



Sophie Lines <viamed.sophie.lines@gmail.com>

RE: FW: Replacement for Microstim DB3 nerve stimulator

1 message

Stephanie Davies (BCUHB - Theatres) <Stephanie.Davies2@wales.nhs.uk> Thu, Aug 19, 2021 at 10:52 AM
To: "sophie.lines@viamed.co.uk" <sophie.lines@viamed.co.uk>, "viamedinbox@gmail.com" <viamedinbox@gmail.com>

Good Morning Sophie,

Hope this email finds you safe and well.

Please see the attached completed form.

Many thanks

Steph

Stephanie Davies

Swyddog Adnoddau Theatr • Theatre Resource Officer

Bwrdd Iechyd Prifysgol

Betsi Cadwaladr

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Sophie Lines

Sent: 17 August 2021 12:04

To: Stephanie Davies (BCUHB - Theatres) <Stephanie.Davies2@wales.nhs.uk>; Steve Hardaker <steve.hardaker@viamed.co.uk>

Subject: Re: FW: Replacement for Microstim DB3 nerve stimulator

Hi Stephanie,

Thank you for your email. I am happy to arrange for a trial unit to be sent to you - please can you return the terms and conditions form as mentioned by Steve on the 6th August? The form should be completed by an authorized person within the Trust, including the specific department where the trial will take place. It can be returned by fax or you can simply take a photo and return it by email. I have attached another copy to this email should you require a new one.

Kind regards

Sophie Lines

Please note: My working days are Monday, Tuesday and Friday 9.30am-3.00pm

We are currently working remotely however telephone calls to the main office will still be answered.

<http://www.viamed.co.uk>

Email sophie.lines@viamed.co.uk

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

From: **Stephanie Davies (BCUHB - Theatres)** <Stephanie.Davies2@wales.nhs.uk>

Date: Tue, 17 Aug 2021 at 10:24

Subject: FW: Replacement for Microstim DB3 nerve stimulator

To: viamedinbox@gmail.com <viamedinbox@gmail.com>, steve.hardaker@viamed.co.uk <steve.hardaker@viamed.co.uk>

Good Morning,

Please could we request a trial of the TOF 3D Neuromuscular Monitor as discussed below?

I will raise a request for the Thumb Adaptors and for the actual monitor itself on a sale or return basis.

Many thanks

Steph

Stephanie Davies

Swyddog Adnoddau Theatr • Theatre Resource Officer

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From: SAMAN NISHANTHA (BCUHB - Anaesthetics) <SAMAN.NISHANTHA@wales.nhs.uk>
Sent: 17 August 2021 10:09
To: Stephanie Davies (BCUHB - Theatres) <Stephanie.Davies2@wales.nhs.uk>
Subject: Re: Replacement for Microstim DB3 nerve stimulator

This device sounds good. We'll request for a trial run.

Thanks Steph.

Dr T B S Nishantha

Consultant Anaesthetist

Equipment Lead for the Anaesthetics

Wrexham Maelor Hospital

E mail: SAMAN.NISHANTHA@wales.nhs.uk

Secretary: Miss Emma Hughes

Tel: 01978 725955

E Mail: Emma.Hughes3@wales.nhs.uk

From: Stephanie Davies (BCUHB - Theatres) <Stephanie.Davies2@wales.nhs.uk>
Sent: 11 August 2021 16:24
To: SAMAN NISHANTHA (BCUHB - Anaesthetics) <SAMAN.NISHANTHA@wales.nhs.uk>; Claire Halligan (BCUHB - Anaesthetics) <Claire.Halligan2@wales.nhs.uk>
Subject: FW: Replacement for Microstim DB3 nerve stimulator

Hello Dr Halligan and Dr Nishantha,

Please see the below and attached for info.

Should I request a device for trial?

Thanks

Steph

Stephanie Davies

Swyddog Adnoddau Theatr • Theatre Resource Officer

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From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker

Sent: 06 August 2021 17:01

To: Stephanie Davies (BCUHB - Theatres) <Stephanie.Davies2@wales.nhs.uk>

Subject: Re: Replacement for Microstim DB3 nerve stimulator

Hi Stephanie,

Further to your conversation today with my colleague Ryan regarding the TOF 3D Neuromuscular Monitor, please find attached some information and pricing, along with an Operators Manual to give you a better idea of the functioning of the device.

Viamed does not have sales reps in the field, so we can't visit to demonstrate the device, but we can loan you one for trial on a Sale Or Return basis. The Sale or Return process allows you to trial a device for a period of 30-days, covered under the Master Indemnity Agreement for the duration.

The TOF 3D is available as follows:

- p/n 2510091 - TOF 3D Neuromuscular Transmission Monitor @ £1,400.00+VAT

Accessories included:

2510102 Main Patient Cable

2510103 Stimulation Cable

2510104 Acceleration (AMG) Transducer,

1 x Sealing cover for unused port on main patient cable

1 x Sealing cover for data interface socket

4 x AA 1.5V batteries

Instructions for Use

If you wish to use the twitch response monitoring functionality of the TOF3D, which is the recommended method, then you will need either of the following accessories:

- 2520110 - Hand Adapter (reusable) @ £38.50+VAT each

- 2520111 - Thumb Adapters (single use) @ £45.00+VAT / pack of 50

Note: you don't need to use both adapters together, you can choose either the reusable hand adapter or the disposable thumb adapters.

The device can be used in a table-top configuration, or can be pole mounted. We can supply a pole mounting bracket on loan with the device, along with a hand adapter and a few of the disposable thumb adapters.

If you wish to formalize a trial, please can you have the attached Terms & Conditions Form completed by an authorized person within the Trust, including the specific department where the trial will take place.

The form can be returned by fax or you can simply take a photo and return it by email. I will be on leave for 2 weeks starting next week, so please can you return the form to info@viamed.co.uk and forward this email so that my colleagues can see our discussion.

If you have any immediate queries, please let me know, otherwise I will catch up with this upon my return to work.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

Please note: Viamed is now enacting a coronavirus contingency plan to allow sales and admin staff to work from home, and I am now working remotely. Telephone calls to the main office will be answered remotely, but please continue to use email where possible.

Website: www.viamed.co.uk
email: steve.hardaker@viamed.co.uk
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On Mon, 19 Apr 2021 at 13:47, Stephanie Davies (BCUHB - Theatres) <Stephanie.Davies2@wales.nhs.uk> wrote:

Hello Steve,

Thank you for coming back to me.

I've sent this onto the clinical staff for them to see.

Hopefully, be back in touch soon.

Many thanks

Steph

Steph Davies

Theatre Resource Officer

Wrexham Maelor Hospital

Telephone Number 07841 348851

From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker

Sent: 15 April 2021 16:47

To: Stephanie Davies (BCUHB - Theatres) <Stephanie.Davies2@wales.nhs.uk>

Subject: Replacement for Microstim DB3 nerve stimulator

Hi Stephanie,

I am contacting you following your enquiry regarding the Microstim DB3 Nerve Stimulator. Unfortunately, this device was discontinued as a medical product on the 17th May 2019 as it is not feasible to CE certify this legacy product to meet the requirements of the incoming European Union Medical Device Regulation (MDR). This means we can no longer sell new units as they will not have a valid CE certification.

The decision to discontinue the Microstim DB3 does not affect any devices already supplied, which were fully compliant with CE regulatory requirements that were in place when the devices were sold. Any devices currently in service bear a valid CE mark and there is no need to withdraw the units from use.

Although we can no longer sell new units, our stockpile of sub-assemblies does allow us to perform a fixed-cost repair for minimal cost, regardless of what is wrong with the device. Effectively, providing you can return a device to us with a serial number label on, you can get a good-as-new repair for just £45.00+VAT.

We are looking to replace the Microstim DB3 with a product from another manufacturer that already meets the requirements of the MDR. We were unable to find a simple nerve stimulator but we have found a potential solution in the form of a Neuromuscular Monitor, the TOF 3D, but this is a significantly more complex device and is consequently more expensive.

The price will be £1,400+VAT, which I appreciate is significantly more than the Microstim DB3 and this device may be over-specified for many applications but it is the only viable MDR-compliant solution that we have found.

We are still at a very early stage of the evaluation process and we have not yet done the manufacturer sales training but hope to bring this to market in the coming months. I have attached some information illustrating the device, if this is of interest and you would like to offer any comments, do please get back to me. Likewise, if you would like me to send a copy of the Instruction Manual to give you a better idea of how the device functions, please let me know.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

Please note: Viamed is now enacting a coronavirus contingency plan to allow sales and admin staff to work from home, and I am now working remotely. Telephone calls to the main office will be answered remotely, but please continue to use email where possible.

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<http://www.wales.nhs.uk/sitesplus/861/tudalen/47230>

English

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You are advised to read (and print for future reference) the Betsi Cadwaladr University Health Board e-mail notice which can be found at this location

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