

A medical training mannequin is shown lying down, equipped with various medical devices. A prominent green and blue respiratory connector is attached to its chest. Several white and clear plastic tubes are connected to the mannequin. A black blood pressure cuff is visible on its arm, with a label that reads 'ADULT LONG 11L'. The background is a blurred clinical setting.

**PRECIO COMPETITIVO,
DISPONIBILIDAD Y
CALIDAD TÉCNICA**

EQUIPO EE. UU.

Informe sobre compra de
ventiladores mecánicos pulmonares
(primera compra)



ASOCIACIÓN
PARA • UNA
SOCIEDAD MÁS JUSTA
CAPÍTULO EN HONDURAS DE  TRANSPARENCY
INTERNATIONAL

www.asjhonduras.com



© Asociación para una Sociedad más Justa (ASJ)
Tegucigalpa, Honduras. Mayo de 2020

Se permite la reproducción total o parcial de este
documento, citando la respectiva fuente.

INFORME SOBRE COMPRA DE VENTILADORES MECÁNICOS PULMONARES (PRIMERA COMPRA)

Compras del Gobierno de Honduras

El Gobierno de Honduras realizó tres pedidos de ventiladores mecánicos a dos empresas hondureñas: Dimex Médica S.A. de C.V. (DIMEX) y Sistemas e Imágenes Médicos S. de R.L. (SIMEDIC). Compró un total de 450 ventiladores por un monto de USD 13,834,525.88, lo que se resume a continuación:

Proveedor	Dimex Medica S.A. de C.V. (DIMEX)	Sistemas e Imágenes Medicos S. de R.L (SIMEDIC)	Sistemas e Imágenes Medicos S. de R.L (SIMEDIC)	Total
País de origen	Honduras (Fabricante Chino)	Honduras (Fabricante Coreano)	Honduras (Fabricante Coreano)	
Cantidad ordenada	150	150	150	450
Marca	MINDRAY	MEK ICS	MEK ICS	
Modelo	SV300 (130) SV600 (20)	MV2000 EVO2	MV2000 EVO5	
Costo total	\$4,732,537.50	\$4,679,950.88	\$4,422,037.50	\$13,834,525.88
Costo promedio por unidad	\$31,550.25	\$31,199.67	\$29,480.25	\$30,743.39
Pago por adelanto	\$3,786,030.00	\$3,743,960.70	\$3,537,630.00	\$11,067,620.70
Pago final	\$946,507.50	\$467,995.09 \$467,995.09	\$442,203.75 \$442,203.75	\$2,766,905.18
Fecha de pago final estimada	18 de diciembre, 2020	10% - 30 de junio, 2020 10% - 30 de septiembre 2020	10% - 31 de julio, 2020 10% - 31 de octubre 2020	

Los pedidos fueron hechos por el Gobierno de Honduras el 30 de marzo de 2020 y el 1 de abril de 2020. Las fechas de entrega se detallan a continuación:

Proveedor	Dimex Medica S.A. de C.V. (DIMEX)	Sistemas e Imágenes Medicos S. de R.L (SIMEDIC)	Sistemas e Imágenes Medicos S. de R.L (SIMEDIC)	Total
Fecha proveedor puso orden en fábrica	30 de marzo, 2020	30 de marzo, 2020	1 de abril, 2020	
Fecha de entrega estimada	30 de junio, 2020 - 10 SV600 sin turbina 31 de julio, 2020 - 10 SV600 sin turbina 31 de ago., 2020 - 20 SV300 fija 30 de sept., 2020 - 30 SV300 fija 31 de oct., 2020 - 30 SV300 fija 30 de nov., 2020 - 30 SV300 fija 31 de dic., 2020 - 20 SV300 fija *fecha estimada de entrega en para la última semana de cada mes mencionado	10 de julio, 2020 - 100 ventiladores (70 días para producción, 30 para transporte) 7 de ago., 2020 - 50 ventiladores (90 días para producción, 30 para transporte) *fecha estimada de entrega en para la segunda semana de cada mes mencionado	4 de julio, 2020 - 30 ventiladores (60 días para producción, 30 para transporte) 7 de ago., 2020 - 60 ventiladores (90 días para producción, 30 para transporte) septiembre, 2020 - 60 ventiladores (120 días para producción, 30 para transporte) *fecha estimada de entrega en para la primera semana de cada mes mencionado	Junio - 10 Julio - 140 Ago. - 140 Sept. - 90 Oct. - 30 Nov. - 30 Dic. - 20

Proceso de determinación de la razonabilidad de las compras

Para determinar que las compras de ventiladores mecánicos pulmonares realizadas por parte del Gobierno hondureño son razonables, el Dr. Mark Veenstra se puso en contacto con empresas y proveedores para conocer los precios generales de los ventiladores, la calidad de los equipos y la fecha estimada de entrega.

**PRECIO
COMPETITIVO,
DISPONIBILIDAD Y
CALIDAD TÉCNICA**

**EQUIPO
EE. UU.**

Aunque el Dr. Veenstra se puso en contacto con varios representantes de estas empresas en los Estados Unidos, aún no ha recibido respuesta de la mayoría, en parte debido a la elevada demanda actual y al hecho de que el Dr. Veenstra no representa a un gran hospital que desee realizar una compra; sin embargo, también investigó a proveedores de otros países para obtener cotizaciones y otra información técnica.

Nombre	Compañía	Ubicación	Contacto	Respuesta
Bryan Johnson, Representante de ventas	Mindray	EE. UU.	Correo electrónico	Esperando respuesta

Resultados

Calidad:

Se ha confirmado que ambas marcas de ventiladores que el Gobierno hondureño ordenó (Mindray y MEK ICS) son de empresas muy conocidas que venden equipos en todo el mundo. Los modelos y marcas de ventiladores que compraron son multifuncionales, proporcionan una ventilación óptima para los pacientes y tienen la capacidad y comúnmente son utilizados en entornos exigentes como las Unidades de Cuidados Intensivos.

Precios:

Estos ventiladores son difíciles de comprar, algunos fueron encontrados a la venta en Nigeria y Pakistán y se cotizan a unos USD 20,000 por unidad, aunque no tenemos detalles específicos sobre esas compañías en particular, métodos de envío o garantías.

En respuesta a una consulta realizada a una empresa de la India, sobre los precios de esos mismos respiradores, se cotizaron a USD 25,000 por unidad.

Los respiradores de alta calidad en los Estados Unidos cuestan entre USD 25,000 y USD 50,000, pero no hay ninguno disponible actualmente. Ventec respondió que tal vez pueda vender algunos respiradores en el cuarto trimestre de 2020, pero que necesitaría el 100% del pago ahora y un pedido mínimo de 1,000 respiradores.

El Dr. Veesntra sigue en contacto con los representantes de ventas de los proveedores de ventiladores en los Estados Unidos (como MINDRAY, la marca comprada por Honduras a través de DIMEX) y espera recibir más cotizaciones en la próxima semana.

Compañía	Marca	Precio	Disponibilidad
Zirar Enterprises ¹	ICU Ventilator SV300 Mindray	Aprox. USD 26,126.54 (equivalente a Rs2,000,000.00)	No indicado
Ventec Life Systems ²	VOCSN (V+ Pro)	USD 14,750.00 (+10% recargo internacional)	Cuarto trimestre 2020
Desconocido – envío desde Suiza ³	MEK ICS MV200 EVO2 Anaesthesia Ventilator	USD 40,000.00	No indicado
Desconocido – envío desde Ucrania ⁴	MEK ICS MV200 SU-M2 Anaesthesia Ventilator	USD 23,057.00	No indicado

Conclusiones

Basándose en su investigación, el Dr. Veenstra pudo determinar que, en general, la compra por parte del Gobierno hondureño de los ventiladores pulmonares mecánicos es razonable, considerando el precio, la calidad y la disponibilidad.

- 1) *Precio.* El Dr. Veenstra pudo encontrar referencias para ventiladores pulmonares mecánicos de cuatro distribuidores diferentes en distintas partes del mundo, pero actualmente ninguno de ellos está disponible para su compra en los Estados Unidos y ninguna de las fuentes tiene ventiladores disponibles para una fecha anterior a las ordenadas por el Gobierno hondureño.

Los presupuestos para los respiradores oscilaban entre USD 19,000 y USD 23,000, sin incluir impuestos ni gastos de envío, la instalación, la capacitación y el apoyo técnico. El Dr. Veenstra considera que los aproximadamente USD 31,000 que el Gobierno hondureño está pagando por unidad son razonables, ya que incluyen el suministro, la instalación, la capacitación y el apoyo técnico, lo que no ocurría con los presupuestos que recibió.

- 2) *Calidad.* También confirma que los modelos y marcas de ventiladores comprados a los proveedores conocidos son multifuncionales, proporcionan una ventilación óptima para los pacientes y tienen la capacidad de ser utilizados en entornos exigentes como las Unidades de Cuidados Intensivos.

1 Apéndice III, Resumen – Ventilador de marca Mindray
2 Apéndice V, Correspondencia correo electrónico – Ventilador marca VOCSN
3 Apéndice I, Ventilador marca MEK ICS
4 Apéndice I, Ventilador marca MEK ICS

**PRECIO
COMPETITIVO,
DISPONIBILIDAD Y
CALIDAD TÉCNICA**

**EQUIPO
EE. UU.**

- 3) *Disponibilidad.* Aunque el Dr. Veenstra pudo obtener algunas cotizaciones para los respiradores (que se muestran en la tabla anterior), encontró que muchas compañías actualmente no pueden dar cotizaciones o información técnica sobre los respiradores, dada la escasez en los Estados Unidos.

Las compañías de automóviles, como General Motors, están comenzando a fabricar ventiladores, pero cualquier ventilador disponible iría primero a los Estados Unidos. En ese sentido, el Dr. Veenstra cree que a menos que la curva de contagios en los EE. UU. baje mucho en las próximas semanas, ningún ventilador estaría disponible antes de junio, que es cuando el primer envío de ventiladores está programado para llegar a Honduras.

APÉNDICE


I. Ventilador marca MEK ICS

5:15 PM Sat Apr 18bimedis.com43%

Back to search results12/269

FOR SALEMEKICS MV2000 EVO 2 Anaesthesia Ventilator

5:16 PM Sat Apr 18bimedis.com43%



Price40 000 USD

CONTACT SELLER

Bimedis processes personal data about users of our site, through the use of cookies to deliver our services, personalize advertising and to analyze site activity. We may share certain information about our users with our advertising and analytics partners. For additional details, refer to the Bimedis Privacy Policy. By clicking "I AGREE" below, you agree to the Bimedis Privacy Policy and Bimedis's personal data processing and cookie practices as described therein. [Learn more](#)

REMOVAL AND INSTALLATIONI AGREEINSTALLATION

5:16 PM Sat Apr 18bimedis.com43%

Product Details

Brand	MEKICS
Model	MV2000 EVO 2
Condition	New
Warranty	No warranty
Shipping from	Switzerland
Advert #	1580066
Category	Anaesthesia ventilators
Posted	09.04.2020
Visits	61

Product Specifications

High-frequency ALV machines	Yes
-----------------------------	-----

Product Description

Bimedis processes personal data about users of our site, through the use of cookies to deliver our services, personalize advertising and to analyze site activity. We may share certain information about our users with our advertising and analytics partners. For additional details, refer to the Bimedis Privacy Policy. By clicking "I AGREE" below, you agree to the Bimedis Privacy Policy and Bimedis's personal data processing and cookie practices as described therein. [Learn more](#)

Please note that the stock is going low very fast the first emergency demand.

I AGREE

Back to search results

1/269

Advert is not available right now



MEKICS MV2000 SU-M2 Anaesthesia Ventilator

Shipping from: Ukraine

Condition: New

23 057 USD

[VIEW ORIGINAL ITEM](#)

[SELL ONE LIKE THIS](#)

FOR SALE MEKICS MV2000 SU-M2 Anaesthesia Ventilator

Bimedis processes personal data about users of our site, through the use of cookies to deliver our services, personalize advertising and to analyze site activity. We may share certain information about our users with our advertising and analytics partners. For additional details, refer to the Bimedis Privacy Policy. By clicking "I AGREE" below, you agree to the Bimedis Privacy Policy and Bimedis's personal data processing and cookie practices as described therein. [Learn more](#)

[I AGREE](#)

Price

21 250 EUR (Price in the user currency) 23 057 USD (Converted price)

Product Details

Brand	MEKICS
Model	MV2000 SU-M2
Condition	New
Warranty	No warranty
Shipping from	Ukraine
Advert #	678769
Category	Anaesthesia ventilators
Posted	29.12.2016
Visits	86

Share

Do you want to sell/buy medical equipment?

Bimedis processes personal data about users of our site, through the use of cookies to deliver our services, personalize advertising and to analyze site activity. We may share certain information about our users with our advertising and analytics partners. For additional details, refer to the Bimedis Privacy Policy. By clicking "I AGREE" below, you agree to the Bimedis Privacy Policy and Bimedis's personal data processing and cookie practices as described therein. [Learn more](#)

Related Searches

REPAIR MACHINES

CAD/CAM M...

ENTAL EQUIPMENT

[I AGREE](#)

SV300 Ventilator: A Warrior in the Battle against COVID-19



 Share

 Download PDF

When people were embracing the New Millennium in 2000, none of us would have expected that humans would be plagued by several rounds of worldwide SARI outbreaks (i.e. Severe Acute Respiratory Infections) in the next two decades, such as SARS (Severe Acute Respiratory Syndrome), MERS (Middle East Respiratory Syndrome) and pH1N1 (Pandemic Influenza H1N1). On average, 19% to 32% of the patients have been transferred into ICU and requiring respiratory support [1, 2].

1. Multi-functional, highly compact, readily portable

The SV300 ventilator integrates high-flow oxygen therapy, non-invasive ventilation and invasive ventilation into one device, making it perfectly reliable for satisfying the changing needs of patients in different acuity levels. This also helps hospitals save vital medical resources which are already in extreme shortage due to the large number of COVID-19 patients.

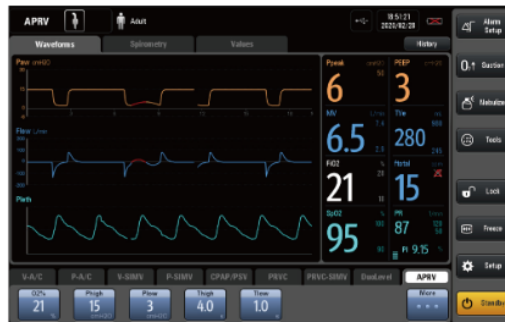
If the patient's health continues to deteriorate, the SV300 allows a gradual transition from HFOT to non-invasive ventilation and, finally, to invasive ventilation. Respectively, when the patient is recovering, the SV300 takes patients through weaning invasive ventilation, non-invasive support to HFOT in a seamless way. The patient does not require to change the ventilator or the breathing circuits: this helps reduce consumables and the workload of caregivers.

The SV300 plays an important part in ensuring the maximum use of medical resources, especially key medical supplies, and the minimized risks of cross-infections between caregivers and patients, or among patients themselves.

2. Optimal ventilation support for ARDS patients

When a COVID-19 patient displays severe ARDS, the patient often requires advanced ventilation modes and comprehensive monitoring. The SV300 has all the modes of mechanical ventilation required by high-acute patients, particularly the patients with ARDS, such as Duolevel and APRV, as well as the low-flow P-V Tool and other tools which can be used to guide the PEEP titration.

The SV300 can also measure P0.1, NIF and other key indicators to reflect the patient's respiratory conditions. With a wide range of respiratory mechanics measurement, the ventilator provides comprehensive respiratory monitoring of patients – this is utterly important because it makes clinicians more confident in clinical diagnosis and decision making.



APRV mode



P-V Tool

1. Detachable and autoclavable ins-/expiratory valves

The SV300 ventilators have both inspiratory and expiratory valves detachable and autoclavable. They can go through the autoclave at a temperature of up to 134°C. This makes it easier for serialization and thus prevent the risk of cross-infections.



The inspiratory/expiratory flow sensors on SV300 are water-resistant, therefore, it removes the concern about condensation and continues to be reliable while the patient receives nebulization therapy. Compared with some other products that stop working in a high-moisture environment, the SV300 is more stable and reliable. In addition, it also reduces the risk of infections for medical staff, because they no longer need to constantly change or replace the sensor.

2. Dual-limb breathing circuits for non-invasive ventilation

Traditionally, non-invasive ventilators mostly adopt the single-limb design, this means the exhaled air by the patient will be directly discharged to the atmosphere through the outlet on the masks. For the highly infectious COVID-19 virus, however, the use of these kind of non-invasive ventilators may cause virus leak in the ward and put medical staff at risk of exposure to the virus. WHO believes that non-invasive positive pressure ventilation (NPPV) is one of the main sources for aerosol transmission in the hospital.

The non-invasive ventilation mode provided by the SV300 can achieve the same clinical efficacy that those conventional single-limb non-invasive ventilators do. The design of dual-limb circuits makes the SV300 ventilator stand out in this epidemic. By using a closed and airtight mask, the air exhaled by the patient must go through the expiratory hose and processed by a filter placed at the end of the hose before venting to the atmosphere. In addition, the turbine's inspiratory gas must pass through a level-H14 HEPA filter prior to ventilating the patient, which can eliminate up to 99.995% of bacteria and viruses. This makes the SV300 a "reliable guardian" for both patients and medical personnel.

1. Easy-to-use UI design



reddot award 2015
honourable mention

Mindray's ventilators are user-friendly with easy-to-read UI just like a touchscreen tablet. The medical staff do not need to go down the menu to find the function somewhere in a submenu, as 90% of the operation can be directly reached in one step. Graphic operation guide, interrelated parameter adjustment prompts and other user-friendly designs allow the medical staff to learn how to use the device effortlessly, even for those whom have never touched a ventilator before. In this way the caregivers do not need to spend too much time dealing with setting and can thus concentrate on their patients.

2. Strong adaptability for demanding environments

In this battle against COVID-19, most of the quarantine and treatment facilities have been built within a short period of time. The infrastructure were built urgently, however, it was still not adequate to fulfill consistent demands of patient care, resulting in challenges such as insufficient medical gas supply, shortage of oxygen, low pressure for air supply etc. These factors have largely impaired the performance of traditional ventilators, which put ARDS patients in danger.



III. Ventilador de marca Mindray


6:28 PM Sun Apr 19

Not Secure — zirarenterprises.com

WE DEAL IN ALL KIND OF HARDWARE | MEDICAL GASES | MEDICAL EQUIPMENT & ELECTRICAL GADGETS

OUR CONTACT NUMBER: 0322-4602203

LOGIN/REGISTER

ZIRAR ENTERPRISES

HOME

PRODUCTS


ABOUT US

CONTACT US

0 items - Rs0.00

SHOP BY CATEGORY

ENTER KEYWORDS HERE ...



ON SALE

reddot award 2015 winner

ICU VENTILATOR SV300 MINDRAY

HOME > MEDICAL > MEDICAL EQUIPMENT > ICU VENTILATOR SV300 MINDRAY

~~Rs2,200,000.00~~ **Rs2,000,000.00**

ICU VENTILATOR SV300 MINDRAY

ICU Ventilator SV300 Mindray is a state-of-the-art ventilator that's simple to configure, easy to operate, and versatile in use. It treats pediatric and adult patients with all acuity levels at ICUs and Intermediate Care.







Adaptive

With its comprehensive list of standard features, including the latest modes of ventilation, the SV300 is appropriate for all levels of patient acuity and in all care settings, from the patient's bedside to transport to another point of care.

Comprehensive

Equipped with functions that are usually found on intensive care ventilators, the SV300 comes with extensive ventilation modes, and the unique features make it a top level ventilator.

YOU CAN ALSO LIKE




FREE SHIPPING

MONEY BACK GUARANTEE


BEST SELLER

NON-CONTACT



IV. Correspondencia correo electrónico – Ventiladores de General Motors

Responder Responder a todos Reenviar

Kurt Alan Ver Beek (TI HN) Allison Bassett (TI HN); Mark Veenstra

jueves 1

FW: Ventilator request

From: Kyle Stoltzfus <kyle.stoltzfus@gm.com>
Sent: Thursday, April 16, 2020 6:56 AM
To: Kurt Alan Ver Beek (TI HN) <kverbeek@asjhonduras.com>
Subject: RE: Ventilator request

Hey Kurt,

I reached out to the internal GM contact on your request below. Please see the feedback from Dave (VP of Finance) below.

Hi Kyle,

Thanks for the note.

In terms of ventilator sales, the Federal Government (FEMA) will take the several months of production. Under the DPA, FEMA will coordinate orders and distribution for all ventilator production until their demand is met. While it is uncertain how much demand will be forthcoming, it is most likely that all production through July will go to the government.


After the federal government demand is met, Ventec will lead orders and distribution for the backlog of orders that Ventec has received. All purchase requests, outside of the federal government, can be sent to Ventec's head of sales Tony Litwiller (tlitwiller@venteclife.com). I will forward this request accordingly. For your information, it is unlikely that they could meet significant demand as they have a backlog of orders. But perhaps they could meet demand in advance through their Bothwell facility. I'm uncertain of the regulatory approvals (similar to FDA) that would need to be required.

Dave

Thanks,

Kyle

Responder Responder a todos Reenviar

 Kurt Alan Ver Beek (TI HN) Allison Bassett (TI HN); Mark Veenstra - jueves 1

FW: Ventilator request

Hi Kyle,

I am wondering if you think GM would be open to selling the ventilators they are working on outside of the US, specifically to Honduras?

Here are a few more details about what we're working on in Honduras that you can pass along to people at GM.

Honduras currently only has 12 ventilators in the public hospitals, with a country of over 9 million people this is incredibly concerning. We are working with the Honduran authorities in the process of procuring the necessary medical equipment to meet the increasing need. There are currently 419 cases and 31 confirmed deaths ([US Embassy source](#)).

Our role in this, the Asociación para una Sociedad más Justa (ASJ) is a non-profit organization in Honduras that works alongside the Honduran Government to hold them accountable as well as assisting them in strengthening institutions that are most affecting the most vulnerable. We have done a significant amount of work with the Honduran Ministry of Health over the years, and during the current COVID-19 outbreak we are officially monitoring all government purchasing to ensure accountability. As Transparency International's Chapter in Honduras, we have the credibility and capacity to work for long term sustainability in Honduras as well as meet these critical and immediate needs.

We've heard about the GM ventilator project and are wondering if there would be opportunity to purchase ventilators for Honduras? If so wondering what the timing and cost is on the ventilators that are being produced.

We know you and all those at GM are doing all you can to meet the significant needs that our world faces, and we appreciate your efforts. Please let me know if this specific request for the people of Honduras is something you'd consider.

Thanks for considering,

Kurt

V. Correspondencia correo electrónico – Ventiladores de marca VOCSN

From: Suzie Miller <smiller@venteclife.com>
Sent: Thursday, April 16, 2020 1:34 PM
To: Kurt Alan Ver Beek (TI HN) <kverbeek@asihonduras.com>
Subject: Re: VOCSN for Honduras (GM)

Hi Kurt,

This is the information I am sharing with international distributors. Please let me know if you have any questions.

Before we move forward to a phone conversation with myself and Tony Litwiller, the president of sales, here are items to consider:

1. At this time, we will only be taking orders for the V+Pro.
 This is a critical care ventilator that provides non-invasive, invasive, and high- flow ventilation, the ability to connect to high-pressure oxygen, and the ability to compensate for an external nebulizer. The clinical and technical manual is attached.
 You may find more information about the product at www.venteclife.com.
2. We are only selling directly to governments or working with distributors who have sold ventilators in the past.
3. Distributors will be responsible for:
 - a. Regulatory clearance (Ventec Life Systems will own the license)
 - b. Service
 - c. Training
 - d. Marketing/translation services
4. No manufacturing will occur outside of the United States.
5. All sales are pre-pay in USD with no cancellations.

Before we move forward to a phone conversation with myself and Tony Litwiller, the president of sales, here are items to consider:

1. At this time, we will only be taking orders for the V+Pro.
 This is a critical care ventilator that provides non-invasive, invasive, and high- flow ventilation, the ability to connect to high-pressure oxygen, and the ability to compensate for an external nebulizer. The clinical and technical manual is attached.
 You may find more information about the product at www.venteclife.com.
2. We are only selling directly to governments or working with distributors who have sold ventilators in the past.
3. Distributors will be responsible for:
 - a. Regulatory clearance (Ventec Life Systems will own the license)
 - b. Service
 - c. Training
 - d. Marketing/translation services
4. No manufacturing will occur outside of the United States.
5. All sales are pre-pay in USD with no cancellations.
6. Delivery is expected in Q4 2020.
7. The V+Pro units start at \$14750 and the accessory prices are attached. Please add 10% to all pricing (international surcharge).
8. Minimum purchase amount of 1,000 V+Pro units*
 (*Exceptions can be made on a case-by-case basis)

If these terms are acceptable to you, we can set up a phone conversation.

Best regards,

Dr. Miller

Suzanne M. Miller, MD, FACEP, FACEM
Chief Medical Officer
202.975.9135 (m)
22002 26th Ave SE, Bothell, WA 98021



On Thu, Apr 16, 2020 at 3:15 PM Kurt Alan Ver Beek (TI HN) <kverbeek@asihonduras.com> wrote:

YES! We are interested.

Probably the 2 big questions you are getting? What will they cost and when will they be available?

And 3rd—the technical info about them.

THANKS

K

From: Suzie Miller <smiller@venteclife.com>

Sent: Thursday, April 16, 2020 10:09 AM

To: Kurt Alan Ver Beek (TI HN) <kverbeek@asihonduras.com>

Subject: VOCSN for Honduras (GM)

Hi Kurt,

My name is Dr. Suzie Miller, and I am the chief medical officer of Ventec Life Systems, makers of VOCSN.

Your email regarding assisting with the purchasing of ventilators for Honduras was passed to me from a GM contact.

Now that our US Federal government contract in partnership with GM has been signed, we are turning to consider international sales.

Are you/Honduras still interested in purchasing VOCSN?

If so, we'd like to continue the conversation.

VI. Cotizaciones adicionales de ventiladores en EE. UU.

9:38 PM Sun Apr 19

hcupresources.medtronic.com

37%

ALL RESOURCES

BY CARE SETTING

BY TYPE

BY TOPIC

Q Search

×

What Does a Premium Ventilator Cost?

Premium or high-acuity ventilators — most commonly found in hospital ICUs — typically have a PSOL gas delivery design and can currently cost between \$25,000 and \$50,000. Factors that can contribute to this price range include user configurability options and built-in safety features.

Our Puritan Bennett™ 980 ventilator is a good example of how different factors can impact cost. Both configuration and patient needs can influence the price range of the Puritan Bennett™ 980 ventilator — which is from \$32,000 to \$48,000.

Your hospital's group purchasing organization (GPO) or Integrated Healthcare Network (IHN) affiliation, as well as the number of ventilators you intend to buy, will also affect the cost.

When factoring the costs of ventilators over their lifetime, it's important to consider the following:

- **The expected lifespan of premium ventilators**
 - The Puritan Bennett™ 980 ventilator is intended to be in use at least ten years.
- **Preventative maintenance costs**
 - Our preventative maintenance package is \$1,950 for three years.
- **Battery life**
 - The Puritan Bennett™ 980 ventilator battery lasts about three years.¹
 - The cost to replace it is approximately \$400-\$800.

Related: [Can a ventilator filter choice help protect clinicians from contagious respiratory pathogens? See the lessons learned from two Canadian hospitals managing viral outbreaks.](#)

Want to learn more about your premium ventilator options? [Contact us.](#)

Síguenos en:



asjhonduras1



asjhn1



asj_honduras



ASJHonduras

info@asjhonduras.com



ASOCIACIÓN
PARA • UNA
SOCIEDAD MÁS JUSTA
CAPÍTULO EN HONDURAS DE

