



Zoey Teal <viamed.zoey.teal@gmail.com>

Fwd: TOF 3D Neuromuscular monitor

1 message

Steve Hardaker <office@viamed.co.uk>
Reply-To: steve.hardaker@viamed.co.uk
To: office@vmsecure.me.uk

Wed, Feb 16, 2022 at 3:12 PM

Hi, please can someone generate a quote for Ian Rice at Spire Harpenden for the following:

4x 2510091 - TOF 3D
4x 2520110 - Hand adapter

We did previously quote for 2 with a 5% discount but that was in July and we are trying not to offer discounts unless absolutely necessary as we now know that the pricing is good, so we will try with no discounts and we will see how well it is received.

If it can be created and checked, I am happy to send.

Thanks,
Steve

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

From: **RICE, Ian** <Ian.RICE@spirehealthcare.com>
Date: Wed, 16 Feb 2022 at 13:32
Subject: RE: TOF 3D Neuromuscular monitor
To: steve.hardaker@viamed.co.uk <steve.hardaker@viamed.co.uk>
Cc: EDGE, Pippa <Pippa.EDGE@spirehealthcare.com>, SMITH, Matthew <Matthew.SMITH@spirehealthcare.com>

Hi Steve

Hope you're well.

Sorry for the delay in getting back to you on this, there was supposed to be a central approach to this as I told you before but nothing has happened and tbh it dropped off my radar.

Can you give me a full quote for 4 of the TOF's please and I will put it forward for a business case.

Thanks

Ian

Ian Rice | [Spire Healthcare](#) | Theatre Manager | Theatres

Spire Harpenden Hospital | Ambrose Lane | Harpenden | AL5 4BP

ian.rice@spirehealthcare.com | 01582 714499



From: Main Account <viamedinbox@gmail.com> **On Behalf Of** Steve Hardaker
Sent: 02 July 2021 17:01

To: RICE, Ian <Ian.RICE@spirehealthcare.com>
Subject: TOF 3D Neuromuscular monitor

EXTERNAL EMAIL: This message originated from outside the organisation. Exercise caution when opening attachments or links.

Hi Ian,

Sorry for the delay in getting this to you. I've managed to get you a 5% discount off the list price of £1,400.00+VAT for the TOF 3D kits. We have recently changed the way we do quotes and for some reason it no longer shows the list price on the quote, but it is there.

I have taken the liberty of adding 2 of the reusable hand adapters, these offer the best method of placement for the sensor and allows the device to perform at its peak. There is an alternative single-use thumb adapter if you prefer, as detailed on the price list, attached.

I have also attached a copy of the User Manual to better illustrate the device's capabilities and features, I also have a user training document that I can send to you if you like, but I should advise you in advance that Viamed does not have field sales representatives and can not offer on-site training of any kind.

Please could you confirm receipt of this email and let me know if you have any comments or queries.

Regards,

Steve

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
Tel: +44 (0)1535 634542
Fax: +44 (0)1535 635582

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