

Holland, Alyx

From: Kim, Sabrina
Sent: Sunday, April 5, 2020 8:46 PM
To: Stickney, Matt; Theis, Rick; Clow, Brian; Wagner, Elise; Garneau, Vincent; Zimmerman, Shannon; Deagle, Jordan
Cc: Lamothe, Colleen; Holland, Alyx; Khalil, Samantha
Subject: Procurement Call - April 5

Hi team – pls see below for a summary of today’s procurement call:

Key points:

- Small chance we can get 2,300 ventilators (2,000 from Beijing, 300 from Shanghai)
- Officials are actively exploring sanitization options so we can stretch existing supply of N95s
 - o Options to do this in hospitals with in-situ capabilities
 - o Also options to ship out dirty supplies to ON & QC then ship back to hospitals (but takes some time)
 - o While this is promising, officials warned to be cautious with managing comms on re-use technologies; these are not products that healthcare workers usually re-use
- GAC officials say it is not clear that the DPAs in the U.S. prohibit exports of commercial orders placed to Canada – they say this is more of a political problem & reputational problem for companies than anything else
 - o Companies are asking for a letter, in writing, from the U.S. Administration that says: “we permit you to deliver (x) supplies to Canada under (y) timeline”
 - o DoD side comfortable with letters probably; FEMA less interested
 - o Talks continue tonight with the U.S.
 - o Officials said we need to take a page from NAFTA on this in terms of a coordinated stakeholder engagement approach across Ministers, the DPM etc. with companies and political counterparts
- **PCO is working toward a fairly detailed report for the PM & DPM to be able to use in their daily pressers, hopefully starting tomorrow that provides an overview of incoming supplies orders, donations etc. – hope is to be able to send Jordan & Shannon this report tonight for use in the pressers tomorrow**
 - o A lot of work being done with Deloitte to have a robust data recording tool & tracker too
- ISED has recently signed 25 new LOIs with companies (3 for ventilators, 22 for medical gowns)
- **FLAG: We do not currently have a machine to test the specs of our N95 masks – so we are going to have to send samples to Florida to get them inspected – and then have them sent back to Canada – which adds additional wait time before supplies can get to provinces – officials are trying to find a way around this**

Logistics Update:

- Throughout the weekend folks on the ground in China undertook major logistical changes to make sure orders are as secure as possible.
- Embassy & consulate completely engaged.
- We are losing deals because the Americans are moving faster than us so we are moving as quickly as possible to wire transfer \$ now.
- If we need to use the military on logistics & deliveries in Canada so things can get where they need to go faster then we can do that.

N95 machine issue:

- We cannot get our hands on machines that can test the specs of N95s and make sure they check out.
- We will have to send samples to Florida, get them to test and then send them back to Canada – this diversion would take a few extra days

Honeywell:

- DPM speaking with company tonight to see if we can get masks out of their production facilities in the U.S., also to see what kind of domestic production can be undertaken here. Also looking to see if Honeywell can help unlock Oh-Two issue by perhaps providing I.T.

Ventilators:

- There is a chance we can get 2,300 ventilators; this is 180 truckloads of ventilators – 300 in Shanghai and 2000 in Beijing. We are working with the broker to mobilize these ventilators.

Reagents:

- We continue to struggle with the company to get final ingredients for the recipe for reagents
- QC thinks it can use the King Fisher platform which has the ability to use the home brew reagent
 - o We have this in Winnipeg so we're engaged with QC and they want at least 4
- ON says they have a new platform for reagents so they're fine for now
- Company in NB producing reagent for us that would then be supplied in context of King Fisher platforms for QC
- We are still looking to find the additional chemical compound for reagents – but for now – we are OK given all of the developments above

N95s – Sterilization:

- We are exploring sanitization options including the reuse of N95 masks
- Number of provinces have raised this including SK
- Q: Has this been successful in the provinces?
 - o Some hospitals have equipment that could do this
- Nordium might be able to help; call with them later tonight
- **On the G7 call the other day, U.S. Secretary Azar said that re-use is an essential part of their strategy to preserve N95s**
- **We need to make sure that we are carefully thinking about how we manage comms on sterilizing & re-using N95 masks to stretch existing supply**
 - o These are products that workers don't typically re-use; healthcare workers are not really used to this concept; however, there is definitely an openness from some about this being part of the strategy
- We have 300k N95s in the stockpile ATM; **we need to aim at 5 million masks per month to stabilize**
- There is a call tonight with 4 or 5 options re: sterilization, at least three of our options would allow for this kind of sanitization in hospitals with in-situ capabilities
- We are pursuing multiple solutions – this is a promising route
- **Most of these solutions have some level of certification already**

N95s & 3M:

- Will the 3M shipment from the U.S. get in tomorrow with 500k masks?
 - o 3M is ready to ship should they need a clear signal from the U.S.

DPA Update from GAC:

- GAC officials say it is not clear that the DPAs in the U.S. prohibit exports of commercial orders placed to Canada – they say this is more of a political problem & reputational problem for companies than anything else
- Companies are asking for a letter, in writing, from the U.S. Administration that says: “we permit you to deliver (x) supplies to Canada under (y) timeline”
- The Zoll ventilators are not secure either – need written confirmation and a timeline; DND is the angle on these ventilators
- More calls will be taking place tonight
- There is an undersecretary for “defence provisioning and allocation” under Secretary Lord who would be the type of person to write this kind of letter to the company to get the greenlight to ship
- **A lot of players in the US COVID response – it is clear DoD side is comfortable but FEMA is less interested in providing written letters to companies it would seem**

- With respect to the 500k ventilators from 3M that were supposed to get to us tomorrow – we need to keep this shipment ready so we can action it right away if we get clearance from the U.S. down to the company in writing
- The DPM, Minister Ng & Minister Champagne continue to make calls to companies which is most helpful; but we need to get those written assurances to the companies too
- Need to take a page from NAFTA on this in terms of a coordinated stakeholder engagement approach across Ministers, the DPM etc.

ISED update on LOIs:

- ISED signed 3 LOIs with companies for ventilators
- **22 other LOIs are focused on medical gowns**
 - o We have found two fabrics that meet HC requirement for gowns.
 - o We are trying to create a domestic supply chain for this production.
 - o Letters have been sent to diff apparel manufacturers asking them to re-tool to make gowns and then we will buy.
 - o **Some of these folks can produce gowns in two weeks.**

Comms update for PM & DPM Pressers:

- PCO is working toward a fairly detailed report for the PM & DPM to be able to use in their daily pressers, hopefully starting tomorrow
- Report would be accompanied with a bit of a cheat sheet report summarizing some key data points with some KMs that go with that
- Would go into the 830am COVID call and then support the PM and the DPM in their daily pressers tonight and everyday subsequent to that
- Tremendous amount of work being done with Deloitte to have a robust recording tool that would bring together all of the pieces that we discuss on the call (distribution, procurement with PSPC)

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