



UMBRA MEDICAL
I T A L Y

COMPANY PROFILE 2026

Technologies for surgery and vascular intervention

Distribution of highly specialised medical devices
for the Italian public and private healthcare system

A young structure, forty years of expertise

Umbra Medical Italy was founded in 2018 to bring surgical and vascular technologies of international standing to the Italian healthcare system, combining the speed of a lean organisation with the depth of a management team shaped by four decades in the field.

We distribute medical devices and equipment for surgery, vascular and endovascular intervention, urology, gynaecology and the management of difficult wounds. We select manufacturers one by one, assessing clinical quality, regulatory documentation and supply chain reliability, and represent them in Italy through a dedicated structure: tender office, order desk, customer service, logistics and training.

Our registered and executive office is in Frascati, on the outskirts of Rome. Our operational site and warehouse are in Chieti, in the Abruzzo region, ensuring immediate product availability and delivery times compatible with operating theatre scheduling.

In 2025 the company doubled its revenue over the previous financial year, while strengthening its internal organisation and broadening its product portfolio. That trajectory continued in 2026 with exclusive Italian distribution rights for the vascular and endovascular line of Meril Life Sciences.

2018

YEAR
FOUNDED

20

ITALIAN REGIONS
COVERED

2

SITES
FRASCATI AND CHIETI

×2

2025 REVENUE
OVER 2024

Where we operate

The portfolio is built around procedures rather than catalogues: every line answers a specific clinical need and is introduced into the department with in-theatre support and staff training. Our commercial network covers twenty Italian regions and serves hospital trusts, local health authorities, research hospitals, university teaching hospitals, accredited clinics and private facilities.

SPECIALTIES SERVED	PRODUCT LINES
General surgery	Ultrasonic surgical systems
Vascular surgery	Linear and circular mechanical staplers
Interventional radiology	Single-use laparoscopic instruments
Haemodynamics	Single-use endoscopes
Cardiac surgery	Vascular and endovascular devices
Plastic and reconstructive surgery	Haemodynamics consumables
Orthopaedics	Single-use urology and gynaecology devices
Gynaecology	Haemostatic powders and agents
Urology	Negative pressure wound therapy
Wound care clinics	Advanced wound dressings
Geriatrics	
Primary care districts	

Exclusive distribution for Italy

Exclusive agreements commit Umbra Medical Italy to representing the manufacturer across the entire national territory, and to providing commercial coverage, clinical support and management of public tender procedures.

Ezisurg Medical

SHANGHAI, CHINA • SINCE 2011

A specialist in minimally invasive surgery solutions: endoscopic linear and circular staplers, energy sealing and dissecting platforms, and the easyUS™ ultrasonic surgical system. CE and FDA marked products, used in more than a thousand hospitals. The partnership with Umbra Medical Italy was presented at the ACOI national congress.

Meril Life Sciences

VAPI, INDIA • SINCE 2006

A medical device multinational with revenue above one billion, present in more than a hundred countries, with a portfolio spanning vascular intervention, orthopaedics, diagnostics and endo-surgery. In 2026 Umbra Medical Italy signed exclusive Italian distribution rights for the vascular and endovascular line, aimed at haemodynamics and vascular surgery.

VMed

ITALY

Endoscopic line for urology: flexible cystoscopes and ureterorenoscopes for diagnostic and operative endourology procedures in the hospital setting.

Shanghai INT Medical Instruments

SHANGHAI, CHINA • SINCE 2006

A Chinese manufacturer of cardiovascular interventional devices, listed on the main board of the Hong Kong Stock Exchange (code 1501). It controls the full industrial chain — tooling, R&D, equipment development and sterilisation — holds ISO 13485, CE and FDA certification and exports to over seventy countries.

Non-exclusive distribution

Agreements that broaden the offering in specific segments and make it possible to assemble complete solutions for the department.

Ackermann Instrumente

RIETHEIM-WEILHEIM, GERMANY • SINCE 1954

A German family-owned manufacturer in the Tuttlingen cluster, with more than 20,000 references: endoscopic and laparoscopic instruments, ligation systems, trocars, electrodes, surgical generators and the integrated Fusion platform for the operating theatre.

Innolcon Medical

SUZHOU, CHINA • SINCE 2014

Founded by specialists returning from abroad, with laboratories in California as well, the company is dedicated to high-end ultrasonic surgical systems. Innolcon scalpels seal vessels up to 5 mm and are used in more than sixty countries, Italy included.

Shunmei Medical

SHENZHEN, CHINA • SINCE 2009

Consumables for vascular intervention and anaesthesia: PCI line, central venous catheters, single-use pressure transducers, angiographic syringes and nitinol guidewires. Production sites in China, Turkey and Germany; presence in over 150 countries.

RedPine Medical

GUANGZHOU, CHINA • SINCE 2015

Integrated single-use endoscopy — urology, gynaecology, ENT, pulmonology, gastroenterology — with proprietary image processors and algorithms that approach the performance of reusable endoscopes while removing the risk of cross-contamination.

MedConsulting

ITALY

Consumable medical devices for hospital supply, sourced on the market and distributed to complete the main lines: single-use material for routine use in the operating theatre and on the ward.

The service that makes the difference

In a market dominated by central purchasing bodies and centralised tenders, the catalogue is not what sets suppliers apart. Response times, documentary rigour and presence on the ward are. Umbra Medical Italy is built around exactly that.

Tender office

A dedicated function for public procurement: analysis of tender specifications, preparation of administrative and technical documentation, management of deadlines and renewals, and liaison with regional central purchasing bodies.

Order desk

A single point of contact for order entry and progress: confirmation of codes and quantities, verification of contractual terms, communication of delivery dates and handling of reminders, returns and credit notes.

Logistics and warehouse

Company-owned warehouse in Chieti, with stock calibrated on scheduled procedures and batch and expiry management compliant with the traceability requirements of EU Regulation 2017/745.

Clinical support in theatre

Support to clinicians during first applications, with staff trained on the individual device. This is the stage that determines whether a technology is genuinely adopted, and we do not delegate it.

Training and education

Courses and update sessions for surgeons, theatre staff and procurement teams, organised together with our manufacturing partners and around sector congresses.

Commercial network

Agents and distributors across twenty Italian regions, coordinated by the CEO, covering hospitals, clinics, outpatient facilities, university teaching hospitals, rehabilitation centres and research institutes.

CONTACT

Let's talk.

For commercial enquiries, product evaluations,
distribution partnerships or tender documentation.

REGISTERED AND EXECUTIVE OFFICE

Via di Grotte Portella, 6/8
00044 Frascati (Rome) • Italy

PHONE

+39 06 59871425

OPERATIONS AND WAREHOUSE

Via E. Piaggio, 27/A
66100 Chieti • Italy

E-MAIL AND WEB

info@umbramedicalitaly.it
www.umbramedicalitaly.it

COMPANY DETAILS

Umbra Medical Italy S.r.l. • VAT and Tax ID 14926051005
Rome Companies Register REA RM 1556198