

## Lockington, Elliott (SPAC/PSPC)

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**From:** Kusnick, Chelsea (SPAC/PSPC)  
**Sent:** May 12, 2020 9:46 AM  
**To:** 'Richard LaBerge'  
**Subject:** RE: Follow-up about D-BOX ventilator proposal - COVID-19

Thank you very much. That helps a lot.

I have passed this information along to my colleagues at Innovation, Science and Industry who are helping businesses like yours who are looking to re-tool their tech to make supplies we need to support Canadians.

They should reach out to you in the next couple of days to help you out. Let me know if you don't hear from them.

Thanks again.

Best,

Chelsea

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**From:** Richard LaBerge [mailto:rlaberge@d-box.com]  
**Sent:** May 12, 2020 8:55 AM  
**To:** Kusnick, Chelsea (SPAC/PSPC) <chelsea.kusnick@canada.ca>  
**Subject:** RE: Follow-up about D-BOX ventilator proposal - COVID-19

Hello Chelsea, glad to read you email yesterday.

We have made a proposal for a ventilator solution. Based on the tech we have in our inventory we are able to retool/repurpose our tech to make ventilators. The ventilator is designed based on existing components that are readily available;

- 1) in the hospitals inventory for the respiratory component (AMBU system)
- 2) from our standard suppliers for the mechanical parts. We have the capacity to assemble but have also talked with local companies that could also do the assembly.

The type of ventilator we are proposing is targeting people that have mild to light respiratory distress, so instead of having a nurse or someone else manually pumping the BAVU (balloon) our ventilator will act as a mechanical hand which could be very helpful in the retirement homes and other secondary locations. Plus, we have developed software to monitor all the life signs link to the respiratory function. We have jointly work with the Medical team from the Maisonneuve-Rosemont Hospital (CIUSS MTL) to validate our proposal. We are ready to test the ventilator and get it certified.

Attached you will find more detail about our proposal. My apologies it is all in French. I can translate all of this if that would be helpful. Also see the link about the ventilator:

[https://www.linkedin.com/feed/update/urn:li:activity:6661344047191470080/?lipi=urn%3Ali%3Apage%3Ad\\_f\\_lagship3\\_company%3BWTDogsLGQOmnfdMEN9E4tQ%3D%3D](https://www.linkedin.com/feed/update/urn:li:activity:6661344047191470080/?lipi=urn%3Ali%3Apage%3Ad_f_lagship3_company%3BWTDogsLGQOmnfdMEN9E4tQ%3D%3D)

Best  
Richard

## RICHARD LABERGE

Vice-président, dév. des affaires et acquisition de contenu - VP Business Development & Content Acquisition

D-BOX Technologies Inc. | A. 2172 de la Province, Longueuil, QC J4G 1R7 CANADA  
T. 450-442-3003, ext. 375 | M. 514-835-5266 | W. d-box.com

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**From:** Kusnick, Chelsea (SPAC/PSPC) <[chelsea.kusnick@canada.ca](mailto:chelsea.kusnick@canada.ca)>

**Sent:** 11 mai 2020 10:18

**To:** Richard LaBerge <[rlaberge@d-box.com](mailto:rlaberge@d-box.com)>

**Subject:** RE: Follow-up about D-BOX ventilator proposal - COVID-19

Hello Mr. LaBerge,

Thank you for following up.

I apologize that you have not heard back from the team at PSPC as of yet. I would be happy to look into this for you.

Can you give me a few more details about your proposal – what you are looking to provide, do you have connections with supplies already? Or are you looking to re-tool an already existing business?

With that I can work with you to ensure your proposal makes it to the right person.

Thank you for your support.

Sincerely,

### Chelsea Kusnick

Parliamentary Secretary Assistant and Legislative Assistant  
Office of the Honourable Anita Anand | Bureau de l'honorable Anita Anand  
Minister of Public Services and Procurement Canada | Ministre des Services publics et de l'Approvisionnement  
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**From:** Richard LaBerge <[rlaberge@d-box.com](mailto:rlaberge@d-box.com)>

**Sent:** May 7, 2020 2:10 PM

**To:** Anand, Anita - M.P. <[Anita.Anand@parl.gc.ca](mailto:Anita.Anand@parl.gc.ca)>

**Subject:** Follow-up about D-BOX ventilator proposal - COVID-19

Hello Mme. Anand,

Two weeks we sent our proposal to Mme Natacha Engel, Senior Policy Advisor, Office of the Minister of Small Business, Export Promotion and International Trade. She informed me that our proposal was sent to PSPC and ISED. Last week ISED contacted me to confirm that they had received our proposal on their end.

As I do not understand the internal process between ISED and PSPC and assuming you are the right person at PSPC that most likely received our proposal, I am reaching out to you to find out if you did receive it. If you did, if you had any questions about the proposal and if you could share any insights on this.

I understand that you have probably received an impressive volume of proposals in support of the COVID-19 crisis.

So, when you have a few minutes any feedback from you would be appreciated.

You can reach me at 514-835-5266

I look forward to hearing back from you soon.

## **RICHARD LABERGE**

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