

LABORATORY EQUIPMENT AND CONSUMABLES

OMB company was founded in 1991. Since 1993 it has been supplying to the Russian market medical equipment and consumables of the world's leading manufacturers.

The company's network of its own representative offices and regional distributors covers the whole territory of Russia.

We came into the market of Kazakhstan in 2014.

MISSION

We are striving to form a civilized approach to one's health for each person via constantly expanding and deepening one's knowledge and understanding in the field of health care.

STRATEGY

The main task of OMB is to ensure the possibility to provide high-quality medical services. We strive to undertake all issues of equipping with modern instruments and consumables, as well as to organize their supply accurately so that our customers being able to focus on diagnostic problems and treatments of patients exclusively.

VALUES

RESPONSIBILITY AND MUTUAL ASSISTANCE

We are stand together team and weall are responsible for individual and team results.

FOCUS ON THE FLOW OF EFFECTIVE ACTION

Together we create a plan which will lead the company and its clients to the desired result.

CONSTANT DEVELOPMENT AND ACQUISITION OF NEW KNOWLEDGE

We are constantly in search of new knowledge and opportunities and are happy to share them.

COURAGE AND POSITIVE VIEW

We are always positive and do not fear any changes in the world or in ourselves.

COMMITMENT

We believe in our longterm goals and know that they are the result of our today's actions.

CUSTOMER-ORIENTED APPROACH

We build up partner relations with all our clients, treat each issue and needs individually.

THE MAIN AREAS OF OUR PRODUCT PORTFOLIO

PREANALYTICAL STAGE

SYSTEMS FOR COLLECTION, STORING AND TRANSPORTATION OF BIOMATERIALS

- Venous blood collection systems
- Capillary blood collection systems
- Urine collection systems
- Automatic sorting system
- Bioscience

Greiner Bio-One GmbH, GRANAT BIO TECH LLC, Disera Tibbi Malzeme Lojistik Sanayi ve Ticaret A.Ş., SARSTEDT LLC, Tarsons Products Limited, Guangzhou Improve Medical Instruments Co., Gelecek Medikal

LABORATORY INFORMATION SYSTEM

Infomed RUS, Russia

MEDICATION DISPENSING AND AUTOMATION SYSTEMS

TRIATECH TIBBI SISTEMLER SANAYI VE TICARET ANONIM SİRKETİ

ANALYTICAL STAGE

IMMUNOCHEMISTRY

Siemens Healthineers, Snibe Co., Ltd, Maccura Medical Instrument Co., Ltd.

ENZYME-LINKED IMMUNOSORBENT ASSAY

bioMérieux SA

HEMATOLOGY

Sysmex Corporation, Shenzhen Dymind Biotechnology Co., Ltd, Siemens Healthineers, DIESSE DIAGNOSTICA SENESE S.p.A., Erba Lachema s.r.o., Alifax

HEMOSTASIS

Sysmex Corporation, Siemens Healthineers, Beijing Succeeder Technology Inc., SPD RENAM

URINALYSIS

Sysmex Corporation, Analyticon Biotechnologies GmbH, Siemens Healthineers, Erba Lachema s.r.o.

DIAGNOSIS OF MEDICAL EMERGENCY

Siemens Healthineers, EDAN Electronics Inc.

BIOCHEMISTRY

Vital Scientific B.V., Siemens Healthineers, Erba Lachema s.r.o.

MICROBIOLOGY

bioMérieux SA, BIO-RAD Laboratories

DIAGNOSIS OF DIABETES MELLITUS

Shenzhen Lifotronic Technology Co., Ltd

COMPLETE SERVICE

WE HAVE EVERYTHING FIGURED OUT AND CREATED COMPLETE SERVICE FOR OUR CLIENTS AND PARTNERS



SLA

Service Level Agreement (SLA) is an agreement between OMB and the customer on the list, terms and scope of services provided. Batch purchase of services is much more profitable than purchase of them separately. This approach optimizes the costs of the laboratory and increases its competitiveness.



OWA

The Remote Purchasing Management System simplifies the process of ordering and controlling the supply of products for modern laboratory and diagnostic research. The Service enables you to track orders and shipments, stock status in real time, upload consolidated reports and verification certificates, and any other transaction documents.



TECHNICAL SUPPORT

To make work with equipment and reagents as comfortable and efficient as possible, OMB provides its customers with a service of free technical hotline 8 (800) 250-81-25 and Telegram chatbot.

For OMB clients this service is available
Mon-Thu 04:00 am–06:00 pm;
Fri 04:00 am–05:00 pm
Sat-Sun 07:00 am–06:00 pm GMT+3.



ENGINEERING SERVICE

We are the authorized service center of laboratory equipment of leading manufacturers: Siemens Healthineers, Sysmex Corporation, Vital Scientific B.V., Analyticon Biotechnologies GmbH, Snibe, ERBA, Lifotronic, Edan, Shenzhen Dymind Biotechnology Co., Ltd, Beijing Succeder Technology Inc.

Installation, commissioning of equipment, service warranty and post-warranty maintenance, software update are carried out by engineers of the company. All the spare parts required for repair are available in our own spare parts warehouse.



CONSIGNMENT STORAGE

It's another service solution for our customers. If the customer does not have the ability to keep the purchased item, we resolve this issue.

The purchased goods will be stored in strict compliance with the manufacturer's terms and conditions in the OMB warehouse. At the customer's request, the entire shipment or the required part is delivered promptly.



TRAINING

We are enhancing consciously and always ready to share knowledge and discoveries with our colleagues and partners. For this purpose, a training service in the field of laboratory technologies has been developed.

About 6,000 specialists become participants of our seminars, webinars, and master classes. We qualify how to work on equipment, tell about experience and achievements of foreign colleagues, as well as carry out training at the request of clients.

COMPLETE SERVICE



SELECTION OF THE EQUIPMENT

We select the equipment in any way convenient for the customer. Our manager can come to the laboratory and in personal communication will help to understand all nuances of equipment selection.

Every federal region of Russia has representative office of OMB. You can also select the equipment by phone +7 (495) 925 81 50 or by yourself on the www.omb.ru website.



LOGISTICS

You can always pick up products from our warehouse on your own, or by ordering delivery by OMB transport or any convenient transport company. In Moscow, delivery is carried out with unloading.

Thermolabile products with temperature conditions of +2°C - +8°C are packed into thermal container. During high temperature seasons, thermal containers are equipped with cold elements. We also form a cargo in pallets of individual shape with required dimensions.

COMPANY HISTORY



1991

OMB was registered
Moscow office was opened

1998–2006

20 employees worked in the company
St. Petersburg office was opened
The website of company was created

Analyticon Biotechnologies GmbH, Advanced Instruments, Andreas Hettich GmbH & Co. KG, Integra, NewDeal, Siemens Healthineers, Vital Scientific, Spiegelberg, FB Medical, CSZ, DPC

2011–2014

The restructuring of company was made
The tender monitoring system was put onto practice
Neurosurgery became the separate company
The representative offices of company were opened in Kazakhstan and Vladivostok. The company representatives started to work in Krasnoyarsk, Voronezh, Perm, Volgograd, Krasnodar, Stavropol and Tyumen

Sysmex Corporation, Infomed C.S, ГемаКор, BIO-RAD

OMB

2019–2020

The rebranding of company was carried out
Launched the transfer of clients to electronic document management
The service engineers started to work in Voronezh and Krasnoyarsk
Company representative started to work in Ryazan
Received a quality certificate GOST R ISO 9001-2015
The turnover in the company in 2020 exceeded 4 billion rubles
The company employs 217 people

Hanmi Pharm. Co

2023

Received an updated ISO 9001-2015 certificate for the Quality Management System
Beginning of official cooperation with suppliers from China and expansion of the company's portfolio with a new product line
Received awards: «Ambassador IMMULITE» Siemens Healthcare, «Good Start» Erba, «Best Distributor» Snibe
130 technical trainings on new products were completed for service department employees

Shenzhen Dymind Biotechnology Co., Ltd, Beijing Succeeder Technology Inc., Maccura Medical Instrument Co., Ltd., Guangzhou Improve Medical Instruments Co.

1994–1996

The warehouse and transport service started to work

Greiner Bio-One, Dispomed, Medicoplast, Redionics

2007–2010

The representative offices were opened in Ekaterinburg, Samara, Novosibirsk, Rostov-on-Don and Khabarovsk

Company had 115 employees

Department of business development was created

Mazor, Elitech Holding B.V.

2015–2018

New department of “Laboratory Engineering” was opened

The website of company was updated

The company representatives started to work in Barnaul, Vologda, Chelyabinsk, Saratov and Kaluga

200 employees worked in the company

bioMérieux SA, Thermo Fisher Scientific, Infomed Computer Services

2021–2022

Received the quality certificate GOST ISO 13485-2017

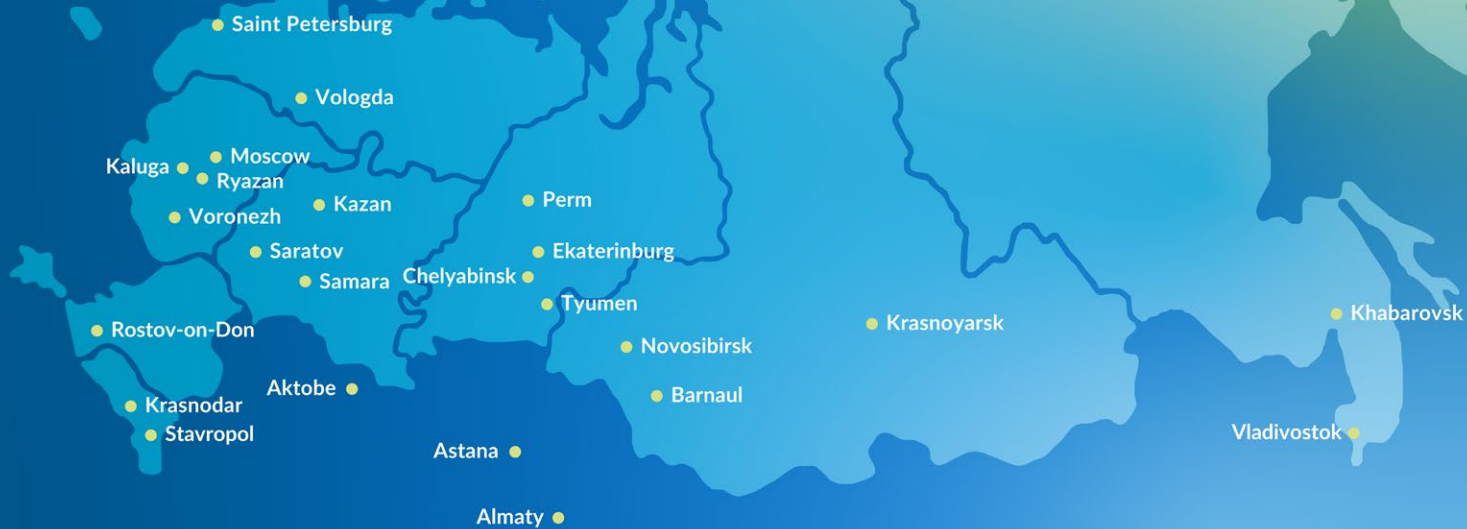
Company's 2021 turnover exceeded 5 billion rubles

Received the title of “Leader of Modernization” bioMérieux SA in 2021

The company entered the TOP 150 according to the results of the employer rating hh.ru

Received the title of “Partner of the Year” for sales of Siemens Healthineers in 2021 and 2022

GRANAT BIO TECH LLC, Erba Lachema s.r.o., Shenzhen Lifotronic Technology Co., Ltd, EDAN Electronics Inc, SPD RENAM, Diagnostic Grifols SA, Snibe Co., Ltd



WHY OMB?

EXTENSIVE EXPERIENCE IN THE MEDICAL MARKET

OMB has been working in the medical industry since 1991, constantly increasing sales volumes. Our customers appreciate the high quality of the delivered products, and suppliers trust OMB to represent their brands.

REPUTATION OF A RELIABLE AND COMPETENT COMPANY

Many years of partnership, some of which are extending more than 20 years, represent the respectability and reliability of the company. In addition, OMB's brand identity and its important advantage is a qualified team of like-minded people.

HIGH LEVEL OF SERVICE

Availability of in-house service desk, regional representative offices, qualified product specialists and customer support specialists helps the company to respond swiftly to our customers' requests and ensure uninterrupted and correct operation of their equipment

EXTENSIVE TERRITORIAL COVERAGE

There is a representative office of OMB and a network of distributors in each federal region of Russia.

We came into the market of Kazakhstan in 2014.

QUALITY OF PRODUCTS

The range of OMB products includes medical equipment and consumables for laboratories that enable customers to meet today's challenges. We suggest only those solutions in which effectiveness and demand we are confident.

TODAY'S RESULTS

We have the representative offices
of OMB and network of distributors

IN EACH FEDERAL REGION OF RUSSIA

For the last 10 years the number
of employees grew up

BY 5 TIMES

> 5000

healthcare organizations across Russia
use the products of OMB

For the last 10 years the turnover
of the company grew up

BY 5 TIMES

800 OF THEM

are direct clients of OMB

> 20

of our distributors have a wide
network of representative offices



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