



**UMBRA MEDICAL**

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CHI SIAMO

**Umbra Medical Italy** is a national company operating in the medical sector, with a strong focus on surgical procedures and cardiovascular care. Drawing inspiration and expertise from over 40 years of experience in the industry, gained through one of the leading companies in this field, Umbra Medical Italy has built a solid foundation of knowledge and innovation.

Today, Umbra Medical Italy boasts a well-structured network of distributors and agents across the national territory, ensuring widespread coverage and direct market engagement. The company's commercial division is composed of: a Sales Director, an Area Manager, a product specialist. Additionally, the company is supported by an efficient and well-organized internal structure that ensures swift and effective responses to the needs of final customers. This internal organization includes customer service, logistics, and administrative departments, all working in synergy to provide high-quality support and optimize operational efficiency.

With a strong heritage of industry expertise and a dynamic, customer-oriented approach, Umbra Medical Italy is committed to delivering excellence in the medical field and strengthening its position as a trusted partner in the surgical and cardiovascular sectors.



VISION E MISSION

Umbra Medical Italy stands as a prominent player in the healthcare sector, focusing specifically on providing high-quality solutions for surgical procedures across Italy. With a comprehensive presence in the fields of surgery, gynecology, and urology, Umbra Medical Italy offers a wide array of specialized products designed to meet the needs of these medical disciplines. It is also focused in the management of difficult wounds through advanced dressings and negative pressure devices. The company's extensive product line addresses the specific requirements of surgeons and medical professionals, ensuring high standards of safety, efficiency, and innovation. By focusing on these critical areas, Umbra Medical Italy aims to support improved outcomes and enhance patient care throughout Italy's healthcare landscape.



**Umbra Medical Italy** aims at maximum efficiency of the service in order to best support the end customer, through a branched sales network throughout the national territory, aimed at both public and private healthcare, with numerous specialists involved: general surgery, vascular surgery, interventional radiology, hemodynamics, plastic and reconstructive surgery, orthopedics, cardiac surgery, gynecology, urology, vulnology outpatient clinics, geriatrics departments, basic health districts



The organizational structure of **Umbra Medical Italy**, in the headquarters of Chieti and in the registered office in Frascati (Rome), is made up of the management area, the commercial management, the marketing managing, the customer service, the tender office, the administrative offices and from logistics. The Umbra Medical Italy sales network is spread over 20 Italian regions with agents and distributors capable of providing accurate, valid and timely support towards the end customer. Its specialized team ensures continuous assistance in hospitals, nursing homes, outpatient clinics and polyclinics, universities, rehabilitation centers and research institutes. This is because Umbra Medical Italy devotes the utmost attention to each of its customers, supporting them thanks to its highly qualified staff both in the after-sales service and in the training and refresher courses.

Umbra Medical Italy is a constantly evolving reality, which anticipates change by intercepting its opportunities, which follows the path of research and innovation and which believes in the value of continuous training of its human resources and commercial partners.



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