

Kim, Sabrina

From: Kim, Sabrina
Sent: Monday, March 30, 2020 7:45 PM
To: Stickney, Matt; Theis, Rick; Holland, Alyx; Lamothe, Colleen
Subject: Readout - March 30th Procurement Call

Hi – pls see below for a readout of today's procurement call.

A few things:

- We've told Vincent Garneau, Travers & Brian re the ZOLL ventilator Can/U.S. issue
- There was talk on the call about reaching out to 3M and asking them to move as quickly as possible on the 4 million masks that they're working on delivering (we have an order with them & every other jurisdiction in Canada has an order with them too)
 - o Matt suggested a potential call b/w 3M CEO & DPM or PM
 - o If we are doing this – should a call also be set up between GE & someone senior on how our ventilator order is going with them?

Other things folks are tracking based off the call:

- QC & City of Vancouver are having challenges with getting their orders into Canada from abroad so p/ts have now been asked to share what purchases they're making so we can help get these back for them too
- Matt asked for a report on what is exactly in our possession in Canada now (i.e. donations & successful deliveries that have landed over the last few days)
- Canada Post / Amazon deal is nearly final where they will act as our shipper / receiver distributor
- Matt asked if the reagent recipe came in today – folks said they would get back with official confirmation

1) PSPC UPDATE

Update over the last 24 hours:

- PSPC secured an order for 20 million Level 3 isolation gowns last night
- All of our supplies are going to be moved as quickly as possible in China to a departure warehouse
- We lost some key shipments in China overnight (including N95s)
- Even if we have paid suppliers with whom we have orders with in full or in partial, other jurisdictions are coming in & paying a 25% premium
- We sent instructions to our 30 suppliers in China and are giving them advice that 1) we are going to take over getting our goods out of the country rather than the suppliers doing it and 2) GAC is there to provide concierge assistance (I.E. expedite export paperwork)
- 1 million surgical masks and 100,000 N95 masks are ready to be shipped to Canada
 - o Plan is that 1.1 million shipment could be loaded on an aircraft in the coming hours
 - o This is a charter from the broker that would arrive in T.O. Wednesday night
- Other jurisdictions in Canada are having delivery challenges getting things from China to Canada too (I.E. QC, City of Vancouver)
 - o **We are asking p/t partners to tell us about the purchases they're making abroad so we can help getting these back for them too**
- **PMO: can we get a report on what is now actually in our possession in Canada?**
 - o HC: We need to integrate what we understand from provinces on inventory & what actually gets allocated and delivered here. We can definitely work on that.
- We have given 3M an active offer to go get masks and bring them into the country faster too – as they are having challenges

- 3M has a contract for 4 million masks going into hospitals directly (we have a small fed buy with them too)
- 3M wants guidance – they don't want to negotiate in public with Premier Ford on how to allocate those 4 million masks – they are asking us to step in
- Every single jurisdiction in Canada has a contract with 3M

N95 masks:

- Production of N95 masks is extremely limited in China (vs surgical)
- PMO: Let's make sure we have good security on where we are storing stuff in China
- PMO: There is talk in ON of getting domestic manufacturing capability of something similar to the N95 mask. Out of Woodbridge. We should prioritize this as a domestic source of supply.
 - Agree – let's do this.

Ventilator issue:

- **FLAG: We had an order in with a German manufacturer (ZOLL) – we were supposed to get 200 this week – we learned this morning that over the weekend, ZOLL had signed a large contract with the department of national defense in the U.S.**
 - The finishing of those ventilators is in Boston – U.S. is invoking the DPA so we can't get those anymore
 - There have been some convos with GAC and the U.S. gov today
 - Our chances aren't looking great in terms of getting access to these in the near-term even though we have a contract
- **PMO: Sabina spoke with the ON Minister of Health's office last night – lining up a call with the DPM and Premier Ford re: potential ventilators deal with them tonight**
 - Ontario specifically has interest in ensuring that some portion of the initial products that come off the line stay in Ontario
 - First thousand could be delivered end of April
- We are looking at the specs for Chinese ventilators too
- Ontario approached us today about N95 masks and said they will take anything (i.e. donations coming in) – they don't care if they have been tested etc.
 - Need advice on what we do with devices that aren't tested
- **PMO: Should we put more pressure on 3M to try to get shipments in?**
 - Stickney: If it takes a call with DPM or PM then let's get that set up asap
 - 3M said their plant in Shanghai was taken over by the Chinese gov -- GAC could work on this too to try and secure these shipments

Reagents:

- PMO: Has the reagent recipe arrived today?
 - We cannot confirm but we heard it did yes, will follow up

2) ISED Update

- Good progress on 5 LOIs
- A lot of work going into gowns looking at alternative materials with HC
- Woodbridge Ontario mask proposal? We are going to call them and see what is going on on their front

3) Other outstanding items?

- Close to final deal with Amazon & Canada Post to act as our shipper / receiver distributor
 - We are going to do a test shipment in the next couple of days
 - Hope is the two would start this week – ASAP
- PSPC: Requirements for PPE for community pop-ups? Is a list in development? We want to start sourcing additional supplies before they are needed
 - We will follow up and find out what the status of that is

Sabrina Kim

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