



Steve Nixon &lt;steve.nixon.viamed@googlemail.com&gt;

**Fwd: NAPA 15**

1 message

**Steve Nixon** <steve.nixon@viamed.co.uk>  
Reply-To: steve.nixon@viamed.co.uk  
To: Steve Hardaker <steve.hardaker@viamed.co.uk>  
Cc: Ryan Swaine <ryan.swaine@viamed.co.uk>

25 September 2018 at 17:26

Please have a look at the information that Bruce has provided and let me know your initial thoughts and comments.

Steve

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

From: **Bruce Brierley** <bruce@maxtec.com>  
Date: Mon, 24 Sep 2018 at 18:42  
Subject: Re: NAPA 15  
To: Steve Nixon <steve.nixon@viamed.co.uk>  
Cc: Dan Tatum <dan@wbmedical.com>

Hey Steve,  
Thanks for asking...

- no battery since it will be pole mounted in the NICU
- we can get the end user price down and consumables at least 1/3 less than suggested list.

we will keep working on it.

b



**Bruce Brierley**  
Chief Executive Officer

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On Mon, Sep 24, 2018 at 8:58 AM Steve Nixon <office@viamed.co.uk> wrote:

Thanks for the heads-up on this Bruce.

I'll look at the video etc. What is the battery requirements and life? First reaction is that the line is on the expensive side.

Regarding the other items, we have demos lined up. However, we only received the products about two weeks ago.

Regards

Steve

On Mon, 24 Sep 2018 at 14:33, Bruce Brierley <bruce@maxtec.com> wrote:

Dear Steve,

I wanted to give you an early heads up on a new product that we want to promote in your area.

Here is a short video to give you a better understanding  
<https://vimeo.com/289950260>

I would love to hear your thoughts, we know infant non-invasive therapies both CPAP and HHFNC has an unmet need to measure the pressures.

Just for a real rough idea the small capital item to the end user would be ~ \$1,800 USD and the disposable single patient use ~\$18.

We have 510K is all at the moment, it will take sometime to get CE Mark etc. I wanted to reach out to you early since I have so much admiration for you and your operation.

b

PS

How's the MB2 and other items going? How can we accelerate or do better?



**Bruce Brierley**  
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Steve

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