

## Lockington, Elliott (SPAC/PSPC)

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**From:** Jeevan Singh <jeevan@numed.io>  
**Sent:** July 16, 2020 1:13 AM  
**To:** alain.dorion@tpsgc-pwgsc.gc.ca  
**Subject:** Gloves (+other PPE)

Hi Alain,

In the day that it took to review the paperwork, Innovative gloves got sold out as well. Their supply got bought out by a buyer in Texas. I have one more Chinese glove maker in the pipeline. let's see what they come back with but I am sure they will get sold out If they are not already. Unless I am able to get in a price war with pre allotted prices from procurement, I don't see how I can close any deal...I don't want to get a contract for the sake of a contract. Unless I can guarantee delivery, I won't take an order.

The recent explosion of cases in the USA is stressing already fragile supply lines and I am really concerned about our ability to source overall PPE. The response I got from Micheal for the N95's calling my prices unfair and unreasonable shows a fundamental disconnect between our procurement process and realities on the ground. I have orders for gowns and N95's that procurement gave to various vendors totaling millions of pieces of PPE. I tried helping those contractors but the way the contracts and prices are structured, it made it impossible for me to do so. These vendors have been delinquent for months now and have not produced a single piece of PPE.

I am begging you guys to please reconsider your process. Please try things my way on a small contract, if it works we scale up. You don't even have to scale up with me, let me build the process and you can use your other vendors to replicate the result. As long as we get the PPE here, I don't care who gets them here. We need to protect our front line workers. One worker getting sick due to lack of PPE is one too many...

Here is a good summary of what is going on in the USA: <https://www.bloomberg.com/news/articles/2020-07-15/health-care-workers-feeling-exposed-by-protective-gear-shortages>

Let me know what we can do...and how I can help.

Best Regards,

Jeevan Singh

Email: [Jeevan@numed.io](mailto:jeevan@numed.io)

Direct: +1 (613) 8944819



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