

s22

---

**From:** s22  
**Sent:** Wednesday, 8 April 2020 2:28 PM  
**To:** s22  
**Cc:** s22  
**Subject:** RE: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]  
**Attachments:** Goods Contract - MDT.PDF; FW: Contract - Letter of Variation [SEC=UNCLASSIFIED]

Hello s22 ,

I really appreciate you looking into the AEONMED contract so quickly.

We will reach out to s 47F and start the conversation on consumables.

Thanks again  
Kind regards  
s22

s22

Manager, Ventilator Taskforce  
[C19ventilators@industry.gov.au](mailto:C19ventilators@industry.gov.au)

AusIndustry – Industry Capability and Research  
s22 @industry.gov.au

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

Internet: [www.business.gov.au](http://www.business.gov.au)

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*The department acknowledges the traditional owners of the country throughout Australia and their continuing connection to land, sea and community. We pay our respect to them and their cultures and to the elders past and present*

**UNCLASSIFIED**

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**From:** s22  
**Sent:** Wednesday, 8 April 2020 1:52 PM  
**To:** s22  
**Cc:** s22  
**Subject:** FW: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi s22

I have had a look through the AEONMED contract (attached) and there is no mention of consumables. Just warranty for servicing, etc.

s 47F (details below) is the person we engaged with to purchase the units through Medical Devices Technologies (MDT). In the email attached, he clarifies that MDT are an exclusive AONMED supplier so I think that bodes well for approaching them directly about consumables.

s22  
if you need anything else.

Hope this helps, please let me know

Thanks,

s22

s22

Manager  
Ventilator Taskforce

s22 [@industry.gov.au](mailto:s22@industry.gov.au)

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**From:** Mulder, Joanne  
**Sent:** Wednesday, 8 April 2020 11:35 AM  
**To:** s22 [@industry.gov.au](mailto:s22@industry.gov.au)>  
**Subject:** FW: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

UNCLASSIFIED

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**From:** s22 [<mailto:s22@health.gov.au>]  
**Sent:** Tuesday, 31 March 2020 12:59 PM  
**To:** Mulder, Joanne <s 47F [@industry.gov.au](mailto:s22@industry.gov.au)>  
**Cc:** s22 ; s22 <s22 [@health.gov.au](mailto:s22@health.gov.au)>  
**Subject:** RE: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi Joanne

Please note that a contract has been provided to Medical Device Technologies for action.

Kind regards

s22

s22

---

Office of Health Protection | Chief Medical Officer Group  
Regulatory Policy Branch  
Australian Government Department of Health  
T: s22 [@health.gov.au](mailto:s22@health.gov.au)  
GPO Box 9848, Canberra ACT 2601, Australia

*The Department of Health acknowledges the Traditional Custodians of Australia and their continued connection to land, sea and community. We pay our respects to all Elders past and present.*

**From:** s 47F s 47F [@medicaldevicetechnologies.com.au](mailto:s22@medicaldevicetechnologies.com.au)>  
**Sent:** Saturday, 28 March 2020 1:33 PM  
**To:** Mulder, Joanne s22 [@industry.gov.au](mailto:s22@industry.gov.au)>  
**Cc:** s22 [@medicaldevicetechnologies.com.au](mailto:s22@medicaldevicetechnologies.com.au)>  
**Subject:** AEONMED Shangrila 510S Ventilator [SEC=No Protective Marking]

Hi Joanne,

Thank you for taking my call last night, regarding the supply of 300 AEONMED Shangrila 501S Ventilators. I do apologies for calling late but I wanted to provide you with feedback ASAP.

As discussed, we missed the production schedule cut off with AEONMED and supply can not be guaranteed by the end of May, as other customers have forward both orders and deposits and been given this production slot. Once again, the demand for AEONMED Ventilators is extreme globally.

They, however, have agreed to supply 300 AEONMED Shangrila 501S Ventilators by late June. This, however, depends upon Medical Device Technologies (MDT) depositing funds to AEONMED by Wednesday 1 April 2020. To enable this to occur MDT would need 60% of the total invoice amount deposited and available Tuesday next week.

Our original price was provided as per the following:

1. Unit Price \$30,000
2. Included warranty for one year period (6 monthly and Yearly Check)

Upon reading the contract supplied by <sup>s22</sup> we notice you required a 60 months warranty parts and labour including specific period checks.

The unit price to provide the additional Warranty as per contract would be \$42,000 per unit.

Could you please advise whether you wish to proceed and can the contract be modified for acceptance of either Option 1 - 1 Year Warranty or Option 2- 5 Year Warranty price as above. We have attached two invoices for each Option for speed if accepted.

We can stress enough that without payment as per our payment terms AEONMED will not hold this production slot and will allocate to countries/companies that have placed order and deposits.

Upon receipt of the contract, we will sign and return ASAP. We accept all other conditions of the contract.

Once again, urgency is of the essence.

Regards,

s 47F

s 47F

**Medical Device Technologies (MDT)**

m: s 47F

a: s 47F

w: [www.medicaldevicetechnologies.com.au](http://www.medicaldevicetechnologies.com.au) e: s 47F [@medicaldevicetechnologies.com.au](mailto:@medicaldevicetechnologies.com.au)



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s22

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**From:** s22 @s22 .com>  
**Sent:** Friday, 10 April 2020 1:19 PM  
**To:** s22  
**Cc:** C19Ventilators@industry.gov.au; s22  
**Subject:** RE: PPE supplies from China [DLM=For-Official-Use-Only]  
**Attachments:** Ventilator Range range.pptx; s22 .pdf; s22

Dr s22

Attached 2 possible providers of Invasive Ventilators with models and prices. Leadtime and price may vary considering the worldwide situation.

Those contacts work via distribution agencies. They can provide with all of the required information for approval. TGA will approve in 48 hours.

- **Ventilator range Contact:**

s22 @s22 .com.au

s22

- s22

Contact in the attached document  
s22

s22

TEL: s22

FAX: s22

Contact Person: s22, email: s22

Hope this helps.

s22

Let us know if you need anything else from us.

Good luck with the search.

Kind regards,

s22

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**From:** s22  
**Sent:** Friday, 3 April 2020 11:07 PM  
**To:** s22  
**Cc:** C19Ventilators@industry.gov.au; s22  
**Subject:** Re: PPE supplies from China [DLM=For-Official-Use-Only]

Dr s22 ,

Thanks for your email. We are not in the business of distributing these supplies - but are working with our supply chain to provide alternatives for the govt.

As you know, the situation with suppliers is changing rapidly - we no longer believe that is this a viable source of ventilators.

We are looking for alternate suppliers, let us know if we can help with anything else.

Cheers  
s22

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**From:** s22 <[redacted]@industry.gov.au>  
**Sent:** Friday, April 3, 2020 6:03:09 PM  
**To:** s22 <[redacted]@[redacted].com>  
**Cc:** C19Ventilators@industry.gov.au <C19Ventilators@industry.gov.au>; s22 <[redacted]@[redacted].com>; s22 <[redacted]@[redacted].com>  
**Subject:** FW: PPE supplies from China [DLM=For-Official-Use-Only]

Dear Mr s22

I am writing to you as part of the Ventilator Taskforce. Your offer of assistance has been passed on to me.

Firstly, thank you for your offer to the Federal Government to help purchase 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 offer 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.

AEONMED VG70 ventilator

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 your company is dealing directly with the manufacturers of this product in China, or it is through a distribution agency. A priority of the taskforce is to source invasive ventilators that have been approved by the TGA for use in Australia.

Regards

s22  
Assistant Manager – Western Australia

s22

GPO Box 9839, Canberra ACT 2601

Ph: s22                      Mobile: s22  
Email: s22                    @industry.gov.au  
Internet: [www.business.gov.au](http://www.business.gov.au)

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**From:** s22 <@s22.com>  
**Sent:** Thursday, 2 April 2020 2:17 PM  
**To:** s22 <@s22.com>, s22 <@s22.com>  
**Subject:** PPE supplies from China

Hi s22, s22,  
Please see the information below that I have gotten from 1 company (info attached) in China.

1. ICU grade ventilator – VG70 from Aeomed. This is 1 of the 4 ventilators manufacturer approved by Chinese government. Spec sheet attached. There are NOW 150 units available (number may change as there are huge demand from US & Europe) The latest price is USD52,600/unit. Price is changing everyday depending on demand and availability. I am checking with other company if they can offer better price.

s22

I am checking the above with another company and hopefully I can get the information this afternoon for comparison. For air shipment, we need a government support letter and also an appointment letter (example attached) so that the Chinese custom will release the shiopment, and to ensure smooth clearance at Australia customer.

s22

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This email and any attachment is confidential between s22 and the addressee and may be subject to legal professional privilege. If it has been sent to you in error, please delete it and notify us. Personal information contained in email to us is subject to our Privacy Policy, for more information see s22

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**Appendix B: Authorized Ventilators, Ventilator Tubing Connectors, and Ventilator Accessories**

*Updated: April 8, 2020*

To be added to **Appendix B** (below), ventilators, ventilator tubing connectors, and ventilator accessories must be determined to meet the applicable conditions and criteria for safety, performance and labeling set forth in [Section II](#), [Section IV](#), and [Appendix A](#). FDA will add a ventilator, ventilator tubing connector, and ventilator accessory to the list of authorized products in **Appendix B** (below) upon submission of a request from a sponsor as described in the Scope of Authorization Section of the [Letter of Authorization](#) (Section II) and pursuant to the Conditions of Authorization (Section IV) in this EUA and based on FDA’s review and concurrence.

**Ventilators**

Manufacturer	Product Name	Device Description	Intended Use	Date of Authorization
Beijing Aeonmed Co., Ltd	VG70 ventilator	Critical Care Ventilator	Mechanical ventilation of patients in ICU	March 25, 2020

s22

s22

**From:** s22  
**Sent:** Tuesday, 21 April 2020 1:21 PM  
**To:** s22  
**Subject:** RE: VG70 [SEC=UNCLASSIFIED]

Thanks s22 . s22

---

UNCLASSIFIED

**From:** s22  
**Sent:** Tuesday, 21 April 2020 1:19 PM  
**To:** s22 ; s22  
**Subject:** RE: VG70 [SEC=UNCLASSIFIED]

OK I will as I sent the original request to EY

---

UNCLASSIFIED

**From:** s22  
**Sent:** Tuesday, 21 April 2020 11:17 AM  
**To:** s22 @industry.gov.au>; s22 <s22 @industry.gov.au>  
**Subject:** FW: VG70 [SEC=UNCLASSIFIED]

This sounds very similar to what s22 was offering? 700 units and an African connection.

s22 (or s22 please forward the email from yesterday from s22 to EY to add to their screening.

Thanks,  
s22

s22  
**Manager**  
 Ventilator Taskforce

s22 @industry.gov.au

---

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**From:** Mulder, Joanne  
**Sent:** Tuesday, 21 April 2020 1:08 PM  
**To:** s22 @industry.gov.au>; s22 @industry.gov.au>  
**Subject:** FW: VG70 [SEC=UNCLASSIFIED]

FYI – some interesting context.

**From:** s 47F [mailto:s 47F @medicaldevicetechnologies.com.au]  
**Sent:** Tuesday, 21 April 2020 1:01 PM  
**To:** Mulder, Joanne <s 47F @industry.gov.au>  
**Cc:** s 47F @au.ey.com>; s22 @medicaldevicetechnologies.com.au>  
**Subject:** VG70

Hi s 47F /Joanne,

Just to keep you informed we were approached by a company that claims to have 700 VG70 units. At this stage, we have taken the following actions:

1. Contacted AEONMED to confirm whether they are aware of 700 units been sent to Australia? They are not aware of these units and indicated that they must have come through a third party if real.
2. Contacted the supplier to request the below information:
  1. Where have the units come from? Answer Africa (Note: Individual told NSW Procurement China)
  2. Is the warranty transferable to Australia from AEONMED? Indicated they think so, but not sure and only one year. We have requested a formal letter from AEONMED that they will support this product with the warranty in Australia.
  3. What approvals they have for units with TGA? Whilst the main unit is approved, the AEONMED Breathing Circuit is not. Therefore if they have exported from China they are in breach of China's new export policy and Australia TGA. MDT solution to this problem is A. We are working the AEONMED to identify alternative B. Utilise existing Australia TGA approved entity C. I have two CE breathing circuit companies we deal with that can supply as well. Rest assured MDT will be fully compliant to International law and Australian Laws and has requested further guidance from s22 .
  4. We asked the supplier to provide 100% guarantee items arriving and also provide details fo dates/time of arrival and whether by sea or air? The supplier could not provide this information and then indicated it was a 50/50 chance they were arriving.

We believe that at this point there are a number of risk with this arrangement, one of the greatest if these units have come from Africa they could have been in storage for a long-time and also could have been part of an aid program. Also, technical detail is not adequate and we are concerned about the person changing their story.

As always we will continue to work with this company and individual to establish the legitimacy of the items.

We will keep you informed as we progress, it should be also noted we are getting very frustrated and may also start reporting to TGA for action. We are trying, however, to operate in the best interest of the Australian and State Governments to resolve issues as we do not want damage to the AEONMED brand in Australia.

Regards,

s 47F

s 47F

**Medical Device Technologies (MDT)**

m: s 47F

a: s 47F

w: [www.medicaldevicetechnologies.com.au](http://www.medicaldevicetechnologies.com.au) e: s 47F

[@medicaldevicetechnologies.com.au](mailto:@medicaldevicetechnologies.com.au)



s22

**From:** s22  
**Sent:** Tuesday, 21 April 2020 1:34 PM  
**To:** s 47F  
**Cc:** s22 Mulder, Joanne; s22 ; s 47F ; s22 ;  
 C19Ventilators@industry.gov.au; s22  
**Subject:** RE: Offer by s22 for consideration [DLM=For-Official-Use-Only]  
**Attachments:** RE: Ventilators [SEC=UNCLASSIFIED]

Hi s 47F

Regarding the vetting of the offer from s22 at s22 that I sent through on 17 April, s22 has sent through another email yesterday which I have attached.

Regards

s22

s22

Assistant Manager – Western Australia  
 Ventilator Taskforce  
 Department of Industry, Science, Energy and Resources

s22

GPO Box 9839, Canberra ACT 2601

Ph: s22 Mobile: s22  
 Email: s22 @industry.gov.au  
 Internet: [www.business.gov.au](http://www.business.gov.au)

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**From:** s22  
**Sent:** Friday, 17 April 2020 12:56 PM  
**To:** s 47F  
**Cc:** s22 ; Mulder, Joanne ; s22 ; s 47F ; s22 ; C19Ventilators@industry.gov.au;  
 s22  
**Subject:** Offer by s22 for consideration [DLM=For-Official-Use-Only]

Hi s 47F

Attached is the other offer of assistance from s22 at s22 for vetting by EY.

According to their website s22 in Australia are a computer and Internet of Things company s22  
 As they are not a distributor of medical devices a concern we have is who will provide the warranty, servicing, repairs and training for the AOENMED ventilator in Australia?

Regards

s22

s22

Assistant Manager – Western Australia  
Ventilator Taskforce  
Department of Industry, Science, Energy and Resources

s22

GPO Box 9839, Canberra ACT 2601

Ph: s22                      Mobile: s22  
Email: s22                      @industry.gov.au  
Internet: [www.business.gov.au](http://www.business.gov.au)

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s22

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**From:** s22 <s22@s22.net.au>  
**Sent:** Monday, 20 April 2020 4:59 PM  
**To:** C19Ventilators@industry.gov.au  
**Cc:** s22  
**Subject:** RE: Ventilators [SEC=UNCLASSIFIED]

Hi, s22 ,

Good news, there is a cancelled order from an African country who can't pay for it. we will hold up the 700 pcs VG70 stock next Monday.

We also can help you to arrange a charter flight to Sydney once you confirm order.

Due to supply chain shutdown by CoVID 19 in Europe and Asia, s22 and AeonMed are facing some key components shortage which means they will make less and less ventilators in the coming weeks.

We just talk to the TGA sponsor, he is also happy to work with us and share the stock. it is an s 22(1)(a)(ii) . BTW, we can register VG70 TGA as well, it will only take couple days.

Looking forward to your urgent advice soon.

Regards

s22

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**From:** s22  
**Sent:** Friday, 17 April 2020 5:19 PM  
**To:** 'C19Ventilators@industry.gov.au'  
**Cc:** s22  
**Subject:** RE: Ventilators [SEC=UNCLASSIFIED]

Hi, s22 ,

Good news, AeonMed VG70 just got TGA approved as attached PDF.

Regards

s22

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**From:** s22  
**Sent:** Friday, 17 April 2020 11:59 AM  
**To:** 'C19Ventilators@industry.gov.au'  
**Cc:** s22  
**Subject:** RE: Ventilators [SEC=UNCLASSIFIED]

Hi, s22 ,

Please find the official FCO front page for us yesterday (s22  
)

Regards

s22

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**From:** [C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au) [<mailto:C19Ventilators@industry.gov.au>]  
**Sent:** Friday, 17 April 2020 10:55 AM  
**To:** s22  
**Cc:** s22 ; [C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)  
**Subject:** RE: Ventilators [SEC=UNCLASSIFIED]

Dear s22 ,

Thank you for providing the information below. At this stage to progress your offer forward, we would require documentation to show that your Company is the authorised seller of the AeonMed VG70 ventilators.

If you would like to progress this offer further, would you please be able to provide the above information as it is critical to move forward.

I look forward to your reply. In the meantime, should you have any questions please do not hesitate to contact me.

Kind regards

s22

s22

Ventilator Taskforce  
**Department of Industry, Science, Energy & Resources**

s22

GPO Box 9839, Canberra ACT 2601  
ABN 74 599 608 295  
Phone s22 | Mobile: s22  
Email: s22 @industry.gov.au  
Internet: [www.business.gov.au](http://www.business.gov.au)

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**From:** s22 [mailto:s22@s22.net.au]  
**Sent:** Thursday, 16 April 2020 6:14 PM  
**To:** [C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)  
**Cc:** s22 <s22@s22.net.au>  
**Subject:** RE: Ventilators [SEC=UNCLASSIFIED]

Hi, s22 ,

Please see the Q&A as on the following email.

Regards

s22

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**From:** [C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au) [mailto:C19Ventilators@industry.gov.au]  
**Sent:** Thursday, 16 April 2020 3:46 PM  
**To:** s22  
**Cc:** s22 ; [C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)  
**Subject:** RE: Ventilators [SEC=UNCLASSIFIED]

Hi s22

My name is s22 , and I am responding on behalf of s22 . Thank you for the information below, it is much appreciated.

The Department appreciates your offer but at this stage we need to balance the need to address the COVID-19 situation against the Department's critical requirement to undertake due diligence. With that in mind, I am hoping you will be able to provide responses to the questions below which will help progress this forward for the **AeonMed VG70** ventilators:

- Where the units are currently located (or if they need to be manufactured)—it is in Beijing, China
- How it is proposed the units will get to Australia (freight, etc.) – By Air, Both China Eastern and Southern has weekly flight to Sydney
- s22

Having answers to all these questions will help progress your offer of assistance. Once again the Department thanks you and looks forward to your response.

Kind Regards,

s22

s22

Ventilator Taskforce  
**Department of Industry, Science, Energy & Resources**

s22

GPO Box 9839, Canberra ACT 2601  
ABN 74 599 608 295  
Phone s22 | Mobile: s22  
Email: s22 @industry.gov.au  
Internet: [www.business.gov.au](http://www.business.gov.au)

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**From:** s22 [mailto:s22@s22.net.au]  
**Sent:** Wednesday, 15 April 2020 6:55 PM  
**To:** s22 <s22@industry.gov.au>  
**Cc:** s22 <s22@s22.net.au>  
**Subject:** RE: Ventilators [SEC=UNCLASSIFIED]

Hi, s22

Our ventilator product update as attached PDF.

We can access to 500 pcs AeonMed VG70 stock, \$56,000.00 USD FOB SH, do you need any ?

Regards

s22

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s 22(1)(a)(ii)





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**From:** [C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au) [<mailto:C19Ventilators@industry.gov.au>]  
**Sent:** Friday, 27 March 2020 4:09 PM  
**To:** s22  
**Cc:** [C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)  
**Subject:** FW: Ventilators [SEC=UNCLASSIFIED]

Dear s22

My name is s22 – I am in the Ventilators taskforce at the Department of Industry, Science, Energy and Resources.

Thank you very much for reaching out on the critical issue of ventilators.

I am hoping you may be able to provide me with some details of the units you may be able to get access too:

- Names and Models of the units (including whether they are invasive or non-invasive)
- Whether the units are available or need to be manufactured (and if available where they are currently located)
- The timeframes in which units could be made available.

Please don't hesitate to contact me if I can clarify anything.

Kind Regards,  
s22

s22  
**Manager**  
Ventilator Taskforce

s22 | s22 | s22 | [@industry.gov.au](mailto:s22@industry.gov.au)

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UNCLASSIFIED  
UNCLASSIFIED

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**From:** s22 [mailto:s22@s22.net.au]**Sent:** Thursday, 26 March 2020 12:56 PM**To:** s22**Subject:** FW: Ventilators

Hi, s22

s22 is working with European and US customers for supplying thousands of Ventilators.

Do you have models which NSW is looking for?

We will try our best to get them.

Regards

s22

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---

**From:** s22**Sent:** Thursday, 26 March 2020 11:56 AM**To:** s22**Subject:** Ventilators

## Coronavirus NSW live updates: 190 new COVID-19 cases

Georgia Clark, The Daily Telegraph

March 26, 2020 10:53am

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- 
- 

*This coronavirus article is unlocked and free to read in the interest of community health and safety. For full access to the Daily Telegraph journalism, subscribe [here](#).*

NSW may need to double and triple the number of available ventilators to treat coronavirus patients.

The state's Chief Health Officer Dr Kerry Chant said NSW Health has “in the order of 500” ventilators, but is working on dramatically increasing that number.

“We are working in partnership with the commonwealth to explore a range of options with industry about accessing additional ventilators,” Dr Chant said.

Dr Chant did not say how many ventilators NSW requires in the case of a worsening outbreak, but said the state is trying to increase supply incrementally.

“Let’s get in place doubling, then move to our tripling, and then our quadrupling, we are doing everything we can to have the greatest capacity appropriate,” she said.

The number of COVID-19 cases in NSW rose overnight by 190 to 1219 with 16 people currently in ICU.

s22

s22

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**From:** Mulder, Joanne  
**Sent:** Tuesday, 21 April 2020 2:04 PM  
**To:** s22  
**Cc:** s22  
**Subject:** RE: VG70 [SEC=UNCLASSIFIED]

It would appear given the events and announcements of today, we will not be procuring any VG70s regardless of how valid the source.

I think we should set up a time to chat about our plan from here, involving everyone who's been dealing with leads for both ventilators and consumables.

Thanks  
Jo

---

UNCLASSIFIED

**From:** s22  
**Sent:** Tuesday, 21 April 2020 1:22 PM  
**To:** Mulder, Joanne ; s22  
**Cc:** s22  
**Subject:** RE: VG70 [SEC=UNCLASSIFIED]

We had a very similar offer come through yesterday -700 VG70's with an African connection.

The seller is currently going through the EY screening – we are adding his email from yesterday to the screening. s2  
2  
Could be a coincidence but very possible it's the same person.

Thanks,  
s22

s22  
**Manager**  
Ventilator Taskforce

s22 [@industry.gov.au](mailto:industry.gov.au)

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UNCLASSIFIED

s 22(1)(a)(ii)

s22

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**From:** s22 <s22@gmail.com>  
**Sent:** Tuesday, 21 April 2020 10:26 PM  
**To:** s 47F  
**Cc:** s22  
**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile  
**Attachments:** DoI C19 Initial Screening Primary Respondent V1.0\_s22 (3).docx

Dear s 47F ,

Thank you very much for the update and explanation.

I attach and re-submit the form for your perusal. Please do not hesitate to let me know if you need more information.

I look forward to hearing from you soon.

Regards,

s22

s22

----- Original message -----

**From:** s 47F  
**Date:** 21/4/20 4:48 pm (GMT+10:00)  
**To:** s22  
**Cc:** s22 @industry.gov.au  
**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Hi s22 ,

For process reasons we can't accept a form provided by a 3<sup>rd</sup> party. Can you please re-submit your form.

s 47F

s 47F | Director | Advisory

Ernst & Young

Direct: s 47F @au.ey.com

---

**From:** s22  
**Sent:** Tuesday, April 21, 2020 3:27 PM  
**To:** s 47F  
**Cc:** s22 @industry.gov.au

**Subject:** FW: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Dear <sup>s 47F</sup>

This is <sup>s22</sup> from <sup>s22</sup>. Good day to you. I have got your contact from <sup>s22</sup> and I would like to check with you if you need any other information aside of those that we have filled and submitted. I am happy to assist if you need more information. As I have informed <sup>s22</sup> earlier, we have held and allocated minimum 100 unit of invasive ventilators (FDA approved) for Australia, for 1 week. If you need them we can still hold them but we may need a answer from you to hold it. Else, we have to let them go this Friday for our US customer. Then we can work on your demand later for another delivery date.

Plesse do not hesitate to let me know if you need further information. We are happy to help and support you.

Regards,

<sup>s22</sup>

<sup>s22</sup>

----- Original message -----

From: <sup>s22</sup> <<sup>s22</sup> @<sup>s22</sup> .com>

Date: 21/4/20 3:09 pm (GMT+10:00)

To: <sup>s22</sup> @gmail.com

Subject: FW: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Hi <sup>s22</sup>,

Below is the contact. You may want to contact <sup>s 47F</sup> to check the status. As our company is not making and supplying PPE, it is better and more appropriate for you to follow up.

<sup>s22</sup>

---

**From:** <sup>s22</sup>

**Sent:** Wednesday, 15 April 2020 3:25 PM

**To:** <sup>s 47F</sup> <<sup>s 47F</sup> @au.ey.com>

**Cc:** <sup>s22</sup> <<sup>s22</sup> @industry.gov.au>; <sup>s 47F</sup> <<sup>s 47F</sup> @au.ey.com>;

s22 <s22 @s22 .com>; s22  
<s22 @s22 com>

**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Hi s 47F

We, s22, are not in the business of distributing medical supplies. However, we are trying to leverage our supply chain expertise and network to provide supplier contacts to government hoping to help in the current situation.

Attached is the form filled up by s22 in China, who can supply invasive ventilators and N95 respirators. You can find their contact in the form.

s22 can secure 100 – 300 units of Aeonmed VG70 ventilators this week. You may contact them directly for detail. Hope this helps.

Please let me know if you need further information and clarification.

Regards,

s22

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**From:** s 47F <s 47F @au.ey.com>  
**Sent:** Tuesday, 14 April 2020 3:09 PM  
**To:** s22 <s22 @s22 .com>; s22 <s22 @s22 .com>; s22 <s22 @s22 .com>  
**Cc:** s22 <s22 @industry.gov.au>; s 47F <s 47F @au.ey.com>  
**Subject:** Information required on your offer - COVID-19 medical equipment or materials supplier profile

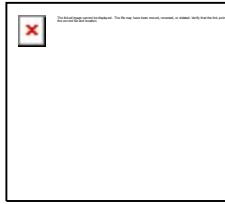
Dear s22

EY is currently supporting the Department of Industry, Innovation and Science with some COVID-19 sourcing initiatives. The Department have provided your details in relation to offers of COVID-19 medical equipment or supplies. To enable the Department to proceed to the next step in the procurement process they require additional information from your organisation and other organisations that will be part of your offer.

As the primary respondent, can you please complete the attached form within one (1) business day (ie, by 5pm (AEST) 15<sup>th</sup> April). Completion of this form will provide the Department with information about your organisation, those involved in receiving payment, manufacturing, shipping and providing support for the medical goods and supplies

Regards

Find us on: [Facebook](#) | [LinkedIn](#) | [Twitter](#) | [YouTube](#)



s 47F

| Director | Advisory

Ernst &amp; Young

s 47F

s 47F

[@au.ey.com](#)Website: <http://www.ey.com>

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This email and any attachment is confidential between <sup>s22</sup> and the addressee and may be subject to legal professional privilege.

If it has been sent to you in error, please delete it and notify us. Personal information contained in email to us is subject to our Privacy Policy, for more information see <sup>s22</sup>

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Type text here

# COVID-19 medical equipment or materials supplier profile

## 1. Primary Respondent Background

Primary Respondent Name
Entity type
ABN (if applicable)
ACN (if applicable)
Street address (registered office)
State/Province
Postcode
Country
Telephone number
E-mail address
Website
Number of Employees
Type of Business
If other, please provide details
What is the nature and history of the primary respondent's business operations?
Is the primary respondent the manufacturer of all products offered?
Is the primary respondent a current or past supplier of an Australian government health department?
If yes, please provide details
Is the primary respondent publicly listed?
If yes, where?

s 22(1)(a)(ii)

For privately owned companies, list the owners of the organisation (for shareholders holding more than 5%), ownership % and nationalities

s 22(1)(a)(ii)

2. Other Entities

Please list other entities or individuals involved in the supply chain of products offered (if different from above).

Activity	Individual or Entity Name	ABN, ACN or equivalent	Individual or Entity Address	Relationship to the primary respondent
Entity (or individual) who will receive purchase order	s22		s22	
Entity who will be paid	s22		s22	
Entity who will manufacture products	1) Beijing Aeonmed Co., Ltd (Invasive Ventilators) s 22(1)(a)(ii)		1) Building 9, No.26 Outer Ring West Road, Fengtai District, Beijing 100070, China s 22(1)(a)(ii)	1) Manufacturer of Ventilators s 22(1)(a)(ii)
Entity who will supply materials	s22		s22	

Entity who will take title of goods upon goods leaving the factory or arriving in Australia

Entity who has or will be gaining TGA approval (if required)

Entity who will warranty the goods

Entity who will provide service and spare parts

Other (please describe)

s 22(1)(a)(ii)

3. Primary Respondent Disclosures

Please confirm that the primary respondent and other parties are compliant with relevant Australian legislation.

- Conflicts of interest
- Participation in a criminal organisation
- Fraud
- Terrorist offences
- Money laundering or terrorist financing
- Child labour and other forms of human trafficking
- Environmental breaches
- Employment and labour laws
- Insolvency or bankruptcy
- Other legal proceedings (previous or current)

s 22(1)(a)(ii)

If No to any of the above, please provide additional details and any measures taken to demonstrate reliability of the Primary Respondent and related entities/individuals	
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4. Representative Details s 22(1)(a)(ii)

Full name	<b>s 22(1)(a)(ii)</b>
Position / Job title	
Telephone Number	
E-mail address	

s22

**From:** s22  
**Sent:** Wednesday, 22 April 2020 12:56 PM  
**To:** McIntyre, Duncan  
**Cc:** Mulder, Joanne; s22  
**Subject:** FW: C19\_Supplier Screening Tracker and preliminary observations v1.0.xlsx [SEC=UNCLASSIFIED]  
**Attachments:** C19\_Supplier Screening Tracker and preliminary observations v1.0.xlsx

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Security Classification:** UNCLASSIFIED

Hi Duncan,

You asked about the work that EY has done so far in relation to screening companies. Attached is the report provided to us late yesterday.

We will reach out to EY today to discuss how to now approach these companies.

Please let me know if you need anything further.

Thanks,

s22

s22

**Manager**  
 Ventilator Taskforce

s22 | s22 | s22 | [@industry.gov.au](mailto:s22@industry.gov.au)

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**From:** s 47F [mailto:s 47F@au.ey.com]  
**Sent:** Tuesday, 21 April 2020 4:59 PM  
**To:** s22  
**Cc:** Mulder, Joanne ; s22 ; s 47F ; s22  
**Subject:** C19\_Supplier Screening Tracker and preliminary observations v1.0.xlsx

Hi s22 ,

Attached is the supplier screening tracker and our preliminary observations. It contains the status of all of the requests we've sent out and our preliminary observations. It would be good if you have time tomorrow to discuss further. Ideally we can discuss feedback and the need to obtain additional information from 1-2 suppliers.

It also contains a list of suppliers that DoH is understood to be negotiating with or has already contracted with. This will enable us collect standard information across the range of categories and suppliers.

s 47F

**Supplier Screening Tracker and Preliminary Observations**  
*Draft and for discussion*

ScreeningREF	Date created	Primary Respondent ID	Primary Respondent (entity) name	Representative full name	Screening type	Screening request sent date	Screening progress	Response received date	Reviewer	Overall risk assessment	Preliminary Observations/Rationale	Potential next steps	Other review comments
000101	16/04/2020	0001	s 22(1)(a)(ii)	s 22(1)(a)(ii)	Initial Screen	10/04/2020	Review In Progress	16/04/2020	s 22(1)(a)(ii)	medium risk	<p>warranty details require further clarity. Products are understood to be TGA approved plus plenty of information available online about the s 22(1)(a)(ii) details. Further information requested about the relationship with Aeonmed and its ability to provide service and support.</p> <p>Some further details required for verification of information, such as warrantor details. Further information requested about the relationship with Aeonmed and its ability to provide service and support.</p>	Request further information on warranty if DISER leads require additional ventilators	

s 22(1)(a)(ii)

001402	21/04/2020	0014	Aeonmed	Unknown	Supplier Information Form	Form to be issued			Unallocated				
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s22


## Supplier Screening Tracker and Preliminary Observations

*Draft and for discussion*

ScreeningREF	Date created	Primary Respondent ID	Primary Respondent (entitv) name	Representative full name	Screening type	Screening request sent date	Screening progress	Response received date	Reviewer	Overall risk assessment	Preliminary Observations/Rationale	Potential next steps	Other review comments
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s 22(1)(a)(ii)

# Primary Respondents List

Primary Respondent ID	Primary Respondent (entity) name	Representative full name	Date created	Screening type	Screening progress	Reviewer
s22   0014	Aeonmed	Unknown	21/04/2020	Supplier Information Form	Form to be issued	 Unallocated

# Instructions

## ScreeningREF convention

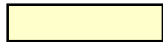
Each screen is to be allocated a 6 digit identifier whereby:

Digits 1-4 provide the Primary Respondent ID (0001-9999)

Digits 5-6 provide the screen number of the Primary Respondent (01-99)

E.g. 001603 refers to the 3rd screen of the 16th primary respondent

## Key



User Input cell



Calculation / Output cell

s22

**From:** s22  
**Sent:** Tuesday, 21 April 2020 9:47 PM  
**To:** Mulder, Joanne  
**Subject:** RE: Ventilator TGA Approval Information required on your offer - COVID-19 medical equipment or materials supplier profile [SEC=UNCLASSIFIED]

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Security Classification:** UNCLASSIFIED

I haven't been able to get a contact from anyone in the department for NSW Health, so will try the s 22(1)(a)(ii). Will let you know how I go tomorrow.

Thanks,  
s22

s22  
**Manager**  
Ventilator Taskforce

s22 | s22 | s22 | [@industry.gov.au](mailto:s22@industry.gov.au)

---

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**From:** Mulder, Joanne  
**Sent:** Tuesday, 21 April 2020 7:56 PM  
**To:** s22  
**Subject:** FW: Ventilator TGA Approval Information required on your offer - COVID-19 medical equipment or materials supplier profile [SEC=UNCLASSIFIED]  
**Importance:** High

Hi s22 – for tomorrow.

Have we validated any state government purchases?

Thanks  
Jo

UNCLASSIFIED

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**From:** s 47F [<mailto:s 47F@au.ey.com>]  
**Sent:** Tuesday, 21 April 2020 6:04 PM  
**To:** s22 [[s22@industry.gov.au](mailto:s22@industry.gov.au)]; Mulder, Joanne <s22@industry.gov.au>  
**Cc:** s 47F [[s 47F@au.ey.com](mailto:s 47F@au.ey.com)]; s22 <s22@au.ey.com>; s22 [[s22@au.ey.com](mailto:s22@au.ey.com)]; s22 [[s22@au.ey.com](mailto:s22@au.ey.com)]  
**Subject:** FW: Ventilator TGA Approval RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile  
**Importance:** High

FYI – detailed response to follow up questions provided. It appears to be well thought through (even though they don't provide the duration of the warranty). There is still an outstanding question regarding whether this or any vendor is an authorised distributor of Aeonmed. We will look into this tomorrow.

s 47F

s 47F | Director | Advisory

Ernst &amp; Young

Direct: s 47F | s 47F | [au.ey.com](mailto:s22@au.ey.com)**From:** s22 | [s22@au.ey.com](mailto:s22@au.ey.com) | [s22@au.ey.com](mailto:s22@au.ey.com)**Sent:** Tuesday, April 21, 2020 5:39 PM**To:** s 47F | <s 47F | [s22@au.ey.com](mailto:s22@au.ey.com)>**Cc:** s22 | [s22@au.ey.com](mailto:s22@au.ey.com) | [s22@au.ey.com](mailto:s22@au.ey.com)**Subject:** RE: Ventilator TGA Approval RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile**Importance:** High

Hi s 47F ,

Apologies for the delay. Please find below our response :-

**Please define s22 relationship with AeonMed.**

s22 are the Australian distributor for AeonMed. s22 have been appointed by several state governments to facilitate purchasing of VG70 ventilators. s22 have been acknowledged as certified buyers by the Australian Embassy and Ministry of Commerce along with the Provincial and Federal Governments. (See attached)

**Are you an authorised distributor in Australia?**

Yes, s22 is registered as the authorised sponsor with the TGA for AeonMed and the VG70 Ventilator in Australia.

**Is AeonMed a party in this transaction?**

Yes, AeonMed warrant their products for use in Australia.

**Please provide details on the warranty that will be offered and the name of the Australian entity that will manage this warranty?**

s22 obligation under this warranty is limited to the repair or replacement of any main units or parts to ensure they are free from all defects or deficiency in design, material or workmanship.

- For Direct sales: free maintenance means that s22 will replace parts free of charge or repair parts returned from customer for free or free on-site repair .
- The warranty period of replacement parts is limited to the duration of the warranty period of original main unit.
- The warranty period of replacement accessories is limited to the duration of the warranty period of original accessories.

s22 obligation or liability under this warranty does not include any transportation or other charges or liability for direct, indirect or consequential damages or delay resulting from the improper use or application of the product or the use of parts or accessories not approved by s22 or repairs by people other than s22 authorized personnel.

This warranty shall not extend to:

- Malfunction or damage caused by improper use.
- Malfunction or damage caused by unstable or out-of-range power input.
- Malfunction or damage caused by force majeure such as fire and earthquake.
- Malfunction or damage caused by improper operation or repair by unqualified or unauthorized service people.
- Malfunction or damage caused by use of parts or accessories not approved by s22 .
- Malfunction of the instrument or part whose serial number is not legible enough.

**Please provide information on the availability of consumables and parts for this equipment, including a pricelist and parts description.**

- AeonMed maintain an extensive supply of parts and consumables which are available for order and delivery to Australia within 3-5 days.
- s22 maintains a local inventory of commonly required consumables and parts.
- Interchangeable Consumable products are available from a variety of providers including s 22(1)(a)(ii)

**What is the name and contact details of this supplier?**

Pricing for these items will be supplied upon request, at market prices.

**How much stock is typically kept in inventory?**

We currently have 100 VG70 machines in stock.

**Please provide information about service and repairs capabilities.**

- s22 and its subsidiaries offer a multiform service contract to customers.
- Within the warranty period we will assess the machines and replace them where required based on AeonMed policy and in compliance with local laws.
- s22 service representatives provide preventive maintenance, calibration, breakdown repair and other field services on request.
- s22 has a toll free number and direct line call centre network, able to support service enquiries.
- s22 and its subsidiaries have a sufficient spare parts inventory for all products for at least 5 years after production is officially stopped.
- s22 also offers a warranty extension program is available upon request.

**Will this be performed by s22 or a third party? If so, please provide the name and contact details.**

- s22 will manage the entire service and support offering in Australia.
- s22 reserve the right to designate an appropriate, validated 3<sup>rd</sup> party service provider where geography necessitates.

**What training resources are available for the VG70?**

- s22 and its subsidiaries provide varying levels of training to customers and service partners including marketing, operations, applications and troubleshooting.
- We have employed a dedicated training and service executive, s22
- s22 is an experienced medical device expert trainer and is leading our customer service department focusing on the VG70 product range.
- Online training modules will also be available to assist.

Kind regards,

s22

---

**From:** s 47F s 47F @au.ey.com>

**Sent:** Monday, 20 April 2020 9:42 AM

**To:** s22 @s22 .com>

**Cc:** s22 @s22 .com>

**Subject:** RE: Ventilator TGA Approval RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Hi s22 ,

Can you please provide feedback by COB today.

Thanks,

s 47F

s 47F

| Director | Advisory

Ernst &amp; Young

Direct: s 47F [@au.ey.com](mailto:s22@au.ey.com)**From:** s 47F**Sent:** Thursday, April 16, 2020 10:41 AM**To:** s22 [@s22](mailto:s22@au.ey.com) [.com](mailto:s22@au.ey.com)>**Cc:** s22 [@s22](mailto:s22@au.ey.com) [.com](mailto:s22@au.ey.com)>**Subject:** RE: Ventilator TGA Approval RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Hi s22 ,

thank you for this. We have some follow-up questions and information requests on the details provided:

- Please define s22 relationship with AeonMed. Are you an authorised distributor in Australia? Is AeonMed a party in this transaction?
- Please provide details on the warranty that will be offered and the name of the Australian entity that will manage this warranty?
- Please provide information on the availability of consumables and parts for this equipment, including a pricelist and parts description. What is the name and contact details of this supplier? How much stock is typically kept in inventory?
- Please provide information about service and repairs capabilities. Will this be performed by s22 or a third party? If so, please provide the name and contact details.
- What training resources are available for the VG70?

s 47F

s 47F

| Director | Advisory

Ernst &amp; Young

s 47F [@au.ey.com](mailto:s22@au.ey.com)**From:** s22 [@s22](mailto:s22@au.ey.com) [.com](mailto:s22@au.ey.com)>**Sent:** Thursday, April 16, 2020 10:08 AM**To:** Mulder, Joanne s22 [@industry.gov.au](mailto:s22@industry.gov.au)>; s 47F <s 47F [@au.ey.com](mailto:s22@au.ey.com)>**Cc:** s22 [@s22](mailto:s22@au.ey.com) [.com](mailto:s22@au.ey.com)>**Subject:** Ventilator TGA Approval RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Hi Joanne &amp; s 47F ,

TGA certificate is attached which came through last night. I will follow up with a call.

Kind regards,

s22

**From:** s22**Sent:** Wednesday, 15 April 2020 12:51 PM**To:** s 47F <s 47F [@au.ey.com](mailto:s22@au.ey.com)>**Cc:** s22 [@s22](mailto:s22@au.ey.com) [.com](mailto:s22@au.ey.com)>; Mulder, Joanne s22 [@industry.gov.au](mailto:s22@industry.gov.au)>**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile**Importance:** High

Hi s 47F ,

Please find attached the filled out form. We will send you through the TGA certificate number once we receive it today on behalf of another customer.

Please note we will be placing additional orders this week which the Fed Gov may be able to join to optimise transport costs and China customs clearance.

Kind regards,

s22

s 22(1)(a)(ii)

s22

---

**From:** Mulder, Joanne  
**Sent:** Monday, 20 April 2020 3:50 PM  
**To:** s22  
**Subject:** RE: Ventilation - Non-Invasive [SEC=UNCLASSIFIED]

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Security Classification:** UNCLASSIFIED

Thanks - no don't know.

---

UNCLASSIFIED

**From:** s22  
**Sent:** Monday, 20 April 2020 3:20 PM  
**To:** Mulder, Joanne  
**Subject:** RE: Ventilation - Non-Invasive [SEC=UNCLASSIFIED]

I don't think anything has gone on AusTender but I can double check.

Do we know who the individual is that approached <sup>S</sup><sub>47F</sub> ?

Thanks,  
s22

s22

Manager  
Ventilator Taskforce

s22 | s22 | s22 | [@industry.gov.au](mailto:s22@industry.gov.au)

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UNCLASSIFIED

**From:** Mulder, Joanne  
**Sent:** Monday, 20 April 2020 2:42 PM  
**To:** s22 <[s22@industry.gov.au](mailto:s22@industry.gov.au)>  
**Subject:** FW: Ventilation - Non-Invasive [SEC=UNCLASSIFIED]

Hi s22 – FYI

In relation to someone else having the info on the AEONMED contract, has this gone on AusTender? Or would there be another way someone else could access this?

Thanks  
Jo

**From:** s 47F <<mailto:s47F@medicaldevicetechnologies.com.au>>  
**Sent:** Monday, 20 April 2020 12:36 PM

FOI 300138

To: Mulder, Joanne <sup>s22</sup> [@industry.gov.au](mailto:joanne.mulder@industry.gov.au)>  
Cc: <sup>s 47F</sup> <sup>s 47F</sup> [@au.ey.com](mailto:joanne.mulder@au.ey.com)>; <sup>s22</sup> [@medicaldevicetechnologies.com.au](mailto:joanne.mulder@medicaldevicetechnologies.com.au)>

Subject: Re: Ventilation - Non-Invasive

Hi <sup>s 47F</sup>

I hope you are well.

We just received a phone call from an individual looking to purchase AEONMED units from MDT for the Government. The individual had our pricing and delivery dates which have only been provided to the taskforce.

1. Can you advise whether the Australia Government or States have purchase AEONMED units from other parties?
2. Is the Australian Government looking to purchase further units? The factory has advised every week that acquisitions are delayed also mean delays in production slots and supply. We are also concerned this is missed opportunity.

Once again, as discussed as the authorised dealer we take our contract very seriously and wish to ensure the product is support beyond this pandemic.

Regards,

<sup>s 47F</sup>

<sup>s 47F</sup>

**Medical Device Technologies (MDT)**

m: <sup>s 47F</sup>

a: <sup>s 47F</sup>

w: [www.medicaldevicetechnologies.com.au](http://www.medicaldevicetechnologies.com.au) e: <sup>s 47F</sup> [@medicaldevicetechnologies.com.au](mailto:joanne.mulder@medicaldevicetechnologies.com.au)



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s22

---

**From:** s 47F s 47F @au.ey.com>  
**Sent:** Monday, 20 April 2020 2:58 PM  
**To:** s22 ; Mulder, Joanne  
**Cc:** s 47F  
**Subject:** FW: Shangrila 510S Ventilator

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hi <sup>s 22(1)(a)</sup>/Jo,

The suggested email I forwarded through earlier might be enough to wait until formal requests or RFT/RFPs are provided by the government. s47C

s 47F

s 47F | Director | Advisory

Ernst & Young  
Direct: s 47F @au.ey.com  
**From:** s 47F  
**Sent:** Monday, April 20, 2020 1:19 PM  
**To:** Mulder, Joanne ; s 47F ; s22  
**Cc:** s22  
**Subject:** Shangrila 510S Ventilator

Hi s 47F , Joanne, s22

We have just been contacted by our AEONMED manufacturer and they have confirmed they can obtain 48 Shangrila 510S Ventilator in May from a local distributor who is willing to sell his product. The acquisition will be through AEONMED and all factory warranties and insurances honored. The amount would be higher than standard factory pricing. AEONMED want this to be very clear, this is not standard practice and preferences is through normal order processes.

**These are available in May 2020.**

**\$67500 (1 Yr Warranty) - Confirmed**

**\$90,000 (5 Yr Warranty) - Just awaiting confirmation on warranty amount and whether AEONMED will also allow for us to purchase an additional warranty. This price should be very close.**

Once again, we need a quick response to obtain these units. These units will go quickly due to the delivery time of May.

Regards,

s 47F

s 47F

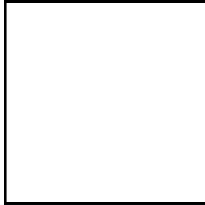
**Medical Device Technologies (MDT)**

m: s 47F

a: s 47F

w: [www.medicaldevicetechnologies.com.au](http://www.medicaldevicetechnologies.com.au) e:

s 47F @medicaldevicetechnologies.com.au



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s22

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**From:** s 47F <s 47F@au.ey.com>  
**Sent:** Monday, 20 April 2020 12:54 PM  
**To:** Mulder, Joanne  
**Cc:** s22 ; s 47F  
**Subject:** FW: Ventilation - Non-Invasive

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hi Jo,

Probably best coming from you, suggested email response to s 47F will be:

Hi s 47F,

*In response to your email,*

- 1. Any agreements between State or Federal Government and suppliers would be considered commercial in confidence. Aeonmed may be able to provide details to you.*
- 2. We are currently reviewing our requirements for ventilators, if further are required a RFP or RFT would be released.*

s 47F | Director | Advisory

Ernst & Young  
Direct: s 47F | s 47F [@au.ey.com](mailto:s 47F@au.ey.com)  
**From:** s 47F  
**Sent:** Monday, April 20, 2020 12:36 PM  
**To:** Mulder, Joanne  
**Cc:** s 47F ; s22  
**Subject:** Re: Ventilation - Non-Invasive

Hi s 47F,

I hope you are well.

We just received a phone call from an individual looking to purchase AEONMED units from MDT for the Government. The individual had our pricing and delivery dates which have only been provided to the taskforce.

1. Can you advise whether the Australia Government or States have purchase AEONMED units from other parties?
2. Is the Australian Government looking to purchase further units? The factory has advised every week that acquisitions are delayed also mean delays in production slots and supply. We are also concerned this is missed opportunity.

Once again, as discussed as the authorised dealer we take our contract very seriously and wish to ensure the product is support beyond this pandemic.

Regards,

s 47F

s 47F

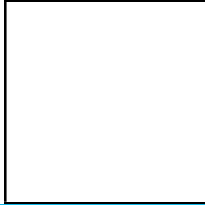
**Medical Device Technologies (MDT)**

m: s 47F

a: s 47F

w: [www.medicaldevicetechnologies.com.au](http://www.medicaldevicetechnologies.com.au) e:

s 47F @medicaldevicetechnologies.com.au



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s 22(1)(a)(ii)

s22

---

**From:** Mulder, Joanne  
**Sent:** Thursday, 16 April 2020 10:12 AM  
**To:** s22  
**Subject:** FW: Ventilator TGA Approval Information required on your offer - COVID-19 medical equipment or materials supplier profile [SEC=UNCLASSIFIED]  
**Attachments:** ARTG certificate\_VG70 Ventilator.pdf  
**Follow Up Flag:** Follow up  
**Flag Status:** Flagged  
**Security Classification:** UNCLASSIFIED

FYI

UNCLASSIFIED

---

**From:** s22 [mailto:s22@s22.com]  
**Sent:** Thursday, 16 April 2020 10:08 AM  
**To:** Mulder, Joanne ; s 47F  
**Cc:** s22  
**Subject:** Ventilator TGA Approval RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile

Hi Joanne & s 47F ,

TGA certificate is attached which came through last night. I will follow up with a call.

Kind regards,

s22

---

**From:** s22  
**Sent:** Wednesday, 15 April 2020 12:51 PM  
**To:** s 47F <s 47F@au.ey.com>  
**Cc:** s22 @s22.com; Mulder, Joanne <s 47F@industry.gov.au>  
**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile  
**Importance:** High

Hi s 47F ,

Please find attached the filled out form. We will send you through the TGA certificate number once we receive it today on behalf of another customer.

Please note we will be placing additional orders this week which the Fed Gov may be able to join to optimise transport costs and China customs clearance.

Kind regards,

s22



**Australian Government**  
 Department of Health  
 Therapeutic Goods Administration

# Australian Register of Therapeutic Goods Certificate

Issued to

s22

for approval to supply

s22

## - Intensive-care ventilator, general-purpose

<b>ARTG Identifier</b>	334289
<b>ARTG Start date</b>	15/04/2020
<b>Product Category</b>	Medical Device Included Class IIb
<b>GMDN</b>	47244
<b>GMDN Term</b>	Intensive-care ventilator, general-purpose
<b>Intended Purpose</b>	The device is used to deliver gas to the lungs at normal breathing rates and tidal volumes through an endotracheal (ET) tube or tracheostomy. It consists of a control system, monitors, and alarms. It can be operated in various ventilation modes, including noninvasive ventilation mode.

Manufacturer Details	Address	Certificate number(s)
Beijing Aeonmed Co Ltd	Room 405 Basement 1 to 4th Floor of 901 Unit Building 9 No 26 Outer Ring West Rd Fengtai District, Beijing, 100070 China	DV-2020-MC-09241-1

### ARTG Standard Conditions

The above Medical Device Included Class IIb has been entered on the Register subject to the following conditions:

- The inclusion of the kind of device in the ARTG is subject to compliance with all conditions placed or imposed on the ARTG entry. Refer Part 4-5, Division 2 (Conditions) of the Therapeutic Goods Act 1989 and Part 5, Division 5.2 (Conditions) of the Therapeutic Goods (Medical Devices) Regulations 2002 for relevant information.
- Breaching conditions of the inclusion related to the device of the kind may lead to suspension or cancellation of the ARTG entry; may be a criminal offence; and civil penalties may apply.

### Products Covered by This Entry

#### 1. Intensive-care ventilator, general-purpose

### Product Specific Conditions

No specific conditions have been recorded against this entry.

Therapeutic Goods Administration  
 PO Box 100, Woden ACT 2606 Australia  
 Phone: 1800 020 653  
 Email: info@tga.gov.au

ARTG Identifier: 334289  
 ARTG Start Date: 15/04/2020

s22

---

**From:** s22  
**Sent:** Thursday, 16 April 2020 9:43 AM  
**To:** s 47F ; Mulder, Joanne  
**Cc:** s 47F  
**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile [SEC=UNCLASSIFIED]

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Security Classification:** UNCLASSIFIED

Thanks s 47F – would it be possible to meet 1:30-2? Apologies they are a few conflicts this morning. Let me know and I can set something up.

Thanks,  
s22

s22

**Manager**  
Ventilator Taskforce

s22 | s22 | s22 @industry.gov.au

---

Department of Industry, Science, Energy and Resources | [www.industry.gov.au](http://www.industry.gov.au)

Supporting economic growth and job creation for all Australians

UNCLASSIFIED

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**From:** s 47F [mailto:s 47F @au.ey.com]  
**Sent:** Wednesday, 15 April 2020 7:58 PM  
**To:** Mulder, Joanne  
**Cc:** s 47F ; s22  
**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile [SEC=UNCLASSIFIED]

Hi Jo,

10 to 12pm is free for me. s 22(1)(a)(ii)

s 47F

s 47F | Director | Advisory

Ernst & Young  
Direct: s 47F | s 47F @au.ey.com

---

**From:** Mulder, Joanne <s 47F @industry.gov.au>  
**Sent:** Wednesday, April 15, 2020 7:52 PM  
**To:** s 47F <s 47F @au.ey.com>  
**Cc:** s 47F <s 47F @au.ey.com>; s22 @industry.gov.au>  
**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile [SEC=UNCLASSIFIED]

Hi s 47F

These seem like reasonable questions to me and happy to discuss tomorrow if that would be helpful. Happy for you to suggest a time.

Regards

Jo

---

UNCLASSIFIED

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**From:** s 47F [mailto:s 47F @au.ey.com]  
**Sent:** Wednesday, 15 April 2020 1:24 PM  
**To:** Mulder, Joanne s 47F @industry.gov.au>  
**Cc:** Mark Nixon s 47F @au.ey.com>; s 22(1)(a)(ii) @industry.gov.au>  
**Subject:** RE: Information required on your offer - COVID-19 medical equipment or materials supplier profile [SEC=UNCLASSIFIED]

s 47C

s 22(1)(a)(ii)

If you've got time today or tomorrow it would be good to talk through the follow-up questions, topics might be:

- s 22(1)(a)(ii)
- Please provide details on the warranty that will be offered and the name of the Australian entity that will manage this warranty?
- Please provide information on the availability of consumables and parts for this equipment? Pricelist and parts description? What is the name and contact details of this supplier? How much stock is typically kept in inventory?
- What training resources are available for the VG70?

s 47F

s 47F | Director | Advisory

Ernst & Young  
Direct: s 47F @au.ey.com

---

s 22(1)(a)(ii)

s22

**From:** Mulder, Joanne  
**Sent:** Wednesday, 15 April 2020 7:41 PM  
**To:** s 47F ; s 47F ; s22  
**Cc:** s 47F  
**Subject:** RE: Aeonmed Ventilator Sourcing and validity of grey market importers or other Australian Distributors [SEC=UNCLASSIFIED]

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Security Classification:** UNCLASSIFIED

Hi s 47F , of course, I just misread the statement.

UNCLASSIFIED

**From:** s 47F [mailto:s 47F @au.ey.com]  
**Sent:** Wednesday, 15 April 2020 7:38 PM  
**To:** Mulder, Joanne ; s 47F , s22  
**Cc:** s 47F  
**Subject:** RE: Aeonmed Ventilator Sourcing and validity of grey market importers or other Australian Distributors [SEC=UNCLASSIFIED]

Hi Jo,

I hope this assists as to the reasons why we need to tread carefully.

Regards



s 47F | Partner | Oceania GPS Market Segment Advisory Leader – Federal, NSW, VIC & ACT | Advisory

Ernst & Young

s 47F

Office: s 47F | Direct: s 47F | s 47F @au.ey.com

Mobile: s22

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

EA: s22 | Phone: s22 | s22 @au.ey.com

You may have received this email outside of working hours – I might be travelling or working flexibly. Please do not feel compelled to respond at this time if it is after hours for you.

**From:** Mulder, Joanne s 47F @industry.gov.au>  
**Sent:** Wednesday, April 15, 2020 7:36 PM  
**To:** s 47F @au.ey.com>; s22 @industry.gov.au>  
**Cc:** s 47F @mckinsey.com>; s 47F @au.ey.com>  
**Subject:** RE: Aeonmed Ventilator Sourcing and validity of grey market importers or other Australian Distributors [SEC=UNCLASSIFIED]

Hi s 47F yes, I understand, I've read the highlighted sentence differently. I thought you meant we couldn't ask s47G(1) to show they are an authorised dealer.

Thanks  
Jo

UNCLASSIFIED

---

**From:** s 47F [mailto:[s47f@au.ey.com](mailto:s47f@au.ey.com)]  
**Sent:** Wednesday, 15 April 2020 7:33 PM  
**To:** Mulder, Joanne s 47F [mailto:[s47f@industry.gov.au](mailto:s47f@industry.gov.au)]; s 22(1)(a)(ii) [mailto:[s47f@industry.gov.au](mailto:s47f@industry.gov.au)]  
**Cc:** s 47F [mailto:[s47f@mckinsey.com](mailto:s47f@mckinsey.com)]; s 47F [mailto:[s47f@au.ey.com](mailto:s47f@au.ey.com)]  
**Subject:** RE: Aeonmed Ventilator Sourcing and validity of grey market importers or other Australian Distributors [SEC=UNCLASSIFIED]

Hi Joanne,

s 47C

s 47F

s 47F | Director | Advisory

Ernst & Young  
Direct: s 47F [mailto:[s47f@au.ey.com](mailto:s47f@au.ey.com)]

---

**From:** Mulder, Joanne <[Joanne.Mulder@industry.gov.au](mailto:Joanne.Mulder@industry.gov.au)>  
**Sent:** Wednesday, April 15, 2020 7:15 PM  
**To:** Andrew D Sampson <[andrew.sampson@au.ey.com](mailto:andrew.sampson@au.ey.com)>; Myatt, Tim <[Tim.Myatt@industry.gov.au](mailto:Tim.Myatt@industry.gov.au)>  
**Cc:** David Buxton <[David\\_Buxton@mckinsey.com](mailto:David_Buxton@mckinsey.com)>; Mark Nixon <[mark.nixon@au.ey.com](mailto:mark.nixon@au.ey.com)>  
**Subject:** RE: Aeonmed Ventilator Sourcing and validity of grey market importers or other Australian Distributors [SEC=UNCLASSIFIED]

Thanks s 47F

In relation to the highlighted sentence below – I'm not sure I understand why they can't be asked this question? Isn't that the point of verifying the supply chain?

Regards  
Jo

UNCLASSIFIED

---

**From:** s 47F [mailto:[s47f@au.ey.com](mailto:s47f@au.ey.com)]  
**Sent:** Wednesday, 15 April 2020 5:17 PM  
**To:** Mulder, Joanne s 47F [mailto:[s47f@industry.gov.au](mailto:s47f@industry.gov.au)]; s 22(1)(a)(ii) [mailto:[s47f@industry.gov.au](mailto:s47f@industry.gov.au)]  
**Cc:** s 47F [mailto:[s47f@mckinsey.com](mailto:s47f@mckinsey.com)]; s 47F [mailto:[s47f@au.ey.com](mailto:s47f@au.ey.com)]  
**Subject:** FW: Aeonmed Ventilator Sourcing and validity of grey market importers or other Australian Distributors

Hi Jo/ <sup>s 22(1)(a)</sup>

We're seeing the same ventilators offered by multiple entities. I think it makes sense to approach the manufacturers directly to confirm who is and is not an authorised distributor. If this has already been done please let me know, otherwise I'll start with s 47C

s 47F

s 47F | Director | Advisory

Ernst & Young

Direct: s 47F @au.ey.com

From: s 47F

Sent: Wednesday, April 15, 2020 5:14 PM

To: s 47F @medicaldevicetechnologies.com.au' <s 47F @medicaldevicetechnologies.com.au>

Cc: s 47F ' <s 47F @mckinsey.com>; s 47F <s 47F @au.ey.com>; s22

<s22 @au.ey.com>

Subject: Aeonmed Ventilator Sourcing and validity of grey market importers or other Australian Distributors

Hi s 47F

s 47F gave me your details. We're supporting the Federal Government to screen offers made by a variety of Australian and foreign businesses to provide ventilators and other medical products.

We understand that MDT is the sole authorised distributor of Aeonmed ventilators in Australia. We are seeing offers from several businesses who claim that they are able to source Aeonmed ventilators. These proposals vary in detail about provenance, warranty and TGA registration. If you have time tomorrow it would be good to discuss with you how we can understand who is authorised to sell these products (assuming that they are not counterfeit).

Please let me know what time would work for you.

s 47F

Find us on: [Facebook](#) | [LinkedIn](#) | [Twitter](#) | [YouTube](#)



s 47F | Director | Advisory

Ernst & Young

s 47F

Direct: s 47F | Mobile: s 47F | s 47F @au.ey.com

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

s22 | Phone: s22 | s22 @au.ey.com

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s22

---

**From:** s22 @s22 .com>  
**Sent:** Tuesday, 7 April 2020 3:21 PM  
**To:** Mulder, Joanne  
**Cc:** McIntyre, Duncan; s22  
**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Hi Joanne,

We have a number of sources for the VG70 now.

100 are in a bonded warehouse and the terms may be acceptable for purchase.

Was there an opportunity to discussion further details?

We are also meeting the manufacturer directly and speaking with the CEO / Executive team soon.

Registration of the VG70 under s22 is currently underway.

s22

s22

---

**From:** "Mulder, Joanne" <s 47F @industry.gov.au>  
**Date:** Monday, 6 April 2020 at 9:45 am  
**To:** s22 @s22 .com>  
**Cc:** "McIntyre, Duncan" <s 47F @industry.gov.au>, "s22 @industry.gov.au"  
**Subject:** RE: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Hi s22

If something develops further, then please do let us know. We will be happy to see where we can take it.

Kind regards

Jo

For Official Use Only

---

**From:** s22 [mailto:s22 @s22 .com]  
**Sent:** Sunday, 5 April 2020 1:07 PM  
**To:** Mulder, Joanne s 47F @industry.gov.au  
**Cc:** McIntyre, Duncan <s 47F @industry.gov.au>; s22 <s22 @industry.gov.au>  
**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

1

Hi Joanne,

Thank you for this. We are still in conversations with this group and working up documentation and process to support any further engagement directly with the manufacturer. Austrade are working with us on this.

We will let you know if there is any meaningful update.

Feel free to keep me in the loop directly where we might be able to align with your current initiatives, or any decisions flowing through that might impact on our own activities in this space.

Regards,

s22

---

**From:** Mulder, Joanne <s 47F @industry.gov.au>  
**Sent:** Sunday, April 5, 2020 9:29 am  
**To:** s22  
**Cc:** McIntyre, Duncan, s22  
**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

For Official Use Only

Hi s22

Thanks for your email and efforts.

Duncan is going to give you a call, just to close the loop and make sure we are all on the one page.

Regards

Jo

For Official Use Only

---

**From:** s22 @s22 .com>  
**Date:** Sunday, 5 April 2020 at 9:01:23 am  
**To:** "Mulder, Joanne" <s 47F @industry.gov.au>  
**Cc:** "McIntyre, Duncan" s 47F @industry.gov.au>, s22 @industry.gov.au>  
**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Hi Jo,

We might step back from ventilators.

It's a bit unstable and difficult for us to control supply in this current environment.

Regards,

s22

s22

---

**From:** s22 <@s22.com>  
**Sent:** Sunday, April 5, 2020 3:05 am  
**To:** Mulder, Joanne  
**Cc:** McIntyre, Duncan; s22  
**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Another buyer is trying to take the stock paying up front.

I need a PO as soon as possible.

Please call on s22

s22

s22

---

**From:** Mulder, Joanne <s 47F @industry.gov.au>  
**Sent:** Saturday, April 4, 2020 11:32:30 PM  
**To:** s22 <@s22.com>  
**Cc:** McIntyre, Duncan <s 47F @industry.gov.au>; s22 <@industry.gov.au>  
**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

For Official Use Only

Thanks s22

Can you please confirm if this includes consumables?

Also, can you please let us know delivery arrangements.

Kind regards

Jo

For Official Use Only

---

**From:** s22 <@s22.com>  
**Date:** Saturday, 4 April 2020 at 10:26:32 pm  
**To:** "Mulder, Joanne" <s 47F @industry.gov.au>  
**Cc:** "McIntyre, Duncan" <s 47F @industry.gov.au>; "s22 <@industry.gov.au>  
**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Hi Joanne,

I confirm the following details of the order :-

AEONMED VG70 Ventilators

- Volume : 200 units
- Cost Price : US\$65,000 FOB ex-factory **Beijing** for 200 units
- Margin : 10% additional (US\$7,222/unit)
- Total Price/unit : US\$72,222/units for 200 units
- Total Price : US\$14,444,400

## FOI 300138

- Payment : 10% of Total Price upfront on 5<sup>th</sup> April 2020
- Payment 45% 8<sup>th</sup> April 2020 for 1<sup>st</sup> 100 units of production
- Payment 45% 19<sup>th</sup> April 2020 for 2<sup>nd</sup> 100 units of production

Kind regards,

s22

**From:** Mulder, Joanne

**Sent:** Saturday, 4 April 2020 9:05 PM

**To:** s22 @s22 .com>

**Cc:** McIntyre, Duncan s 47F @industry.gov.au>; s22 @industry.gov.au>

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

Dear s22

Can I please confirm that s22 would be the vendor?

Kind regards

Jo

For Official Use Only

**From:** s22 [mailto:s22 @s22 .com]

**Sent:** Saturday, 4 April 2020 7:50 PM

**To:** C19Ventilators@industry.gov.au; s22 @industry.gov.au>

**Cc:** s22 @s22 .com>; Mulder, Joanne <s 47F @industry.gov.au>;

McIntyre, Duncan <s 47F @industry.gov.au>; Health Industry Coord Group

<HealthIndustryCoordGroup@industry.gov.au>; Beauchamp, Glenys <s 47F @industry.gov.au>; Purtell,

Nick s 47F @industry.gov.au>

**Subject:** Re: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Dear s 22(1)(a)( and Nick,

I understand you need additional information regarding the ventilators. s45(1)

s45(1)

[https://www.youtube.com/watch?v=f8\\_YWyAnHZU&feature=youtu.be](https://www.youtube.com/watch?v=f8_YWyAnHZU&feature=youtu.be)

### **Video of product**

Now we have some surety that there is interest we have negotiated supply and price arrangement to best manage risk.

The agreed terms with AeonMeds' dedicated distributor are:

- 10% deposit for 200 unit production
- 45% COD for 100u shipment 1 to bonded warehouse, audited. (Prepared 8<sup>th</sup> -9<sup>th</sup> April, Exhibition and walkthrough at warehouse 8<sup>th</sup> April 9<sup>th</sup>)
- 45% COD for 100u shipment 2 to bonded warehouse, audited ((Prepared 8<sup>th</sup> -9<sup>th</sup> April, Exhibition and walkthrough at warehouse 8<sup>th</sup> April 9<sup>th</sup>)
- Delivery location is Beijing.
- **They have agreed that 10% payment can be effected tomorrow.**

**We need to present a procurement Letter tonight from the Federal Government, including the ventilator Brand model and number.**

Manufacturer: AeonMed, Beijing (See CE mark)  
Distributor: (contracted and validated, see attachment)

AeonMed product experience in Australian and Registration Status:

- CPAP masks are currently sold by MDT in Australia
- There are no existing distributors for the VG70 in Australia.
- s22 will become the Sponsor of this product and register it in Australia.

The FDA have recently approved the VG70  
There is a EC certification for the VG70

Let us know whether the terms and information are helpful.

s22

s22

---

**From:** "[C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)" <[C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)>  
**Date:** Saturday, 4 April 2020 at 6:01 pm  
**To:** s22, [s22@industry.gov.au](mailto:s22@industry.gov.au), [s22@industry.gov.au](mailto:s22@industry.gov.au), [s22@industry.gov.au](mailto:s22@industry.gov.au)  
**Cc:** "[C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)" <[C19Ventilators@industry.gov.au](mailto:C19Ventilators@industry.gov.au)>, s22, [s22@industry.gov.au](mailto:s22@industry.gov.au), [s22@industry.gov.au](mailto:s22@industry.gov.au)  
**Subject:** RE: Ventilator novel supply lines - In Confidence [DLM=For-Official-Use-Only]

Dear s22

Thank you for your email and my apologies for the delayed response.

Unfortunately, in general a 1-2 hour timeframe is very difficult to meet as we are required to work across multiple areas and departments. We would be interested in receiving further information on the units you have listed below, including any TGA approvals.

In the meantime, if you are able to provide documentation as outlined by s22 below (on being an authorised seller of the units) that would be most helpful for engagement going forward.

Kind Regards,  
s22

s22  
Manager  
Ventilator Taskforce

s22 | s22 | s22 | [s22@industry.gov.au](mailto:s22@industry.gov.au)

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s 22(1)(a)(ii)

# COVID-19 medical equipment or materials supplier profile

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## 1. Primary Respondent Background

s 22(1)(a)(ii)

Primary Respondent Name
Entity type
ABN (if applicable)
ACN (if applicable)
Street address (registered office)
State/Province
Postcode
Country
Telephone number
E-mail address
Website
Number of Employees
Type of Business
If other, please provide details
What is the nature and history of the primary respondent's business operations?
Is the primary respondent the manufacturer of all products offered?
Is the primary respondent a current or past supplier of an Australian government health department?

If yes, please provide details
Is the primary respondent publicly listed?
If yes, where?
For privately owned companies, list the owners of the organisation (for shareholders holding more than 5%), ownership % and nationalities

s 22(1)(a)(ii)

2. Other Entities

Please list other entities or individuals involved in the supply chain of products offered (if different from above).

Activity	Individual or Entity Name	ABN, ACN or equivalent	Individual or Entity Address	Relationship to the primary respondent
Entity (or individual) who will receive purchase order	s 22(1)(a)(ii)			
Entity who will be paid	s 22(1)(a)(ii)			
Entity who will manufacture products	China Manufacturer e.g. s 22(1)(a)(ii) AeonMed	s 22(1)(c)		
Entity who will supply materials	s 22(1)(a)(ii)			
Entity who will take title of goods upon goods leaving the factory or arriving in Australia				
Entity who has or will be gaining TGA approval (if required)				

Entity who will warranty the goods	<b>s 22(1)(a)(ii)</b>		
Entity who will provide service and spare parts			
Other (please describe)			

**3. Primary Respondent Disclosures**

Please confirm that the primary respondent and other parties are compliant with relevant Australian legislation.

Conflicts of interest	<b>s 22(1)(a)(ii)</b>	
Participation in a criminal organisation		
Fraud		
Terrorist offences		
Money laundering or terrorist financing		
Child labour and other forms of human trafficking		
Environmental breaches		
Employment and labour laws		
Insolvency or bankruptcy		
Other legal proceedings (previous or current)		
If No to any of the above, please provide additional details and any measures taken to demonstrate reliability of the Primary Respondent and related entities/individuals		

**4. Representative Details**

Full name	<b>s 22(1)(a)(ii)</b>	
Position / Job title		
Telephone Number		
E-mail address		

5. Product Schedule

	Product 1	Product 2	Product 3	Product 4	Product 5
Product Category	<b>s 22(1)(a)(ii)</b>				
Supplier Product Code	1_VG70-En				
Supplier Name	<b>s 22(1)(a)(ii)</b>				
Product Name	VG70 Ventilator				
Product Description	<p>The VG70 has the following characteristics :-</p> <ul style="list-style-type: none"> <li>• combines the advantages of a flexible non-invasive ventilator with a full-featured invasive ventilator for the ICU.</li> <li>• can be equipped on a trolley, bed or ceiling pendant.</li> <li>• durable integrated metal exhalation valve can be easily detached and autoclaved.</li> <li>• The VG70 has a built-in flow sensor</li> <li>• Ideal design of gas-electric separation maximises reliability and patient safety</li> </ul>				
Consumables included	<b>s 22(1)(a)(ii)</b>				
Manufacturer Name	AeonMed				
Manufacturer Export Licence	<b>s 22(1)</b>				
Primary Country of Manufacture	China				
Product Composition (materials)	Aluminium, stainless steel, toughened polymers, glass				
Product Warranty (months)	<b>s 22(1)(a)(ii)</b>				
TGA Status	<b>s 22(1)(a)(ii)</b>				
ARTG (if applicable)	<b>s 22(1)(a)(ii)</b>				
Base Unit of Measure		<input type="checkbox"/> Each <input type="checkbox"/> Box <input type="checkbox"/> Packet <input type="checkbox"/> Carton	<input type="checkbox"/> Each <input type="checkbox"/> Box <input type="checkbox"/> Packet <input type="checkbox"/> Carton	<input type="checkbox"/> Each <input type="checkbox"/> Box <input type="checkbox"/> Packet <input type="checkbox"/> Carton	<input type="checkbox"/> Each <input type="checkbox"/> Box <input type="checkbox"/> Packet <input type="checkbox"/> Carton
Quantity per Base Unit	<p><b>s 22(1)(a)(ii)</b></p> <p>The Base Unit includes the following :-</p> <p><b>Basic Specifications</b></p> <p>■ One VG70 ventilator</p>				

	<ul style="list-style-type: none"> <li>■ One humidifier</li> <li>■ One VG70 trolley</li> <li>■ One set of ventilator mechanical arm components</li> <li>■ One set of VG70 ventilator accessories</li> </ul>				
Order Unit price (ex GST) to all locations	<p style="font-size: 24pt; color: red;">s 22(1)(a)(ii)</p>				
Production Date (Scheduled/Actual)					
Available Date					
Current Location (if produced)					
Proposed Payment Terms					

s22

**From:** s22  
**Sent:** Wednesday, 8 April 2020 4:58 PM  
**To:** s 47F ; s 22(1)(a)(ii)  
**Cc:** Mulder, Joanne  
**Subject:** FW: Points of Summary - s22 [DLM=For-Official-Use-Only]  
**Attachments:** RE: Sourcing surgical and P2/N95 masks - Express Clearances [SEC=UNCLASSIFIED];  
 FW: Requirements for masks and ventilators [SEC=UNCLASSIFIED]; Re: Sources for  
 ventilators [DLM=For-Official-Use-Only]; Re: Sources for ventilators [DLM=For-  
 Official-Use-Only]; Re: Sources for ventilators [DLM=For-Official-Use-Only];  
 [WARNING : MESSAGE ENCRYPTED]s22 : Ventilators Quotes,  
 Certifications & Specs - s 22(1)(a)(ii) - March 31st 2020; Re:  
 Sources for ventilators [DLM=For-Official-Use-Only]

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Security Classification:**  
 For Official Use Only

Hi s 47F s 22(1)(a)(ii) – here is a further person where we can't get an understanding of the supply chains.

Look forward to talking in a few mins.

Thanks,  
 s22

s22  
**Manager**  
 Ventilator Taskforce

s22 | s22 | s22 | [@industry.gov.au](mailto:s22@industry.gov.au)

Department of Industry, Science, Energy and Resources | [www.industry.gov.au](http://www.industry.gov.au)

Supporting economic growth and job creation for all Australians

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**From:** s22  
**Sent:** Tuesday, 7 April 2020 6:30 PM  
**To:** s22  
**Cc:** s22 ; C19Ventilators@industry.gov.au  
**Subject:** FW: Points of Summary - s22 [DLM=For-Official-Use-Only]

Hi s22

The summary of contacts with s22 for EY to review.

Regards

s22

s22

Assistant Manager – Western Australia  
Ventilator Taskforce  
Department of Industry, Science, Energy and Resources

s22

GPO Box 9839, Canberra ACT 2601

Ph: s22                      Mobile: s22  
Email: s22                      @industry.gov.au  
Internet: [www.business.gov.au](http://www.business.gov.au)

Supporting economic growth and job creation for all Australians

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**From:** s22  
**Sent:** Tuesday, 7 April 2020 3:01 PM  
**To:** s22                      s22                      @industry.gov.au>  
**Subject:** RE: Points of Summary - s22                      [SEC=UNCLASSIFIED]

Hi s22 , Please find information below as requested. regards s22

**Company:** s22                      (s22                      <https://www.s22.com.au/> – acting on behalf of his client  
s22                      (listed on the Lobbyist Register)

<b>Date of contact</b>	
26 March 2020 s 22(1)(a)(ii)	Referred through Minister Hunt’s Office, offering :  s 2 2  • Ventilator Email referred to PPE
26 March 2020 Email attached FW: Requirements for masks and ventilators	s 22(1)(a)(ii) informed the PPE Taskforce that he can supply the following ventilators across 2 agents: • Aeonmed, VT5230 - these are the Chinese company Aeonmed’s collaboration with s 22(1)(a)(ii) s22  This was then referred to the Ventilator Taskforce

s22

s 22(1)(a)(ii)	
28 March 2020	Ventilator taskforce requested s 22(1)(a)(ii) for information in relation to quote, certifications and details of the source of ventilator.
30 March 2020	Follow up email from Ventilator Taskforce requesting an update
s 22(1)(a)(ii)	
s 22(1)(a)(ii)	
31 March 2020 Email attached: [WARNING : MESSAGE ENCRYPTED] : Ventilators Quotes, Certifications & Specs - s 22(1)(a)(ii)  March 31st 2020	s 22(1)(a)(ii) provides further Ventilator options with Quotes, Certifications & Specs attached on: s 22(1)(a)(ii)
31 March 2020	s 22(1)(a)(ii) requesting confirmation on order.
1 April 2020	s 22(1)(a)(ii) informs the Ventilator Taskforce that GE ventilators all sold
s 22(1)(a)(ii)	
s 47E(d)	
6 April 2020 Email attached Re: Sources for ventilators	s 22(1)(a)(ii) informs the Ventilator taskforce that ventilators are all sold with other governments buying them. In additional provides options on 3 additional Models of Ventilators currently available, made in China and of comparable quality as the models previously proposed.

s22

**From:** McIntyre, Duncan  
**Sent:** Thursday, 26 March 2020 7:15 PM  
**To:** C19Ventilators@industry.gov.au  
**Subject:** FW: Requirements for masks and ventilators [SEC=UNCLASSIFIED]

**Security Classification:**  
 UNCLASSIFIED

Another lead for us to urgently chase down!

Duncan

UNCLASSIFIED

**From:** s22 [mailto:s22@s22.com.au]  
**Sent:** Thursday, 26 March 2020 7:05 PM  
**To:** s22  
**Cc:** McIntyre, Duncan ; PersonalProtectiveEquipment  
**Subject:** Re: Requirements for masks and ventilators [SEC=UNCLASSIFIED]

Hi s22 ,

Thank you so much.

s22

Re. the ventilators, I can source the following models across two agents. Let me know if any of the following are of interest and I will get you more information on them:

- Aeonmed, VT5230 - these are the Chinese company Aeonmed's collaboration with s 22(1)(a)(ii)  
 s  
 2  
 2

s22

s22

s22

Cheers,  
s22

On 26 Mar 2020, at 5:48 pm, s22

[@industry.gov.au](mailto:industry.gov.au)> wrote:

Hi s22

s22 Grateful if you could provide details of ventilators you can purchase (e.g. company making them, the model). I have copied my colleague working on ventilators to pick up this information.

s22

s22

If you provide an international standard to us, we can assess its equivalency.

s 22(1)(a)(ii)

As discussed, beyond the standards requirement, we're interested in brand/model, quantities available, timeframe for delivery, and price.

Kind regards

s22

s22  
**Personal Protective Equipment Taskforce**

s22

**Department of Industry, Science, Energy and Resources** | [www.industry.gov.au](http://www.industry.gov.au)

UNCLASSIFIED

s22

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**From:** s22 <s22@s22.com.au>  
**Sent:** Monday, 6 April 2020 8:17 PM  
**To:** s22  
**Cc:** C19Ventilators@industry.gov.au  
**Subject:** Re: Sources for ventilators [DLM=For-Official-Use-Only]  
**Attachments:** s22

Hi s22 ,

Unfortunately those ventilators are now gone as well, with other governments buying them.

It is almost impossible to source non-Chinese brand ventilators now. We will keep searching, but in the meantime, please find below all of the information and attached the relevant documents for the 3 Models of Ventilators currently available, which are the best models the Chinese produce and of comparable quality as the models we have previously proposed.

Let me know if you have any questions.

Cheers,  
s22

**Aeonmed VG70**

- Company name: Zhongxin Yijia Beijing Medical Instrument Co., Ltd.
- Company address: 931/932/933, floor9, building1, yard, Ritan North Road, ChaoYang, Beijing100020.
- Company type: distributor
- Product type: Invasive ventilators
- Number available: 150units/month
- Product model: AEONMED VG70
- Price per unit: USD \$37,500
- Contracting party: Zhongxin Yijia Beijing Medical Instrument Co., Ltd.
- Warehouse location: 北京市丰台区外环西路26号院9号楼-1至4层901内4层405

s22



s22

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**From:** s22 <s22@s22.com.au>  
**Sent:** Tuesday, 31 March 2020 6:33 PM  
**To:** s22  
**Cc:** C19Ventilators@industry.gov.au  
**Subject:** [WARNING : MESSAGE ENCRYPTED]s22 : Ventilators Quotes,  
Certifications & Specs - s22 - March 31st 2020  
**Attachments:** s22

Hi s22

While you are considering the GE ventilators, on behalf of my client s22 (listed on the Lobbyist Register) please find attached the Quotes, Certifications & Specs for the following ventilators:

s22

We are also working on the **AeonMed - VG70 Ventilator Model** procurement and pricing confirmation. I will get that to you as soon as details are finalised.

These are direct from the manufacturer and they have ample numbers of each in stock, as well as the capability to produce more.

If these are suitable for the government please advise with a Purchase Order as required and we will take things forward from there to arrange delivery quotes.

Please do not hesitate to get in touch if you have any questions.

Best Regards,

s22

**From:** s 22(1)(a)(ii)  
**To:** s 47F ; s 22(1)(a)(ii)  
**Subject:** VG70 @ s 22(1)(a)(ii)  
**Date:** Monday, 20 April 2020 12:09:14 PM  
**Attachments:** [image001.gif](#)

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Hi both,

I received the following intel from s 22(1)(a)(ii) on the VG70:

- s 22(1)(a)(ii) have purchased 100 of the VG70 ventilators and s 22(1)(a)(ii) have purchased 1000
- s 22(1)(a)(ii) are paying \$1245.21 per ventilator
- The company receiving the PO was Aeonmed, not s 22(1)(a)(ii)
- There is no record of s 22(1)(a)(ii) in s 22(1)(a)(ii) current install base or recent purchase orders

Cheers,

s 22(1)(a)(ii)



s 22(1)(a)(ii) | Senior Consultant | Advisory  
Ernst & Young  
s 22(1)(a)(ii)  
Mobile: s 22(1)(a)(ii)  
Website: <http://www.ey.com>

[@au.ey.com](#)