



Aqib Majeed <viamed.aqib.majeed2@gmail.com>

Fwd: MoMedico Aps - distributor for DK marked

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

Tue, Dec 9, 2025 at 11:19 AM

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

To: Kate Griffiths <kate.griffiths@viamed.co.uk>, Aqib Majeed <aqib.majeed@viamed.co.uk>, Sophie Lines <sophie.lines@viamed.co.uk>

Hi

Please can we put a quotation together for MoMEDICO ApS (CID35290):

- 25x VM-2160 - 0012166 with adult silicone sensors
- 3x ear sensors - 0014850

Thank you, Ryan

Ryan Swaine
International Sales Manager
VIAMED
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----- Forwarded message -----

From: <admin.ajkunic@momedico.dk>

Date: Sun, 30 Nov 2025 at 14:24

Subject: RE: MoMedico Aps - distributor for DK marked

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

Cc: <jakob.mouridsen@momedico.dk>

Dear Ryan,

Thank you for your email.

After review of received documentation we are still interested in starting a cooperation for the Danish market; we see your product as an excellent fit within our portfolio.

I would like to propose a meeting where we can discuss the next steps. If you could share a draft contract proposal beforehand, that would be very helpful.

It would also be great if you could provide us with a starter package price for first 25 units plus 3 additional ear sensors.

We are at RSNA in Chicago this week, so the earliest we can have an online meeting is 8 December 2025. Is that Ok. With you – please propose time?

Thanks.

Admin Ajkunic

MoMEDICO ApS

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MoMEDICO



From: Ryan Swaine <ryan.swaine@viamed.co.uk>
Sent: Monday, 24 November 2025 17.57
To: admin.ajkunic@momedico.dk
Cc: jakob.mouridsen@momedico.dk
Subject: Re: MoMedico Aps - distributor for DK marked

Dear Admin & Jakob

Thank you very much for taking the time to meet with us at Medica. It was a pleasure to meet you both.

I have given careful consideration to our discussions and would like to explore the possibility of working with you further.

Please find attached some product information and our distributor pricing for your reference. I would appreciate receiving your feedback once you have had the opportunity to review it. I kindly ask that you keep this information confidential for the time being, as I would need to give existing clients notice of any changes before we proceed.

Thank you again, and I look forward to your response.

Kind regards
Ryan

Ryan Swaine
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Meet us at MEDICA 2025:
17th – 20th November, Düsseldorf
UK Pavilion – Hall 16, Stand H03-1

On Thu, 20 Nov 2025 at 14:40, <admin.ajkunic@momedico.dk> wrote:

Dear Ryan,

It was very nice meeting you at Medica.

We are very interested in selling your VM-2160 SMARTsat in Denmark.

I understand that your current distributor is GM Medical, which has been acquired by a large corporation in Denmark ½ years ago.

They will not be able to give your product the level of attention our team can, as their primary focus is on large equipment.

When we engage with a product, we prefer to have exclusivity—this would also be the case here.

Furthermore, our daily cooperation with medical technical departments will significantly increase the sales of your units. This is exactly what we have successfully done for Huntleigh in Denmark.

In addition, we can sell to nursing homes and outpatient hospitals, markets where your device is currently not being promoted at all.

However, nursing homes can only be developed when hospitals market is strong and this will be our priority right now if you like that we start cooperation.

Please let us know when you are ready and whether you are willing to take the next steps toward finding another distributor for the Danish market.

CTO, Admin Ajkunic

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MoMEDICO

