

Clow, Brian

From: Kim, Sabrina
Sent: Saturday, April 4, 2020 10:27 AM
To: Stickney, Matt; Theis, Rick; Lamothe, Colleen; Holland, Alyx; Clow, Brian; Wagner, Elise; Khalil, Samantha
Subject: Procurement Call Summary - April 3

Sorry team – I fell asleep almost immediately after last night’s procurement call. Here is a summary.

One immediate flag that was raised on the call yesterday is the fact that we are looking into sterilization technology so we can stretch existing supply, but that hospitals have not been told to hang on to their supplies. Wouldn’t want to get to a point where we land on the technology but we have no supplies to use it on.

Thanks!
Sabrina

Procurement Call – April 3:

- O-Two ventilators in Canada may encounter some challenges because we may require certain parts from the U.K.
- We recently ordered 1.5b gloves
- Our reagent recipe – which we were hoping to have by this time – is incomplete (officials do not believe this was intentional)
- Many companies have asked us if we’re still continuing with our orders due to the impact that exports may have on our products
 - We said we’re continuing, we’re working with folks to get products out
- Andre – supplies will be on a flight from Shanghai coming to Canada in the next few days. Worked through the night on this.
 - **We have clearance for 8 million surgical masks.**
 - **Aircraft will have some material for the province of QC. We had made space for QC this week.**
- **Our order of 9 million masks entirely evaporated on us.**
- **We are making more changes to the way we’re structuring the supply chain now**
 - **We’re going to bring orders for Canada all the way to the loading dock, and we are going to hire a transport company to help us do that – this will help with visibility at the factory.**
- **Other jurisdictions are asking us for our help getting their orders here too.**
- DPMO: Premier’s office asking for help with 100 million N95 masks, which is 10 aircraft loads worth of masks.
- Officials: To be clear, 3M products are heavily restricted and there is not a lot of N95 movement. It is highly unlikely this is real but we are not giving up on N95 masks in China and we will check.
- **PMO: When does our own transportation kick in? As of now?**
 - Worked on this all day today with Deloitte and with our broker so going forward, we hope as of tomorrow that any deliveries of material that have risk to it – we will send under our contract (TC) straight to the factory to our broker.
 - We will be in control where we take delivery and pay our supplier there.
- **Potential counterfeit issues with provinces:** Some healthcare workers are experiencing lukewarm reception to orders / donations from China.
 - I.E. Masks don’t fit the way they’re used to etc. This may become an issue. For our orders and donations – we translate labels, we test things etc. but for provincial orders / donations that don’t go through us – healthcare workers are not loving what they’re seeing.

- For us – we are sharing our expired N95 masks and asking that they be saved for riskier procedures (i.e. intubation) whereas donated masks are for less risky donations.
 - These will be shipped according to the formula that was distributed to folks on this call a few days ago.
- Flight that came in on Wed night contained:
 - 1.1 million masks, most surgical.
 - 85,000 KN95 masks.
 - 300,000 swabs.
 - Everything has been sent for testing.
 - By the time we ship these – it will be mid week next week. And we will ship our expired N95s before that too.
- **Ventilators – we have 300 ventilators in the emergency stockpile. We are prepping them, we’re waiting on an allocation per province in terms of where they want us to ship them. DND is ready to ship them.**
- **We are also looking into the possibility for re-processing PPEs and masks via sterilization.**
 - Officials had a call with Nordium – one of the biggest players in this space. They have two facilities that could handle a very large throughput of N95 masks. Processing of equipment is pretty standard in healthcare. We really need to stretch our existing supplies.
 - **PMO: Are hospitals collecting masks in case this solution works?**
 - No – not that we know of.
- Contracts in place with 4 ventilator companies in Canada hopefully next week (we have LOIs right now).

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