

RICap Sales Strategy and Quotation

2018.09.21

Supplier	ZUG	Contact	Stephane
Customer		Contact	

1:Normal Sale

Product	Model	Parameters	ZUG MOQ(UNIT)	ZUG Selling price(USD)	End price(USD)	Standard Accessories
Patient monitor (Capnograph)	RICap	EtCO2,InsCO 2,RR	No MOQ Requirement	690.00	950.00	1PCS:Lanyard 1PCS:Disposable adult airway adapter 1PCS:Disposable neonate airway adapter

Remarks : 1.The validity period of this method is 1 year, it is the first year of RICap promotion (1th September 2018 - 1th

Patient monitor (Capnograph)	RICap	EtCO2,InsCO 2,RR	300	650.00	950.00	1PCS:Lanyard 1PCS:Disposable adult airway adapter 1PCS:Disposable neonate airway adapter
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Delivery TBD

Payment T/T

2:OEM

Requirement for customer	1.Big company and with strong sales ability. 2.The annual sales volume $\geq$ 1000pcs, and single purchase quantity $\geq$ 300pcs.					
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Delivery TBD

Payment T/T

4:Airway adapter

Product	Model	Parameters	ZUG MOQ(UNIT)	ZUG Selling price(USD)	End price(USD)	Standard Accessories
Airway adapter	SGMC-DA SGMC-DN	/	25-50	6.00	9.00	1.Disposable 2.MPQ:25PCS
			51-100			
			101-200			
			>200			