

The Philips and Papworth convergence – Philips' Perspective

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The New Royal Papworth Hospital



Royal Papworth is a highly-valued customer for innovative capital solutions, in an essentially transactional way

- Delivery of 7 Cardiac Catheter Labs
- The largest Sleep Centre in the UK, including Respiratory Support equipment
- Patient monitoring equipment
- Cardiac Ultrasound equipment



CAMBRIDGE UNIVERSITY
Health Partners

Shared values and attributes = closer partnership working

- RPH is a world-leading heart and lung hospital, leads the UK in terms of outcomes, and is committed to innovation, especially in Cardiothoracic care
- Philips has a 125 year record of innovation, which has shaped its longevity
- It currently has over 1200 people working in research and innovation in the UK/Europe
- It lodges more patent applications than any other company in Europe – all with a healthcare focus
- The Philips vision is to make the world healthier and more sustainable through innovation
- It has a goal to improve the lives of 3 billion people a year by 2025



We have been building the relationship with the RPH



- Beginning at a meeting and dinner of ABHI, and the 3 CUHP NHS members in May 2017
- January 2018 : a 2-day co-create session at the Philips Innovation Centre in Eindhoven
- Weekly Exec calls
- Learning to be constructively invasive – partnership is not about being nice to each other
- Aligning values to create trust and openness
- Working out what “value” is for each organisation – recognising that value may be obtained at different stages for each partner
- Investment, risk and reward must be appropriately shared
- The people must be able to work together



So what are we working on?

Current

- Lung Cancer screening
- Point of care diagnostic testing

Pipeline

- Identification and management of patients with Cardiothoracic conditions
- Advanced Imaging techniques
- Augmented reality
- Stroke pathway management



Some additional observations



- There is a “make or buy” opportunity for Philips in favour of “buy” leveraging RPH’s clinical quality and innovation track record
- Other life sciences companies seem to be taking the same view
- This may be as much about Engineering and Physical Sciences as Clinical Sciences and Clinical Excellence
- There is a health business transformation – from goods to services
- If this is successful Philips will want to extend its Cambridge partnerships

