

Ref. No: 187210520
From: Commercial
Date: 21/05/20
Subject: Neurophysiology investigations

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REQUEST

I hope this email finds you well in what I am sure is a highly stressful time for all areas of the healthcare sector. I appreciate that a lot of time is being spent coping and managing with the issues COVID-19 has presented.

Ambu is one of the most recognised medical companies in the world. We are dedicated to improving patient safety and determined to advance single-use devices. The result of our efforts ranges from early inventions like the Ambu Bag™ resuscitator and the legendary BlueSensor™ electrodes to our newest landmark solutions like the aScope™ endoscope – the world's first single-use flexible video scope, which has been momentous in assisting with fighting COVID-19.

During these unprecedented times our new working home environments have presented us with an opportunity to gauge a better understanding of our market and product penetration. We are looking to establish the average number of tests performed each week within the following clinical departments:

Neurophysiology -

- Number of NCS tests undertaken each week
- Number of EMG tests undertaken each week
- Number of EEG tests undertaken each week
- Number of PSG tests undertaken each week
- Number of VEP tests undertaken each week
- Number of BAEP tests undertaken each week
- Number of SEP tests undertaken each week
- Number of MEP tests undertaken each week

We appreciate that these maybe rough average numbers and Pre Covid-19 due to reduced clinic capacity as a result of dealing with the current epidemic.

Further to this information helping us establish market share potential, it is to note that we are a preferred supplier into your trust and this data may also be valuable in terms of stock forecasting which may perhaps help us improve our service level and product development going forward.

We are reaching out to all NHS trusts across the UK and would like to have the information returned no later than 30th June if this is at all possible?

If you have any questions, then please do not hesitate to reach out to me.

In the meantime, please stay safe.

RESPONSE

Please see attached