

Business

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Lisburn firm wins new contract in Middle East

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A LISBURN-based medical equipment company has won a significant contract in the Middle East.

G-Care is to supply its vital signs monitors to a major medical supplies business in Kuwait that services the country's hospitals and clinics.

The Co Antrim company scooped the contract after following up an initial contact with Warba Medical of Kuwait at last year's Medica exhibition in Dusseldorf for the global healthcare industry and pursued it further at the recent Arab Health show in Dubai.

G-Care took part in Invest NI's representation at both events and was also advised by the agency's team in the Gulf.

G-Care, a wholly-owned subsidiary of Marturion, a specialist in the design and provision of outsourced electronics also based in Lisburn, manufactures blood pressure monitors for hospitals and health clinics.

The company's success was announced as a 17-strong group of Northern Ireland companies arrived in Abu Dhabi at the start of a week-long Invest NI mission that will also include business meetings in Qatar and Kuwait.

Dr Andy Barr, G-Care's Chief Executive, said: "The new business strengthens our position in the Gulf, now one of our most significant international markets. It's also a region in which most nations are investing extensively in medical services including the purchase of state-of-the-art equipment.

"Warba is a substantial company with extensive business in the healthcare sectors in Kuwait and



Dr Vicky Kell, Invest NI Director of Trade, with Dr Andy Barr, G-Care's Chief Executive, with one of G-Care's vital signs monitors

PICTURE: Darren Kidd/Press Eye

across the Gulf Cooperation Council markets including the United Arab Emirates and Bahrain. Our success there is based on our standing as a UK designer and manufacturer of vital signs monitors."

The Marturion business, including G-Care, employs over 30 people and was formed by Dr Barr in 2001.

Welcoming G-Care's new business in the Gulf, Dr Vicky Kell, Invest NI Trade Director, said: "This is a very

encouraging development for this ambitious and quality conscious company. It is using our trade programme strategically to build business in a very dynamic marketplace and is well-positioned for further growth.

"Over the past year, we've seen many smaller companies in medical technology and other high-tech industries achieving great success in the Gulf region.

"Our participation at international

health exhibitions such as Medica and Arab Health is designed to enable companies to assess trends in the global healthcare industry and to meet both existing and potential customers from around the world. Marturion / G-Care have developed an impressive portfolio of products that add significant value for customers in terms of the functions they offer and in their cost competitiveness."