REPORT ADDENDUM: W9.1.2.1-AP

SUBJECT: Procurement Failure and Resolution for Tier 1 Item (TAHAT-AKSI RAMONAK-01)

I. Executive Procurement Resolution: A Two-Path Solution

This addendum addresses the critical procurement barrier identified for the Tier 1 (Part 1) item, the "TAHAT-AKSI RAMONAK-01 Newborn Warming System".[1] The primary sourcing channel for this device, TahatAksi ALC, is located in Minsk, Republic of Belarus.[1] This analysis confirms that direct procurement from Belarus to the European Union (Lithuania) is a high-risk, non-viable path due to the current EU sanctions regime.[1]

This report provides a definitive resolution via two distinct, actionable paths.

1. **Path 1: The Local Channel Resolution.** The primary path, and the one that should be executed first, is the verification of a local, intra-EU distributor. Analysis has identified a Lithuanian medical supply company, LTD «VERSAMEDIKAS», located in Vilnius, that lists the identical TAHAT-AKSI RAMONAK-01 system.[2] If this distributor has the item in stock, the transaction becomes a simple, local, intra-EU purchase, completely bypassing the sanctions, tariffs, and legal complexities of a direct import from Belarus.
2. **Path 2: The 1:1 Alternative Product (Contingency).** This path serves as the definitive contingency plan should Path 1 fail (e.g., the Lithuanian distributor is also unable to replenish stock from Belarus). This report designates the **Kanmed Baby Warming System** as the official Tier 1 (Part 1) alternative.[4] This Swedish-manufactured, CE-marked medical device is the only identified alternative that provides a 1:1 match for the original item's core developmental principle: an active, thermostatically-controlled **water mattress** designed to provide a "womb-like" somatic baseline.[4]

II. Validation of Procurement Failure: The

"Belarus-to-Lithuania" Vector

The user's concern regarding the procurement of this item from Belarus is not just "challenging"; it is a critical, and likely prohibitive, legal and financial barrier. An analysis of the provided documentation on import costs confirms this assessment.[1]

Analysis of the Procurement Barrier

The transaction described—importing a specialized medical device from a Belarusian manufacturer to an end-user in Lithuania—is classified as one of the "most legally complex and high-risk trade operations in the European Union as of 2025".[1]

1. **Legal and Sanctions Regime:** The import is governed by the EU's restrictive sanctions regime against the Republic of Belarus.[1] While the RAMONAK-01, as a medical instrument (TARIC Chapter 90), is not on the explicit list of banned industrial goods, it is not "non-sanctioned".[1]
2. **"Prohibited by Default" Status:** The existence of a "medical exemption" in the sanctions regulations [1] means the item is considered prohibited by default. The burden of proof is entirely on the importer to apply for and be granted a formal "derogation" (exemption) from the competent Lithuanian authorities, such as the Customs Department or Ministry of Foreign Affairs.[1]
3. **High Risk of Seizure:** This is a non-routine, high-compliance legal procedure that must be completed *before* the goods are shipped. Attempting to order the item directly without this pre-authorization will result in the item being "stopped, detained, and potentially seized by Lithuanian Customs".[1]
4. **Financial Volatility:** The original €1,500-€2,500 base price estimate is deemed "highly optimistic" and "not validated" when compared to the market for similar medical-grade warmers.[1] Furthermore, the final *landed cost* (the total of "other payments") includes significant, non-standard fees. These include specialist customs brokerage fees for "Non Routine Formal Entry," a "sanctions premium" on LTL freight, and a 21% Lithuanian VAT applied to the *total CIF value* (Item Cost + Freight + Insurance).[1]

The analysis in document w9 gemini - ramonak-01 import cost.pdf concludes that the final total landed cost for the RAMONAK-01, if procured directly from Minsk, would realistically be in the **€3,700 to €7,500+** range, assuming the complex legal pre-authorization is even granted.[1]

Conclusion: Direct procurement from TahatAksi ALC in Minsk [1] is determined to be a

non-viable path. It introduces unacceptable legal risk, timeline uncertainty, and cost volatility. The user's request for an alternative is fully justified.

III. Primary Resolution Path: Investigation of Lithuanian Distribution Channel

The procurement barrier is one of *channel* (Belarus-to-Lithuania) rather than *product*. The most efficient solution is to find a new channel that bypasses this barrier.

New intelligence, cross-referenced with the original report's mention of "Medei EU" [1], has identified a validated Lithuanian distributor for TAHAT-AKSI products.

- **Distributor:** LTD «VERSAMEDIKAS» [2]
- **Location:** Vilnius, Lithuania [3]
- **Product:** The distributor's website and technical sheets explicitly list the "Newborn warming system RAMONAK-01".[2]

A review of the technical specifications provided by Versamedikas confirms it is the identical, CE-marked item specified in the w9-final-gemini.pdf curriculum.[1]

- **Water Mattress Dimensions:** 600x320 mm [3]
- **Temperature Range:** $34^{\circ}C-39^{\circ}C$ [6]
- **Temperature Increment:** $0.1^{\circ}C$ [6]
- **Certification:** CE-marked [6]

If Versamedikas has this item in stock *in Vilnius*, the transaction becomes a simple intra-EU, local purchase. The entire sanctions regime, customs declarations, specialist legal fees, and import VAT described in w9 gemini - ramonak-01 import cost.pdf [1] become irrelevant to the end-user, as the Lithuanian distributor would have already (or previously) managed the import.

This is the path of least resistance. The immediate first step is to verify this local channel.

Table 1: Procurement Sheet (Path 1 - Local Channel Verification)

Attribute	Value	Source(s)

Item	Newborn Warming System RAMONAK-01	[2]
Supplier	LTD «VERSAMEDIKAS»	[3]
Contact (Phone)	+370 664 25077	[3]
Contact (Email)	info@versamedica.lt	[2]
Location	Vilnius, Lithuania	[3]
Action	Contact supplier and request a formal quote. Confirm (a) stock on hand in Vilnius and (b) CE-marking for the unit.	

IV. Contingency Analysis: Establishing Benchmarks for a P1 Alternative

It is necessary to establish a contingency plan for the high probability that Versamedikas is also unable to secure new stock from Belarus due to the same sanctions.[1] This requires identifying a 1:1 replacement tool.

The selection of this replacement cannot be arbitrary. It must adhere to the foundational principles of the curriculum outlined in w9-final-gemini.pdf.[1]

1. **Re-Stating First Principle 1 (P1):** The goal is "Interoceptive Stability (The Autonomic Baseline)".[1]
2. **Core Mandate:** The tool's function is to create a "stable, thermo-neutral... 'zero point'".[1] This actively eliminates "interoceptive noise," specifically "thermoregulatory stress," which is identified as a "significant metabolic and neurological drain" for a 9-week-old infant.[1]
3. **"Tool vs. Toy" Distinction:** The replacement must be an *active*, electronically controlled medical device to provide this stable "zero point." A *passive* tool, like the Tier 2 Disana Boiled Wool Blanket [1], is insufficient to meet the Tier 1 mandate.
4. **Critical Somatic Interface:** The original report's justification for the RAMONAK-01 was

not just thermal. It *specifically* mandated a **water mattress** for its "womb-like uniform pressure," which makes the baby "feel like being next to the mother's warm skin".[1] This somatic interface is a non-negotiable part of the tool's function.

Any viable alternative must be benchmarked against these criteria.

Table 2: Benchmark Specifications for Principle 1 Tool

Feature	Benchmark Specification	Justification (Source)
Mechanism	Active Conductive Heating (Mattress)	Eliminates "thermoregulatory stress" [1]
Control	Electronic, Servo-controlled	Required for precise "thermo-neutral 'zero point'" [1]
Temp. Range	$34^{\circ}C-39^{\circ}C$	Covers infant normothermia range [1]
Temp. Increment	$\leq 0.1^{\circ}C$	Allows for precise titration of the environment [1]
Somatic Interface	**Water Mattress**	**CRITICAL:** Provides "womb-like uniform pressure" and "floating effect" [1]
Certification	CE-Marked (Medical Device)	Ensures safety, biocompatibility, and alarm functionality [1]

V. Comparative Market Analysis of EU-Sourced P1 Alternatives

A market analysis was conducted to identify EU-procurable, CE-marked medical devices benchmarked against the criteria in Table 2.

Candidate 1: Kanmed Baby Warming System (Sweden)

- **Analysis:** This is an exceptionally strong candidate, manufactured by Kanmed AB, a Swedish company.[4] Sourcing is intra-EU and avoids all geopolitical barriers.
- **Principle Alignment (P1):** The Kanmed system's justification is a *verbatim match* for the RAMONAK-01's. It is an active warming system explicitly designed for use with a "soft warm **water mattress**".[4] The manufacturer's stated goal is that this water mattress "makes the baby feel like being next to the mothers' warm skin," directly supporting the P1 "womb-like" somatic objective.[4]
- **Technical Specifications:** It is a CE-marked medical device [9] used in hospitals worldwide as a "safe and cost effective alternative to an incubator".[4] It maintains a stable, electronically controlled temperature of $37^{\circ}C$ [4], placing it squarely within the benchmark range.

Candidate 2: Medwarm Neonatal Warming Mattress (Turkey/EU)

- **Analysis:** This is a strong second-place candidate. It is a CE-marked (CE 1984) [10], Class IIb medical device.[11]
- **Principle Alignment (P1):** This device *excels* on the thermoregulatory component of Principle 1. Its technical specifications are superior, offering a **$30-39^{\circ}C$ range** with **$0.1^{\circ}C$ precision**.[12]
- **Critical Trade-Off:** The Medwarm system's core is **memory foam**, not water.[12] While it perfectly solves the "thermoregulatory stress" problem, it fails to satisfy the "womb-like uniform pressure" somatic component mandated by the original report.[1] This makes it a "Tier 1-B" option—a valid tool, but one that deviates from the protocol's core somatic philosophy.
- **Sourcing:** Viable. The manufacturer (Istanbul Medical, Turkey) [13] has multiple confirmed EU distributors, including Coffey Healthcare (Ireland) [14] and Promedica (Czech Republic).[11]

Candidate 3: Gentherm Astopad (COV070 Model) (Germany/US)

- **Analysis:** This is a viable, but suboptimal, candidate. It is an active, CE-marked warming

system with a **$32^{\circ}C-39^{\circ}C$ range**.[15] It has a specific **COV070** model $(680~mm \times 480~mm)$ designated for "children and infants".[15]
- **The Mismatch:** Its primary indication is for *surgical patients* to prevent perioperative hypothermia.[15] The somatic interface is a resistive "blanket" or "pad," not a "mattress," and it lacks the water-based, womb-like component. It is a tool for a different, though related, medical purpose and does not fit the "safe somatic home base" mandate.[1]
- **Sourcing:** Excellent. The company has a European warehouse in Germany [16] and a confirmed distributor for the Baltic states ("Baltics Medical").[17]

Rejected Candidates

- **Dräger Systems:** Products like the Dräger Babyroo® TN300 [18] are "open care radiant warmers" or incubators (Isolette® 8000 plus).[18] The curriculum's protocol requires a *conductive mattress* to create a "safe somatic home base".[1] These are a different class of device and are not 1:1 replacements.

VI. Definitive Alternative Recommendation: The Kanmed Baby Warming System

The central conflict in selecting an alternative is **Memory Foam (Medwarm) vs. Water (Kanmed)**.

The w9-final-gemini.pdf report [1] established a two-part system: the RAMONAK-01 for Interoception (P1) and the Manduka PRO Mat for Proprioception (P2). The RAMONAK-01's P1 function was *explicitly* justified by its **water mattress** and its "womb-like uniform pressure".[1]

The Medwarm system [12], while technically excellent for thermoregulation, uses a **memory foam** core. This makes it functionally closer to a P2 proprioceptive surface (like the Manduka) than the P1 interoceptive tool. It fails to provide the "floating effect" [7] and "womb-like" somatic input that was the foundational philosophy of the original P1 tool.

Therefore, the **Kanmed Baby Warming System** [4] is the only identified alternative that meets *all* of the benchmark criteria (Table 2) and maintains the integrity of the original curriculum's protocol.

1. **Active, Controlled Heat:** Yes (stable $37^{\circ}C$).[4]

2. **Somatic Interface:** Yes (**Water Mattress**).[4]
3. **Principle Justification:** Yes (Verbatim match: "feel like... mothers' warm skin").[4]
4. **Medical Certification:** Yes (CE-marked).[9]
5. **Sourcing Viability:** Yes (Swedish manufacturer, intra-EU trade).[8]

Final Verdict: The Kanmed Baby Warming System is designated as the definitive Tier 1 (Part 1) replacement tool. It is to be procured *only if* Path 1 (LTD «VERSAMEDIKAS») is confirmed to be non-viable.

VII. Addendum: Revised Tier 1 (Part 1) Procurement Sheet

This procurement data replaces the TAHAT-AKSI entry from the original w9-final-gemini.pdf (Table 2).[1]

Table 3: Final Procurement Sheet - Tier 1 (Part 1) Replacement

Item	Model/SKU	Key Specs	Safety/Material Certs	Price (EUR)	Lifespan (Weeks)	Sourcing Channel
Newborn Warming System	**Kanmed Baby Warming System** (Control Unit + Water Mattress)	~37°C stable temp; Soft Water Mattress	CE-Marked (Medical Device)	~€2,000 - €4,000 (Est.)	312+ (Medical Grade)	**Specialty-Professional (EU)** [4]
	Sourcing (Primary):	Contact Kanmed AB (Sweden) for local Baltic/Lit				

		huanian distributor.				
	Kanmed AB (HQ):	**Phone:** +46 8 564 80 630 **Email:** info@kanmed.se **Address:** Hammarbacken 6A, 191 49 Sollentuna, Sweden	[8]			

Table 4: Procurement Sheet - Tier 1-B Contingency (Foam Interface)

Item	Model/SKU	Key Specs	Safety/Material Certs	Price (EUR)	Lifespan (Weeks)	Sourcing Channel
Newborn Warming Mattress	**Medwarm Neonatal Warming Mattress** (e.g., IM-60 MS)	30-39°C range (0.1°C inc.); **Memory Foam Core**	CE 1984 (Class IIb); 93/42/EEC	~€1,500 - €3,000 (Est.)	312+ (Medical Grade)	**Specialty-Professional (EU)** [10]
	Justifica	Procure				

	tion:	*only if* Kanmed is unavailable. **Note:** This substitutes a **memory foam** interface for the protocol's specified **water mattress** interface.				
	Sourcing (Distributors):	**Coffey Healthcare (IE)** [14] **Promedica (CZ)** [11]				

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