

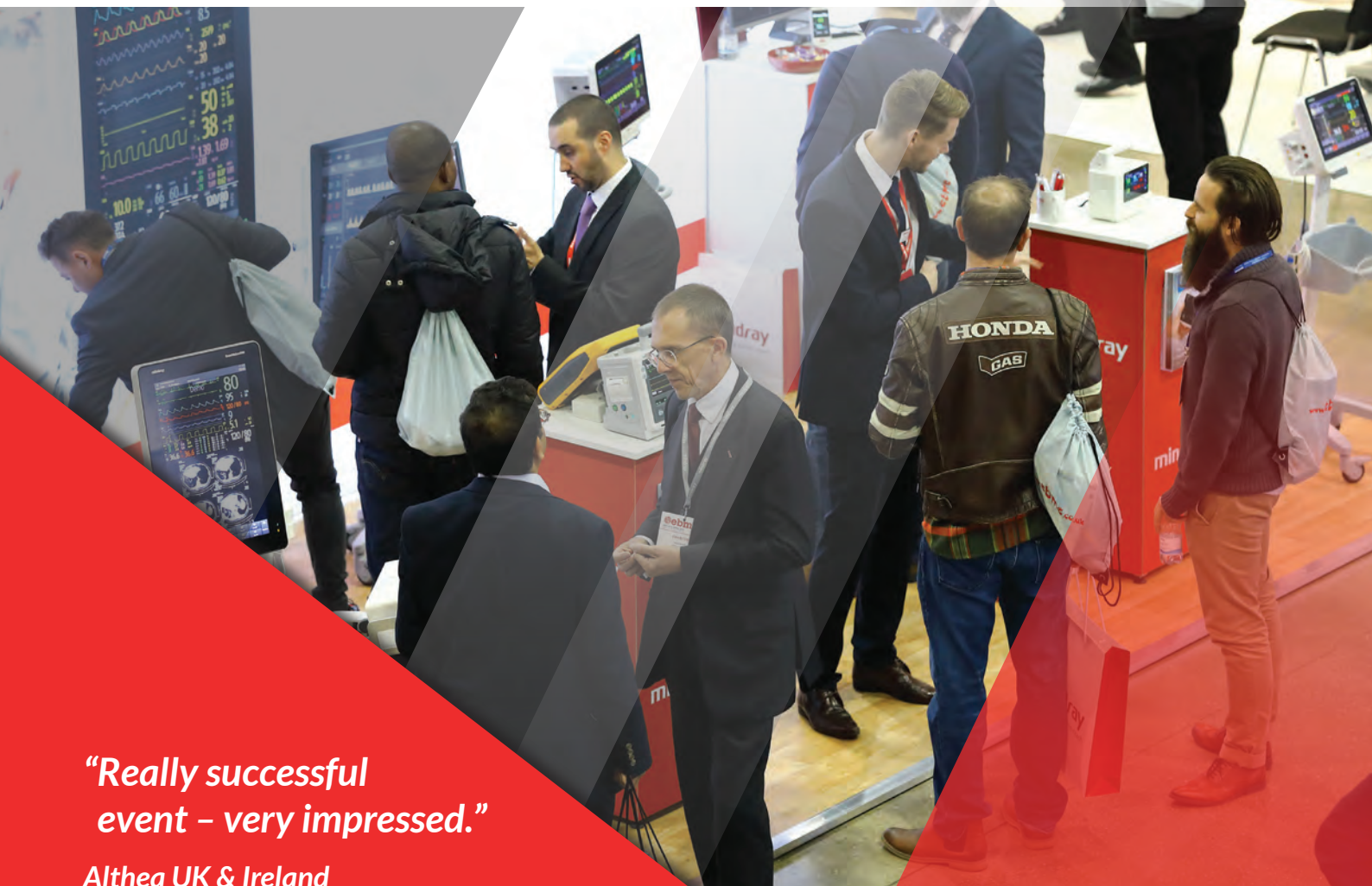
ebme Expo



29-30th April 2020,
The MK Arena,
Milton Keynes

The largest annual gathering
of EBME engineers within the UK




2020 Show Brochure and 2019 Post Show Report



*“Really successful
event - very impressed.”*

Althea UK & Ireland

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Message from Dr John Sandham, EBME Expo Chairman

The EBME (Electronic and Biomedical Engineering) conference and exhibition started in 2009 as a way of improving healthcare through the sharing and application of knowledge from experienced professionals involved in the management of healthcare technology.

In the interest of advancing medical knowledge and patient care, I am honoured to be chairing the EBME Expo in 2020 and look forward to seeing you on the 29th & 30th April 2020. The organising committee have again chosen The Milton Keynes Arena, which was very popular in 2019 with both delegates and exhibitors alike, having sufficient space to guarantee a valuable experience.

The EBME Expo 2020 will feature a conference and exhibition with well-known, distinguished speakers in the conference hall, and internationally respected companies in the exhibition hall. There will be a range of both large and smaller exhibition spaces available, to enable all types of companies to come and demonstrate their innovative new products.

It is always a pleasure to meet the delegates and exhibitors every year. Our 11th conference will focus on innovations in medical equipment technology and maintenance on day one, and medical equipment management, procurement and training on day two. The programme will feature eight speaker sessions each day, concentrating on understanding how technology can deliver improved patient outcomes at lower costs. In addition, there will be three workshops in the break out areas and we expect many of our exhibitors to provide technical demonstrations. The two day programme will allow delegates to understand the latest improvements in healthcare technology and management across a range of professional areas and offer numerous opportunities for informal networking.



As the EBME Conference and Exhibition Chairman for the last 10 years, I know that the success of the EBME Expo 2020 event depends upon the attending delegates (many of whom are EBME website members), the exhibitors, the speakers and the quality of the programme. Recognition should go to the organising committee, and Deputy Chair, who work extremely hard to ensure a successful conference programme and exhibition is delivered. In particular, I would like to thank the EBME event committee, the exhibitors (who ultimately pay for this event), and our event partner, BtoB Events, who helped to make the EBME Expo in 2019 such a successful and well attended event.

Best regards



John Sandham

2019 SHOW SUMMARY



635 registered attendees



81 exhibitors



18 industry leading speakers



6 onsite workshops



10th Annual Edition

WHO EXHIBITS?



WHY EXHIBIT?

The EBME Expo is the largest gathering of EBME managers, healthcare technologists and clinical scientists within the UK. EBME audiences are the key personnel when it comes down to the decision-making process with regard to medical and laboratory equipment within both the NHS and private healthcare sectors.

The exhibition hosted hundreds of attendees which enabled businesses to:

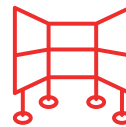
- **Forge partnerships** with various NHS Trusts and private sector healthcare companies from across the country.
- **Network** with key decision makers within the UK healthcare sector.
- **Interact** with equipment users, tender writers and servicing personnel.
- **Present their brands** to hundreds of senior EBME staff all under one roof.
- **Build** market knowledge of the trends and the latest advancements within the medical field.

"An excellent event that exceeded my expectations for number of leads captured and now looking forward to attending again next year."

Mike Burns, Talley Group, 2019 Exhibitor

The EBME Expo hosted 81 exhibitors in 2019. These companies showcased the latest technologies and equipment that the medical industry has to offer, with live demonstrations and interactive stands. Equipment from the following clinical areas was shown:

- **Imaging**
- **Anaesthesia**
- **Laboratory and Diagnostics**
- **Surgery and Endoscopy**
- **Patient Monitoring**
- **Infusion Devices**
- **Batteries and Power**
- **ECG**
- **Consumables**
- **Asset Management**
- **Training**
- **Plus more...**



2019 EXHIBITORS








- | | | |
|-----------------------------------|--------------------------|--------------------------------------|
| • Advanced Hospital Solutions | • GAMA Healthcare Ltd | • Ortnier |
| • Advanced Ultrasound Electronics | • GE Healthcare | • Oxylite |
| • AGX Holdings | • Get Qardio | • Pentland |
| • Allbatteries UK | • Hilditch Group Ltd | • PRESCOTTS INC |
| • Althea | • Howard Wright | • PROACT Medical Ltd |
| • Aquilant | • Huntleigh | • RFID Discovery |
| • Arcomed Infusion | • ICU Medical Ltd | • Schiller UK Ltd |
| • Avensys | • IMT | • Seaward Electronic |
| • B Braun | • Indysoft Europe | • SECA Ltd |
| • Baxter Healthcare | • Integra Health Systems | • Shenzhen Coreray Technology Co LTD |
| • BC Group International | • K Med | • Sigmacon Ltd |
| • BD | • KARL STORZ | • Sonosite |
| • Bolton Surgical | • Key Health Solution | • Starkstrom |
| • BPR Medical | • LC Services | • Steris |
| • Braun and Company | • Linet | • Stryker |
| • British Medical Auctions | • Loewenstein Medical | • Talley Group |
| • Cardiac Services | • Lyngsoe Systems | • Tenacore UK Ltd |
| • Charter Kontron | • Marsden Group | • TEC SAN |
| • Clinical Services Journal | • Masimo Europe Ltd | • The Medical Room Ltd |
| • Desmit | • MEC Medical | • Ultramedic Ltd |
| • Draeger | • Meditech | • Verathon Medical |
| • EastWoodPark Training | • Mercy Ships UK | • Vyaire Medical |
| • ECRI Institute | • Mindray UK Ltd | • Walters Medical |
| • EDAN Medical UK | • MTS Health Limited LTD | • Welch Allyn |
| • Enovacom | • Multi-Medix | • Young Calibration |
| • Euro Energy Resources Ltd | • Nihon Kohden UK Ltd | • Zoll Medical |
| • Fresenius Kabi | • Olympus | |

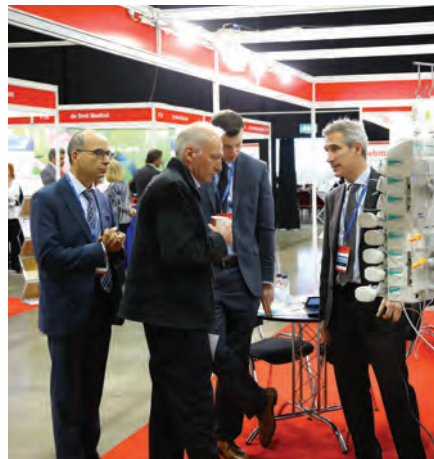
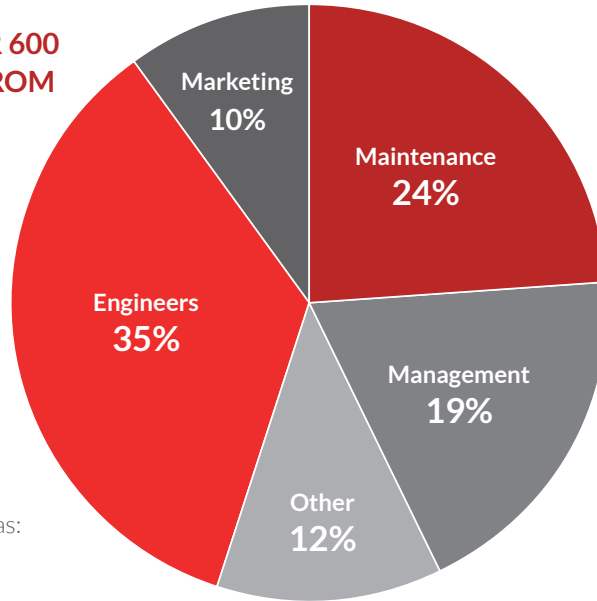
WHO VISITS?



EBME 2019 SAW OVER 600 VISITORS REGISTER FROM ALL OVER THE GLOBE.

Delegates that attended the 2019 event included healthcare professionals involved in the procurement, maintenance and training for a wide variety of healthcare technologies. This included professional healthcare practitioners such as:

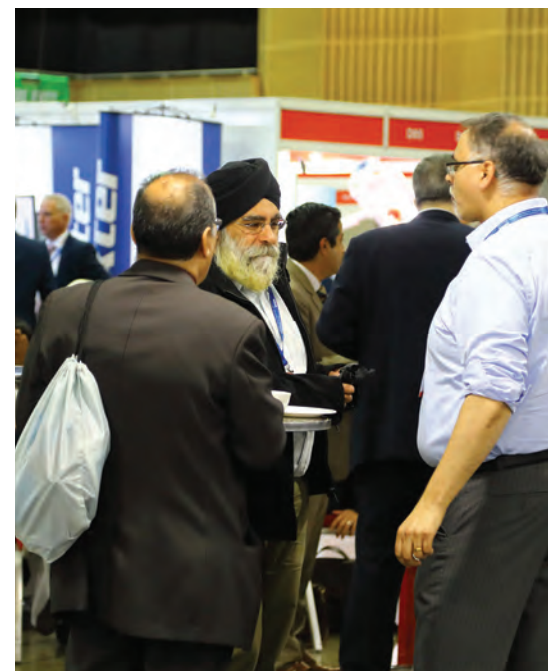
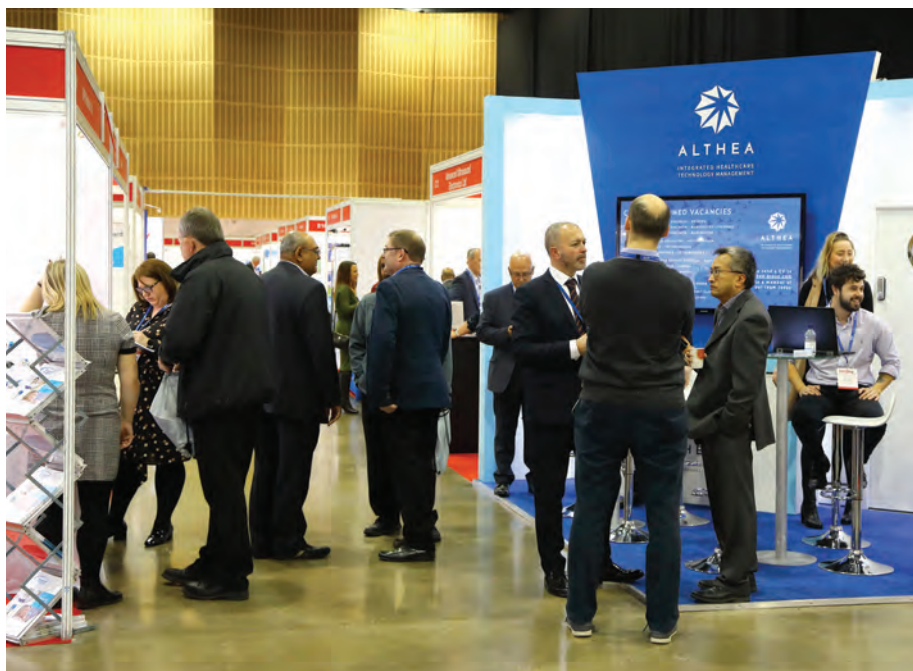
-  Healthcare technologists
-  Clinical scientists
-  Consultants
-  EBME managers
-  Doctors and nurses
-  Service managers
-  IT managers / directors



WHY VISIT?

Those who visited EBME Expo were able to:

- **Network** with key decision makers within the specific UK health sector face to face.
- **Visit** a larger venue, now open for 2 days, giving more flexibility for exhibitors and visitors when compared to previous years.
- **Gain access** to the latest industry technology and innovations first hand.
- **Make solid connections** and business relationships to help with future business development.
- **Meet** numerous large players and brands all under one roof.
- Each delegate received a CPD certificate.



THE CONFERENCE:

The 2019 conference was extremely informative and productive featuring eighteen industry specialist guest speakers. The speakers focused on what the latest healthcare technology can do to improve patient outcomes. Alongside this, there were workshops and live technical demonstrations of which visitors found engaging and also informative.



Conference programme 2019 - DAY 1

Time	Speaker
09.00 – 09.45 Registration; Refreshments & exhibition	
09.45 Session 1 – Operating theatres technologies	
09.45 – 09.50 Welcome: Chairman	Dr John Sandham
09.50 – 10.00 Amalthea Trust update	Mike Hilditch
10.00 – 10.30 Operating theatre integration – new efficiencies	Andrew Frost
10.30 – 11.00 Using software to improve the effectiveness of patient safety and maintenance programmes	Philip Hodson
11.00 – 11.30 Refreshments & exhibition	
11.30 Session 2 – General wards technologies	
11.30 – 12.00 Patient monitoring: technology adoption and connectivity	Scott Brown
12.00 – 12.30 Remote cardiac monitoring	Steve Macaleese
12.30 – 13.00 Open debate (Q&A) with delegates: Future trends	Dave Mulvey
13.00 – 14.15 Lunch & exhibition	
14.15 Session 3 – Educational innovation	
14.15 – 14.45 New industry recognised technology certification	Laura Metcalfe
14.45 – 15.15 Medical Devices Integration: break through the barriers	Mark Smith
15.15 – 15.45 Refreshments & exhibition	
15.30 Session 4 – Diagnostic Imaging	
15.45 – 16.15 Diagnostic imaging maintenance	Dave Mulvey
16.15 – 16.20 Prize draw for attending delegates	Dr John Sandham
16.20 – 16.25 Close of seminar	Dr John Sandham

Conference programme 2019 - DAY 2

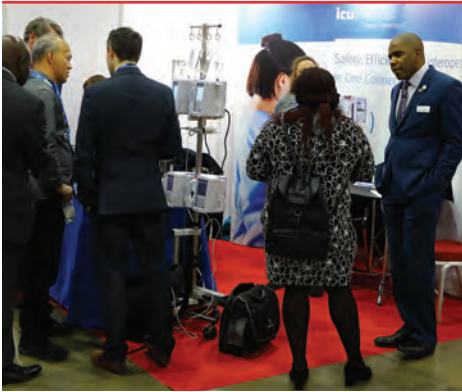
Time	Speaker
09.00 – 09.45 Registration; Refreshments & exhibition	
09.45 Session 1 – Equipping and connecting a new hospital	
09.45 – 09.50 Welcome: Chairman	Dr John Sandham
09.50 – 10.00 Mercy Ships – transforming lives, a biomed perspective	Tony Royston
10.00 – 10.30 Managed services, efficiencies and benefits	Dal Jdali
10.30 – 11.00 Medical devices management & procurement innovations	Mike Giles
11.00 – 11.30 Refreshments & exhibition	
11.30 Session 2 – Planning	
11.30 – 12.00 Innovation in procurement and the transformation agenda	Caroline Finlay
12.00 – 12.30 Procurement – does our opinion count?	Ted Mullen
12.30 – 13.00 Innovation in healthcare technology and its management – can we plan for future new ways of working?	Fran Hegarty
13.00 – 14.15 Lunch & exhibition	
14.15 Session 3 – Infusion connectivity and the use of data	
14.15 – 14.45 IT integration of infusion devices: Achieving real-time medication error reduction solutions	Colin Harrison
14.45 – 15.15 Cybersecurity in the era of smart pump interoperability	Terrence A Carroll
15.15 – 15.45 Refreshments & exhibition	
15.30 Session 4 – Topical	
15.45 – 16.15 Medical devices connectivity delivering better efficiency	Debbie Pope
16.15 – 16.20 Prize draw for attending delegates	Dr John Sandham
16.20 – 16.25 Closing comments	Dr John Sandham

Exclusive Workshops

The EBME Expo provides exclusive 1 day workshops to be presented by exhibitors throughout the exhibition. Workshops can be utilised to present a one-day programme or, as was popular in 2019, the repeat scheduling of a specific topic or training throughout the course of the day. The workshops were very well attended and a very popular feature of the exhibition. This package includes exclusive use of a workshop room and a full marketing campaign. **Should you be interested to learn more please contact us on info@ebme-expo.com.**



DON'T JUST TAKE OUR WORD FOR IT....



“The venue was great – very professional. The selection of vendors with stands was a good mix and, I'd have thought, very interesting to most attendees. I really enjoyed the speakers – very informative and relevant. I didn't attend any of the training sessions but heard they were good.”

Attendee

“The organisation running up to the event was fantastic, huge credit to the EBME Expo team. It was great on the day, excellent communication and general organisation.”

Pentland Medical



“The event definitely needed to be over two days, there was so much to see and do in addition to attending the conference.”

Attendee

“The Clinical Services Journal is proud to have been a sponsor of EBME 2019, an event that provides unique insight and analysis from well respected experts. The feedback from delegates was unanimously positive.”

The Clinical Services Journal



ABOUT THE ORGANISERS:



The **EBME** (Electronic and Biomedical Engineering) website, www.ebme.co.uk encompasses a community of healthcare practitioners responsible for the management, procurement, maintenance and user training for a wide range of medical equipment used in healthcare organisations.

The EBME website was registered in 1999 and is an independent educational resource for the medical engineering community. Membership is free, thanks to the support of sponsors who value the this community and are proud to be putting something back into it.

In addition to the wealth of free information available in the articles, news items, downloads area, job adverts, events notices, press releases and products/services directory, there is a busy forum area which allows members to share information, chat and discuss technical issues in the same way that many EBME departments actually communicate. www.ebme.co.uk currently has 9,400+ members and welcomes new members and guests to the site every day.

BtoB Events is a dynamic exhibition organiser, created by the former divisional director for Africa of a FTSE 100 organisation within the exhibition industry.

The company has a fast-paced ethos with ambitious growth plans across the globe. With the wealth of experience possessed by the company founders within the exhibition industry and across the international market, having overseen exhibitions across 4 continents, BtoB Events is well placed to make a big impact on the global exhibitions industry.