



VitalCare UK

VitalCare UK, based in the Ongar Business Centre (OBC) at Ongar, is a prominent manufacturer of consumable medical devices, working in collaboration with major players in the market. They specialise in the design and manufacture of single-use urology & diabetes care medical devices which include VitalCare branded diabetes care devices available in NHS hospitals.

VitalCare provides a complete service to its OEM (original equipment manufacturer) customers throughout all stages of the product lifecycle from design and development, to manufacturing. VitalCare works closely with both brand-owners and local production staff. This approach has led to the company developing an extensive portfolio of high-quality products for the Urology market creating solutions for some of Europe's largest and most successful healthcare companies. 90% of the company's customer base is other healthcare companies who have assigned VitalCare to be their OEM partner.

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"We operate as a seamless member of our customers' teams. Our collaborative model means we can deliver quality products on time and on spec, usually at a considerably lower unit and overall cost than in-house or other contract manufacturers. That helps to make our customers more competitive."

Lewis Calcutt
Managing Director
VitalCare



Operating Overseas from a UK base

VitalCare's UK base is at the Ongar Business Centre (OBC) in Ongar. The team there manages the sales and B2B distribution to customers in the UK, Europe, Middle East and USA. VitalCare have found that OBC provides a good base for running a collaborative operation.



"We don't need to be in China all the time. High speed digital-communications in the Centre mean that we can maintain regular contact with the local team via email or videoconferencing. If necessary, we visit the country to meet the team or show customers our facilities."

Lewis Calcott
Managing Director
VitalCare



In 2014 VitalCare opened a factory in Jiangsu Province allowing them to continue to utilise not only the numerous local raw material suppliers, but also to grow their small Chinese team located there. The company now has a team of around 55 based in China to run the production facility and manage quality from the local supply chain. The factory is based within an economic development zone that has successfully attracted medical companies with the aim of creating a progressive environment for high end manufacturers.



"Our customers can take advantage of the low overheads and extensive manufacturing facilities in China. We reduce the risk by controlling operations on the spot. Customers can incorporate those products in their own range, confident that they can offer competitive prices while maintaining the quality that is essential to meet the requirements of a highly regulated healthcare industry."

Lewis Calcott
Managing Director
VitalCare



Benefits of based at the Ongar Business Centre

OBC provides a convenient, flexible base for VitalCare to operate its international business. Additionally, OBC is a secure, accessible building with a range of features to suit the differing needs of individual companies.



"It offers great flexibility. We can work at any time of the day or night to deal with urgent issues or meet across time zones. There are no long-term contracts and, if we need to move to larger facilities, we can do that within the Centre without the hassle of relocation."

Lewis Calcott
Managing Director
VitalCare



About the Ongar Business Centre

The Ongar Business Centre (OBC) is a business incubation space in Ongar. It offers a range of accessible office spaces and conference rooms to provide supportive and conducive environments for start-ups and early stage businesses growing their businesses.

Hundreds of individuals, start-ups and early-stage businesses have taken their first steps on the road to success at OBC. The Ongar Business Centre aims to support and promote entrepreneurship,

particularly with companies who incorporate elements of innovation in their business.

See [here](#) for more information on VitalCare.

Contact us

MEET THE EXPERTS

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