

Lockington, Elliott (SPAC/PSPC)

From: Mullan-Boudreau, Caitlin (SPAC/PSPC)
Sent: March 24, 2020 10:21 PM
To: Parmar, Dovejot (SPAC/PSPC)
Cc: Murdock, Kelly (SPAC/PSPC)
Subject: Re: COVID-19 Supplies

Kelly - any insight on this?

Sent from my iPhone

On Mar 24, 2020, at 4:36 PM, Parmar, Dovejot (SPAC/PSPC) <dovejot.parmar@canada.ca> wrote:

Flagging this Q from the team at Finance.

I assume I know the answer – but need to check: Have we assisted with any companies that require assistance to get access to capital for procurement or are we only engaged with companies that are just turn-key?

Dove Parmar

Special Assistant - Ontario | Adjoint spécial - Ontario
Office of the Honourable Anita Anand | Bureau de l'honorable Anita Anand
Public Services and Procurement Canada | Services publics et Approvisionnement Canada
dovejot.parmar@canada.ca

From: Arif, Salman (FIN) <sharan.kaur@canada.ca>
Sent: March-24-20 4:32 PM
To: Parmar, Dovejot (SPAC/PSPC) <dovejot.parmar@canada.ca>
Subject: FW: COVID-19 Supplies

Can PSPC help with hat?

From: Kaur, Sharan (FIN) <sharan.kaur@canada.ca>
Sent: Tuesday, March 24, 2020 4:23 PM
To: Arif, Salman (FIN) <salman.arif@canada.ca>
Cc: Paul Austin-Menear <Paul@nanoleaf.me>; Gimmy Chu <gimmy@nanoleaf.me>
Subject: Re: COVID-19 Supplies

Salman can we see if there is a way for them to help pay for it upfront?

Sent from my iPhone

On Mar 24, 2020, at 4:05 PM, Arif, Salman (FIN) <salman.arif@canada.ca> wrote:

My colleague at PSPC suggested that you submit an application through PSPS [here](#) and he will escalate it through the Department and I am following up with ISED too.

Salman

From: Paul Austin-Menear <Paul@nanoleaf.me>
Sent: Tuesday, March 24, 2020 4:00 PM
To: Arif, Salman (FIN) <salman.arif@canada.ca>
Cc: Kaur, Sharan (FIN) <sharan.kaur@canada.ca>; Gimmy Chu <gimmy@nanoleaf.me>
Subject: Re: COVID-19 Supplies

Thanks Salman, we haven't spoken to the EDC yet but will, that's a good idea. We already use them for our merchant insurance on imports of our own goods.

We spoke to Annie Cao at ISED's COVID-19 task force this morning and are going through the process there, we just fear that we'll lose too much time... I'm sure the frontline government folks are inundated right now.

We're open to any ideas that anyone over there might have, no matter how unconventional and creative. Our team is good, and our supply chain is quite deep. We're contributing everything that we can to this.

Regards,
Paul

--
Paul Austin-Menear, B.A., C.S.M.
Director of Digital Strategy

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On Mar 24, 2020, at 3:53 PM, Arif, Salman (FIN)
<salman.arif@canada.ca> wrote:

Hi Paul,

I have shared your request with my counterparts at the following Ministers Offices - Health Canada (Minister Hajdu), Public Services & Procurement Canada (Minister Anand) and Small Business Export Promotion and International Trade (Minister Ng) to find a solution for you.

In the meantime have you explored if Export Development Canada can assist you?

<https://www.edc.ca/en/campaign/coronavirus-covid-19.html>

I will keep you updated.

Best,

Salman Arif

Regional Affairs and Operations Advisor - Conseiller aux affaires régionales et aux opérations

Office of the Minister of Finance | Cabinet du Ministre des Finances

1(613) 324-5310 | salman.arif@canada.ca

From: Paul Austin-Menear <Paul@nanoleaf.me>

Sent: Tuesday, March 24, 2020 3:45 PM

To: Kaur, Sharan (FIN) <sharan.kaur@canada.ca>

Cc: Gimmy Chu <gimmy@nanoleaf.me>; Arif, Salman (FIN) <salman.arif@canada.ca>

Subject: Re: COVID-19 Supplies

Thanks Sharan, we really appreciate anything that you can do even if it's just asking around. Feel free to contact me day or night, my cell is +1 647.406.4717 as well as this email.

We're already getting close to commitments for 600,000 surgical masks for GTA hospitals. That will stretch our free cashflow severely.

Stay safe,
Paul

--

Paul Austin-Menear, B.A., C.S.M.
Director of Digital Strategy

The Nanoleaf Team

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On Mar 24, 2020, at 3:41 PM, Kaur, Sharan (FIN) <sharan.kaur@canada.ca> wrote:

Hi Paul – thanks for this. I have copied Salman who will connect you to PSPC who might be best to help answer your questions. I am not sure we can help you on the capital front but Salman will look into it. Once you are connected to the folks helping distribute stuff they might have a way to help find money to support this.

Sharan

From: Paul Austin-Menear <Paul@nanoleaf.me>
Sent: Tuesday, March 24, 2020 10:12 AM
To: Kaur, Sharan (FIN) <sharan.kaur@canada.ca>
Cc: Gimmy Chu <gimmy@nanoleaf.me>
Subject: Re: COVID-19 Supplies
Importance: High

Thanks Alex! (Bcc)

Hi Sharan, pleased to meet you. I actually live in Minister Morneau's constituency, and routinely commute by the local office on the way to work. Small world.

Nanoleaf is a Toronto-based designer and manufacturer of consumer IoT and smart lighting products. We're a small team, but have deep connections in Asia and an exceptional supply chain. There are several manufacturers of medical supplies and PPE within a few km of our office in Shenzhen and our team has been working on getting reliable supplies. So far we've made good progress in securing supplies of surgical masks and are working on N95, disposable gloves, gowns, and face shields.

Anything that we import, we've committed to providing at cost directly to frontline healthcare organizations. I've already spoken to a dozen hospital systems in Ontario, and we're actively engaged with Annie Cao in ISID's COVID19 emergency response unit.

What we have a desperate need for is working capital to finance the purchase of supplies. Manufacturers in China normally require pre-payment when they start working with new vendors, and we don't have the resources to finance the purchase of several million pieces of PPE—thus far we've been limited to batches of 50,000 units or so. If there's anything that you or Minister Morneau can do to help connect us to sources of capital that can be deployed fast, we know that we can make a difference.

Stay safe and be well.

Paul

--

Paul Austin-Menear, B.A., C.S.M.
Director of Digital Strategy

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On Mar 24, 2020, at 9:11 AM, Alex Portman

<aportman@davidsuzuki.org>

wrote:

Hi Sharan and Paul,

Hope you're both doing well and keeping safe!

Sharan-- Paul from Nanoleaf is a corporate partner at the David Suzuki Foundation and has access to the Asia market and would like to help with COVID supplies as needed.

Paul-- Sharan is the amazing right hand of Finance Minister Bill Morneau who I have worked/volunteered with for years.

Hope this is a helpful introduction to get these supplies to those who need them most! Please let me know how I can help further.

Best Wishes & Keep Well,
Alex.

Alex Portman
Development Officer, Leadership Giving & Strategic Partnerships
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Toronto, ON M5T 1X4
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647-268-3978
aportman@davidsuzuki.org
<Outlook-bowo4mzb.png>

From: Paul Austin-Menear
<Paul@nanoleaf.me>
Sent: March 24, 2020 12:45 AM
To: Alex Portman
<aportman@davidsuzuki.org>
Cc: Leslie Chen <Leslie@nanoleaf.me>
Subject: Re: Quick Note

Hey Alex,

Thanks very much, we're all doing well and are safe—we've been working from home for a few weeks now. I hope everyone at the Foundation is also in good health and spirits.

There is something you can do to help... If you or anyone at DSF knows anyone who works in front line health and safety organizations who has a need for personal protective equipment, please share this email with them. Given the global nature of our business, we see the unfiltered view from many different regions. Things are bad in Europe, and the US I fear is going to get hit hard very soon if they haven't already. Unless we're prepared in Canada, things will go downhill frighteningly fast.

We have our team in China sourcing supplies of masks, gowns, and other PPE that we can import to Canada and distribute using our supply chain. In the past few days, we've gotten a confirmed supply of about 2M surgical masks and are preparing to start importing, starting with a batch of 50,000 later this week. We're also talking to the Ontario government and Federal governments, but I fear that their response will be too slow... we need to get these supplies to frontline folks now. We're going to provide all supplies of PPE we can buy in China at cost.

Please share this email and my contact information with anyone you can think of (mobile: 647.406.4717). We're exceptional at sourcing and getting physical goods from A to B, but we don't have a network in the medical supply space and will struggle to connect with the right people who can make decisions fast.

Be well and stay safe. I've attached some images of products we're chasing down and a preliminary supply list.

Paul

<WechatIMG17.jpeg>
<WechatIMG18.jpeg>
<WechatIMG20.jpeg>
<WechatIMG19.jpeg>

--

Paul Austin-Menear, B.A., C.S.M.
Director of Digital Strategy

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On Mar 23, 2020, at 1:20
PM, Alex Portman
<aportman@davidsuzuki.org
> wrote:

Hi Paul & Leslie,

Hope you are doing
well and WFH

Wanted to send you
a quick note to say
the staff at DSF is
thinking of the
Nanoleaf Team and if
there is anything we
can do to help,
please do not
hesitate to reach out.
My personal cell is
647 268 3978

Best Wishes & Keep
Safe,
Alex.

Alex Portman
Development Officer,
Leadership Giving &
Strategic
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