



Steve Nixon <steve.nixon.viamed@googlemail.com>

Fwd: Foetal Simulator Improvements

1 message

Steve Nixon <steve.nixon@viamed.co.uk>
 Reply-To: steve.nixon@viamed.co.uk
 To: Dave Brough <david.brough@virgin.net>

29 August 2018 at 17:16

Hi Dave

Please see the replies below:

Steve

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

From: **DAVID BROUH** <david.brough@virgin.net>
 Date: Sat, 25 Aug 2018 at 17:41
 Subject: Foetal Simulator Improvements
 To: Steve Nixon <steve.nixon@viamed.co.uk>
 Cc: Les Scott <lascott@ntlworld.com>

Hi Steve

Hope all is well.

Have you managed to evaluate the performance of the gel pad I sent down on 28th June? As I mentioned we found that this was an improvement on the oil/envelope pad, from the point of view of coupling efficiency/audio output and stability (No leaks). I hope you can concur with us via your tests. We have had a Gel Pad exposed to air for the past 2 months with no shrinkage or degradation present. We also sent down a 64 ohm speaker which can be directly substituted for the piezo speaker used in the V1000 which produces a great improvement in sound output from CTG's under test. **Did you manage to evaluate this drive unit?** We have fitted this drive to our V1000 in conjunction with new type gel pad and we are getting very good results from tests on our Philips (Avelon) ctg's. **We can send this unit down for your evaluation ?**

We found that some of the gel breaks away when peeling off the backing paper. The feedback is that the results are not any better than some of the bag variants. I'll check myself this week.

You mentioned in your e-mail date 01/08 that you were expecting samples of the new blue type (Higher audio output) sounder from Sonitron. **Did you manage to obtain these and evaluate them from the point of increased audio output?**

Sonitron got back to me, but so far no samples received. In the meantime I have ordered from RS.

As mentioned previously the audio output produced from a CTG using the existing coupling arrangement in the V1000 (oil/envelope) is very low and does not instill confidence from the customer when demonstrating. We have investigated several ways to overcome this shortfall, with very good results these are :-

1. Direct replacement of the oil/envelope coupling pad with a new semi-solid gel pad (sample supplied). [No modification to existing V1000--new custom Gel pad to be produced].

We have also been evaluating alternative gel sheets.

2. Direct replacement of the Sonitron Piezo speaker with the new blue speaker and use of the new gel pad.[No modification to existing V1000--new custom Gel pad to be produced].

This is probably a better option.

3. The use of 64 ohm audio speaker (produces greatest improvement in audio volume and spectrum output--more authentic heart sound) and new gel pad. The V1000 will require modification to mount this drive--new custom Gel pad to be produced].

It seems a bit of a backwards step, but we will install the sample in a V1000 for comparison.

The existing Oil/Envelope coupling pad is difficult (labour intensive) to produce and is prone to leaking the oil, also the coupling efficiency is low and the subsequent sound output from the CTG's under test is poor, very low heart beat sound. Hence the proposal for the new semi-solid Gel pad, which is very stable and does not shrink or leak. This also has the advantage that coupling efficiency is higher and the subsequent sound output from CTG's is greatly improved.

In your e-mail dated 24/07 you mention "We haven't done any further assessments yet due to existing workload".

Obviously we understand the demands on your time and that the V1000 is only a small part of the portfolio of products you are responsible for, if you have an engineer who is dealing with these issues we would be only too pleased to deal with him/her which will means we would not take up any more of your time which is at a premium.

At the moment everyone is busy. You will find that most medical companies are being bogged down with all the new regulations and standards. Most companies have discontinued many of their legacy products and suspended R&D. Even some of the main players have abstained from the major exhibitions. The notified bodies and MHRA also seem to be fire fighting. We are expecting a four person audit/inspection team from BSI for next week for a three day audit.

As mentioned previously we would be able to produce custom Gel pads for use in the V1000 and again this would eliminate the need for any increase in man hours at Viamed, indeed this would eliminate the use of Viamed man hours to produce the existing oil/envelope coupling pads used at the moment.

The price of your gel pads is unrealistic. In any case they need to be tested for long term viability.

I hope you can appreciate that we are only trying to improve the quality and efficiency of the V1000 which we believe would make the unit more acceptable to customers and result in an increase in sales which would be good for Viamed and ourselves.

Yes, I understand and agree.

If you think that these product improvements are not justified and the existing unit is adequate and does not warrant any further improvements/investment then can you let us know, so we can cease any further R&D work to improve this unit. We have always endeavoured to provide improvements to support Viamed with the product and its sales.

We are here to advise and propose improvements if required.

Thanks, much appreciated.

Steve

Regards

Dave/Les

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Steve

Steve Nixon
Director - Viamed Ltd.

Office: +44 (0)1535 634542
Mobile: +44 (0)7850 252267

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