



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

Re: FW: Request for Presentation - Sundial Medical Equipment, Qatar

1 message

Ryan Swaine <ryan.swaine@viamed.co.uk>

26 July 2024 at 09:33

Reply-To: ryan.swaine@viamed.co.uk

To: SUNDIAL MEDICAL <sundial@eim.ae>

Cc: Ajay John <ajayjohn@sundialmedical.com>, Mohan Nagaraj Velugula <sundial@emirates.net.ae>

Hi Mohan

Understood, I have pushed the order through to our warehouse.

Please find a copy of the order confirmation attached, the carriage costs will be added when it is invoiced.
Please check the details and let me know as soon as possible if there are any amendments required.

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/policyOn Fri, 26 Jul 2024 at 08:51, SUNDIAL MEDICAL <sundial@eim.ae> wrote:

Dear Ryan,

Thank you for the authorization letter.

Please consider couriering the samples soon by your courier account. We will transfer the invoice value for the sample including the courier charges.

This way we will avoid delays and clear the sample shipment at Qatar customs that takes few days depending on import permit from MOH.

The tender is closing on 12 August 2024, same day samples submit deadline too.

Thanks and Best Regards

Mohan

Sundial Medical Equipment LLC

Abu Dhabi, UAE

Tel: +971-2-5522280

Mobile: +971-50-6157864

From: Ryan Swaine <ryan.swaine@viamed.co.uk>

Date: Thursday, 25 July 2024 at 4:23 PM

To: Ajay John <ajayjohn@sundialmedical.com>

Cc: Mohan Nagaraj Velugula <sundial@emirates.net.ae>, sundial@emirates.net.ae
<sundial@emirates.net.ae>

Subject: Re: FW: Request for Presentation - Sundial Medical Equipment, Qatar

Dear Ajay

Thank you.

One of my colleagues will be in contact with you very soon with a proforma invoice for the sample box. Unfortunately we are unable to change the value on the invoice, but the rest of the requested details will be added.

Please find your authorisation letter attached.

Best regards

Ryan

Ryan Swaine

International Sales Manager

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www.viamed.co.uk

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On Thu, 25 Jul 2024 at 10:24, Ajay John <ajayjohn@sundialmedical.com> wrote:

Dear Mr. Ryan,

Good Day,

Please find the attached Authorization letter format.

Find the below Shipping address to Qatar:

Address: #16, Concord Business Centre,

Al Rufaa Tower, Al Meena Street,

Old Salata, Doha, Qatar

Mob: +974 3140 4516,

Contact Person: Mr. Ajay John

Email : ajayjohn@sundialmedical.com

Note the invoice should contain the following information

1. Invoice with Box value in USD 25
2. HS code
3. Item description
4. Packing list
5. Total weight
6. Dimensions

Hope to hear from you soon.

Thanks, with my best regards

Ajay John

Biomedical Engineer

Sundial Medical Equipment LLC

Amazing Technology Graceful Care

P.O. Box: 32367, Doha - Qatar

Mob: +974 3140 4516

Timings: (GMT+3) 8.00am to 5.00pm (Sun - Thu)



From: SUNDIAL MEDICAL <sundial@eim.ae>

Sent: Thursday, July 25, 2024 11:39 AM

To: ryan.swaine@viamed.co.uk <ryan.swaine@viamed.co.uk>; SUNDIAL MEDICAL

<sundial@emirates.net.ae>

Cc: Ajay John <ajayjohn@sundialmedical.com>

Subject: Re: FW: Request for Presentation - Sundial Medical Equipment, Qatar

Hi Ryan,

We go with short term line samples to avoid delays in receiving the samples, as tender is closing on 12 August and on the same date samples too must be submitted.

However, we will quote long term as alternative without samples submission. In case they find the short term samples good and wanting long term they may get back to us for samples.

Ajay will provide the address to send the samples and also the format for the shipping invoice.

Thanks and Best Regards

Mohan

Sundial Medical Equipment LLC

Abu Dhabi, UAE

Tel: +971-2-5522280

Mobile: +971-50-6157864

From: Ryan Swaine <ryan.swaine@viamed.co.uk>

Date: Thursday, 25 July 2024 at 12:34 PM

To: SUNDIAL MEDICAL <sundial@emirates.net.ae>

Cc: Ajay John <ajayjohn@sundialmedical.com>

Subject: Re: FW: Request for Presentation - Sundial Medical Equipment, Qatar

Hi Mohan & Ajay

The more we have looked into your tender, the more we suspect it is the short term line you require. The good news is that our short term line will last up to 3 times longer than the original.

If you are still interested in quoting your clients for the long term line, we can have a box made for you for dispatch at the end of next week.

Please can you let me know if you need just the short term or both short term and long term? Please can you also provide me with the billing and shipping address and I can get you set up on our system and provide a quotation?

I look forward to your reply.

Best regards

Ryan

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On Wed, 24 Jul 2024 at 11:55, SUNDIAL MEDICAL <sundial@eim.ae> wrote:

Hi Ryan,

Towards Qatar Tender for the Smart Capnoline Adult Oral-Nasal Micro stream Filter Line 02 2M. This tender is for 4 drop shipments each 12500 pieces delivery to end the hospital on 01-10-2024, 09-04-2025, 09-10-25 and 09-4-2026. Total Quantity: 50000 pieces.

In this case the prices quoted by you must be valid up to April 2026.

SAMPLES

MUST otherwise the tender will be rejected since they must evaluate new product. The present brand in use is Medtronic filter line. Monitors installed are Philips Patient monitors.

IMPORTANT

We need your offer exclusive to Sundial Medical Qatar in this tender as we are preparing the bank guarantee as tender bond and buying the tender. Kindly confirm.

Thanks and Best Regards

Mohan

Sundial Medical Equipment LLC

Abu Dhabi, UAE

Tel: +971-2-5522280

Mobile: +971-50-6157864

From: Ryan Swaine <ryan.swaine@viamed.co.uk>
Date: Tuesday, 23 July 2024 at 3:55 PM
To: Ajay John <ajayjohn@sundialmedical.com>
Cc: Mohan Nagaraj Velugula <sundial@emirates.net.ae>
Subject: Re: Request for Presentation - Sundial Medical Equipment, Qatar

Dear Ajay

Please find the following documents attached:

- CE Certificate, this has expired but is still valid with the following letter
- MDD-MDR CE transition/extension letter
- Declaration of conformity
- Versastream - Oridion leaflet
- Versastream - Oridion selection guide
- Versastream Instructions for Use

In regards to samples, we do not have single parts, we can only supply a box which would have to be purchased.

In regards to the pricing, we can not guarantee the pricing for the duration of the tender. We do not make scheduled price increases, we only change pricing when our costs have increased. You may need to add a margin to your pricing to counter any potential increases.

I am sorry I can not be of more help, but we have very small margins on our distributor pricing which makes guaranteeing pricing and giving foc samples impossible.

Best regards

Ryan

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On Tue, 23 Jul 2024 at 11:08, Ajay John <ajayjohn@sundialmedical.com> wrote:

Dear Mr. Ryan,

Good Day,

We would like to quote both these: 4420915 VersaStream & 4420919 VersaStream one of them we will quote has an alternative.

Can you please share us the catalogues, certificates and all other related documents.

Please clarify all the below queries:

1. Can you send us the samples immediately we need it before submission date (to be given on 12/08/2024 mandatory) - the end users have requested 5 samples each to be provided, for the evaluation purpose .
2. The manufacturer Name and its origin of this product as we have to include in our offer.
3. Does the price mentioned below is valid for 3 years ? As this is for 4 shipments:
 - a. 1st shipment 01-Oct-2024
 - b. 2nd shipment 09-Apr-2025
 - c. 3rd shipment 09-Oct-2025
 - d. 4th shipment 09-Apr-2026, Hence we need up to 2026 end.

Hope to hear from you soon.

Thanks, with my best regards

Ajay John

Biomedical Engineer

Sundial Medical Equipment LLC

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P.O. Box: 32367, Doha - Qatar

Mob: +974 3140 4516

Timings: (GMT+3) 8.00am to 5.00pm (Sun - Thu)

From: Ryan Swaine <ryan.swaine@viamed.co.uk>

Sent: Monday, July 22, 2024 2:44 PM

To: Ajay John <ajayjohn@sundialmedical.com>

Subject: Re: Request for Presentation - Sundial Medical Equipment, Qatar

Dear Ajay

Thank you.

It seems from your description that your clients require an adult nasal/oral cannula for Microstream monitoring and with **O2 delivery**. I believe the part you require is as follows:

We have a couple of options:

4420915 VersaStream - Oral/Nasal Sampling Line with O2 delivery (upto 24 hrs use)

= USD \$74.80 / box of 10

4420919 VersaStream - Oral/Nasal Sampling Line with O2 delivery (upto 72 hrs use)

= USD \$92.00 / box of 10

If you can obtain a part number or picture of the cannula your clients are currently using I can be more specific.

The colour of our connectors matches Oridion; if they are orange then the line is designated as short term (24hr). If the connector is yellow then it is designated as long term (72hr).

I will await your response.

Best regards

Ryan

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On Mon, 22 Jul 2024 at 11:41, Ajay John <ajayjohn@sundialmedical.com> wrote:

Dear Mr. Ryan,

Good Day,

Thank you for your response.

Please find the attached tender description and tender details below:

Tender closing date - 12 Aug 2024

Total Quantities required - 50,000 EACH

Required in 4 shipments - 12500 Each shipment

Currently used product - Medtronic brand: SMART CAPNOLINE ADULT ORAL-NASAL MICROSTREAM FILTER LINE 02 2M.

We request you to send us all the catalogues, certificates & other related documents.

Please send us the price list and delivery lead time for the same.

Thanks, with my best regards

Ajay John

Biomedical Engineer

Sundial Medical Equipment LLC

Amazing Technology Graceful Care



P.O. Box: 32367, Doha - Qatar

Mob: +974 3140 4516

Timings: (GMT+3) 8.00am to 5.00pm (Sun - Thu)

From: Ryan Swaine <ryan.swaine@viamed.co.uk>

Sent: Monday, July 22, 2024 12:10 PM

To: Ajay John <ajayjohn@sundialmedical.com>

Cc: viamedinbox@gmail.com <viamedinbox@gmail.com>; ryan.swaine@viamed.co.uk; Mohan Nagaraj Velugula <sundial@eim.ae>

Subject: Re: Request for Presentation - Sundial Medical Equipment, Qatar

Dear Ajay

Thank you very much for your email.

We would be happy to work with you and supply you with the SMARTLINE compatibles, please send us the specification and I will provide you with the details of the correct model to offer.

I look forward to hearing from you.

Kind regards

Ryan

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International Sales Manager
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Office: +44 (0) 1535 634542
Mobile: +44 (0) 7803 907117

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On Sun, 21 Jul 2024 at 10:28, Ajay John <ajayjohn@sundialmedical.com> wrote:

Dear Mr. Ryan,

Good Day,

Greetings from **Sundial Medical Equipment - Qatar**,

We are Qatar based medical company specialized in Neonatal Care, Paediatric Care and Respiratory Care products. We have been doing business in the region for more than 25 years.

We would like to represent VIAMED in Qatar for your PRODUCTS if you have not yet made any arrangement with any companies in Qatar. Kindly

share your thought on this to move forward to discuss more about business opportunities in Qatar.

Currently we have an enquiry for **SMART CAPNOLINE ADULT ORAL-NASAL MICROSTREAM FILTER LINE 02 2M**. We will share the technical specification after receiving your positive reply.

For any additional information please contact us on this email

Thank you for your time and We hope to hear from you soon.

Thanks, with my best regards

Ajay John

Biomedical Engineer

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