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**Subject:** International Supply of ventilators and PPE

Dear Emily,

Our Joint Assistance Coordination Department (JACT) is working 24/7 with our international network to help source ventilators, PPE and other medical equipment to meet gaps between domestic supply and demand. As you know, ventilators have been a particular priority in recent days.

Once concern flagged to me by the team, and some of our embassies, has been the difficulty of ensuring a fast turnaround from DHSC of the proposals coming from posts and being coordinated by the JACT, and therefore risking losing opportunities. I understand that today we lost an order for 20 ventilators from Israel because we weren't nimble enough, and there are concerns in the China network that similar delays might cost us larger numbers there, where international demand is enormous. They were even asking whether we could obviate the need for inspections of product in warehouses before payment, at least from trusted suppliers, which I accept may well break our procurement rules but gives an illustration of the competitive seller's market the China network finds itself in.

Chris [NR] and others on your side have I know been working heroically and all hours to turn round the high volume of requests as soon as possible. But I wonder whether – given the high priority Ministers are placing on ventilator procurement - it might be possible to devote more DHSC resource to this, to head off any possibility that we might lose out to our hungry competitors because of internal procurement bottlenecks? Ventilators aside, we are also keen to be ahead of the game on PPE and other medical supplies as global demand ramps up, with good advance knowledge of what the NHS might need. The ideal would be clear, single points of contact on a) ventilators and b) other PPE, into which the JACT can plug easily, with assurance for the JACT that a request will be turned round in a minimum time frame.

Many thanks for anything that might be possible.

Regards,

Nigel

**Nigel Baker**

Head of C19 Joint Assistance Coordination Department (job share with Will Middleton)

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I work Wednesday to Saturday, Will from Sunday to Wednesday

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