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M

I&S

@jimbethell.

On 9 Apr 2020, at 22:34,

NR

 (NHS ENGLAND & NHS IMPROVEMENT - X24)

NR

[@nhs.net](mailto:NR@nhs.net)> wrote:

Hi Andrew

Thanks for this. We spoke earlier this afternoon and agreed I'd try to sort. We only got their substantially revised proposal at 4pm today so I don't think there has been an unacceptable delay..

Since you and I spoke Andrew I've confirmed:

- It is RNA extraction and PCR
- NHS labs are happy with both test kits
- Maximum capacity in the NHS for open platforms is ~4,000 tests a day with current throughput of PCR machines but could ramp up much higher (~30k)
- They are expensive but less so than desktop PCR so I don't think it is a deal breaker

Based on discussions with Bev and the NHS labs we propose asking for

Irrelevant & Sensitive

 tests a month

Irrelevant & Sensitive

 a day) and not haggling on price. Getting tests in and starting validation work, knowing that supply will exceed demand while we get the open platforms on line.

I have asked Zoe from Nanopore to speak first thing tomorrow.

Can you give me a chance to sort this out with his team.

If you want to speak to him we can but my sense is we just need to get through the business with his team and report back to you by midday.

NR

From: James Bethell [REDACTED] **I&S**
Sent: 09 April 2020 22:22
To: Feldman, Andrew <Andrew.Feldman@dhsc.gov.uk>
Cc: Matt Hancock [REDACTED] **PD** [REDACTED] **NR** (NHS ENGLAND & NHS IMPROVEMENT - X24) [REDACTED] **NR** [REDACTED] <[\[REDACTED\]@nhs.net](mailto:[REDACTED]@nhs.net)>; Williams, David <David.Williams@dhsc.gov.uk>
Subject: Re: QUOTATION Oxford Nanopore UK Gvt RT PCR test 9Apr 2020

Andrew.

Let's jump in the phone first thing to try to sort things out? Please let me know when's good - 730?/830?. There is quite a big difference between [REDACTED] and [REDACTED] so it's not unreasonable for the procurement team to seek a fair deal. But do let's try to bring this to a head ASAP.

With thanks to everyone for all their efforts.

James.

For departmental business, please use lordbethell@dhsc.gov.uk

Lord Bethell

The House of Lords

O: [REDACTED]
M: [REDACTED] **I&S**

@jimbethell.

On 9 Apr 2020, at 18:48, Feldman, Andrew <Andrew.Feldman@dhsc.gov.uk> wrote:

I had a slightly irate Gordon on the phone. He had a meeting with Bev. [REDACTED] **NR** and David were not able to make it which is totally understandable but may have added a touch of confusion. He sent me the email below.

Essentially, he says he has now sourced both test kits and extraction kits (the latter answers a problem we have been worried about).

I believe his tests work across a range of open PCR machines including some from Roche, Thermofisher etc...

He can deliver [redacted] a week from next week and [redacted] a week in 3 weeks time.

I won't comment on price, as that is a matter for the team who have full visibility over all the offers. But I can see the strategic importance of an option away from Thermofisher and Roche who have not totally covered themselves in glory so far. Plus if [redacted] **US** [redacted] prevents Thermofisher selling outside of the US, then that could be a problem. The presence of BGI in the background may keep everyone honest.

I think important not to leave Gordon hanging after the work he has done. The gift of 100k units arrives tomorrow.

Many thanks for everyone's work on this. We should try to get this done if we can.

Warmest

Andrew

From: Gordon Sanghera <Gordon.Sanghera@nanoporetech.com>
Sent: Thursday, April 9, 2020 6:13 pm
To: Feldman, Andrew
Cc: Gordon Sanghera
Subject: FW: QUOTATION Oxford Nanopore UK Gvt RT PCR test 9Apr 2020

Andrew

See the attached quote. The highlights are as follows: