



Ryan Swaine <viamed.ryan.swaine@gmail.com>

RE: New Tender - Viamed

1 message

Διαμαντής Κορτέσις <diamantis@cmedical.gr>

9 May 2024 at 14:47

To: "ryan.swaine@viamed.co.uk" <ryan.swaine@viamed.co.uk>

Dear Ryan,**All my comments in red**

They had a few concerns and questions:

1) Because of the high value and low margins our directors were concerned with the requested terms, would 90 days credit terms be sufficient? **(Yes, it is Ok)**

2) In regards to maintaining the price, we can guarantee the current pricing until the end of the year. There are no plans to increase the pricing next year, but we unable to guarantee it. **(This is maybe a problem.**

I have to discuss it with them by tomorrow. I'll let you know)

3) I assume your clients will not be using all 250 devices at the same time, would splitting the orders into 2 or more shipments be acceptable or advantageous? (I hope that there is no any problem about it. **I'll let you know shortly)**

Please be so kind to send me a quote today!!!

Best Regards,

Diamond Cortessis

General Manager

Tel. +30 210 43 21 612 | Fax. +30 210 43 21 796

Mob. +30 693 677 27 96

27 Prevezis Str.|Gerakas-Greece | 15344

www.cortessismedical.gr



Please consider the environment. Do you really need to print this e-mail?

This e-mail and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed.

If you have received this e-mail in error please notify the originator of the message.

If you are not the intended recipient, any disclosure, copying, distribution or any action taken or omitted to be taken in reliance on it, is prohibited and may be unlawful.

From: Ryan Swaine <viamedinbox@gmail.com>
Sent: Thursday, May 9, 2024 4:36 PM
To: Διαμαντής Κορτέσης <diamantis@cmedical.gr>
Subject: Re: New Tender - Viamed

Hi Diamond

I had a meeting with our directors yesterday.

They had a few concerns and questions:

- 1) Because of the high value and low margins our directors were concerned with the requested terms, would 90 days credit terms be sufficient?
- 2) In regards to maintaining the price, we can guarantee the current pricing until the end of the year. There are no plans to increase the pricing next year, but we unable to guarantee it.
- 3) I assume your clients will not be using all 250 devices at the same time, would splitting the orders into 2 or more shipments be acceptable or advantageous?

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

GDPR / Privacy Policy available at www.viamed.co.uk/policy

On Wed, 8 May 2024 at 11:17, Διαμαντής Κοπρέσης <diamantis@cmedical.gr> wrote:

Hi Ryan,

The given appointment with Mercedes Benz and Aiglon is on 10/05 and 13/05 respectively.

No news by your side get. Please confirm

Best Regards,

Diamond Cortessis

General Manager

Tel. +30 210 43 21 612 | Fax. +30 210 43 21 796

Mob. +30 693 677 27 96

27 Prevezis Str.|Gerakas-Greece | 15344

www.cortessismedical.gr



Please consider the environment. Do you really need to print this e-mail?

This e-mail and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed.

If you have received this e-mail in error please notify the originator of the message.

If you are not the intended recipient, any disclosure, copying, distribution or any action taken or omitted to be taken in reliance on it, is prohibited and may be unlawful.

From: Διαμαντής Κορτέσης
Sent: Saturday, April 27, 2024 1:14 PM
To: ryan.swaine@viamed.co.uk
Subject: New Tender - Viamed

Dear Ryan,

I hope you are doing well

In a very short period of time we are going to take part in a public tender **as subcontractors** for

1. 90 pcs of Type B Ambulances 4x2
2. 90 pcs of Type B Ambulances 4x2
3. 20 pcs of Type B Ambulances 4x4
4. 50 pcs of Type C Intensive Care Ambulances 4x2

(250 pcs in total)

Until the 16th of May we also have to complete the negotiation for all of Emergency Vehicle Manufacturers (such as Mercedes Benz, Aiglon S.A etc) including: Prices, Payment terms and delivery time.

Tender No 10/2024 (National Emergency Center)

Validity of our financial offer **until 16/06/2025 (not negotiable) – Please be so kind confirm.**

Delivery time: Up to 90 days – Please be so kind confirm

Quote:

For the above mentioned reasons, you are kindly requested to send us a quote for:

- **VM2160 SMARTsat -250 pcs**
 - ✓ Extention Cable 1,2m – XT 6500 (Code: 0014895) – 250 pcs
 - ✓ Universal Mounting Plate with V mount and female pole (Code.: 0022171) - 250 pcs

✓ "V" wall mount **(Code.: 0121180)- 250 pcs**

Payment Terms:

It is very important for me If you could give us a specific extension of your payment terms up to four months for this tender only. (by this way, we may secure the business with them.) – **Please be so kind to confirm**

I would also appreciate, if you could reply to me not later than 8th of May next week. (I also need time to be prepared for this)

Best Regards,

Diamond Cortessis

General Manager

Tel. +30 210 43 21 612 | Fax. +30 210 43 21 796

Mob. +30 693 677 27 96

27 Prevezis Str.|Gerakas-Greece | 15344

www.cortessismedical.gr



Please consider the environment. Do you really need to print this e-mail?

This e-mail and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed.

If you have received this e-mail in error please notify the originator of the message.

If you are not the intended recipient, any disclosure, copying, distribution or any action taken or omitted to be taken in reliance on it, is prohibited and may be unlawful.