

Project Reference

Canon Medical Arena

Commercial Advice



Project Description

Canon Medical has created a state-of-the-art medical, wellbeing, sports and events venue in the heart of Sheffield Olympic Legacy Park.

Opened in October 2023, The Canon Medical Arena is a unique catalyst for wellbeing and society, providing an affordable and accessible location for local people to participate in sports, engage in events and improve the overall accessibility of health within the community.

HTS was commissioned by Canon Medical Systems UK to conduct a 360° due diligence of a potential clinical service provider partner for Canon Medical Arena.



HTS' Role

Our work covered a detailed review of the potential provider's status, including its operational, clinical, regulatory, governance, commercial, business development and growth prospects.

Our output covering 11 workstreams was approved by Canon Medical Systems UK, European and Corporate Boards. This included:

1. Background and Current Status
2. Leadership & Staffing Levels
3. Business Operations
4. Clinical Operations
5. Quality, Regulatory and Compliance
6. Customers and Collaborators
7. Competition Landscape
8. Technology
9. Commercial and Business Development Potential
10. Legal
11. Commercial

"Over the recent years we have engaged Farhang and his HTS team on several important projects. They have always provided a valuable and professional service to our organisation.

In this assignment, their comprehensive due diligence provided us with the necessary assurance in selecting the suitable clinical partner for our new landmark facility."

Ian Watson

Director, Commercial Solutions, Canon Medical Systems Ltd

Outcome: Assurance on selection of the clinical partner at one of the most prestigious medical facilities in the UK.