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## Accelerator Case Study

Pennine Healthcare

Pennine 



**Sector:** Manufacturing    **Location:** Derby    **Size:** Medium    **Turnover:** £36.5m

### About the business

**Pennine Healthcare** specialises in the manufacture and distribution of a wide range of single-use sterile and non-sterile Ward & Theatre Consumables and Custom Procedure Packs, supplying essential products to hospitals and healthcare professionals.

From its purpose built 100,000 sq. ft. facility in Derby this employee-owned business has 180 staff and distributes to over 50 countries worldwide serving healthcare providers in Europe, the Middle East, Asia and beyond.

Over the years, Pennine Healthcare has also expanded to include commercial partnerships for Medical Device Packaging, Procedure Kit Packaging and UK Contract Manufacturing.

**CLAIRE WARD**  
MAYOR OF THE  
EAST MIDLANDS



East Midlands  
Combined County  
Authority

east  
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### Challenges faced

Over recent years, Pennine Healthcare has had to navigate a series of unprecedented challenges. First came Brexit which disrupted established supply chains and created uncertainty around access to materials and trading relationships with European partners. Ensuring continuity of supply for customers, particularly within the healthcare sector, became a critical priority.

This was followed by Covid19 and being a supplier to the NHS, it had to respond rapidly through scaling up production of essential items and adapting to new working conditions while keeping its staff safe.

In addition, Pennine Healthcare faced more rigorous compliance from the introduction of the EU Medical Device Regulation (MDR), becoming one of the first companies in the UK to achieve accreditation.

On top of this was the unstable wider economic conditions in the UK with rising inflation, increasing energy cost and regulations, putting added pressure on its ability to remain competitive and efficient, here and overseas.

### Solution - Support Given

For a number of years Pennine Healthcare has been an active member of the East Midlands Manufacturing Network (EMMN) managed by East Midlands Chamber. Head of Operations and External Partnerships, Richard Cohen and Strategy, Marketing & Communications Director, Dan Wilson joined the network in 2023 and have found real value in being part of a community of like-minded manufacturers. [Read more](#).

Through regular attendance at EMMN meetings the business has been able to learn about and take advantage of the latest business support and funding opportunities available.

Chamber advisers have helped Pennine Healthcare successfully apply for a business grant from Derby City Council, benefit from a free energy audit and attend a variety of workshops and events. This includes the Toyota Energy Reduction Workshop which enabled Richard to observe Toyota Motor Manufacturing UK's energy improvement solutions and tour its Burnaston plant.

More recently, Richard has been working with Chamber Business Adviser, Sonny Lakhani and the Accelerator project. With guidance on the application from Sonny, Pennine successfully secured an £8,000 Export Accelerator grant which has supported two initiatives to increase its international customer base for critical care and PVC alternatives.



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This includes a visit to India to assess and engage with potential suppliers whose capabilities align with its critical care product range. Also, attendance at the Arab Health Conference in Dubai - one of the largest global healthcare exhibitions - to meet with a prospective distributor for the Saudi Arabian market. This engagement is part of its strategic plan to launch its critical care packs in the Gulf region, where demand for high-quality, UK-manufactured medical products is growing.

Other support includes a £2,000 training bursary towards the cost of two places on the Chamber's Five-Day Director Development course for Richard and CEO Graham Cameron. This will help them update skills and practical knowledge which can be immediately applied to streamline workflows, reduce inefficiencies and enhance operational performance.

## Impact - The Difference it's Made

In terms of the energy audit, this raised awareness of the potential areas Pennine Healthcare could improve on which resulted in two larger projects being undertaken. As the qualified black belt in continuous improvement, Richard facilitated the projects looking into AHU (air handling unit) efficiency which has seen an improvement of circa £60,000 to Pennine's electricity bill per year. Richard also led the project that looked at compressed air efficiency which also saved circa £15,000.

## A word from the business:

*"A big thank you to East Midlands Chamber for the continued support, and in particular the grant to attend WHX Dubai 2026. It was a fantastic show, where we had positive conversations with existing customers and explored new opportunities with potential partners and new markets."*

**Richard Cohen**, Head of Operations and External Partnerships

## Accelerator has provided:

- 1 to 1 Advice
- Energy Audit
- Export Accelerator
- Training Bursary
- EMMN

## Impact to business:

- Upskilling workforce
- New Market Entry
- Reduced Energy Costs
- Job Creation
- Adopted New Products
- Improved Processes
- Increased Efficiencies

*This project is funded by the UK Government through the UK Shared Prosperity Fund and delivered by East Midlands Chamber.*