

"We are committed to attracting life science investment to Scotland, and through international engagement, and close working with colleagues at NHS Research Scotland, we are able to highlight the vast strengths and assets that make Scotland a world-leading location for research and innovation."

Sharon McKendry, Head of Life and Chemical Sciences, Scottish Development International (SDI)

Developing an NRS international outreach programme

Poster Author: NHS Research Scotland Central Management Team (NRS-CMT)

AIMS

NHS Research Scotland simplifies access to Scotland's world-class research infrastructure supporting the placement, set-up and delivery of clinical research studies and innovative research collaborations from all sectors and therapy areas.

Developing an international outreach programme helps to build on Scotland's research strengths and deliver benefits for the clinical research community in Scotland and wider Scottish economy.

METHODS

NRS participated in developing and delivering three international outreach events during 2017/18 each with a different approach and focus:

- **September 2017** – Working with Department of International Trade (DIT) representatives from the four nations – NRS (Scotland), NIHR (England), Health and Care Research (Wales) and HSC Research and Development (Northern Ireland), delivered a UK research roadshow across East and West Coast America
- **February 2018** – Working with Scottish Development International (SDI), an NRS delegation travelled to Boston to meet with research and development leads with a focus on dementia and neuroprogressive disease
- **June 2018** – Working with Scottish Development International (SDI), NRS was showcased at BIO 2018, the world's largest pharma and biotech partnering event.

Strong strategic partnerships with Scottish Development International and UK Department of International Trade supported each, alongside collaborative relationships with other UK research agencies. Supporting activity included:

- Identifying key areas of NHS needs and strengths
- Developing targeted content, case studies and communication plans to support activity and position NRS as a significant part of the wider UK research landscape.

OUTCOMES / RESULTS

Three visits to the USA helped establish valuable relationships and inform the development of an international strategy that will help attract further studies to Scotland.

- **Developed a strong international network** of field-based contacts who understand key international markets, can advise on strategies and act as champions for NRS externally
- **Generated clinical trial opportunities for NRS** including placement of commercial clinical trials hosted and led from Scotland
- **Generated scientific and academic collaboration opportunities** from major pharmaceutical and life science companies looking to partner with clinicians and academics to smaller med/biotech companies looking to collaborate on specific projects
- **Informed further business development planning** with insight into stimulating collaboration and partnership and identifying opportunities to match Scotland's expertise with current drug pipelines.

CONCLUSION

Further development of the 'One Scotland' approach and a co-ordinated strategic approach to international outreach activities are critical to growing Scotland's reputation as a world-leading hub of innovative health research and development, and attracting future research and studies to Scotland. This supports the vision set out in the CSO Strategy (2015) for Scotland to be renowned as a health science nation on the international stage.

"Scotland's interconnectivity really sets us apart. NRS provides access to dedicated infrastructure and expertise for clinical trials, as well as tailored support to establish innovative academic studies. At BIO our goal was to identify and capitalise on opportunities for clinical trial and innovative scientific collaborations for NHS Scotland."

Stephen Kelly
Science Manager, NRS-CMT

"The CSO Strategy (2015) set a vision for Scotland to be renowned as a health science nation on the international stage. These were significant events in the development of our commercial strategy and I welcome the support of Scottish Development International in building our international exposure and developing these valuable global relationships."

Dr Charles Weller
General Manager, NRS-CMT



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