

Business of the Year (under 50 employees) judged and sponsored by



Medical supplier thrilled by victory

BY JANET BEW

COMPETING against the big boys and coming out on top is no mean feat.

Family-run Full Support Healthcare started in 2002 and has already become a leading medical supplier to clients both in the UK and overseas, despite its relatively small size.

It puts its success down to never losing sight of its core values of cost control, quality and expertise, values that have allowed it to prosper and will help it expand in the future.

The firm, which is based in Wellingborough, takes full advantage of its size, which makes it nimble enough to respond to changes in the market quickly and alter direction if necessary. It also allows Full Support Healthcare to get to know its customers and their needs so they are not given a "one size fits all" service.

Everyone at Full Support Healthcare is an admirer of the

NHS and is proud to offer real value to this great British institution, something that impressed the judges.

The company was also the runner-up in the Community Investment Award, making it a good evening for everyone connected with them.

Chief executive officer Sarah Stoute said: "We were thrilled to be the runner-up in the Northamptonshire Community Investment Award and win the Best Business Award for 2011.

"After moving the family business to Northamptonshire in 2009 we have gone from strength to strength. Full Support Healthcare is a fast moving business committed to offering excellence in customer service, savings for the NHS and a range of innovative products.

"Our fantastic team and loyal customers are at the heart of our business and we continue to value their importance."

For more details go to www.fullsupporthealthcare.com or call 01933 672180.



■ WINNERS – medical suppliers Full Support Healthcare of Wellingborough
ET picture by Jamie Lorrinan: 17-11-11-JL-1-32

Judges' view

Full Support Healthcare is committed to the supply of excellent-quality competitively-priced single-use surgical and medical equipment. It aims to offer a first-class service as well as employing and investing in the best people within the healthcare industry.

Five years ago the NHS was paying more than it should for surgical single-use products and Full Support Healthcare delivered real savings to the public purse.

Its vision – to provide quality products while helping customers achieve significant savings – has been realised and it is now building on this success by applying the same quality/price ethos to other surgical and medical products.

Their potential is incredible, but they will never lose sight of their core beliefs – quality and expertise.

Runners-up Mosaic prints drip mats/cartons.

Through investment in new machinery, IT and software, it has seen an increase in staffing levels, an increase in turnover and – given the current economic gloom, – trades very successfully.

Mosaic has become the leading UK manufacturer of beer mats.



■ RUNNERS-UP – Mosaic Board Printers
17-11-11-JL-1-30



WINNER
Business of the Year 2011
under 50 employees

Full Support
HEALTHCARE

SURGICAL & MEDICAL EQUIPMENT

HOW A DYNAMIC, FAMILY RUN BUSINESS FROM WELLINGBOROUGH ARE SHOWING THE BIG BOYS HOW IT'S DONE!

Now going into our 9th year of trading our dynamic and growing company is certainly getting people to stand up and take notice. Being named the 'Best Business Under 50 Employees' by Northamptonshire Business Excellence is the most recent of our growing accreditations. Now one of the UK's leading suppliers of surgical gowns and drapes, we have established ourselves as *the* up and coming business in Northamptonshire. Our streamlined business model has helped to save the NHS thousands of pounds which, coupled with our world-class on-going support and service, has been a key recipe for success.

A COMPANY THAT CARES...

Not only have we shown that we are good at what we do, we have also shown that we're a company that cares too! Our support for charities and the local community include:

- Donating profits of our THINK PINK surgical gown range to breast cancer charities.
- Supporting local education via the Young Enterprise Scheme and offering work experience.
- Offering business advice and support to local entrepreneurs and start-up companies.
- Donating much needed medical supplies to Mercy Ships & Merlin for their overseas humanitarian work.

TO INFINITY, AND BEYOND!

- We're currently recruiting various positions, see our vacancies at www.fullsupporthealthcare.com/about/careers
- We've got a new production facility in place - We're expanding into new markets and will be recruiting clean room operatives in 2012.
- Our CEO, Sarah Stoute has recently been interviewed on BBC Radio Northants.
- We're now established as the UK's leading supplier of surgical gowns via the NHS national framework.

Full Support Healthcare is a rapidly growing company with BIG PLANS, we believe we've got something special - an independent, family-run UK business competing with multi-billion pound global corporations with a vision of bringing quality products to our customers at reasonable prices.

The sweet taste of success we've had so far, has only made us hungry for more. As Northamptonshire's rising star, it's safe to say, we're here to stay.



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