

Kim, Sabrina

From: Kim, Sabrina
Sent: Tuesday, March 31, 2020 9:10 PM
To: Stickney, Matt; Theis, Rick; Holland, Alyx; Lamothe, Colleen; Clow, Brian; Khalil, Samantha; Tran, Thi; Wagner, Elise
Subject: Readout - March 31st Procurement Call

Hello – please see below for a readout from today’s call:

Zoll Update:

- Contractual obligation was 200 ventilators in April; can’t deliver on our order anymore; likely not until July (earliest)
- Principle interlocutors:
 - o Ian Boston who said summer timeline is best case scenario
 - o DND Procurement & DOD who haven’t heard back
 - o Min Champagne call w Chairman of company tonight
 - o U.S. Department of State have approached officials to have a convo on medical equipment & pharmaceutical supply chains; folks will get back tmrw
 - o Min Hajdu had convo w her counterpart in the U.S. today who suggested a leader to leader convo would be more effective but he’s willing to help

Other ventilator orders:

- We have a series of other ventilators on order but the system is backed up re getting things on the production line
- Order with GE for 500 ventilators; Thornhill for 500 (and they may be able to deliver on an additional 500 which is great); other orders in the 500 range from Germany & Switzerland
 - o These are still several weeks out though
- Canada’s ventilator with GE is likely safer than the Zoll one; less likely to be looked into by DOD
 - o **Minor flag: GE said today their tracking for a June delivery date on ventilators, rather than May**
- **Hopeful to see 20 ventilators from Thornhill (Canada) this week**
- Does not sound like ON is interested in us taking over the 02 order, they want the full 10k first but may be open to sharing future equipment afterwards
- **DPM getting briefed up on potential DPA issues to have a convo with the U.S. if need be**
- **Nobel prize winner working on a ventilator design in Canada that requires minimal parts**
 - o HC has had eyes on this design; it can probably fly
- **HC & ISED having convos in the next day or two on the 5 or 6 designs out there in Canada re ventilators to land on the 1 or 2 that we will support – hopeful to have some letters of intent by the end of this week**
- MIT came up with a promising ventilator design too
- Need to consider, still, how fast manufacturers can crank these designs out
- Provinces who have pressed on ventilator needs – BC, ON, QC
- Need to have a convo on distribution of ventilator orders

Gowns:

- Good news on gowns – company in Nova Scotia can make gowns that are at Levels 1 & 2
 - o We are hopeful that we can make 9 million yards of fabric per month and that we can have LOIs ready
 - o Although, still some work to do on regulatory side of things re whether the fabric would work in certain medical settings
 - o Are the input products all sourced domestically for these gowns?

- Yes they are – no input risk there
- We've also locked in an order of 20 million Level 3 gowns

Other:

- PMO: Until we have items that are in Canada, we should not be communicating expected deliveries given logistical challenges & delays
- There are 120,000 N95 masks being blocked in India ATM
- Folks worked with Air Canada today to nail down some contingency plans on delivery so things are getting to Canada with fewer road bumps; more to share soon

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