



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

Fwd: R-49V oxygen sensor

1 message

Main Account <office@viamed.co.uk>

Tue, Feb 1, 2022 at 1:47 PM

To: Sophie Lines <sophie.lines@vmsecure.me.uk>

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

From: **Steve Hardaker** <office@viamed.co.uk>

Date: Tue, 1 Feb 2022 at 13:45

Subject: Fwd: R-49V oxygen sensor

To: Main Account <office@viamed.co.uk>

Hi,

Please can someone create a quotation for Ortus for the following (the pricing is end user with the 3-10 price break) :

- 5x 0110058 - Oxygen sensor T-7V @ £38.00+VAT
- 5x 0110049 - Oxygen sensor R-49V @ £38.00+VAT
- Carriage: FOC

If you want to send it to me when checked, I will forward it to Peter, thanks.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

Please note: Viamed is 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.ukemail: steve.hardaker@viamed.co.uk

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From: **Peter Benson** <p.benson@ortus.co.uk>

Date: Tue, 1 Feb 2022 at 13:22

Subject: Re: R-49V oxygen sensor

To: steve.hardaker@viamed.co.uk <steve.hardaker@viamed.co.uk>

Hi Steve,

Thanks for the information, really useful. You're right about the various versions of sensors across devices, but Aeonmed have supplied a conversion kits so that when we service the units we can switch to the MOX-4. If the T-7V are compatible with the MOX-4 and work as expected, then we can hopefully use these.

Could we go for the 5x of each please for now to do some testing. You OK to send over a quote for now, for 5 of each with the particulars and our purchasing team can add them to the system and raise a PO.

Best

Peter

From: Main Account <viamedinbox@gmail.com> on behalf of Steve Hardaker
<office@viamed.co.uk>

Date: Thursday, 27 January 2022 at 17:20

To: Peter Benson <p.benson@ortus.co.uk>

Subject: Re: R-49V oxygen sensor

Hi Peter,

Sorry for the delay in responding, I had to look deeper into this in order to best inform you.

Part number 0110057 is the Teledyne T-7 oxygen sensor, to which we have a directly compatible Viamed version that we can offer at a significantly lower cost, the Viamed T-7V. Additionally, we have more control over the lead-times for the T-7V than the Teledyne T-7.

The best price that we could offer on the Teledyne T-7 would be £54.80+VAT for 100+ per order, whereas we can offer you the **Viamed T-7V at £34.00+VAT** for 100+ per order.

Would you be able to accept drops of 100 at a time or are you looking for a lead-time on larger volumes per shipment i.e. 500 or 1,000?

Right now we could do 100 straight away, and calling off 100 sensors every month is feasible. If you need a larger volume in one drop, please advise and I will look deeper into the forward manufacturing schedule to get a lead-time.

Just a word of caution: we know from speaking to NHS customers that there are at least 7 different versions of Aeonmed vent supplied as part of the ventilator challenge that all take different sensors. Also, during the pandemic response in 2020-21, Viamed supplied Ortus with 150 x R-49V which look identical to the T-7 but are wired differently and have a different specification, so it would be a wise precaution to assess the installed equipment base before committing to 1,000 sensors.

If you want to purchase low volumes for testing, we can offer these at the following discounted pricing:

- 5x 0110058 - Oxygen sensor T-7V @ £38.00+VAT
- 5x 0110049 - Oxygen sensor R-49V @ £38.00+VAT
- Carriage: FOC

Please let me know your thoughts, and if you have any questions, please feel free to ask.

Regards,

Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Wed, 26 Jan 2022 at 15:49, Peter Benson <p.benson@ortus.co.uk> wrote:

Hi Steve,

Finally had some movement on our VG70 work for the DHSC.

We believe PN: 0110057 are compatible with our devices. Would it be possible to get sent 5 to test before placing a larger order?

What's the costs per unit and lead times for 1,000 units?

Best

Peter

From: Main Account <viamedinbox@gmail.com> on behalf of Steve Hardaker
<office@viamed.co.uk>

Date: Friday, 15 October 2021 at 15:50

To: Peter Benson <p.benson@ortus.co.uk>

Subject: Re: R-49V oxygen sensor

Hi Peter,

We usually have a couple of hundred in stock and can get more into the manufacturing queue for delivery 4-6 weeks from placement of an order, so if you get wind of anything, let me know and I will get you a revised lead-time.

Are the vents that you supplied all Aeonmed VG70's or a mixture of different models?

Regards,
Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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On Wed, 13 Oct 2021 at 12:05, Peter Benson <p.benson@ortus.co.uk> wrote:

Hi Steve,

We're still – annoyingly – awaiting a decision from the DHSC.

Not sure if they're pushing the limits to see if there will be a significant increase cases, but we're pressuring for commitment either way.

Best
Peter

From: Main Account <viamedinbox@gmail.com> on behalf of Steve Hardaker <office@viamed.co.uk>
Date: Monday, 11 October 2021 at 09:53
To: Peter Benson <p.benson@ortus.co.uk>
Subject: Fwd: R-49V oxygen sensor

Good morning Peter,

I'm just following up on the matter we discussed a couple of months ago concerning a potential requirement for a high volume of oxygen sensors for ventilators.

You mentioned at the time that this would be entirely dependent upon a decision from the government as to who will be taking responsibility for the service and maintenance of the vents supplied as part of the COVID-19 response, has a decision materialised on that as yet?

Any information that you can offer would be greatly appreciated, as this will help to gauge upcoming demand. Thanks in advance.

Regards,

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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From: Steve Hardaker <steve.hardaker@viamed.co.uk>
Date: Thu, 22 Jul 2021 at 16:08
Subject: Re: R-49V oxygen sensor
To: Peter Benson <p.benson@ortus.co.uk>

Hi Peter,

Further to my email yesterday, I can confirm that the current manufacturing lead-time on 500-off R-49V oxygen sensor is 6 weeks. The lead-time on 1,500-off is 8 weeks.

Please be aware that this is the current situation and may be subject to change, so if you do get confirmation that you will be needing the sensors, please let me know as soon as you can so that we can put them into the production queue.

Regards,
Steve

Steve Hardaker
Technical Support Manager
Viamed Ltd.

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