
Viamed: UFO 130-2 Oxygen Sensor Requirements

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23 July 2026 at 14:48

To: catrin.hollings@viamed.co.uk

Cc: AAlloisi@medival.it, PPirola@medival.it

Hi Catrin,

I had a quick look at our end-user sales ;

Client	2023	2024	2025	2026 (6 months)
2109904271	1	4	0	0
2109906061	0	4	8	3
2109907850	11	1	0	0
2109911012	1	0	0	0
2109911701	1	0	0	0
2109909263	0	0	11	0
Total	14	9	19	3

Generally speaking, with our standard product range we deal with public hospitals with sales based on long-term contracts. A part from the Handi+, which we have distributed for a number of years, the sensors we purchase from Viamed are sold to private engineering companies which "come and go" as they please (Ryan asked us to handle distribution in Italy when your old distributor was acquired by another company). We do not purchase sensors from any other supplier, but I cannot pretend that we actively promote the sensors or that we are in regular contact with the companies which purchase them from us. The IFU 130-2 is a fairly expensive sensor and it might be that some of the clients who have purchased it from us in the past have found a cheaper alternative somewhere else. And the 11 pcs we sold to a single client last year are probably still working ;-)

It is not the easiest time of the year to contact people (holidays ...), but I will make an attempt to get hold of some of them and check.

Best regards,
Katarina

Katarina Hisinger*Product Manager**Business Unit Critical Care*

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----- Inoltrato da Andrea Alloisi/Medival il 23/07/2026 11:37 -----

Da: "Catrin Hollings" <catrin.hollings@viamed.co.uk>Per: AAlloisi@medival.it

Data: 23/07/2026 11:34

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