

Lockington, Elliott (SPAC/PSPC)

From: Kusnick, Chelsea (SPAC/PSPC)
Sent: May 12, 2020 11:01 AM
To: Mullan-Boudreau, Caitlin (SPAC/PSPC)
Cc: Laporte, Anthony (SPAC/PSPC)
Subject: FW: Follow Up- Urgent PPE/KN95 Supplies

Hey Caitlin,

This one is a little odd. She got an email response back from her submission on Friday and reached out to Mathieu Bouchard at PCH on Monday to let him know she wants to help.

If you think it's appropriate, maybe we could mention to the department that she is legit?

Also – she is asking for someone to connect to in the QC government, do you have any names I can pass along to her?

Thanks!

Chelsea

From: Jessica Martins [mailto:jessica@benvcapital.com]
Sent: May 12, 2020 10:53 AM
To: Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>
Subject: Fw: Follow Up- Urgent PPE/KN95 Supplies

Hello Chelsea!

See below for the communication and reference number. Further, we would love to help the provincial departments are there any individuals I should speak with specifically for Quebec, or those who need PPE and testing kits the most? Would really love to help as much as we can.

Much appreciated.

Jessica Martins
President



Phone: (416) 918 - 7175
Email: jessica@benvcapital.com

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From: Louis-Martin Parent <Louis-Martin.Parent@tpsgc-pwgsc.gc.ca>
Sent: Friday, May 8, 2020 4:37 PM

To: Jessica Martins <jessica@benvcapital.com>

Cc: Laura Serghi <Laura.Serghi@tpsgc-pwgsc.gc.ca>; Vinh Tieu <Vinh.Tieu@tpsgc-pwgsc.gc.ca>

Subject: RE: Follow Up- Urgent PPE/KN95 Supplies

Hello Ms. Martins,

My name is Louis-Martin Parent, and I am a colleague of Laura Serghi and Vinh Tieu, whom you've spoken to recently regarding your company's offer of KN95 masks.

Thank you very much for your patience throughout this process. As Vinh may have mentioned, we have now received over 30,000 submissions to our Buy and Sell form (the same one you filled out), including over 17,000 domestic ones. It has truly been impressive to see so many Canadians come forward with offers of assistance, but as you can imagine, our government buyers would have a hard time quickly sifting through all those offers. That is why my team and many others at Public Services and Procurement Canada (PSPC) have formed a triage team to contact each domestic supplier that completed a form. Our job is to confirm what is being offered and the amounts, as well as whether the supplier had all the needed licences and certificates, which is extremely important in the medical field.

Here's the good news: I have already seen your previous submission, based on the discussion you had earlier this week with Vinh. By the way, that discussion was based on your first submission, which is #54242. His assessment – which I agree with – is that you seem to check off all the boxes to merit being moved on to the next level. In fact, I just included your submission in our shortlist of recommendations for follow-up, and only a small fraction of offers get to that point.

Here is the less good news: While everyone at PSPC is working as fast as they can to target and buy PPE for our frontline workers, I honestly cannot tell you how long it will take for either our logistics experts or our procurement team to get back to you. They have their own processes and criteria, and I simply don't have many details to share about those two aspects.

So while this is a situation where you will have to be patient for a little while longer in terms of hearing news about your submission, I strongly encourage you to not wait for the federal government. Other jurisdictions are keen to buy N95/KN95 masks and other PPE supplies as well. All that matters is getting PPEs into frontline worker hands. We've been encouraging all suppliers to make their products available to provinces, territories, hospitals, associations, and other groups. The more equipment that can be provided – regardless of who is doing the actual purchasing – the better it will be for everyone.

Thank you very much for your submission, and I wish you good luck.

Have a great weekend and Mothers' day,
Louis

Louis-Martin Parent

Regional Director, National Capital Region, OSME
Public Services and Procurement Canada / Government of Canada
Louis-Martin.Parent@pwgsc-tpsgc.gc.ca / Tel: 343-540-6834

Need more information? Visit Canada.ca/office-small-medium-enterprises

Directeur régional, Région de la Capitale Nationale, BPME
Services publics et Approvisionnement Canada / Gouvernement du Canada
Louis-Martin.Parent@tpsgc-pwgsc.gc.ca / Tél : 343-540-6834

Besoin de plus d'information? Visitez Canada.ca/bureau-petites-moyennes-entreprises

Begin forwarded message:

From: Jessica Martins <jessica@benvcapital.com>
Date: May 8, 2020 at 3:45:46 PM EDT
To: Laura Serghi <Laura.Serghi@tpsgc-pwgsc.gc.ca>
Subject: Re: Follow Up- Urgent PPE/KN95 Supplies

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Excellent,

We have done so- this is our reference number: Reference number: #57224

I imagine the team will follow up with us further?

Jessica Martins
President



Phone: (416) 918 - 7175
Email: jessica@benvcapital.com

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From: Laura Serghi <Laura.Serghi@tpsgc-pwgsc.gc.ca>
Sent: Friday, May 8, 2020 1:55 PM
To: Jessica Martins <jessica@benvcapital.com>
Subject: RE: Follow Up- Urgent PPE/KN95 Supplies

Hello Ms. Martin,

I would suggest that you go to <https://buyandsell.gc.ca/calling-all-suppliers-help-canada-combat-covid-19> as this is the site used by the federal government to capture, in a centralized way, all submissions for PPEs.

Please complete our submission form and the team will follow up. This is our standard procedure for all interactions with companies as we are trying to collect everything in one place.

Best regards,

Laura Serghi

Director, Buyandsell.gc.ca | Acquisitions Branch

Public Services and Procurement Canada | Government of Canada

laura.serghi@tpsgc-pwgsc.gc.ca | Tel: 613 – 793 1923

Directrice, Achatsetventes.gc.ca | Direction générale des approvisionnements

Services publics et Approvisionnement Canada | Gouvernement du Canada

laura.serghi@tpsgc-pwgsc.gc.ca | Tél: 613 – 793 1923

From: Jessica Martins [<mailto:jessica@benvcapital.com>]

Sent: May 8, 2020 1:18 PM

To: Laura Serghi <Laura.Serghi@tpsgc-pwgsc.gc.ca>

Subject: Re: Follow Up- Urgent PPE/KN95 Supplies

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Hello Laura,

Can you please direct us to what database you are referring to so I can double check with our team?

Thanks,

Jessica Martins

President



Phone: (416) 918 - 7175

Email: jessica@benvcapital.com

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From: Laura Serghi <Laura.Serghi@tpsgc-pwgsc.gc.ca>

Sent: Thursday, May 7, 2020 9:25 PM

To: Jessica Martins <jessica@benvcapital.com>
Subject: RE: Follow Up- Urgent PPE/KN95 Supplies

Hello Ms. Martins,

I tried to lookup your company's name in the database of submissions and I couldn't find it.

If you registered, please provide the company name under which you provided the KN95s.

Once I find your submission, I will forward it for immediate follow up.

Thank you in advance.

Best regards,

Laura Serghi

Director, Buyandsell.gc.ca | Acquisitions Branch

Public Services and Procurement Canada | Government of Canada

laura.serghi@tpsgc-pwgsc.gc.ca | Tel: 613 – 793 1923

Directrice, Achatsetventes.gc.ca | Direction générale des approvisionnements

Services publics et Approvisionnement Canada | Gouvernement du Canada

laura.serghi@tpsgc-pwgsc.gc.ca | Tél: 613 – 793 1923

From: Jessica Martins [<mailto:jessica@benvcapital.com>]

Sent: May 7, 2020 12:11 PM

To: Laura Serghi <Laura.Serghi@tpsgc-pwgsc.gc.ca>

Subject: Follow Up- Urgent PPE/KN95 Supplies

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Hello Laura,

Thank you for taking my call earlier. See below for additional information.

As a friend of the various Cabinet Ministers, as well as John Cannis (for MP, who is on our team of advisors), astronaut Terry Virts (also on our advisory board for cargo and logistics), Adam Pender at IESD, etc., I thought to reach out to you as you may be able to help point us in the right direction. We are having difficulty reaching to the right individuals, and we are constantly hearing that there are shortages of KN95 masks. As such, I was told to direct my inquiry to you as you are currently looking to procurement millions of masks per week- we can certainly assist. I the President of the PPE initiative of BenV Capital, one of the world's largest manufacturers of FDA and CE Certified Medical Grade KN95 masks.

With 235MM+ masks already delivered and 600MM in production for delivery in the coming weeks, we are the manufacturers and directly with the end buyer without going through brokers in order to deliver complete control over the end-to-end delivery and to keep the price as low as it is and have the flexibility to maintain the quality of our orders and product. With our capacity and infrastructure, we're able to deliver to nearly any location worldwide (current clients include Canada, Europe, South America, Mexico and America.)

Below is a link to our recent press release that will provide an overview.

<https://finance.yahoo.com/news/benvcapital-corporation-500m-kn95-masks-161000761.html?guccounter=2>

Based on your needs, I can provide the details on the "landed" cost in Canada and the proprietary details on FDA approvals, CE Certification, shipping, etc. for review. We are a complete end-to-end supply chain with near limitless capacity, and 10-15 day order to delivery time-frames.

You can log into our portal below to see the comparison of the KN95 vs N95 as well as proof of production, delivery partners, our advisory team, etc.

<https://benvcapital.com/rportal/>

Another thing to mention is that we are jointly donating an additional 10% to approved charities, organizations, and first responders, etc. We would love to give back to the first responders, elderly, etc and those who need it the most.

Feel free to call me at anytime at 416 918 7175. We would love to discuss how we may be able to assist your efforts.

Thanks,

Jessica Martins

President

Jessica Martins

President



Phone: (416) 918 - 7175

Email: jessica@benvcapital.com

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