



Sophie Lines <viamed.sophie.lines@gmail.com>

Fwd: Upgrading Viamed resuscitation cabinets

1 message

Steve Hardaker <office@viamed.co.uk>
Reply-To: steve.hardaker@viamed.co.uk
To: office@vmsecure.me.uk

Tue, Oct 4, 2022 at 2:30 PM

Hi,

This is a bit of a complicated one but I will document it all on this email for reference.

Please can someone raise the following 2 quotes for a project I'm working on to upgrade Viamed resus cabinets at South Tyneside Hospital to include air/oxygen blenders.

The plan is to ship all of the goods on Quote 1 first, along with 3x Service Exchange Tom Thumb TT480's on loan, which I will organise. This will allow them to upgrade 3x Resus cabinets and temporarily fit the service exchange Tom Thumbs, which then allows them to return 3 of their Tom Thumbs for modification.

We will be modifying 3 Tom Thumbs at a time, so we need 4 x UPS carriage charges on Quote 2: 1 for the Service Exchange units to go to them, and then 3 more for each of the return shipments of serviced Tom Thumbs with 3 units in each.

Contact details:
James Taylor-Welsh
Senior Clinical Engineer
Clinical Engineering Department
South Tyneside District Hospital Harton Lane
South Shields
NE34 0PL
Tel: 0191 404 1106

Quote 1

- 9 x 0310200 - Air/Oxygen Blender kit @ £1102.50+VAT
- 9 x 0332057 - Medirail kit @ £40.00+VAT each
- 5 x 0330035 - Suction clear tubing (1m)

UPS Carriage as per Cathy: not sure if 1 shipment or 2?

Quote 2

- 9 x 0380000 - Annual Service, Tom Thumb @ £90.00+VAT & return carriage
- 9 x 0310250 - Tom Thumb TT480 Conversion Kit @ £21.78+VAT
- 4 x UPS Carriage

If you want to send the quotes to me, I will review and send them to the customer and will do the follow ups. Any questions, please ask.

Thanks,
Steve

----- Forwarded message -----

From: **TAYLOR, James (SOUTH TYNESIDE AND SUNDERLAND NHS FOUNDATION TRUST)**
<james.taylor66@nhs.net>
Date: Tue, 4 Oct 2022 at 13:16
Subject: Re: Upgrading Viamed resuscitation cabinets
To: steve.hardaker@viamed.co.uk <steve.hardaker@viamed.co.uk>

*9 cabinets

James Taylor-Welsh
Senior Clinical Engineer | Clinical Engineering Department | South Tyneside and Sunderland NHS Foundation Trust

Tel: **0191 4041106** | Extension **1106** | Pager **50155** | Email: James.taylor66@nhs.net

Web: www.stsft.nhs.uk

From: TAYLOR, James (SOUTH TYNESIDE AND SUNDERLAND NHS FOUNDATION TRUST)
<james.taylor66@nhs.net>

Sent: 04 October 2022 13:16

To: steve.hardaker@viamed.co.uk <steve.hardaker@viamed.co.uk>

Subject: Re: Upgrading Viamed resuscitation cabinets

Hi Steve,

Sorry yes there are cabinets to upgrade.

Thank you,

James Taylor-Welsh

Senior Clinical Engineer | Clinical Engineering Department | South Tyneside and Sunderland NHS Foundation Trust

Tel: **0191 4041106** | Extension **1106** | Pager **50155** | Email: James.taylor66@nhs.net

Web: www.stsft.nhs.uk

From: Main Account <viamedinbox@gmail.com> on behalf of Steve Hardaker <office@viamed.co.uk>

Sent: 04 October 2022 12:19

To: TAYLOR, James (SOUTH TYNESIDE AND SUNDERLAND NHS FOUNDATION TRUST) <james.taylor66@nhs.net>

Subject: Fwd: Upgrading Viamed resuscitation cabinets

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Hi James,

I just need confirmation on exactly how many systems you need to upgrade: when we discussed this yesterday, you mentioned 7 or 8 but our records show that 9 were supplied in 2003. Can you confirm the exact number required and I will have the quotes raised? Thanks.

Best Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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Tel: +44 (0)1535 634542

Fax: +44 (0)1535 635582

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From: **Steve Hardaker** <steve.hardaker@viamed.co.uk>

Date: Tue, 4 Oct 2022 at 12:09

Subject: Re: Upgrading Viamed resuscitation cabinets

To: TAYLOR, James (SOUTH TYNESIDE AND SUNDERLAND NHS FOUNDATION TRUST) <james.taylor66@nhs.net>

Hi James,

If it is OK at your end, it would be best for us to do this as 2 quotes: the first for the supply of parts for delivery and the second for the modification of the Tom Thumbs via our service department. I will have the quotes raised and forward them on to you, hopefully later today.

Best Regards,
Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Tue, 4 Oct 2022 at 11:02, TAYLOR, James (SOUTH TYNESIDE AND SUNDERLAND NHS FOUNDATION TRUST) <james.taylor66@nhs.net> wrote:

Hi Steve,

Could I get an official quotation emailed over, the plan is to send 3 a week away and have yourselves doing the service.

Thank you,

James Taylor-Welsh

Senior Clinical Engineer | Clinical Engineering Department | South Tyneside and Sunderland NHS Foundation Trust
Tel: 0191 4041106 | Extension 1106 | Pager 50155 | Email: James.taylor66@nhs.net
Web: www.stsft.nhs.uk

From: Main Account <viamedinbox@gmail.com> on behalf of Steve Hardaker <office@viamed.co.uk>
Sent: 03 October 2022 10:25
To: TAYLOR, James (SOUTH TYNESIDE AND SUNDERLAND NHS FOUNDATION TRUST) <james.taylor66@nhs.net>
Subject: Fwd: Upgrading Viamed resuscitation cabinets

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From: Steve Hardaker <steve.hardaker@viamed.co.uk>
Date: Fri, 23 Sept 2022 at 16:38
Subject: Upgrading Viamed resuscitation cabinets
To: <james.taylor6@nhs.net>

Hi James,

Further to our discussion last week concerning upgrading Viamed resuscitation cabinets to incorporate air/oxygen blenders, please find attached a document that details the procedure and equipment required to upgrade the systems.

The Tom Thumb resuscitators currently in your cabinet systems require modifying to replace the integral flowmeter and oxygen hose with a low-pressure tapered gas inlet that can be connected via oxygen tubing to a blender.

If you want Viamed to perform the Tom Thumb modification and can return them to us, we can convert them for you at the same time as performing an annual service and calibration. We can provide you with a loan unit so that you can send the Tom Thumbs back one at a time to minimise disruption if required.

Blenders cost £1102.50+VAT each, they are supplied complete with a medirail mount, 0-15 L/min flowmeter and 3m air and oxygen hoses.

In order to install the blenders into the cabinet, you will need to replace one of the existing medirails with a longer section; either the middle or lower rail, depending upon the required configuration (see attached document for reference).

I have not yet raised a quotation until we know exact numbers and precisely what equipment is required, but for costing purposes, these are the costs involved:

- 1 x 0310200 - Air/Oxygen Blender @ £1102.50+VAT
- 1 x 0310250 - Tom Thumb TT480 Conversion Kit @ £21.78+VAT
- 1 x 0380000 - Annual Service, Tom Thumb @ £90.00+VAT & return carriage
- 1 x 0332057 - Medirail kit @ £40.00+VAT each

TOTAL: £1,254.28 +VAT per system plus carriage

(Carriage will be calculated at point of quotation, it will include the initial delivery of parts, plus carriage for the return of modified Tom Thumbs if sent to Viamed for upgrade @ £12.00+VAT per unit).

Please note: these costs are for supply of the parts only, with Viamed modifying the Tom Thumbs with you returning them to us for re-work. If you want to modify them yourselves, you can remove the £90.00+VAT service cost, making **£1,164.28+VAT per system**.

The process of installing the blender is simple and is described in detail in the attached information sheet; if you are not able to do this work in-house, we may be able to offer a site visit but that would add considerably to the cost as we would be required to charge our engineer's time at £90.00/hour including travelling and waiting time. At

the current time, I am awaiting to discuss with a Director who is currently away on leave as to whether we can do the work on-site.

One last point that I need to advise you of is that Viamed no longer operates Field Sales Representatives and, as such, will not be able to provide any end-user training for the system with the newly installed blender. If the Trust is not able to train in-house with the use of the operator's manuals that will be provided, Viamed recommends that the implications of this be given due consideration prior to purchase.

I look forward to hearing from you as to the progress of the project, if you have any queries, please let me know.

Best Regards,
Steve Hardaker
Technical Support Manager
Viamed Ltd.

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