

Lockington, Elliott (SPAC/PSPC)

From: Jeevan Singh <jeevan@numed.io>
Sent: July 14, 2020 5:55 PM
To: Michael McLaughlin
Cc: alain.dorion@tpsgc-pwgsc.gc.ca
Subject: Re: FW: N95 Respirator information
Attachments: 6115L product specification.pdf; Niosh 6115 certificate 含水印.pdf

Here are the product specifications for Suzhou Sanical. I will get you the product specifications for others soon.

On pricing, the factory price for this product is \$3.8 per piece if there is supply available. I have confirmed the pricing directly with the factory. You can do that too by reaching out to the official salesperson for suzhou sanical Greta @ sales06@cemask.com (don't mention me or numed). Unless you go higher, you keep getting beat out by other people in the market. Then you have to add broker fees (not me) to make sure the product gets out of china, transaction fees, and finance costs (unless you give 100% deposit) to consider. My usual financiers that fund my purchase orders for companies that I have invested in won't touch this with a 10 foot pole...so the finance costs are massive. I am happy to do this for free but other people are not...

We have had a very erratic supply of N95's in Canada. We really don't have enough. 10% of Ottawa's paramedics have been reassigned because there is a lack of N95's for the last two months. In Quebec, nurses are in are superiors challenging a directive which forces them to wear surgical masks where traditionally the standard of care is N95. These are but a few examples where the people fighting for us are getting sick and dying for us. Not trying to turn this into a moral issue but we need to do better.

Either way, please review the technical criteria and let me know if I am missing something for this vendor.

Thank you for your time and I look forward to hearing from you.

cheers

J

On July 14, 2020 at 4:09 PM Michael McLaughlin <Michael.McLaughlin@tpsgc-pwgsc.gc.ca> wrote:

Hello Jeevan,

Alain Dorian forwarded your information to me as I manage the procurement team responsible for all federal government N95 procurement. Just a few comments with respect to your offers, technical documentation for each individual N95 NIOSH respirator is insufficient to evaluate. In order for our technical team to assess each product, along with proof of NIOSH certification, we would need a technical data package, usually provided by the manufacturer, which outlines the product's specifications, filtration count, strap design, packaging and labelling requirements etc. Additionally, upon review of your proposed pricing (\$4.80USD-\$5.80USD), although rather preliminary, far exceed current market rates when compared to other offers we have received for identical manufacturer and product and thus is not considered fair and reasonable.

The GOC has been in a steady state of N95 procurement since January of this year. Fortunately, as of late June we have fulfilled 100% of our domestic N95 requirement needs. As such, we have officially paused on direct to supplier procurements until further notice. We will continue to evaluate our N95 stockpiles and should we feel the need to procure more in the future, we will most likely be issuing competitive RFP's on Buyandsell.gc.ca

I encourage you to check the buyandsell.gc.ca website regularly over the next few weeks for competitive requirements for N95's and encourage you to participate.

Thank you so much for reaching out. Regardless of our current procurement pause, if you would like me to review your technical packages for feedback, please feel free to send them directly.

Sincerely,

Mike McLaughlin

Tel: (873) 353-7592

From: Alain Dorion
Sent: July 14, 2020 1:49 PM
To: Michael McLaughlin <Michael.McLaughlin@tpsgc-pwgsc.gc.ca>
Subject: FW: N95 Respirator information

From: Jeevan Singh [<mailto:jeevan@numed.io>]
Sent: July 14, 2020 1:06 PM
To: Alain Dorion <Alain.Dorion@tpsgc-pwgsc.gc.ca>
Subject: N95 Respirator information

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Hi Alain,

Please find details for the NIOSH N95 respirators. These factories are operating at full capacity but we have the capacity to bump other people's orders forward. As you can imagine, we need to move fast on this. Documents attached and details below.

Broker

The deal for the NIOSH N95's is being brokered by JJMD (/). JJMD is one of the largest medical device manufacturers in China. I am attaching their catalog for your review, I think they offer products that we need to stock up on for vaccinations + ICU rooms. Please let me know if you want me to explore that further. They also make masks (KN95 and surgical), I added them in the mask spreadsheet but feel free to ignore those.

N95 Models (NIOSH Approval Number)

We got samples from JJMD for BC PHSA and had them independently (informally) verified for the following models:

TC-84A-5411 (Makrite - test picture attached)

TC-84A-7863 (Fangtian - test picture attached)

TC-84A-5530 (Sanical - Samples came late - I called the factory directly to confirm authenticity)

I am attaching some product pictures as well for the models offered.

Other Details

NIOSH Certification: Attached

Supply Capacity (per Month): 10,000,000 - 15,000,000

Contracting Party: Numed Supply Corp. (Dealer Representative)

Delivery Timeline: Weekly delivery schedule starting 3 weeks after contracting

Pricing: In the attached spreadsheet.

I will guarantee delivery of at least 5,000,000 million NIOSH N95 respirators per month for the next 4 months. If I can't I will donate \$5,000 to a front line worker charity of your choice...we can put that in the contract!

Best Regards,

Jeevan Singh

Email: Jeevan@numed.io

Direct: +1 (613) 8944819



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