

### Additional Information Regarding The Revision Of Posey Product Pricing As Supplied By Viamed

As of 10<sup>th</sup> November 2014, pricing for Posey products will include delivery in the unit price, offering a 'delivered cost' at various quantity price breaks. This is in response to a large number of requests from NHS Trusts not to charge for carriage separately on invoices.

Viamed is fully committed to assisting the NHS in its goal of inflationary avoidance, and as such, the pricing structure has been carefully considered so as to *not constitute a price increase* and to comply with the Zero-Inflation policies of many NHS Trusts.

Please see below a comparison detailing the delivered costs for Posey pulse oximetry sensor wrap model 6554 (Viamed part number 0021013) using pre-November 2014 pricing versus post-November 2014 pricing.

P/n 0021013	Pre – November 2014 pricing					Post – November 2014 pricing	
Quantity	Unit price	Goods cost	Carriage	Total delivered cost		Total delivered cost	Outcome
1-off	£6.00	£6.00	£5.00	<b>£11.00</b>		<b>£11.00</b>	<b>No change</b>
2-off	£6.00	£12.00	£5.00	<b>£17.00</b>		<b>£17.00</b>	<b>No change</b>
3-off	£6.00	£18.00	£5.00	<b>£23.00</b>		<b>£22.95</b>	<b>Slight reduction</b>
11+	£6.00	£66.00	£10.00	<b>£76.00</b>		<b>£82.50</b>	<b>Slight increase</b>
Case/48	£288.00	£288.00	£10.00	<b>£298.00</b>		<b>£298.00</b>	<b>No change</b>

Viamed is making these changes in good faith and as a response to customer requests. If you have any comments or suggestions, please contact Viamed on 01535 634542 or by email at [sales@viamed.co.uk](mailto:sales@viamed.co.uk)