

Wednesday meeting 6-9-23
No Catrin rest present.

Discussed chasing future
orders / servicing etc.

^{RS} Boltech Italy Discussed forward
order possibly for 500 Auto
sensors. Dec Tom still in discuss
re price.

DL Days to chase - orders.
Showing how / where.
need days to chase setting
unsure if office or sales team.
List shows are they over due
ordering proactive selling.

SH drop down for user fix as
general then we can edit it over
we don't want offer to do.

DL its in CRM at the mo.

RS- would be good for me to do Export as it what I should be doing anyway.

SN need a Do not chase button for people we dont want.

DL CRM/stock - does it need a Notes field SH yes would be really useful.

DL will add memo field.

SN eyemax's - maxtec have had really bad quarter and they have asked us why. All their prices gone up a lot.

2/60's Heidi worried about releasing early. Let us have the named units. all testing good.

RS named have to end of today

talking to Cortessiss.
Some other urgent ones to discuss.

3 weeks rest will come in 100 +
to full fill back orders.

SV Saadat unconventional test
sampling lines are leaking. But
Burnd say in-specs in tolerance.
SV asking them to increase a ring
size to lessen leakages.

massimo leaks less.

asking BP to take it as a
improvement not a Complaint.

SH

Hop testing sensor different devices.

SN MG re programming 2160 he
has certificate to say he can do
them.

main drives any one use.
SH uses T Drive.

DL Goldmine , U , T , Z

SH compare Drive L drive.
DL can go to T drive as
extra user.

phil servicing.

SH Z hosp one come here
one go there.

SH see if can arrange close drop
off.

DL MG is best to go.
one day. he should be behind
with cables.

Do we need competency assess-
ment. PC gets them to do a

Service. to check they can.

SH run inspiration - they do some
courses. Blender training

Service hit, pushing customers
to 2 years.

annual hit every year big
one 4/5 year.

now annual one year overhauled
next year.

^{SH} sales log accuracy to 0.01%
maxtec now starter.

ELtech.

Ipswich Hosp 22 Blenders.

gone with F+P. F+P have
supplied other equipment + Rep
going in to train on whole system.

SN big list of Docs on PO
verifying supplier DL to have a
look next time.

Tof 20 - dropped Replaced whole
board. £800 may need
sub assemblies possibly so he
can.

We still uh rep while
wardray rep get themselves
sorted.

Cititech could be medical
sole rep - Medisels.

Cititech don't want to deal
with medical..

KE25 - being dropped for
Solely lead free.

Maxel range, Cititech med
both coming our way.

SN Landagroph price lists.

Vra -> van price list.

SH - clean Phil workshop.

Still asked for vet DB300

Thames medical. SN will deal
with them.

SH - website pulse ox case
not listed as. Need to add.

Issue for Catrin.

SN - probe repair company.
maybe sell our old cables.

RS followed up sales leads,
African are still ongoing.
Tender for 15 oximeters:
2160 neonatals.

^{SN} yes good as long as not new
born. first 15 / 20 mins is prob.

RS product Pulse ox sleep apnea.
ring oximeter, \$60 to buy.
to look at

medica get a location