

Industry Forum May Newsletter

Lessons from the pandemic

It's not just children who are home schooling and learning new lessons now! Many of us are locked down in our homes during the Covid 19 crisis and are learning to take nothing for granted. Already we know that there will be no V-shaped recovery and governments have found a magic money tree. Furthermore, yesterday's threatening digital technologies are now saving lives by enabling (some of us) to work together safely, productively, and remotely.

Incentivising Innovation in Life Sciences



Working with Industry Forum member, leading law firm Pinsent Masons, our first online Forum meeting addressed the highly topical subject of 'Incentivising Innovation in Life Sciences'. Daniel Zeichner MP, Chair of the All-Party Parliamentary Group for Life Sciences kicked off the meeting and David Rosenberg, retired GSK Vice-President for Intellectual Property policy responded. The meeting was moderated by Nicole Jadeja, a life sciences partner in Pinsent Masons.

Representatives of many leading leading life sciences companies joined the meeting online. Ideas on improving IP laws were discussed as well as the lesson from the pandemic that coordinated international actions and investment are essential if the world is to prepare itself better for future

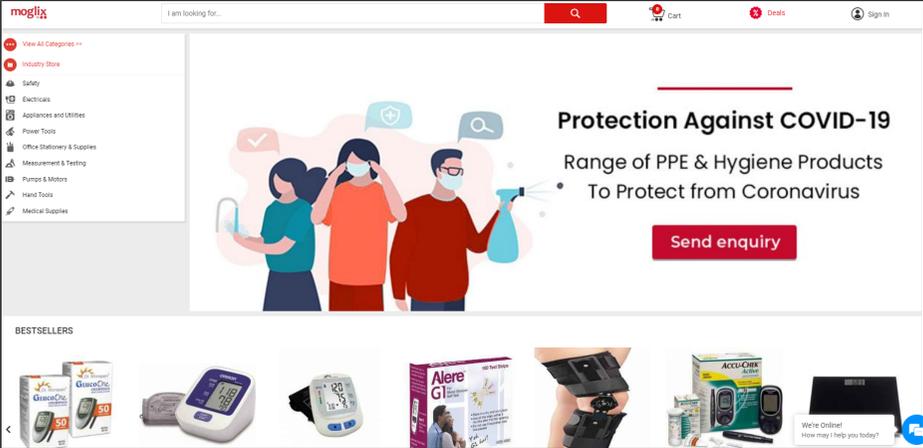
health emergencies. In Q&A the clear need for different funding and pricing models for different diseases and markets was discussed. The Industry Forum is researching this area for future meetings and would welcome industry input.

For the next few months we assume that Covid 19 will continue to dominate the agenda. All our meetings will be online and we are focussing on:

- **Lessons learned on managing procurement and supply chains** in an emergency
- **International trade issues:** Prospects for UK trade with the major economies particularly US/UK and German/UK trade.
- **Planning for an agile economic recovery:** The need for increased state involvement in planning and investment, the needs of damaged sectors such as travel and hospitality, and the opportunities to switch to renewable energy and supplement travel with online communications.
- **International policy issues** covering defence, climate change, health, security and food supplies, all of which are affected by Brexit and the pandemic, and will impact on business prospects.

With the flexibility of online working we can also cover other urgent topics and we will of course get back to our normal, wider range of topics as soon as possible. Meanwhile, if you have other suggestions or wish to discuss any of these topics, please contact us directly at info@industry-forum.org

Moglix joins the Industry Forum



The screenshot shows the Moglix website interface. At the top, there is a search bar with the text "I am looking for..." and a search icon. To the right of the search bar are icons for "Cart", "Deals", and "Sign in". Below the search bar is a navigation menu with categories: "View All Categories", "Industry Store", "Safety", "Electricals", "Appliances and Utilities", "Power Tools", "Office Stationery & Supplies", "Measurement & Testing", "Pumps & Motors", "Hand Tools", and "Medical Supplies". The main content area features a large banner titled "Protection Against COVID-19" with the subtitle "Range of PPE & Hygiene Products To Protect from Coronavirus" and a "Send enquiry" button. Below the banner is a "BESTSELLERS" section displaying various medical and hygiene products, including boxes of "GlucoseClic" and "Alera G1" test strips, a blood pressure monitor, a hand sanitizer dispenser, and a "WetCo Online" device.

We were delighted to welcome to the Forum as new members Moglix, a leading Indian procurement platform company, which is at the forefront of the global battle to get internationally sourced supplies to front line health and care workers fighting Covid 19. The company has recently started operations in the UK and has become the latest company to join the Industry Forum.

The tsunami of demand for medical supplies unleashed by the pandemic threatens long established

supply sources and channels that are now struggling to cope. The world has sufficient manufacturing capacity and capability to rise to this challenge, provided that people and logistics systems can adapt quickly. Existing suppliers need to be connected to new customers and new market entrants need to be connected to customers whose needs have outgrown their usual suppliers.

[Rahul Garg](#), the founder of Moglix, recently took time out to discuss with [Rod Dowler](#) key questions about using the Moglix platform to procure PPE supplies to combat Covid 19:

Q1: Rahul, how does a UK company such as a care home with urgent needs for PPE supplies contact a company like Moglix.

A: Any company urgently needing quality PPE supplies can reach out through our website: <https://www.moglix.com/covid-19-essentials> or by sending us an email on covid@moglix.com. We can provide PPEs such as masks, gloves, goggles, coveralls, face shields, etc. across the UK.

Q2: There have been press stories about testing kits delivered from Asia not working. How can this be avoided?

A: These are challenging times and spurious supplies are coming on to the market. However, it is not advisable to consider all supplies from Asian countries to be defective. The best way to avoid this is to work with a credible platform who can directly source from the brands, and verify that they have the right quality checks and safety procedures in place to ensure that only certified PPEs are supplied. Moglix has shipped over 2 million PPE items across the UK and Europe in the past 2 months.

Q3: In the current competitive market, is it possible to make sure that prices charged are the best available?

A: Well we are seeing that the prices are dynamic. As the supply chains are disrupted, manufacturers and suppliers are trying to find alternative supply sources. Given this situation most people are focusing on availability and quality rather than price. We have also seen that the established brands and marketplaces are charging fair prices to ensure demand and supply are matched. These are unprecedented times and normal market dynamics are disrupted. Usually Moglix is able to provide the most competitive price in the market since we have category experts in our team and access to a global supply chain network.

More about Moglix can be found at <https://business.moglix.com/> Enquiries for UK deliveries and UK sourced supplies can be sent to anil.kakaria@moglix.com

As always, please continue to send us your suggestions for issues, topics, and speakers: info@industry-forum.org

New member offer

We are keen to sign up new members to work with us and expand our meetings and research activities. For 2020, we are offering new joiners from May to September the benefit of starting their

annual renewal period on 1 October 2020. If you're not already a member and would like to help shape our agenda, host events, and receive invitations to all meetings, get in touch by email at info@industry-forum.org, or give us a call to find out more on 0207 434 0090.



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