



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

RE: RFQ - Oxygen Flow Indicator - ITKS2716

1 message

Ben Clark <ben.clark@itkickstart.com>

27 August 2025 at 15:40

To: ryan.swaine@viamed.co.uk

Cc: Dinesh Kumar <dinesh.kumar@itkickstart.com>, Daniyal Deher <daniyal.deher@itkickstart.com>

Ryan,

Yes, that is correct.

Best Regards,

Ben Clark**Sales Team**Save Again.com dba. **ITKickStart****661-584-4540**ben.clark@itkickstart.com28027 Linda Ln, Santa Clarita, CA, 91350-5712 | www.itkickstart.comContract Holder
Contract # 47Q1CA25D0099SAM.GOV®
USERR LGANJBXME7**From:** Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]**Sent:** Wednesday, August 27, 2025 7:37 AM**To:** Ben Clark**Cc:** Dinesh Kumar; Daniyal Deher**Subject:** Re: RFQ - Oxygen Flow Indicator - ITKS2716

Hi Ben

Is this the billing details:

IT Kick Start

28027 Linda Ln, Santa Clarita, CA, 91350-5712

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 Wed, 27 Aug 2025 at 15:00, Ben Clark <ben.clark@itkickstart.com> wrote:

Good Morning Ryan,

Thank you for providing the terms. We have confirmed with the end user that they require the Low Flow unit, which we quoted and for which the award was issued. We will be proceeding with shipping through your company, and we will also need shipping insurance included. Please add the insurance charges, along with the shipping charges from your quotation, to the invoice.

You may provide the invoice directly to the end user along with the delivery.

Looking forward to receiving your invoice and payment instructions.

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



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Contract Holder
Contract # 47QTC21D0000



SAM.GOV®
USP LQANUBXME7

From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Wednesday, August 27, 2025 2:17 AM

To: Ben Clark

Cc: Dinesh Kumar; Daniyal Deher

Subject: Re: RFQ - Oxygen Flow Indicator - ITKS2716

Hi Ben

Thank you.

I had a meeting with our directors yesterday and it has been agreed to accept a 70% payment with the order and 30% balance to be paid prior to dispatch of the goods.

The specifications point towards High Flow, but I am happy to supply Low Flow if that is what your clients require. Please know that we cannot change this once the devices have been ordered.

I provided you with an approximate cost for the delivery with UPS, are you happy to proceed with this or would you prefer to arrange your own transport?

As soon as I have your reply, we will prepare the proforma invoice.

Please note that if you have the goods delivered to your clients directly, they will receive a copy of your invoice.

Kind regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
www.viamed.co.uk
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On Tue, 26 Aug 2025 at 20:09, Ben Clark <ben.clark@itkickstart.com> wrote:

Good Morning Ryan,

I hope this message finds you well.

I'm following up to check if there are any updates regarding the pro forma invoice, as the order has already been delayed and we need to move forward as soon as possible. The end user has confirmed that they require the MaxBlend 2 – Low Flow 0-15 lpm (not the high flow version).

Could you please send us the pro forma invoice for the 70% prepayment along with your banking details so that we can proceed with this purchase?

Looking forward to your prompt response.

Thanks,

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



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Contract Holder
Contract # 47QTC2500000



USP LQ4ANUBXIM67

From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Friday, August 22, 2025 6:33 AM

To: Ben Clark

Cc: Dinesh Kumar; Daniyal Deher

Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

Please can you tell me if you require any of the mounting brackets?

I did not quote you for gas hoses, as end users often have their own supply, but let me know if you need them and I will look in to it for you.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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On Fri, 22 Aug 2025 at 14:23, Ben Clark <ben.clark@itkickstart.com> wrote:

Hi Ryan,

Thank you for your response. Yes, please go ahead and provide us with the 70% prepayment invoice, as your directors are available in the office. We need to proceed with placing this order as soon as possible.

Looking forward to receiving the invoice at your earliest convenience.

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



28027 Linda Ln, Santa Clarita, CA, 91350-5712 | **www.itkickstart.com**



From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Friday, August 22, 2025 2:42 AM

To: Ben Clark

Cc: Dinesh Kumar; Daniyal Deher

Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

I apologise for the delay. I do think your request is reasonable, but I need to clear this with our directors. Unfortunately they are not available until Tuesday.

Would it be okay if I come back to you then?

Best regards

Ryan

Ryan Swaine
International Sales Manager
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On Thu, 21 Aug 2025 at 22:59, Ben Clark <ben.clark@itkickstart.com> wrote:

Good Afternoon Ryan,

I hope you are doing well.

I'm following up on my previous email, as we are still awaiting your response. Could you please provide an update on the matter below? We need to place an order as soon as possible.

Looking forward to your prompt response.

Thank you,

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



28027 Linda Ln, Santa Clarita, CA, 91350-5712 | www.itkickstart.com



From: Ben Clark [mailto:ben.clark@itkickstart.com]

Sent: Wednesday, August 20, 2025 6:12 AM

To: 'ryan.swaine@viamed.co.uk'

Cc: Dinesh Kumar; Daniyal Deher

Subject: RE: RFQ - Oxygen Flow Indicator

Importance: High

Good Morning Ryan,

Yes, that is correct. If those terms can be applied to this order, kindly provide us with the pro forma invoice reflecting a 70% prepayment, along with your ACH/Wire banking details. Once received, we will proceed with the payment and issue the purchase order accordingly.

Looking forward to your prompt response.

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



28027 Linda Ln, Santa Clarita, CA, 91350-5712 | **www.itkickstart.com**



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

Sent: Wednesday, August 20, 2025 1:19 AM

To: Ben Clark

Cc: Dinesh Kumar; Daniyal Deher

Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

Just to be clear, would the 30% balance be paid prior to shipping?

Best regards

Ryan

Ryan Swaine
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On Tue, 19 Aug 2025 at 17:41, Ben Clark <ben.clark@itkickstart.com> wrote:

Hi Ryan,

We are fine proceeding with a wire transfer, that is not an issue. However, as discussed previously, it is quite difficult for us as a small business to pay \$50K in advance for a 6-week lead time.

We would like to propose moving forward with a 70% prepayment and the remaining balance due at the time of shipment. If you are able to accommodate these terms, it would greatly help us proceed smoothly on our end and ensure timely execution of the order.

We truly appreciate your consideration and look forward to your confirmation.

Thanks,

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



28027 Linda Ln, Santa Clarita, CA, 91350-5712 | www.itkickstart.com



Contract Holder
Contract # 47Q1CA21D00000



USP LQANUBXME7

From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]
Sent: Tuesday, August 19, 2025 5:10 AM
To: Ben Clark
Cc: Dinesh Kumar; Daniyal Deher
Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

I have spoken with our accounts director and I am sorry, we are unable to take a credit card payment for this size of order.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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On Mon, 18 Aug 2025 at 22:01, Ben Clark <ben.clark@itkickstart.com> wrote:

Good Afternoon Ryan,

I hope you had a great weekend.

I'm following up on my previous email, as we are still awaiting your response. Could you please provide us with an update, as we need to place the order as soon as possible?

Thanks,

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



28027 Linda Ln, Santa Clarita, CA, 91350-5712 | **www.itkickstart.com**



Contract Holder
Contract # 47Q7CA2100000



From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Friday, August 15, 2025 7:33 AM

To: Ben Clark

Cc: Dinesh Kumar; Daniyal Deher

Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

I am sorry, we would not normally accept credit cards for a payment of such a size, if we did, there would likely be a charge.

I will speak with my colleagues about this and get back to you early next week.

Best regards

Ryan

Ryan Swaine
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On Fri, 15 Aug 2025 at 15:28, Ben Clark <ben.clark@itkickstart.com> wrote:

Ryan,

We're a small business as well, and prepaying 100% of a payment exceeding \$50K for a 6-week lead time would be quite challenging for us. If helpful, we can provide credit references from our UK-based clients; however, I'm afraid I won't be able to get this prepayment approved, as our markup on this order is already quite low.

Could you please confirm whether your company charges credit card fees? This might be the only feasible option for us to proceed with this order and get it approved by our management.

Looking forward to your response.

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



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Contract Holder
Contract # 47Q7CA2500000



From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Friday, August 15, 2025 6:52 AM

To: Ben Clark

Cc: Dinesh Kumar

Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

I am sorry, we would need 100% prepayment. We are only a small company and can not afford to have such liabilities. If we have business together in the future, we can certainly consider it after having some trading history together.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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On Fri, 15 Aug 2025 at 14:28, Ben Clark <ben.clark@itkickstart.com> wrote:

Hi Ryan,

No problem — we will try to request the end user to waive those charges so we can process the order smoothly. In the meantime, we'd like to check if it would be possible to proceed with a 50% prepayment and pay the remaining balance at the time of shipment.

At the moment, we are not saving any money on this order due to the additional credit card charges. Any consideration you can offer on this matter would be greatly appreciated and would help us move forward without delays.

Looking forward to your response.

Best Regards,

Ben Clark

Sales Team

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661-584-4540

ben.clark@itkickstart.com



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SMG
ISO 9001



Contract Holder
Contract # 47QTCA25D00000



SAM.GOV®
USER ID: LQANUBX8M67

From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Friday, August 15, 2025 2:33 AM

To: Ben Clark

Cc: Dinesh Kumar

Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

I'm very well, thank you. I hope you are too.

Firstly, my apologies. Having reviewed the specifications you sent through, I realised that I previously quoted you for the Low Flow version, when in fact you require the High Flow model. Please see the updated details below, the pricing remains the same:

0310293 - MaxBlend 2 - High Flow 0-70 lpm (NIST) = USD \$1850 each EXW

Mounting options:

0320452 - Blender Bracket - Rail/Pole Mount = USD \$88.00 each EXW

0320453 - Blender Bracket - Compact Wall Mount = USD \$64.00 each EXW

With regard to the discount, unfortunately this won't be possible. Our margin on these products is very limited. The manufacturer has recently increased their pricing, which we've temporarily absorbed due to outstanding commitments. However, please note that we are likely to implement a price increase in the coming months.

I am sorry I can not be of more help with the pricing on this occasion.

Please let me know if you have any further questions or if you would like me to put together a proforma invoice for you.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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On Thu, 14 Aug 2025 at 17:51, Ben Clark <ben.clark@itkickstart.com> wrote:

Good Morning Ryan,

I hope you are doing well.

I'm reaching out to let you know that we have received the purchase order from the end customer. I wanted to check if there is any possibility of a discount on your quote. When we submitted our quote to the customer, the 3.5% credit card surcharge was not included, as the customer intends to make the purchase using a credit card.

If possible, we would greatly appreciate a 3.5% discount on your quote to help offset this cost. Any consideration on your part would be extremely helpful. As soon as we receive your response, we will proceed with forwarding the purchase order.

Please let me know if you have any questions or need further details.

Thank you for your time and support.

Best Regards,

Ben Clark

Sales Team

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661-584-4540

ben.clark@itkickstart.com



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Contract Holder
Contract # 47QTC21D0000



From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Monday, July 21, 2025 2:09 AM

To: Ben Clark

Cc: Dinesh Kumar

Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

NIST is perfect, thank you.

We looked into our normal shipping method, UPS, but I suspect the cost would be too much:

UPS Express Saver = USD \$2536.49

Based on 14x boxes: 61x47x42cm, 9kg

There would also be a cost for the shipping insurance, which is 1% of goods value. This would not be mandatory, but without it you would assume the risk if the goods were to be damaged or go missing in transit.

Approximate cost of insurance = USD \$542

You may have better luck finding cheaper transport, we could palletize them for you if you required.

Each device is: 30x25x35cm, 3.8kg

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, 18 Jul 2025 at 22:15, Ben Clark <ben.clark@itkickstart.com> wrote:

Hi Ryan,

I hope you're doing well.

Please see the response from the end user regarding the fitting type:

Answer – NIST fittings.

Also, is there any update on the shipping cost? We need to submit the final pricing to the end user by Monday, so your prompt response would be greatly appreciated.

Looking forward to hearing from you.

Thanks,

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



28027 Linda Ln, Santa Clarita, CA, 91350-5712 | www.itkickstart.com

Contract Holder
Contract # 47QTCASD0000**From:** Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]**Sent:** Tuesday, July 15, 2025 9:40 AM**To:** Ben Clark <ben.clark@itkickstart.com>**Cc:** Dinesh Kumar <dinesh.kumar@itkickstart.com>**Subject:** Re: RFQ - Oxygen Flow Indicator

Hi Ben

I will aim to come back to you tomorrow with carriage costs.

Payment terms: Prepayment by proforma invoice.

There would not be any charges for export and I believe importation charges would be minimal as the goods are medical equipment and are of US manufacture.

I can get a more definitive lead-time, but typically it would be 6 weeks.

Until now, we have not been contacted by any other company in regards to this tender.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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On Tue, 15 Jul 2025 at 17:15, Ben Clark <ben.clark@itkickstart.com> wrote:

Ryan,

Thanks for providing the pricing.

Please see the delivery address below for your reference:

Delivery Location:

ACH IRWIN RILEY – PB LOGISTICS WAREHOUSE

650 Huebner Road

Fort Riley, KS 66442-5936

Could you please confirm the lead time and payment terms for this quote?
Additionally, since the shipment will be originating from the UK, are there any applicable customs or tariff charges we should be aware of?

Lastly, has anyone else contacted you regarding the same contract?

Looking forward to your response.

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



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Contract Holder
Contract # 47QTC4210000



USP LQAN/BKSM67

From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Tuesday, July 15, 2025 9:10 AM

To: Ben Clark <ben.clark@itkickstart.com>

Cc: Dinesh Kumar <dinesh.kumar@itkickstart.com>
Subject: Re: RFQ - Oxygen Flow Indicator

Hi Ben

Thank you very much for the clarification. I am pleased to offer you our distributor pricing:

0310291- MaxBlend 2 - Low Flow 0-15 lpm = USD \$1850.00 each EXW

Mounting options:

0320452 Blender Bracket - Rail/Pole Mount = USD \$88.00 each EXW

0320453 Blender Bracket - Compact Wall Mount = USD \$64.00 each EXW

In regards to transportation, would you like us to quote or would you prefer to make your own arrangements?

We have an account with UPS, if you would like us to quote please can you give me the delivery address for your facility.

I look forward to your response and please let me know if you have any questions.

Kind regards

Ryan

Ryan Swaine
International Sales Manager
VIAMED
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Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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On Tue, 15 Jul 2025 at 17:00, Ben Clark <ben.clark@itkickstart.com> wrote:

Good Morning Ryan,

Thank you for your response.

We are planning to submit a bid to the end user using your pricing. As this is a competitive bidding opportunity, we'll need to provide our most competitive pricing in order to secure the contract.

Please provide us with your best possible quotation, and we will include it in our submission to the end customer. I will also follow up with the end user regarding your questions and will get back to you as soon as I receive a response.

We look forward to working with you on this opportunity.

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



28027 Linda Ln, Santa Clarita, CA, 91350-5712 | **www.itkickstart.com**



From: Ryan Swaine [mailto:ryan.swaine@viamed.co.uk]

Sent: Tuesday, July 15, 2025 8:51 AM

To: ben.clark@itkickstart.com

Cc: dinesh.kumar@itkickstart.com

Subject: Re: RFQ - Oxygen Flow Indicator

Dear Ben

Thank you very much for your email.

We would be happy to quote you for the MAXblend 2 air/oxygen blender and I can confirm the device we offer is the original and meets your required specifications:

Being based in Europe, we would normally offer the Blender with NIST gas inlet fittings, but for use in the USA, I would expect you may prefer DISS fittings. We can provide either version, but we would need to know which you prefer prior to placing an order.

The MAXblend 2 is not supplied with a mounting bracket, so we would need to know if the end users are to mount them on a wall, pole or rail.

0310291- MaxBlend 2 - Low Flow 0-15 lpm.

Mounting options:

0320452 Blender Bracket - Rail/Pole Mount

0320453 Blender Bracket - Compact Wall Mount

Before we send pricing, please can you tell how the arrangement would work; would we supply to you and then you would distribute them to the end user or would we supply directly to the end user?

I look forward to hearing from you.

Kind regards

Ryan

Ryan Swaine
International Sales Manager
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Office: +44 (0) 1535 634542

Mobile: +44 (0) 7803 907117

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On Tue, 15 Jul 2025 at 12:32, Sophie Lines <sophie.lines@viamed.co.uk> wrote:

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

From: **Ben Clark** <ben.clark@itkickstart.com>

Date: Mon, 14 Jul 2025 at 21:28

Subject: RFQ - Oxygen Flow Indicator

To: <info@viamed.co.uk>

Cc: Dinesh Kumar <dinesh.kumar@itkickstart.com>, <orders@viamed.co.uk>

Hi Sales Team,

Hope you are doing well.

We would like to request a quote for the following items for our federal customers.

Please help us on this matter. Thanks!

Solicitation no.: 0012307277

The items and specifications are listed below:

Item no.	Item description	Qty	Unit
001	MaxBlend 2 (Brand Name or Equal), Oxygen Flow Indicators	28	EA
002	Shipping cost Delivery Requested By Delivery Date 01 Sep 2025	1	LOT

Item no.	Specifications
001	<p>Salient Characteristics MaxBlend 2 (Brand Name or Equal):</p> <p>Device shall be battery operated as the main power source.</p> <p>Battery life shall have 5000 or more hours continuous operation.</p> <p>Oxygen measuring range shall be from 0% to 100%.</p> <p>Device oxygen concentration adjustment range shall be between 21% to 100%.</p> <p>Device shall display resolution of 0.1% oxygen</p> <p>Device shall maintain pressure drops of less than 6 PSIG at 50 PSIG pressures and 10 LPM flow rate.</p> <p>Sensor bleed flow shall bec0.1LPM at 50 PSIG.</p> <p>Bleed flow shall be 3 LPM to 13 LPM.</p> <p>Outlet flow range shall be between 0-30 LPM and 2-100 LPM within let pressures at 50 PSIG.</p> <p>Device shall have a large back lit LCD.</p> <p>Device shall have a long life smart sensor.</p> <p>Device shall have an alarm with 3% +/- current reading.</p> <p>Device shall have DC power port.</p> <p>Device shall have an acrylic flowmeter.</p>

Device shall have a 36-month warranty or more.

These parts of the quote shall be addressed in sufficient written detail for the Government to determine if the offeror possesses sufficient technical capability to technically acceptable.

Kindly provide a formal quote with best prices which include the shipping cost, ETA and payment terms.

Looking forward to hear back from you.

Delivery Location: ACH IRWIN RILEY – PB LOGISTICS WAREHOUSE, 650 HUEBNER ROAD
FORT RILEY, KS 66442-5936

End Customer: DEPT OF THE ARMY

Bid Expiration Date: Jul 21, 2025

Best Regards,

Ben Clark

Sales Team

Save Again.com dba. **ITKickStart**

661-584-4540

ben.clark@itkickstart.com



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3 attachments



image006.png
4K



image007.png
4K



image008.png
4K