

Kiteley, Alana

From: fitz-morris, James (SPAC/PSPC) <james.fitz-morris@canada.ca>
Sent: Monday, July 27, 2020 6:12 PM
To: Kiteley, Alana; Lamothe, Colleen; Proteau, Maéva (FIN); Laycock, Tristan (SPAC/PSPC); Wellstead, Alex; Power, Michael (IC); Lawrence, Alex; MacKendrick, Andrew; Bélair, Thierry (HC/SC); Hage-Moussa, Vanessa
Subject: RE: FLAG: Total cost of PPE
Attachments: Contract Transparency Table - Mock-up - clean (003) (002) JF EDITS.docx

Adding PMO planning

As a follow to this, you will see below the content of the webpage we intend to launch Wednesday.

It is all the contracting information we are able to provide at this time.

Most important factor in timing: we are required to provide all of this information to OGGO on Monday August 3rd – and we expect the Opposition to immediately start spinning it their way once they get it.

That's why we want to provide the info on our terms with our frame well ahead of that.

Idea is to flag to journalists who have been asking for this from us for quite some time. Minister Anand will also give an interview to CP and possibly one or two more outlets in order to ram home the message:

- The crisis is not over. Global markets remain hyper-competitive for PPE. We are releasing all the information we can without compromising our ability to get PPE for frontline healthcare workers.

(And a lot of positive, non-defensive messaging as well...)

Key highlights:

1. We have withheld the names of almost all suppliers of: N95s, gloves, and swabs. Market for these items remains very, very tight – and we risk losing existing contracts and/or extension options if our supplier names are revealed.
2. In 10 places, we have entered PROTECTED in the place of the amount of the contract. This is where we (or that company) have revealed the quantity of items ordered – and revealing out price-per-unit cost will jeopardize future contracting. Where ever possible, we have bundled contract values to avoid having to redact the amount. On the face-shields tables, you will see 8 companies (all of whom revealed how many face shields they are each making for us) bundled under one amount. We are Ok with the average price-per-unit, just not the amount for each contract.
3. In 3 places, we have used PROTECTED out of legal considerations. We are at high risk of ending up in litigation with two companies (one of them has two separate contracts for different items). We (including the PM) have spoken about one of these situations. But it is the first time we are revealing that there is a second company that we have a dispute with.

In terms of comms messaging – this really doesn't change much from what we have been saying all along: top priority is procuring PPE for front line workers. We need to protect our market position to do that. That means we need to hold some information back.

Conscious of how long this note is already – I will stop there. Happy to share more materials as they come in.

Thanks,
James

From: fitz-morris, James (SPAC/PSPC)

Sent: July 23, 2020 12:22 AM

To: 'Kiteley, Alana' <Alana.Kiteley@pmo-cpm.gc.ca>; 'Lamothe, Colleen' <Colleen.Lamothe@pmo-cpm.gc.ca>; 'maeva.proteau@canada.ca' <maeva.proteau@canada.ca>; Laycock, Tristan (SPAC/PSPC) <tristan.laycock@canada.ca>; 'Wellstead, Alex' <Alex.Wellstead@pmo-cpm.gc.ca>; Power, Michael (IC) <michael.power@canada.ca>; Lawrence, Alex <Alex.Lawrence@dpmo-cvpm.gc.ca>; Bélair, Thierry (HC/SC) <thierry.belair@canada.ca>

Subject: FLAG: Total cost of PPE

Hi all,

Tomorrow the PSPC DM will be at OGGO. There isn't much new, but the DM is expected to face questions about total cost of PPE.

The numbers are out there already (roughly \$2-billion originally announced plus the \$4.5-billion in the Safe Restart Agreement), but, to my knowledge, no one has yet put these numbers together publicly.

If, by chance, the DM isn't asked for the total cost right off the top, we are planning (hoping) we can get it out through a friendly with a better frame.

This is the gist response he will give:

"In total, we have committed \$5.9 billion across these three areas [healthcare, OGDs, Essential Services Contingency Reserve]. The majority of this amount, approximately \$5.5 billion is dedicated providing PPE and medical equipment to the health sector, through provinces and territories. Of the remaining amount, \$236 million is supporting frontline government employees and \$229 is supporting the Essential Services Contingency Reserve. It's worth noting that these numbers are changing on an almost daily basis."

We will not be releasing any contract information yet – but that is coming... We need to provide OGGO with a large package of information including briefing memos and some contracting info no later than August 3rd. We are working our way through a first draft of that package and will flag when we know more.

We are planning to go out with some of this ahead of that – hopefully Thursday July 30th – so it is us releasing it and not the Opposition dragging it out of us through committee.

We will need to release this information at some point anyway and have publicly committed to doing so a number of times.

The rough plan now is for a list with: the company's name (except in some limited circumstances), the goods they are providing, and total dollar value of the contract. We will NOT be releasing number of units per contract because price per unit information would compromise future procurement negotiations and could jeopardize some current contracts. More to follow on that piece as well.

James

James Fitz-Morris

Directeur des communications / Director of Communications

Cabinet de la ministre des Services publics et de l'Approvisionnement / Office of the Minister of Public Services and Procurement

james.fitz-morris@canada.ca

Cell : 613-698-2387