

Harper Chalice has platform for expansion and investment as acquisition offers many more options



Harper Chalice is moving to a new era with its acquisition by the international Vitaprotech group increasing resources, investment and product.

The Coventry based company is retaining its operational identity while allying itself closely with some of the other companies within the group.

'It will provide a new



foundation for going forward,' said Iain Campbell, sales manager at Harper Chalice, 'and offer so much more for future expansion.'

Vitaprotech have built a complete suite of security companies and has 17 operations around the world with a turnover of 82million euros.

'We fitted the core group focus of electronic security and we're well placed to extend their foothold within the UK. It also offers Harper Chalice the chance to expand and gain a foothold in global markets,' he said.

Dorset based integrated access control and security manufacturer TDSi have been part of the Vitaprotech group since 2019 with Harper Chalice becoming the second UK company when the deal was sealed in May.

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IAIN CAMPBELL, HARPER CHALICE

opens up a wider spectrum of solutions that can only enhance the business for the future,' said Campbell. 'We now have a parent company that wants to invest in us while also giving us access to other applicable products that we will now be able to offer in the UK.'

This is exemplified by the Sorhea manufactured infra-red beam column 'MAXIRIS' with a curtain of up to 12 sensors which has already been sold within the UK.

'This beam curtain technology fits with our products and now we will be able to include it within our portfolio. Where

previously we would have had to source it externally, we now have the route to acquire both the product and the expertise for our customers,' he said. 'It is an immediate illustration of just how being part of the group will assist.'

Formed in 1998, Harper Chalice has gained recognition for its development of electronic fencing and detection systems with a variety of specialist products. It has four NPSA (CPNI) certifications from the Home Office and has developed PIDS products for property and national assets.

'Now we have the beam

and other products that complement ours available to us,' said Campbell, who has been with Harper Chalice for some two years. 'It opens new doors for us as our products open new doors for others in the group.'

Indeed, that product synergy is shown within the new branding as Harper Chalice allies with Sorhea.

A regional manager for the UK operations has been appointed and his brief includes identifying other potential acquisitions.

Adam O'Reilly, managing director of Harper Chalice said that company was enthusiastic about the acquisition.

'It will strengthen our global presence and expand our portfolio of high-quality security solutions in the UK. We anticipate that the acquisition will provide us with significant opportunities to achieve our business objectives and enhance our market position'

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