

[EXT]RE: FW: s 22(1)(a)(ii)

[DLM=For-Official-Use-Only]

s 22(1)(a)(ii) s 22(1)(a)(ii) @au.ey.com>

To s 22(1)(a)(ii)

CC: s 47F s 22(1)(a)(ii) ; s 22(1)(a)(ii) ; s 22(1)(a)(ii)

s 22(1)(a)(ii)

We are just on a team call now and have already had some discussions with our Supplier Accreditation and Vetting Teams locally, in China/ Asia and globally. Our Vic Team are using this service currently for VIC Health for COVID also.

s 47F and s 47F are going to progress this with some urgency today and tomorrow with you.

We are also talking to s 22(1)(a)(ii) tomorrow on this but aim to get lift off when we are very clear on what elements of accreditation/ certification we might need as this can be lean and mean or more rigorous.

Call me if you need, or s 47F and s 47F directly who will take this to full conclusion.

Cheers - s 22(1)(a)(ii)

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s 22(1)(a)(ii)

Ernst & Young

s 22(1)(a)(ii)

s 22(1)(a)(ii)

[au.ey.com](http://au.ey.com)

Website: <http://www.ey.com>

s 22(1)(a)(ii) | Phone: s 22(1)(a)(ii) | s 22(1)(a)(ii) [@au.ey.com](mailto:s 22(1)(a)(ii)@au.ey.com)

**From:** s 22(1)(a)(ii) <[s 22\(1\)\(a\)\(ii\)@mckinsey.com](mailto:s 22(1)(a)(ii)@mckinsey.com)>  
**Sent:** Saturday, April 4, 2020 10:32 PM  
**To:** s 22(1)(a)(ii) <[s 22\(1\)\(a\)\(ii\)@au.ey.com](mailto:s 22(1)(a)(ii)@au.ey.com)>  
**Subject:** Fwd: FW: s 22(1)(a)(ii) [DLM=For-Official-Use-Only]

Hi s 22(1)(a)(ii)

See below. Not sure if possible for EY to help on this request for verification on such short notice.

We've had some engagement with s 22(1)(a)(ii) already and happy to give a head up on this if you do want to look into it.

s 22(1)(a)(ii)

Sent from my iPhone

Begin forwarded message:

**From:** s 22(1)(a)(ii) <[s 22\(1\)\(a\)\(ii\)@mckinsey.com](mailto:s 22(1)(a)(ii)@mckinsey.com)>  
**Date:** 4 April 2020 at 10:19:46 pm AEDT  
**To:** "Beauchamp, Glenys" <[s 47F@industry.gov.au](mailto:s 47F@industry.gov.au)>  
**Subject:** Re: [EXT]FW: s 22(1)(a)(ii) [DLM=For-Official-Use-Only]

Hi Glenys

It seems the concern (understandably) is Supplier verification (is s 22(1)(a)(ii) connecting you with a reputable supplier, has someone vetted the factory etc).

Unfortunately, McKinsey does NOT verify the supply chain. We don't have that capability.

Essentially, We've been helping triage and match make - We are provided with suggested suppliers by many referrers and sources (some of those do qualify vendors by calling them etc, some are just middle men), we obtain as much information as we can on them, we do an initial filter to remove those which are obviously fraudulent or with clearly invalid documentation. We then pass on the information to NSW or VIC. If they are interested to pursue we connect them to the source or supplier to discuss.

EY do have verification capabilities incl in China.

Our plan was to transfer the triaging / initial screen process to them and they would add on the vendor screening capability. A better solution for state and fed governments. That was going to happen early next week.

I will ask if they can help here, but am not sure how quickly they can mobilise. I can also ask **s 22(1)(a)(ii)** at **s 22(1)(a)(ii)** ) if they have a screening partner if you like?

**s 22(1)(a)(ii)**

Sent from my iPhone

On 4 Apr 2020, at 9:14 pm, **s 22(1)(a)(ii)** [@mckinsey.com](mailto:)> wrote:

Thanks GB

I'll ask our team to look at this ASAP.

**s 22(1)(a)**

Sent from my iPhone

On 4 Apr 2020, at 7:52 pm, Beauchamp, Glenys <**s 47F** [@industry.gov.au](mailto:)> wrote:

Hi – if you can help unblock that would be great – don't know if we can wait till Monday, thanks, gb

Glenys Beauchamp

Health Industry Coordination Group

**s 47F**

For Official Use Only

**From:** Mulder, Joanne  
**Sent:** Saturday, 4 April 2020 6:52 PM  
**To:** Purtell, Nick <s 47F @industry.gov.au>  
**Cc:** McIntyre, Duncan <s 47F @industry.gov.au>; Beauchamp, Glenys <s 47F @industry.gov.au>; s 22(1)(a)(ii) <s 47F @industry.gov.au>; Graham, Michele <s 47F @industry.gov.au>; Health Industry Coord Group <HealthIndustryCoordGroup@industry.gov.au>; s 22(1)(a)(ii) <s 47F @industry.gov.au>  
**Subject:** RE: s 22(1)(a)(ii) [DLM=For-Official-Use-Only]

Thanks Nick

I'm happy to ask McKinsey on Monday and clarify, and more than comfortable that EY will be involved.

I just wanted to make sure we understood the background and were following up in a timely way. If I learn of anything in the meantime that would help us, please let me know.

Thanks for your help.

Jo

For Official Use Only

**From:** Purtell, Nick  
**Sent:** Saturday, 4 April 2020 6:14 PM  
**To:** Mulder, Joanne <s 47F @industry.gov.au>  
**Cc:** McIntyre, Duncan <s 47F @industry.gov.au>; Beauchamp, Glenys <s 47F @industry.gov.au>; s 22(1)(a)(ii) <s 47F @industry.gov.au>; Graham, Michele <s 47F @industry.gov.au>; Health Industry Coord Group <HealthIndustryCoordGroup@industry.gov.au>; s 22(1)(a)(ii) <s 47F @industry.gov.au>  
**Subject:** Re: s 22(1)(a)(ii) [DLM=For-Official-Use-Only]

For Official Use Only

Hi Jo

Thanks for checking in. I am very happy to ask McKinsey directly whether they have verified this supply chain (I'm talking to s 22(1)(a)(ii) a couple of times a day on other matters), but also happy for you to contact them directly as s45(1)

(I see you've set up a meeting with McKinsey on Monday - were you thinking of raising this then?)

Based on the conversations I had with s 22(1)(a)(ii), I'm not aware that McKinsey had done any actual verification. I understood that the company had been contacted by McKinsey (not quite clear the context), and felt prepared to deal with any questions about supply chain.

Just FYI, I had understood that McKinsey was planning to use EY to do the supply chain verification work that we've requested; so I'm not sure whether 'McKinsey' themselves will be doing any of the verification.

I think your current approach (s 22(1) asking s 22(1) for the necessary documentation) sounds like the right one. Would you like me to contact s 22(1)(a)(ii) and push this with him? I'm happy to.

Cheers

Nick

For Official Use Only

**From:** "Mulder, Joanne" <s 47F @industry.gov.au>  
**Date:** Saturday, April 4, 2020 at 6:00:17 PM  
**To:** "Purtell, Nick" <s 47F l@industry.gov.au>  
**Cc:** "McIntyre, Duncan" <s 47F @industry.gov.au>, "Beauchamp, Glenys" <s 47F @industry.gov.au>  
**Subject:** FW: s 22(1)(a)(ii) [DLM=For-Official-Use-Only]

Hi Nick

We were hoping you could clarify if McKinsey has verified the supply chain for this lead please? There is reference to McKinsey in the email trail.

We have also been engaging with s 22(1) (see below) and asked for evidence that they are a certified supplier. They have not provided this information to us.

<sup>s</sup> 22(1) from my team has emailed <sup>s 22(1)</sup> again today and again requested documentation to show they are a certified supplier of the goods they are selling. As you know, we cannot recommend to the Dept of Health that they set up a contract without verifying the supply chain.

If you could clarify for us what's occurred, and if there are any next steps in train that we don't know about, that would be great.

Thanks

Jo

For Official Use Only

For Official Use Only

**From:** "Beauchamp, Glenys" <<sup>s 47F</sup> @industry.gov.au>  
**Date:** Saturday, 4 April 2020 at 12:38:31 pm  
**To:** "McIntyre, Duncan" <sup>s 47F</sup> @industry.gov.au>  
**Cc:** <sup>s 22(1)(a)(ii)</sup> <sup>s 22(1)(a)(ii)</sup> n@industry.gov.au>, "Health Industry Coord Group" <[HealthIndustryCoordGroup@industry.gov.au](mailto:HealthIndustryCoordGroup@industry.gov.au)>, "Graham, Michele" <<sup>s 47F</sup> @industry.gov.au>, "Purtell, Nick" <sup>s 47F</sup> @industry.gov.au>  
**Subject:** FW: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Hi all – <sup>s 22(1)(a)(ii)</sup> <sup>s 22(1)(a)</sup> rang me today about this. I did not know where <sup>s 45</sup> are up to and now just reading bottom of email train – thanks team. I did explain to <sup>s 22(1)</sup> that we need to be assured about TGA approved, they were physically there i.e. not in some production queue and freight/supply line 100% secure (I was told they were in a bonded warehouse?) and delivery in short term if it met all these requirements could be achieved. Assume our ventilator team will take this up, many thanks, gb

Glenys Beauchamp

Health Industry Coordination Group

<sup>s 47F</sup>

For Official Use Only

**From:** s 22(1)(a)(ii) @s 22(1)(a)(ii) ]  
**Sent:** Saturday, 4 April 2020 12:21 PM  
**To:** s 22(1)(a)(ii) <s 22(1)(a)(ii) @industry.gov.au>  
**Cc:** C19Ventilators@industry.gov.au; s 22(1)(a)(ii) @s 22(1)(a)(ii) >;  
Beauchamp, Glenys <s 47F @industry.gov.au>  
**Subject:** RE: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Hi s 22(1)(a)(ii)

Please find below information on one of the ventilators :-

AEONMED VG70

- Cost Price : US\$65K FOB Shanghai
- Margin : 10% additional
- Full validation has been conducted and they are TGA approved
- 100 units available which are in stock
- Brochure attached and link below

<https://m.made-in-china.com/product/ICU-Ventilator-Vg70-with-CE-Certificate-700429222.html#viewAll>

We only have hold of 100 units for the next 1-2 hours. Apologies for the lack of notice.

More info will be provided shortly on this ventilator and the s 22(1)(a)(ii) as well as the s 22(1)(a)(ii) .

Kind regards,

s 22(1)(a)(ii)

**From:** s 22(1)(a)(ii) s 47F @industry.gov.au>  
**Sent:** Friday, 3 April 2020 2:46 PM  
**To:** s 22(1)(a)(ii) @s 47F >  
**Cc:** C19Ventilators@industry.gov.au; s 22(1)(a)(ii) @s 47F >  
**Subject:** FW: PPE novel supply lines - In Confidence [DLM=For-Official-Use-Only]  
**Importance:** High

Dear s 22(1)(a)(ii)

I am writing to you as part of the Ventilator Taskforce. Glenys Beauchamp's office has passed on your offer of assistance to me.

Firstly, thank you for your offer to the Federal Government to help purchase PPE and ventilators for use in Australian Hospitals.

I apologise for the delayed reply but during the last week the Department has received an exceptionally large number of offers of assistance from a wide range on industry sectors, including the sourcing and supply of many types of ventilators. These offers are up into the hundreds now and we appreciate your patience while we have worked through all the correspondence.

Hopefully you understand the requirements to urgently address the requirements of the COVID-19 situation balanced against the Department's critical requirement to undertake due diligence.

Working with the Department of Health we have implemented a process where we need all proposed suppliers to provide documentation that there are authorised sellers on behalf of the company that whose products they are offering. This is to ensure that there is a strong supply chain to ensure products can be delivered Australia. The s 47E(d)

Our immediate requirement is to source suppliers of invasive ventilator into Australia and preferably those that are approved by the TGA for use in Australia.

In regard to the following invasive ventilators in your attached brochure:

s 22(1)(a)(ii)

AOEMED VG 70

s 22(1)(a)(ii)

Could you please confirm that you are an authorised seller of the above product imported into Australia, as this will be very critical in pushing this forward.

Also can you confirm if s 22(1)(a)(ii) are dealing directly with the manufacturers of these devices in China, or through a distribution agency? It would be very helpful if you could also provide any information in regard to the cost per unit, quantity/amounts, regulatory

certifications, manufacturing times, delivery times and payment terms. Also please advise if you have freight options or if we are required to arrange transportation ourselves.

Kind regards

s 22(1)(a)(ii)

Ventilator Taskforce

**Department of Industry, Science, Energy and Resources**

s 22(1)(a)(ii)

**Ph:** +s 22(1)(a)(ii)      **Mobile:** s 22(1)(a)(ii)  
**Email:** s 22(1)(a)(ii)      [@industry.gov.au](mailto:s 22(1)(a)(ii)@industry.gov.au)  
**Internet:** [www.business.gov.au](http://www.business.gov.au)

**Supporting economic growth and job creation for all Australians**

For Official Use Only

**From:** s 22(1)(a)(ii)      [@s 22\(1\)\(a\)\(ii\)](mailto:s 22(1)(a)(ii)@industry.gov.au)      ]  
**Sent:** Thursday, 2 April 2020 4:44 PM  
**To:** Purtell, Nick <s 47F      [s 47F@industry.gov.au](mailto:s 47F@industry.gov.au)>  
**Cc:** s 22(1)(a)(ii)      [@s 22\(1\)\(a\)\(ii\)](mailto:s 22(1)(a)(ii)@industry.gov.au)      >; Beauchamp, Glenys  
s 47F      [s 47F@industry.gov.au](mailto:s 47F@industry.gov.au)>  
**Subject:** RE: PPE novel supply lines [DLM=For-Official-Use-Only] - In Confidence

Hi Nick,

In recognition of the expediency of locking up our suppliers' production and not losing to other sovereigns, please feel free to release the same attached brochures as sent before to

your PPE Task Force and the Department of Health procurement team. We can send more detailed info once we have engaged with Narelle and her teams.

You could use the following introduction :-

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)  
s 22(1)(a)(ii) (a)(ii)

s 22(1)(a)(ii) ) (ii)  
(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)  
s 22(1)(a)(ii) ; 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

Kind regards,

s  
22(1)  
(a)(ii)

-

s 22(1)(a)(ii)

**From:** s 22(1)(a)(ii)  
**Sent:** Thursday, 2 April 2020 12:19 PM  
**To:** Purtell, Nick <s 47F @industry.gov.au>  
**Cc:** s 22(1)(a)(ii) s 22(1)(a)(ii)  
**Subject:** RE: PPE novel supply lines [DLM=For-Official-Use-Only] - In Confidence

Hi Nick,

s 22(1)(a)(ii) . I have taken the liberty to send you our brochures so you can quickly understand our value proposition. We will send you a more comprehensive pack for distribution to your team and Department of Health – please do not distribute yet. We may need to give you a dropbox, especially if these brochures are too large to get through.

s 22(1)(a)(ii) of s 22(1), and I have been dealing with McKinsey – s 22(1)(a)(i) much more than myself. I think it would be very worthwhile for you to have a discussion with s 22(1)(a)(i) to fully understand our due diligence on them, in confidence.

The strategy that you and Glenys are embarking on makes very logical sense to us in conjunction with the Depart of Health (and their procurement activities) where you use your own team which has a far wider remit for PPE (such as local production) and use McKinsey for supply chain verification and modelling. s 22(1)(a)(i) has been in discussions with local PPE manufacturers and is happy to share his knowledge. s 45

s 22(1)(a)(ii)

s 45

Kind regards,

s 22(1)(a)(ii)

s 22(1)(a)(ii)

T: s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

**From:** s 22(1)(a)(ii)

**Sent:** Thursday, 2 April 2020 11:40 AM

**To:** s 22(1)(a)(ii) @s 22(1)(a)(ii) >; Purtell, Nick

s 47F @industry.gov.au>

**Cc:** Beauchamp, Glenys <s 47F @industry.gov.au>; Health Industry Coord

Group <HealthIndustryCoordGroup@industry.gov.au>; s 22(1)(a)(ii)

**Subject:** RE: PPE novel supply lines [DLM=For-Official-Use-Only]

Hi s 22(1)(a)(i),

I have just had a long call with Nick and will share the full picture shortly,

Kind regards,

s 22(1)(a)(ii)

**From:** s 22(1)(a)(ii) <s 22(1)(a)(ii)>  
**Sent:** Thursday, 2 April 2020 11:39 AM  
**To:** Purtell, Nick <s 47F @industry.gov.au>; s 22(1)(a)(ii) @s 22(1)(a)(ii)  
**Cc:** Beauchamp, Glenys <s 47F @industry.gov.au>; Health Industry Coord Group <HealthIndustryCoordGroup@industry.gov.au>; s 22(1)(a)(ii) @s 22(1)(a)(ii)  
**Subject:** Re: PPE novel supply lines [DLM=For-Official-Use-Only]

Hi Nick and s 22(1)(a)(ii),

Let's connect as soon as we can.

I am available as well for a call.

Looking forward to it.

s 22(1)(a)(ii)

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**From:** Purtell, Nick <s 47F @industry.gov.au>  
**Sent:** Thursday, April 2, 2020 10:54:26 AM  
**To:** s 22(1)(a)(ii) @s 22(1)(a)(ii) >  
**Cc:** Beauchamp, Glenys <s 47F @industry.gov.au>; Health Industry Coord Group <HealthIndustryCoordGroup@industry.gov.au>; s 22(1)(a)(ii) s 22(1)(a)(ii) >; s 22(1)(a)(ii) @s 22(1)(a)(ii) >  
**Subject:** Fwd: PPE novel supply lines [DLM=For-Official-Use-Only]

For Official Use Only

Hi s 22(1)(a)(ii)

I just tried to call you - give me a ring at your convenience - s 47F .

Nick

For Official Use Only

**From:** s 22(1)(a)(ii) s 22(1)(a)(ii) ]  
**Sent:** Wednesday, 1 April 2020 9:16 AM  
**To:** Beauchamp, Glenys <s 47F @industry.gov.au>;  
s 22(1)(a)(ii) @aph.gov.au  
**Cc:** s 22(1)(a)(ii) @s 22(1)(a)(ii) ; s 22(1)(a)(ii) @s 22(1)(a)(ii)  
**Subject:** RE: PPE novel supply lines [DLM=For-Official-Use-Only]

Hi Glenys and a call out hello to s 22(1)(a)(ii) s 22(1)(a)(ii)

We have been in detailed discussions with s 22(1)(a)(ii) who have been procuring for s 22(1)(a)(ii) and other federal agencies. Could you please confirm if you are using this entity or your own. We have been inundated with a number of procuring entities buying PPE on behalf of the Federal Gov. (s 22(1)(a)(ii) and recently McKinsey's) which have either been stopped or postponed after we have sent detailed pricing and brochures.

In this current PPE market, those delays mean that other sovereign buyers can lock up production for the next 2-3 months.

If you can transact in your own right, what panel or contract do we have to embark on completion.

Kind regards,

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

T: s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

<image003.png>

**From:** s 22(1)(a)(ii) @s 22(1)(a)(ii) >  
**Sent:** Wednesday, 1 April 2020 12:36 AM  
**To:** Beauchamp, Glenys <s 47F @industry.gov.au>  
**Cc:** s 22(1)(a)(ii) @s 22(1)(a)(ii)  
s 22(1)(a)(ii) @s 22(1)(a)(ii)  
**Subject:** Re: PPE novel supply lines [DLM=For-Official-Use-Only]

Dear Glenys,

Great to connect. s 22(1) want to work lock-step with the government on their priorities.

All gear on the way is TGA with CE and/or FDA or waiver. We have the full spectrum (attached) and have locked in considerable steady production and can continue to do so with support for upfront payments. Overall exceptional quality and volumes.

We are plugged in direct at manufacturing prices, but are frankly getting smashed by US and EU sovereign buyers.

A bit of firepower would be welcome.

We have been running an open book from day one - and just need to open up a dialogue on what you need.

s 22(1)(a)(ii) and s 22(1)(a)(ii) have repeatedly asked what they can do for us with respect to s 22(1)(a)(ii) alongside medical devices.

We are expediting TGA and act directly as the Sponsor for all products we bring forward with full ISO.

Looking forward to our call together.

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

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**From:** Beauchamp, Glenys <s 47F @industry.gov.au>  
**Sent:** Tuesday, March 31, 2020 10:16 pm  
**To:** s 22(1)(a)(ii) (Private)  
**Cc:** s 22(1)(a)(ii) ; Luchetti, Narelle; s 22(1)(a)(ii)  
**Subject:** RE: PPE novel supply lines [DLM=For-Official-Use-Only]

Hi all – we are definitely looking for more reliable PPE channels and reliable and fast sources of supply. The issue we have been caught out on is the use of middle party brokers in China rather than direct relationship with manufacturers. s 22(1)(a)(ii)  
s 22(1)(a)(ii)

Many thanks for your assistance, cheers, Glenys

Glenys Beauchamp

Health Industry Coordination Group

s 47F

For Official Use Only

**From:** s 22(1)(a)(ii) (Private) [mailto:s 22(1)(a)(ii) @s 22(1)(a)(ii) u]  
**Sent:** Tuesday, 31 March 2020 9:55 PM  
**To:** Beauchamp, Glenys <s 47F @industry.gov.au>  
**Cc:** s 22(1)(a)(ii) @s 22(1)(a)(ii) >; s 22(1)(a)(ii) @s 22(1)(a)(ii) >  
**Subject:** Fwd: PPE novel supply lines

Dear Glenys,

Apologies, here is a resend with correct emails address details.

Regards

s 22(1)(a)(ii)

Sent from my iPad

Begin forwarded message:

**From:** s 22(1)(a)(ii) @aph.gov.au>  
**Date:** 31 March 2020 at 8:22:57 pm AEDT  
**To:** "s 47F @industry.govau" <s 47F @industry.govau>  
**Cc:** s 22(1)(a)(ii) s 22(1)(a)(ii) s 22(1)(a)(ii)  
**Subject:** PPE novel supply lines

Dear Glenys

I would like to update your unit with some novel but well established local s 22(1)(a)(ii) connections to China s 22(1)(a)(ii)

s 22(1)(a)(ii)

I would also like to introduce you to an established local company, s 22(1)(a)(ii) who supply to private hospitals and Northern Territory and elsewhere across Australia and NZ . s22(1)(a)(ii), s47G(1)(a)

They had organised a shipment out of China but s 22(1)(a)(ii) let them down and they now are speaking with s 22(1)(a)(ii) team tonight and in the am to him.

s 22(1)(a)(ii) . It would be beneficial to all to make the connections.

I'll also update you on the ventilator initiatives separately.

Regards

s 22(1)(a)(ii)

s 22(1)(a)(ii)

<image004.png>

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+=====

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s 22(1)(a)(ii)



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**From:** s 22(1)(a)(ii) @s 22(1)(a)(ii)  
**Sent:** Thursday, 9 April 2020 10:56 AM  
**To:** s 47F s 47F @mckinsey.com>; 'Mulder, Joanne'  
s 47F @industry.gov.au>; 's 47F s 47F @au.ey.com>  
**Cc:** s 22(1)(a)(ii) @mckinsey.com>; s 22(1)(a)(ii) @au.ey.com>; s 22(1)(a)(ii)  
@s 22(1)(a)(ii) 's 22(1)(a)(ii) @au.ey.com>  
**Subject:** [EXT]RE: Next Steps

Morning All,

Please find attached information sheet from s 22(1)(a)(ii) to help understand the supply chain. This was put together for the s 22(1)(a)(ii) ventilators which are currently unavailable but it still provides valuable information on the supply chain as requested.

Yesterday we were informed that all 6,000 x s 22(1) and 6,000 x s 22(1) have been reprioritised for Italy and Spain. Therefore they are no longer available to s 22(1), we believe that there will be more produced and are finding out when.

s 22(1) continue to find quality ventilators in what is a market where agents are clearing out whole production runs from manufacturers by offering higher prices etc. Speed is the key if there is an urgent need to secure ventilators as seen last week with 500 s 22(1)(a) that Australia was hoping to procure.

We have managed to find 200 FDA approved ventilators and people have visited the factory and confirmed that they are real yesterday. I have attached the specification and below is a link to the FDA approved ventilator annex. The number of ventilators added to this schedule over the last week helps paints the picture of what is going on.

<https://www.fda.gov/media/136528/download>

If there is interest in these ventilators they would need to be secured today via a PO which can contain some conditions which you may require.

I will provide further information as it becomes available.

s 22(1)(a)(ii)

Regards,

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

**E:** s 22(1)(a)(ii)@s 22(1)(a)(ii)

**M:** +s 22(1)(a)(ii)

**W:** [http://s 22\(1\)\(a\)\(ii\)](http://s 22(1)(a)(ii))

**From:** s 47F s 47F @mckinsey.com>  
**Sent:** Tuesday, 7 April 2020 16:22  
**To:** s 22(1)(a)(ii) s 22(1)(a)(ii) Mulder, Joanne s 47F @industry.gov.au>; s 47F  
s 47F @au.ey.com>  
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**Subject:** Next Steps

Hello All,

Thank you for your time today. Closing out the next steps, **and please clarify if it is not quite captured right:**

- Share 1 page high level overview of product offer and accountabilities, including E2E supply chain, distributor authorisation from s 22(1)(a)(ii) , warranty provision ( s 22(1)(a)(ii) to provide)
- Chase due diligence report from s 22(1)(a)(ii) and share with group ( s 22(1)(a)(ii) to share)
- Confirm status of report with TGA s 47F / Jo)

Once this information is more clear, then next steps such as QC review of stock can be considered

Thanks

s 47F

McKinsey & Company, Inc.

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