



PROPOSAL KIT SAMPLE

Product Cost Savings Sales Sample Proposal

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Deborah Satou
Director of Procurement
Salvo Rehabilitation Centers
Miami, FL 33158

Ms. Satou,

Congratulations on breaking ground for a new rehabilitation center in Miami, FL, and thank you for contacting me about our services. We look forward to forming a long-lasting partnership with your company.

As I mentioned on the phone, Tropique Medical Supplies is the newest and most innovative medical supply company in the American South, and that's why we can save you money. We negotiated our contracts with major manufacturers during this economic downturn, and we're ready to pass the savings on to you.

You mentioned that you currently contract with Whyte Medical Supply Corporation. I've included a cost comparison page in this packet so you can see how switching your supply contract to Tropique Medical Supplies can save you substantial money.

In addition, we have distribution centers in Miami and Tampa, and we use our own drivers to distribute products within a 50-mile radius. This means that we can quickly deliver products to your existing Miami facilities and to your new Tampa facility, so we can handle any emergency need you might experience. Whyte ships from Newark and cannot provide this personal service.

Whatever you need in the way of patient-care supplies, we can provide. Odds are that we currently carry all the products you want, but if we don't, please ask—we are continually forming new partnerships with manufacturers and can no doubt get the specific product you want at a great price.

Sincerely,

George Aaron
Florida Sales Lead
Tropique Medical Supplies
555-555-9807
gaaron@TropiqueMed.com
www.TropiqueMed.com



PROPOSAL

COST SAVINGS WITH TROPIQUE MEDICAL SUPPLIES

Prepared for: Deborah Satou
Director of Procurement

Prepared by: George Aaron
Florida Sales Lead



PRODUCTS

Tropique Medical Supplies carries thousands of products in the following categories. Please visit www.TropiqueMed.com to see our complete catalog with prices and shipping information.

* BANDAGES / DRESSINGS

Adhesive bandages of all sizes and shapes, sterile pads, attachment devices, elastic wraps, hot and cold packs—we have everything you might need for wound care.

* VACCINES / PHARMACEUTICALS

We can deliver almost any type of vaccine or drug. Please visit our website, enter the name of the product you need along with the quantity, and we'll supply you with a product description and a price quote.

* SYRINGES / IV SUPPLIES

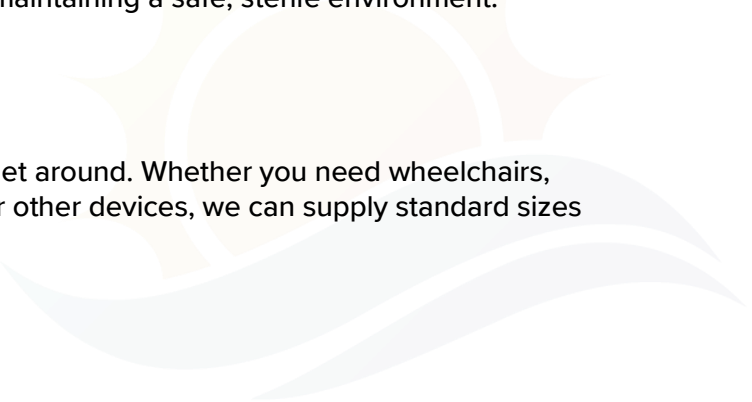
Our catalog contains hundreds of needles, syringes, tubing, catheters, and other drug-delivery supplies.

* GENERAL PATIENT CARE

We have sheets (paper, plastic, and cloth), gowns (paper and cloth), cups and meal utensils, pill containers/dispensers, incontinence products, oral/dental care items, bath/cleansing items, etc.—everything you need to keep your patients comfortable. We also carry gloves, masks, gowns, and face protectors for your staff, as well as other products for maintaining a safe, sterile environment.

* MOBILITY PRODUCTS

We're ready to help your patients get around. Whether you need wheelchairs, walkers, canes, crutches, braces, or other devices, we can supply standard sizes or custom-made items.





COMPARISON CHART

The following comparison chart outlines the differences in costs between our products and those of Whyte Medical Supply Corporation, the supply company you currently use.

PRODUCTS	WHYTE'S PRICE	OUR PRICE
Latex surgical gloves, powder-free, 160 pairs per box	\$499.00	\$445.95
Soft surgical masks, tie-on, with face shields, 50 per box	\$84.00	\$79.95
Triple-layer gauze pads, 3x3 inches, 10 per box	\$15.25	\$14.95
Sharps collector box with rotor lid, 2 gallons	\$9.25	\$8.95
Walker, 4-wheel with wheel locks, padded seat and basket	\$94.00	\$92.95
Amoxicillin 250MG, 90 capsules	\$32.75	\$31.95

I've listed only a few common items here, but you can find savings in any category. Volume discounts are also available, and we can set up standard monthly or weekly deliveries for your convenience.

I look forward to sitting down with your representative and quoting prices for your complete supply list. I think you'll be amazed by how much you can save.



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