

AW: Versa Stream lines

1 message

Robert Vomdorp <robert.vomdorp@sedanamedical.com>
To: "ryan.swaine@viamed.co.uk" <ryan.swaine@viamed.co.uk>

14 July 2020 at 10:46

Hello Ryan,

I hope everything is fine with you. I assume it is still a lot of work for you and your team.

Thank you for your patience. It takes some times to discuss internally for next steps.

We are actually discussing internally how to do our strategy to use your lines and replace our actual setup using two lines Nafion and standard lines.

We may need to start with replacing the way how we use our lines and do it per patient and then later evaluate if we could do it per day and AnaConDa.

Would it be possible that you send us samples 10-20 each for further testing to our Irish office.

Please address the samples to Kathy Sullivan and James Tolland.

SEDANA MEDICAL R&D OFFICE (IRELAND)

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What would be the lead time if we would order 5.000; 10.000 units in August or September.



Again Ryan sorry that I'm late responding on your mail.

I had just so many people involved in this as it would change some of our actual setup.

Wish you all the best.

Best regards | Mit freundlichen Grüßen | Med vänliga hälsningar

Robert vom Dorp | Vice President Business Development – Global OEM

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Geschäftsführer Christer Ahlberg; Robert vom Dorp

UST-ID-Nr.: DE325889974



To get access to the E-learning visit www.anaconda.sedanamedical.com

Von: Main Account <viamedinbox@gmail.com> **Im Auftrag von** Ryan Swaine
Gesendet: Dienstag, 30. Juni 2020 11:56
An: Robert Vomdorp <robert.vomdorp@sedanamedical.com>
Betreff: Re: Versa Stream lines

Hi Robert

I hope you are well and I apologise that it has taken so long to get back to you.

We now have two versions of the line and I would like to supply you with both types for testing. The samples will be 2.5m as per your request.

4421515 - 2.5m - The same material as you tested previously.

4421516 - 2.5m - This looks very similar, but it is a new material that we hope will perform even better with moisture.

The lines are provided as a pack of 10, please find the pricing below:

	Qty 1-99	Qty 100 - 999	Qty 1000+
4421515	€35.00	€34.79	€33.77
4421516	€39.50	€39.08	€37.93

I hope to be in contact soon with more information.

Best regards

Ryan

Ryan Swaine
International Sales Manager
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On Mon, 11 May 2020 at 07:55, Robert Vomdorp <robert.vomdorp@sedanamedical.com> wrote:

Hello Ryan,

hope you had a good weekend and you are o.k.

Wondering whether you had time to calculate an offer for us.

Thank you very much and have a good start in this week.

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Von: Main Account <viamedinbox@gmail.com> **Im Auftrag von** Ryan Swaine

Gesendet: Samstag, 2. Mai 2020 19:17

An: Robert Vomdorp <robert.vomdorp@sedanamedical.com>

Betreff: Re: Versa Stream lines

Thank you Robert

I hope to have some figures for you soon.

Best regards

Ryan

Ryan Swaine - Viamed & Vandagraph - +44 (0) 7803 907117

On Sat, 2 May 2020, 11:29 Robert Vomdorp, <robert.vomdorp@sedanamedical.com> wrote:

Hi Ryan,

I would like to know whether there is a price difference if we ask for totally

50.000 units in one order

100.000 units

Or maybe 150.000 units.

We will have increase demand annually by 20-50%.

The price would drive my strategy whether we could put it in each AnaConDa blister,

we plan to sell 150.000-200.000 in year 2021. Then the line is a single patient / 24h device like the AnaConDa.

Or do we sell it as a separate device single and we need only 50.000 units in 2021 like a starter KIT and let the Versa Stream line for 3-4 days on the patient.


I assume we would not order in 10.000 units per order.

We will prefer to order 25.000 units or 50.000 units in one order.


Have a nice weekend and some hours off.

Best regards | Mit freundlichen Grüßen | Med vänliga hälsningar

Robert vom Dorp | Vice President Business Development – Global OEM


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Von: Main Account <viamedinbox@gmail.com> **Im Auftrag von** Ryan Swaine

Gesendet: Freitag, 1. Mai 2020 11:05

An: Robert Vomdorp <robert.vomdorp@sedanamedical.com>

Betreff: Re: Versa Stream lines

Hi Robert

Sorry I have not been in contact sooner.

I have requested the pricing to be calculated on the the quantities you mentioned for a 2.5m line. Please can you clarify if the numbers are based on an annual requirement or would you expect to be placing orders for 10,000+ per delivery?

Thank you,

Ryan

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On Thu, 30 Apr 2020 at 17:16, Robert Vomdorp <robert.vomdorp@sedanamedical.com> wrote:

Hi Ryan,

could you already find the time to investigate or calculate to my/our request concerning the requested quantities of Versa Stream lines 2,50m.


It is not the biggest hurry but we would like to adjust our forecast also for Permapure. So if we would go for yours fully we would not need to buy or forecast PermaPure anymore and also no standard measure lines.

Thanks a lot and stay safe.

Best regards | Mit freundlichen Grüßen | Med vänliga hälsningar


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