and adopt innovative procurement pathways to evolve and meet challenges thereby ensuring Ireland is benefiting. This programme if delivered should also provide more avenues for procurement for Ireland's indigenous SMEs.

Outputs could be tied to the new national public procurement policy. As a national procurement strategy is developed, it is important that currently available policies are fit for purpose, fully implemented and scaled.

## Summary of Asks

- 1 Immediate Enactment:** Release funding for the creation of a procurement education model through public/private collaboration, to create the capability to knowledge share, and bring best international practice to maximise the use of innovative procurement pathways. This will deliver value across the sector in supporting meeting healthcare challenges such as scaling from pilots and reaching sustainability targets, as well as provide value to SME's in providing new pathways to adoption.
- 2 Funding:** The centre of excellence will have governance between the public and private sector with an agreed consultancy/ paid position support and potentially an academic partner, to ensure all procurement options are being used and new possibilities for scalable procurement, based on innovative pathways and value based healthcare are delivered. Secure €200,000 for creation and delivery of this programme.
- 3 Support:** Institutional (HSE procurement team), academia, Skillnet and private sector support for this programme of work.

HealthTech Ireland advocates for a shift toward understanding and adopting more innovative procurement pathways that foster collaboration, efficiency, and value for money

## REQUIREMENT TWO

Establish an **Office of Life Sciences** with a funded strategy to support and enable collaboration between the main constituents of Ireland's healthcare system to include the health tech industry through HealthTech Ireland, the health system, Government agencies and relevant departments and critically, nominated patient advocates.

This is with the aim of championing research, innovation, health technology products solutions and services, development, clinical trials, value-based healthcare and accelerating the Department of Health's delivery of the *Digital for Care: A Digital Health Framework for Ireland 2024-2030* for the use of technology to transform the health service.

### Challenges and Opportunities

#### Challenges

Amid significant investments in digital health, including electronic patient record implementation and overall enhanced digital and diagnostic capabilities, the Irish healthcare ecosystem remains fragmented.

Multiple organisations share the common goal of improving health outcomes. Currently, as seen successfully in other countries, there is no central office to facilitate cross-organisational collaboration, prevent duplication of efforts, and drive co-ordinated success through research, innovation, and technology cooperation.

#### Vision

We propose establishing an Office of Life Sciences in Ireland. This central hub will strategically coordinate efforts across government, the HSE, industry, regulator, academia, and research institutions. Its focus will be to foster innovation, promoting evidence-based healthcare practices in the system, and enhancing Ireland's global reputation in life sciences.

Through consultation with relevant sectors, this office will drive value for both the Ministries of Health and Trade, Enterprise, and Employment.

#### Immediate Priorities

- Recruit a high-calibre leader with a proven track record of delivery, to establish the Office of Life Sciences in consultation with the Departments of the Minister for Health and the Minister of Trade, Enterprise and Employment.
- Establish a robust, ethical governance and Board with diverse representation to include industry and patient organisations.



## Medium to Long-Term Priorities

- Create a Life Sciences Strategy which will define a clear and effective plan, provide alignment, clarity and a clear direction that all organisations can follow and adhere to. As well as coordinating the ecosystem, this life sciences strategy will address key challenges including skills shortages, cost management, sustainability, scaling technology adoption, AI, Digital Health, and supply chain resilience. As the strategy unfolds the outputs will enhance planning and management for future disease challenges and population health.
- This cross-sector office and strategy will have existing government strategies at its core e.g. Digital for Care, Sláintecare etc, will ensure a basis in policy and a North Star in patient delivery.
- The strategy should:
  - Establish collaborative working groups to prevent duplication of efforts and enhance outcomes.
  - Lead on enhancing clinical research in Ireland so that Irish patients can benefit from world class treatments.
  - Streamline regulatory processes for medical and digital devices, clinical trials, and drug approvals to ensure that Irish patients benefit from products created on the island and already available overseas.
  - Set measurable goals for effective implementation across organisations and agencies.

### Summary of Asks

- 1 Immediate Enactment:** Establish the Office of Life Sciences with the primary objective of developing and delivering a life science strategy
- 2 Funding:** Secure €0.5 million for initial operations and 0.3 million for legal, financial, and technical foundations.
- 3 Support:** Political and institutional backing for the agency's initiatives.

We propose establishing an Office of Life Sciences in Ireland. This central hub will strategically coordinate efforts across government, the HSE, industry, regulator, academia, and research institutions.

## MEMBERS LIST

- A** Abbott Diagnostics (D4)  
Accu Science Ltd  
Aerogen  
AGFA  
Air Liquide Healthcare Ireland  
Airfield Consulting Ltd.  
Alliance Pharmaceuticals  
Amazon Web Services  
Arjo (Ireland) Ltd  
Arvato  
Ascensia Diabetes Care  
Athena Life Sciences Consultancy
- B** Baxter Healthcare Ltd  
Beckman Coulter  
Becton Dickinson  
BioMerieux UK Ltd  
Boston Scientific Ltd  
Braun Medical  
Brennan & Company
- C** Cardiogenics Ltd  
Caretua  
Change Healthcare  
Cirdan  
Clonallon Laboratories Ltd  
Coloplast (UK) Ltd  
ConvaTec (UK)  
Cruinn Diagnostics Ltd
- D** DAVY  
Dexcom  
Diasorin Ltd (UK)  
Digicare  
DMF  
Doccla  
DSB Medical Ltd  
DUCIT Medical
- E** Edward Lifesciences Ltd  
EIT Health Ireland  
Envetec Sustainable Technologies  
Enfer Medical  
Eurofins Biomnis
- F** Fannin Healthcare Ltd  
Fleetwood Healthcare Ltd  
(merging with HSL)  
Full Health Medical
- G** GEMS Ireland Ltd  
Getinge Ireland  
Glaukos Ireland  
Goldpark Ltd  
Graseby Medical Ireland Ltd  
GS Medical Ltd
- H** Halocare Group  
HD Health  
Healthbridge Technologies  
Healthcare 21 (Cork)  
Hollister Ireland Ltd  
Home Healthcare  
Hospital Services Ltd  
HTS Labs
- I** Impact Privacy  
Infocare Healthcare Systems Ireland  
Intersurgical  
Intersystems Corp  
Iqvia Solutions  
Irish Hospital Supplies
- J** John Bannon Ltd  
Johnson & Johnson (Ireland) Ltd
- K** Keaney Medical Ltd
- L** Legato  
Lifescan Healthcare  
Lyncare Ltd
- M** Mainstay Medical Ltd  
Manepa Ltd  
Manitex  
Marketing Inputs  
Mason Hayes Curran  
MedEarly Healthcare  
Medical & Engineering  
Technologies  
Medicare Health & Living Ltd  
Medilex  
Medtronic Ireland Ltd (NL)  
Microsoft Ireland  
Miele Ireland  
Murray Surgical Ltd  
MyPatientSpace
- N** Norso Medical  
Novartis Ireland Ltd  
Novocure  
Novus Diagnostics
- O** Olympus Ireland  
OM Haylard Ireland Ltd.  
O'Neill Healthcare  
Open Medical  
Oxygen Care Ltd
- P** Pagero  
patientMpower  
Paul Hartmann Ltd  
PEI Surgical Ltd  
Philips Healthcare  
Philip Lee LLP  
PWC
- R** Recruitment Plus Ltd  
Respicare Ltd  
Roche  
Rockford Healthcare
- S** Salaso Health Solutions Ltd  
Salts Healthcare  
SGS Ireland Ltd  
Siemens Healthcare  
SilverCloud Health  
Smith & Nephew (RI)  
Solventum  
Swiftqueue Technologies Ltd  
Synchrophi Systems Ltd
- T** T G Eakin Ltd  
TCC-CASEMIX  
TCP Homecare  
Technopath Distribution Ltd  
Terumo Ireland
- U** Uniphar Medtech  
United States Embassy
- W** Wellola  
Wassenburg Ireland Ltd  
Whelehan Surgical Ltd
- X** xWave Technology
- Y** Yellow Schedule
- Z** Zehnacker



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