



Janine Gill <viamed.janine.gill@gmail.com>

Fwd: New Tender KO.13/23

Nicoleta Georgiou <n.georgiou@medisera.eu>
To: Janine Gill <office@viamed.co.uk>

23 February 2023 at 10:48

Good Morning Janine

The address is

Alikou Potamou 30
Nisou Industrial Area
2571

Can you pls change it

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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F +357 22 103752
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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Janine Gill
Sent: 23 February 2023 10:48
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Good Morning,

Please find the amended Proforma attached.

Please check everything is correct and let me know if you need any changes i.e. names, addresses, etc.

Kind regards

Janine Gill
Office Administrator
Viamed Ltd.

<http://www.viamed.co.uk>

Email: janine.gill@viamed.co.uk

Tel: +44 (0)1535 634 542

Fax: +44 (0)1535 635 582

Twitter: twitter.com/ViamedLtd

Facebook Page: Search for Viamed Ltd

Company registered in England, No. 01291765.

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On Wed, 22 Feb 2023 at 13:35, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Janine Gill
Sent: 22 February 2023 15:28
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Hello Nicoleta,

I will amend the Proforma and send it to you.

Kind regards

Janine Gill
Office Administrator
Viamed Ltd.

<http://www.viamed.co.uk>

Email: janine.gill@viamed.co.uk

Tel: +44 (0)1535 634 542

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On Wed, 22 Feb 2023 at 11:58, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Hi Janine

The prices which we got from Ryan, were in EU

Pls see attached

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Janine Gill
Sent: 22 February 2023 13:33
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Hello Nicoleta,

Please find the proforma attached as requested.

Please check everything is correct, if not please let me know so I can amend the Proforma.

We currently do not have this item in stock but Ryan has informed me we are due a delivery.

Kind regards

Janine Gill
Office Administrator
Viamed Ltd.

<http://www.viamed.co.uk>

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On Tue, 21 Feb 2023 at 16:37, Ryan Swaine <office@viamed.co.uk> wrote:

Hi Janine

Please can you send another proforma invoice to Nicoleta, this time for 1x 4420874

(nearly the same as RVM141893-1)

Thank you, Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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

From: **Nicoleta Georgiou** <n.georgiou@medisera.eu>
Date: Tue, 21 Feb 2023 at 10:50
Subject: RE: New Tender KO.13/23
To: ryan.swaine@viamed.co.uk <ryan.swaine@viamed.co.uk>

Hi Ryan

We need one shipping case

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: 21 February 2023 12:21
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Hi Nicoleta

How many pieces do you need?

Best regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542
Mobile: +44 (0) 7803 907117

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On Tue, 21 Feb 2023 at 09:48, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Hi Ryan

We will manage the deadline with the authorities to take the samples afterwards, just pls arrange the samples

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: 21 February 2023 11:47
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Hi Nicoleta

Yes, as I mentioned it was not a complete piece (no monitor connection). We did not have any of the 4420874 available from stock.

What is the deadline for the 4420874 if we are to have them made?

Best regards

Ryan

Ryan Swaine
International Sales Manager
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Email: ryan.swaine@viamed.co.uk
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On Tue, 21 Feb 2023 at 09:40, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Dear Ryan,

About the code 4420874 did you send it lose without a packaging and labelling?

If yes then they will take us out of specs. The samples should be identical to the final products in case of winning

Can you pls arrange to produce some samples for the code 4420874?

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Nicoleta Georgiou <n.georgiou@medisera.eu>
Sent: 21 February 2023 09:54
To: ryan.swaine@viamed.co.uk
Subject: RE: New Tender KO.13/23

Dear Ryan Good day

Thank you for the letter and samples

I look forward to receive the samples

I will much appreciate if you can send me the pictures labels by tomorrow for both codes 4420874 and 4420873

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: 20 February 2023 17:56
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Hi Nicoleta

I have amended the Origin Declaration to include the information you requested.

Your box of 4420873 was dispatched on Thursday, UPS tracking: 1Z9W96380441257546

We did not have any samples of 4420874, but I have included a sample of the line and airway adapter (without connector)

In regards to the labelling, I only have the document I sent to you. Maybe you could take pictures of the box when it arrives or I can take some pictures on Wednesday for you, when I am next in the office?

Best regards

Ryan

Ryan Swaine
International Sales Manager
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www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542

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On Mon, 20 Feb 2023 at 06:50, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Good Morning Ryan,

Thank you for the label. Can you pls send the labels showing only the codes 4420874 and 4420873

Yes I need the declaration to prove that we meet the specs with our offered products.

- Have 15F/15M connectors for connection directly to a tracheal tube
- *Expiratory gas collection set for measurement of capnography for kid/adults*

Did you send the existing sample that you have?

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: 17 February 2023 18:51
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Hi Nicoleta

I have attached the label designs.

The airway adapters are a standard size and are designed specifically to fit onto ET tubes, are you sure you need this on a separate declaration?

I have not requested any 4420874 be manufactured, as this would normally take at least a few weeks and we did not have the time to do this before the end of your tender submission.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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Mobile: +44 (0) 7803 907117

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On Fri, 17 Feb 2023 at 09:15, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Hi Ryan

I still need the below declarations:

For the below spec can you pls add them either on the Technical data sheet or to a declaration letter:

- Have 15F/15M connectors for connection directly to a tracheal tube
- *Expiratory gas collection set for measurement of capnography for kid/adults*
-

Pls also send me the Labels / Artworks of individual packing for each code

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: 16 February 2023 18:02
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Dear Nicoleta

Please find the documents attached.

Best regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542
Mobile: +44 (0) 7803 907117

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On Tue, 14 Feb 2023 at 07:03, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Hi Ryan

For the below spec can you pls add them either on the Technical data sheet or to a declaration letter:

- Have 15F/15M connectors for connection directly to a tracheal tube
- *Expiratory gas collection set for measurement of capnography for kid/adults*

Additionally I need the following documents:

- Authorization letter (attached)
- Declaration of origin (attached)
- Declaration of Usage in EU countries (attached)
- Labels / Artworks of individual

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Nicoleta Georgiou <n.georgiou@medisera.eu>
Sent: 10 February 2023 20:42
To: ryan.swaine@viamed.co.uk
Subject: RE: New Tender KO.13/23
Importance: High

Dear Ryan

I hope you are well

Kindly pls note that next week I need to close the tender.

I would appreciate if you can send me the documents and samples

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Nicoleta Georgiou <n.georgiou@medisera.eu>
Sent: 07 February 2023 12:42
To: ryan.swaine@viamed.co.uk
Subject: RE: New Tender KO.13/23
Importance: High

Dear Ryan

Thank you for the sending me the certificates.

About the prices we are ok .

Kindly pls arrange to send us the samples for both codes with the shipping case.

For the below spec can you pls add them either on the Technical data sheet or to a declaration letter:

- Have 15F/15M connectors for connection directly to a tracheal tube
- *Expiratory gas collection set for measurement of capnography for kid/adults*

Additionally I need the following documents:

- Authorization letter (attached)
- Declaration of origin (attached)
- Declaration of Usage in EU countries (attached)
- Labels / Artworks of individual

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> On Behalf Of Ryan Swaine
Sent: 06 February 2023 18:07
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Hi Nicoleta

Both types have the 15f/15m connection.

4420873 is for adult/paediatric use and 4420876 has a low volume airway adapter for infant use.

4420873



4420874



4420873 (A22-L-LLM-200) - We do not have any single samples attached, but we do have a few boxes in stock

= EUR €135 / box of 25 EXW

4420874 (A4.0-L-LLM-200) - WE do not currently have any stock of these, I would need to look into whether we can get a small number or a single box, as the MO is 5 boxes.

= EUR €165 / box of 25 EXW

Please find the certificates and DOC attached. I will have to come back to you with the rest of the documentation, but before we do, please can you let me know if pricing is going to be acceptable and if you are still planning to proceed?

Best regards

Ryan

International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542
Mobile: +44 (0) 7803 907117

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On Mon, 6 Feb 2023 at 11:53, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Dear Ryan

Thank you for your quick reply

As per the leaflets which we have provided to us we can offer the following codes:

- 4420873
- 4420874

On the Technical data sheet or to a declaration letter we need to confirm the below specs:

- Have 15F/15M connectors for connection directly to a tracheal tube
- *Expiratory gas collection set for measurement of capnography for kid/adults*

Kindly pls provide me the following:

- ISO 13485:23016
- CE Certificate
- Declaration of conformity
- Authorization letter (attached)
- Declaration of origin (attached)
- Declaration of Usage in EU countries (attached)
- Labels / Artworks of individual

Samples

With the tender we need to submit samples which must be identical with the final products as follow:

Items 7 – we need 2 pcs of each offer code

Thanks

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Ryan Swaine
Sent: 03 February 2023 19:19
To: Nicoleta Georgiou <n.georgiou@medisera.eu>
Subject: Re: New Tender KO.13/23

Dear Nicoleta

Thank you very much for your email.

The only item we could possibly supply is (7) Sidestream sampling lines. The issue is we do not offer a like for like product. Our Versastream lines have a built in filter, so the user does not need to empty, replace or clean the water trap. This would save the user money over time and is better for infection control, but the price of the individual lines are likely to be higher in price, so it may be difficult to get the benefits across to the user in a tender situation.

If you have access to the end users and you can explain the difference between a standard line and the Versastream lines, then you may be able to sell the advantages to them.

I have attached some information for your perusal, I look forward to your feedback.

Best regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
Email: ryan.swaine@viamed.co.uk
Office: +44 (0) 1535 634542
Mobile: +44 (0) 7803 907117

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On Fri, 3 Feb 2023 at 09:17, Nicoleta Georgiou <n.georgiou@medisera.eu> wrote:

Dear Ryan

I hope my email finds you both well

I would like to inform you that the MOH issue a new tender for Consumables of Patient monitors.

The closing date of the tender is on 20/02/2023. The evaluation will take up to 3 months. In case of winning the contract and the offer prices will be valid for 2 months. The OKYPY has the right to renewal the tender until the consumption of the contract amount.

The deliveries must be done partially according to their needs, and we have 60 days from the date of the order to deliver them to the MOH warehouse.

In case of delay, we will have penalties 0.5% per day which will deduct from our invoices.

With the tender we need to submit the following documents:

- ISO 13485:23016
- CE Certificate
- Declaration of conformity
- Catalogues / Leaflet
- Authorization letter (attached)
- Declaration of origin (attached)
- Declaration of Usage in EU countries (attached)
- Labels / Artworks of individual

Samples

With the tender we need to submit samples which must be identical with the final products as follow:

Items 1,5,6,7 – we need 2 pcs of each offer item and subitem

Items 2,4 -1 pc per offer item

Items 3,8,9,10 – 1 shipping case for each offer item

Looking forward for your reply

Best Regards

Nicoleta Georgiou | CUSTOMER SERVICE

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2 attachments



image003.png
57K



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58K

