

Accessing the NHS

Our Challenges and Learnings

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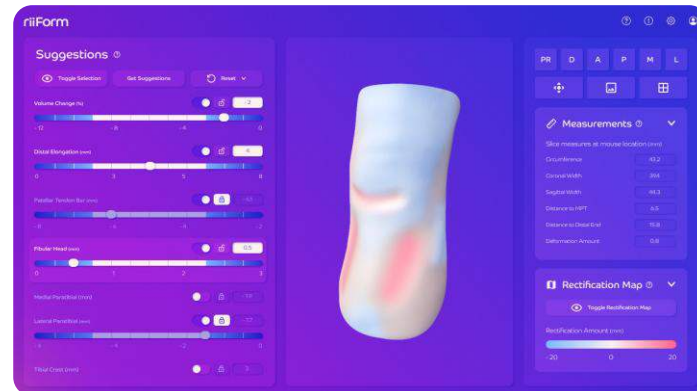
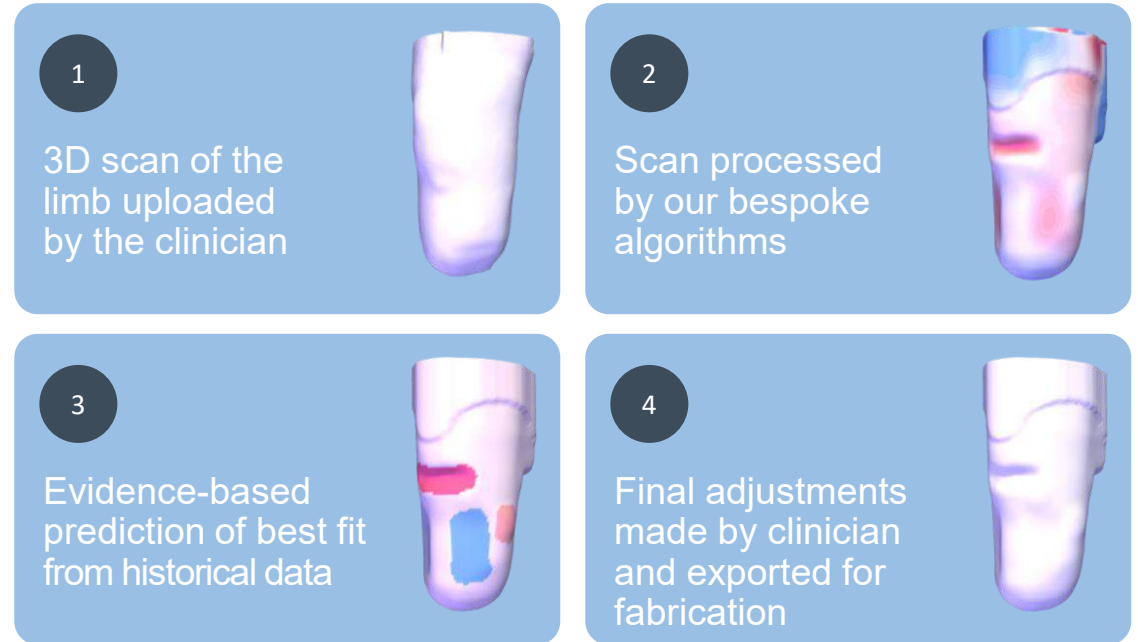
*Accelerating the deployment of new MSK technologies
into the NHS, 24th June 2025*



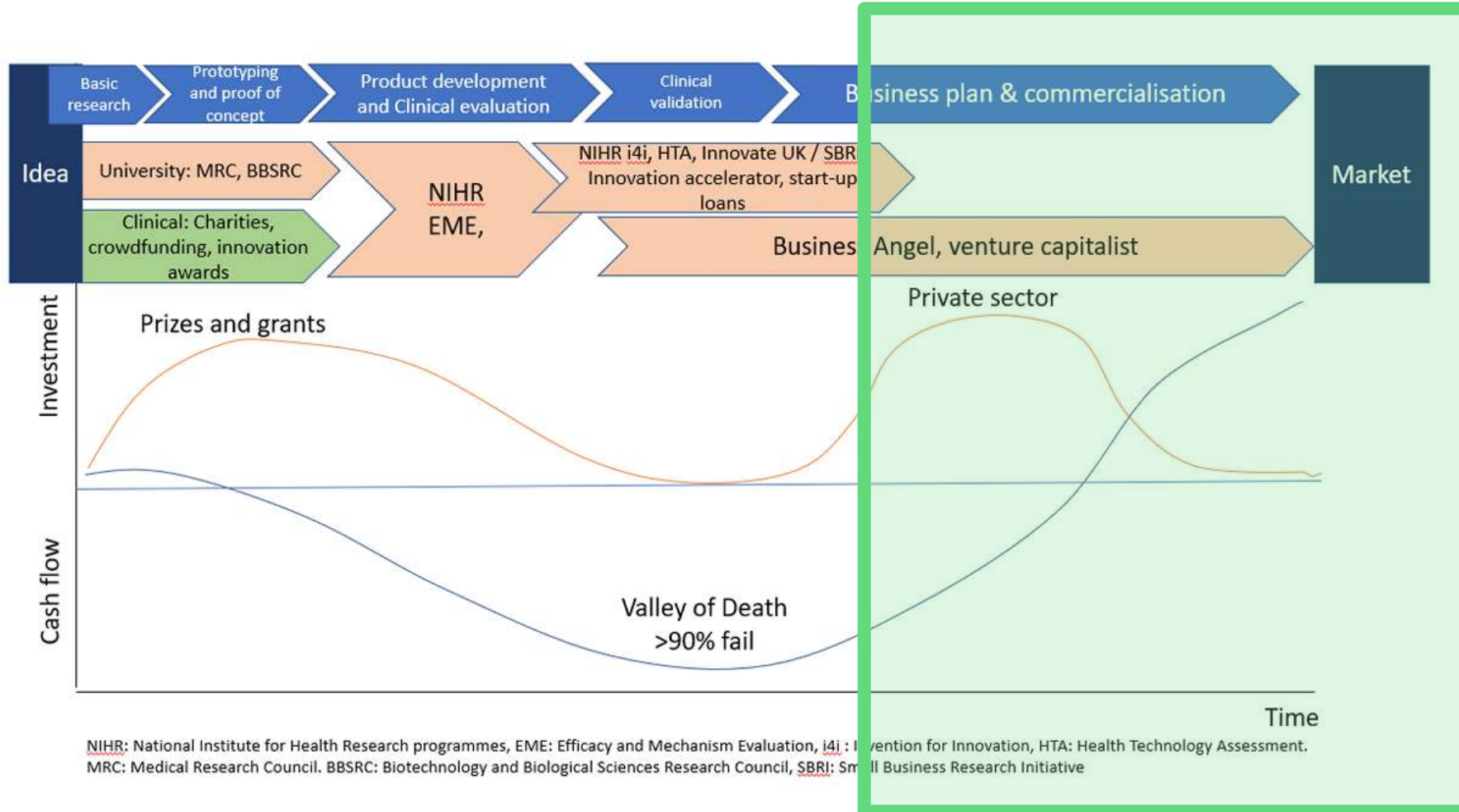
Background to Radii Devices



- Spin-out from University of Southampton
- Supported by ORUK Ronald Furlong Fund in 2022 to support our Innovate UK project and Clinical Trial
- Use software, machine learning, data, and 3D scanning to support and improve the fitting of custom-medical devices
- Primary focus on prosthetic socket fitting for people with amputation
- ISO13485 Certified and FDA-registered

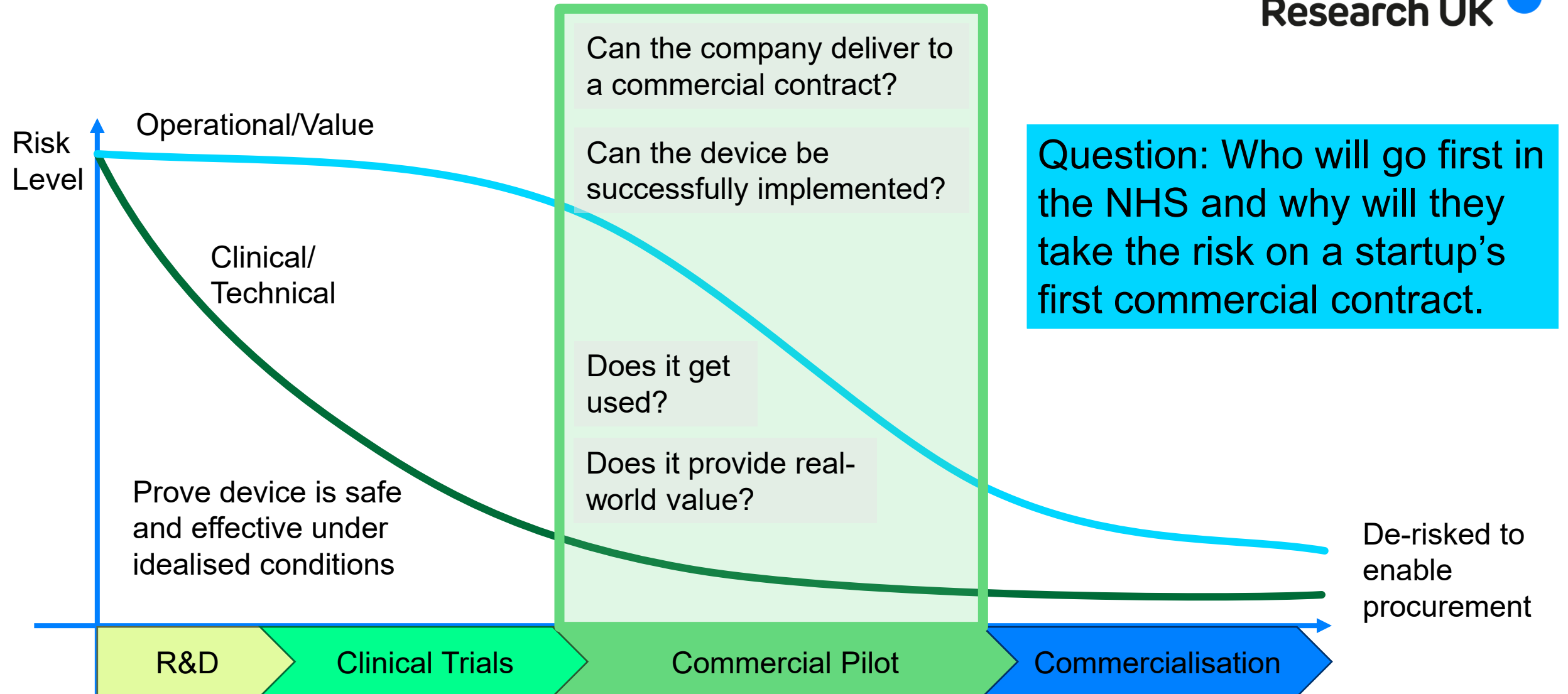


The real 'valley of death'



- Typical 'Valley of Death' chart shown when discussing medical implementation
- Significant lack of focus and oversimplification in commercialisation and revenue generation
- Angels and VC often want to see **commercial traction** before investing
- No mention of operational ability or value to the healthcare system

Who will go first?



Our Solution: Commercial Traction in USA

- Worked on building network in USA from start of Radii, leading to being included on contract with US Department of Veteran Affairs.
- This is a **commercial contract** to implement a data-driven digital workflow in VA.
- Potential to provide licenses to ~550 clinicians across the network
- Has de-risked our:
 - Operational Delivery
 - Commercial Value
- Whilst our story is exceptional to focus on USA is not.



VA Puget Sound Veteran receives first personalized 3D printed prosthetic socket



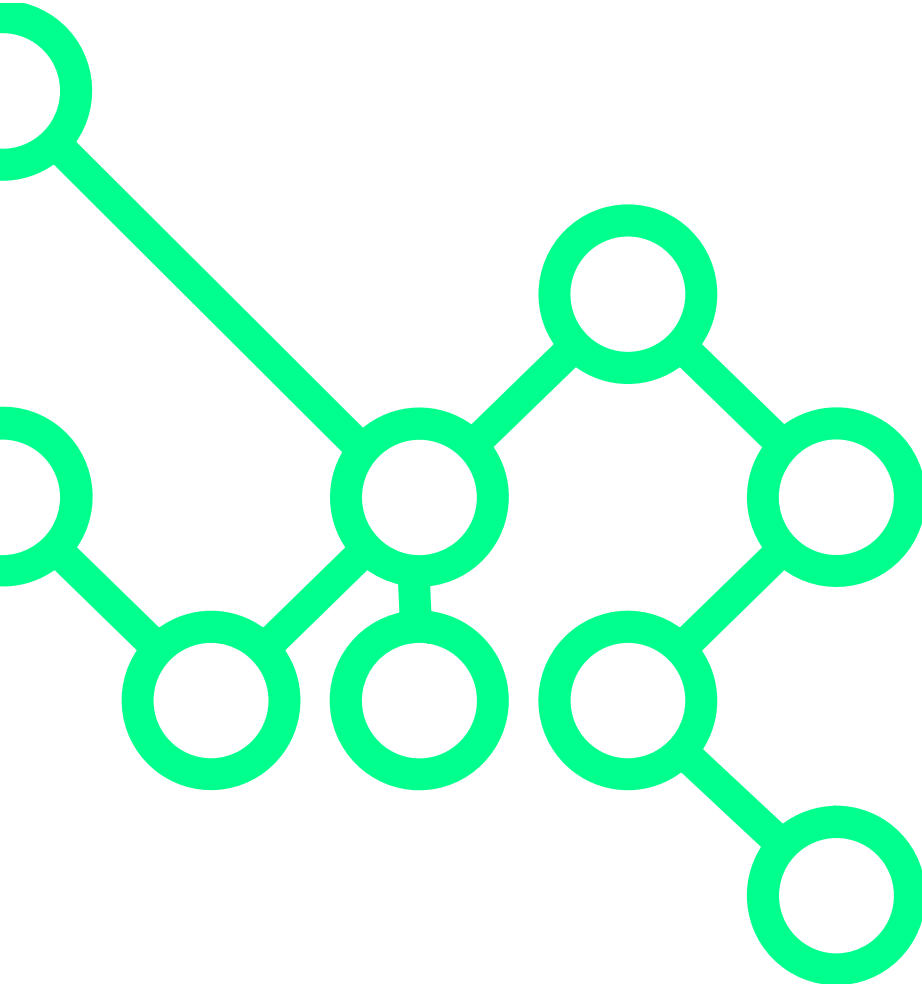
Retired Air Force Staff Sgt. William Stuart is first Veteran to receive a revolutionary 3D printed prosthetic socket fabricated using an entirely VA integrated workflow. (Photo by VA Puget Sound Photographer Oscar Valenzuela)



Learnings for Startups



- NHS is an incredible place for funded research
- But implementation is harder than research
 - Funding and Risk Sharing (no funding for commercial pilots)
 - Clinical time
 - Approvals
 - Commercial validation
- Startups need **preliminary revenue** to survive the valley of death and raise the requisite private capital
- NHS access is a bonus, not a strategy
- Startups must create an internationalisation strategy from Day One



Thank you

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