

Intermed NZ

We started business with Intermed NZ after a meeting at Medica. They have focused on our Microstim, but we introduced Tori (Anaesthesia Business Leader) to the Capnograph, during her visit in May 2013.

The feedback from Tori with regards to the Microstim is that there are two distinct camps; one that is happy with the Microstim and the other camp would like a display or/and an incremental dial.

With regards to the Capnograph, they purchased a demonstration unit, but it took a while before it was decided who in the company was going to be responsible for it and how it would fit in to their portfolio. They have since registered the device and they have just received their first order for two units and hopefully this will create a good reference for future sales.

Top 00006039 - Intermed Medical Limited Sales Values in UK Pounds
Index Of Customers

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
2012	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£343	£343
2013	£0	£0	£285	£1022	£1487	£246	£0	£0	£450	£0	£0	£289	£3779
2014	£0	£77	£395	£0	£0	£431	£0	£426	£0	£0	£227	£0	£1556
2015	£15	£3216	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£3231

Product Quantity Sold (Filtered out Low Value Sales)

Stock	Description	2011	2012	2013	2014	2015
2510000	Microstim DB3		3	31	18	
2510005	Microstim DB3 Tester		1	3	1	
2520000	DB3 Patient Lead			5	14	5
2530004	Microstim Battery Cover					8
2550002	DB3 Electrode Pack of 30		3			
4410520	Capnograph VM 2500-S			1		2
4420525	Nomo Adapter					6
4420531	Airway adapters - box of 25					5
4420550	Disp sampling line Box of 25.					5
9910127	Lanyard - Viamed, screw thread.		3	3		

Intermed Australia

HQ- Melbourne

2nd Warehouse – Sydney

Specialise in Anaesthesia & Critical Care

We do not currently have any business with Intermed Australia, but we have had some correspondence in the past; we had a conference call in May 2014 with regards to a potential requirement for Tom Thumb's in Westmead Hospital. Until now, we have not received any feedback.

I believe that they also see potential for the Microstim, but we have another distributor for this product, Surimex. It may be time we re-visited this, as the sales from Surimex have dropped off.

They may also be interested in the Capnograph, like the NZ branch.

Meeting with:

Ben Darling

National Sales Manager

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F 1300 473 669

W www.intermedmedical.com.au

Points to mention:

- Do they have any feedback from Westmead Hospital?
- Would they be interested in the VM-2500?
- If we were to re-address our activities in Australia for the Microstim, would they be interested?
- Introduce Versastream

Ryan Swaine
09/03/2015

Surimex

HQ- Mitcham

Surimex have focused on the Microstim, they have shown some interest in other products, but until now have not taken this any further. They started very well with the Microstim, but sales have dropped off recently.

Their latest feedback regarding the Microstim is that they are meeting more and more customers that would like an output display.

Potential meeting with:

Bec Eames
National Sales Manager
M: 0061423050320
Bec@surimex.com.au

Top 00007528 - Surimex Sales Values in UK Pounds
Index Of Customers

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
2010	£0	£203	£351	£474	£0	£615	£295	£78	£288	£440	£0	£0	£2744
2011	£0	£15	£0	£0	£0	£0	£213	£0	£427	£0	£0	£0	£655
2012	£0	£582	£0	£156	£292	£0	£0	£0	£0	£0	£55	£54	£1139
2013	£0	£0	£0	£0	£49	£0	£672	£268	£0	£57	£449	£0	£1495
2014	£0	£0	£0	£40	£458	£0	£0	£0	£0	£56	£0	£380	£934

Product Quantity Sold (Filtered out Low Value Sales)

Stock	Description	2010	2011	2012	2013	2014
2510000	Microstim DB3	42	10	10	14	9
2520000	DB3 Patient Lead	10	2	10	16	15
2530004	Microstim Battery Cover	5			3	
2530012	Intensity Control Knob		4	3	2	