

## **Ryan China Trip Objectives 02/02/2013:**

### **Oxygen sensor sales prospects**

- collate contacts seen at the last meeting.
- arrange follow up meetings.
- report outcomes.
- Investigate new contacts.

### **TAI Oxygen monitors and sensors**

- To expand market penetration

### **VN202 (Medical)**

- To establish if a market exists for this level of product.
- VN202 If yes what are the costs of SFDA with ISO601 & SFDA without ISO60601
- VN202 What are costs of ISO60601 in China

### **Pump Box**

- Justec: Combining the VN202 electronics into the pump box.
- Estimated: Cost of design; Engineering costs: tooling costs ; component cost; manufacturing costs
- Estimated time scale. Assuming we prove we have a market for the product.
- JSL should have a sample

### **Microstim**

- Cost of SFDA without ISO60601; Cost of SFDA with ISO60601. Cost of ISO60601 in China,
- What is the market potential. Is it worth the investment.
- These questions could also be put to AML

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### **Any Potential New products**

- Are there any products which would fit into our range bearing in mind the Documentation required . CE: ISO13485. ISO60601.
- Instruction information and Technical information Do they need re-writing?
- Skills required to back up the product. Selling and service
- Cost of shipping
- Compatibility with the rest of our range.
- Sales regions.
- Language difficulties.