
NCIC/25/150/AA - Viamed - RFQ

Catrin Hollings <catrin.hollings@viamed.co.uk>
To: Abdul Ayinla <Abdul.Ayinla@mbht.nhs.uk>
Cc: "Viamed Ltd. - Pricing Update" <pricingreview@viamed.co.uk>
Bcc: Main Account <viamedinbox@gmail.com>

2 April 2026 at 12:24

Hi Abdul,

Thank you for your email. The price increases reflect a rise in our supplier purchasing costs across a number of the listed product lines. As part of our annual pricing review, we assess both supplier pricing and wider operating costs to ensure continued supply and service levels.

We have aimed to keep these increases to a minimum and can confirm that, on average, the adjustments are below inflation at approximately 3.9%. These changes have been applied consistently across the affected items.

We review pricing once per year where possible, rather than applying multiple increases throughout the year, to provide greater stability and predictability for our customers. However, in instances of significant or unforeseen increases from our suppliers, adjustments may be required outside of this review cycle.

Please also see attached our "Offering Added Value to the NHS" policy, which outlines steps we already take to support NHS customers, including carriage removal on many ranges, quantity discounts on many product ranges, no minimum order value, no order processing charge or low-value order surcharge, and a general commitment to competitive pricing.

I hope this clarifies matters.

Kind regards

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Check out our product portfolio at:
www.viamed.co.uk/productportfolio

Twitter: twitter.com/ViamedLtd
Facebook Page: Search for Viamed Ltd

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On Thu, 2 Apr 2026 at 11:40, Abdul Ayinla <Abdul.Ayinla@mbht.nhs.uk> wrote:

Hi Catrin,

Thanks for sending the price over.

As a public procurement service, we must carry out due diligence on all prices we received. In my analysis, I noticed that the item in the table below have increased in price.

Please could you provide the justification behind why this price has increased?

ItemCode	Description	UOM	Current Price	New Price	% Increase
21013	POSEY SENSOR WRAPS BOX OF 12	12	£ 16.20	£ 16.85	4%
21014	POSEY SENSOR WRAPS 0021014 MODEL 6554 CASE 48 BOXES	1	£ 509.50	£ 529.40	4%
110017	OXYGEN SENSOR R-17MED	1	£ 54.40	£ 56.50	4%
110057	TELEDYNE OXYGEN SENSOR T-7	1	£ 72.30	£ 75.10	4%
110072	R-22VI OXYGEN SENSOR (PACK OF 2)	1	£ 82.10	£ 85.30	4%
1114015	NEOMASK PHOTOTHERAPY EYE MASK LARGE- PACK 20	20	£ 46.00	£ 47.80	4%
1114016	NEOMASK PHOTOTHERAPY EYE MASK MEDIUM- PACK 20	20	£ 46.00	£ 47.80	4%
1114017	NEOMASK PHOTOTHERAPY EYE MASK SMALL- PACK 20	20	£ 46.00	£ 47.80	4%

I look forward to hearing from you

Kind regards,

Abdul Ayinla

Divisional Buyer - Medicine & Community Care

Procurement & Supply Chain

One Lancashire & South Cumbria

Personal T; 01524551657 (Internal Ext 31657)

University Hospitals of Morecambe Bay (UHMB)

E: supplies@mbht.nhs.uk

North Cumbria Integrated Care NHS Foundation Trust (NCIC)

E: ncicpurchasing@mbht.nhs.uk

Blackpool Teaching Hospitals NHS Foundation Trust • East Lancashire Hospitals NHS Trust • Lancashire & South Cumbria NHS Foundation Trust • Lancashire Teaching Hospitals NHS Foundation Trust • University Hospitals of Morecambe Bay NHS Foundation Trust

*** Providing Procurement Services to North Cumbria Integrated Care NHS Foundation Trust. (NCIC) ***

From: Catrin Hollings <catrin.hollings@viamed.co.uk>

Sent: 24 March 2026 10:35 AM

To: Abdul Ayinla <Abdul.Ayinla@mbht.nhs.uk>

Cc: Viamed Ltd. - Pricing Update <pricingreview@viamed.co.uk>

Subject: Re: NCIC/25/150/AA - Viamed - RFQ

Hi Abdul,

Thank you for your email. Unfortunately, we are not yet in a position to provide the update.

I am speaking with our Managing Director today and hope to make some headway with it this week.

I appreciate that this is frustrating and I hope to have this resolved for you soon.

Kind regards