

From: Mike McCourt
To: (NHS NATIONAL SERVICES SCOTLAND); Lynsey Dunbar; David Leven; (NHS NATIONAL SERVICES SCOTLAND); Colin Crabbe; Laura McBrier
Cc: (NHS NATIONAL SERVICES SCOTLAND)
Subject: Re: Type II R Face Masks - Continuum Scotland
Date: 24 March 2020 12:52:34
Attachments: image001.png
image002.png

(NR) I can't speak directly to that decision however the circumstances he describes in his email pan out with me. Most suppliers here are asking for 100% up front payment and at prices double of what they were three days ago. The fact they have negotiated 50% payment upfront is quite something.

As (NR) said, we need to move urgently or else there will be no suppliers to negotiate with. I appreciate you all have your risk metrics in place but this is not an ordinary marketplace at present.

Best
Mike

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From: (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>
Sent: Tuesday, March 24, 2020 8:45:29 PM
To: Mike McCourt <Mike.McCourt@scotent.co.uk>; Lynsey Dunbar <Lynsey.Dunbar@scotent.co.uk>; David Leven <David.Leven@scotent.co.uk>; (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>; Colin Crabbe <Colin.Crabbe@scotent.co.uk>; Laura McBrier <Laura.McBrier@scotent.co.uk>
Cc: (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>; (NR)@gov.scot
Subject: RE: Type II R Face Masks - Continuum Scotland

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Thanks Mike. The company have change the goal posts now and are requesting payment upfront, I've attached their last note. This is very high risk and not something we would normally entertain.

(NR) MCIPS Chartered Professional
Procurement Manager
T: (NR)
M: (NR)
E: (NR)@nhs.net

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From: Mike McCourt <Mike.McCourt@scotent.co.uk>
Sent: 24 March 2020 12:36
To: (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>; Lynsey Dunbar <Lynsey.Dunbar@scotent.co.uk>; David Leven <David.Leven@scotent.co.uk>; (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>; Colin Crabbe <Colin.Crabbe@scotent.co.uk>; Laura McBrier <Laura.McBrier@scotent.co.uk>
Cc: (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>; (NR)@gov.scot
Subject: Re: Type II R Face Masks - Continuum Scotland

Hi (NR)
I am coordinating the China in-field team's work from Shanghai. Can you lease keep me copied on all email chains with those Individuals. Like David, I know Continuum well and can speak very positively as to their track record. I know Craig is in direct contact with you on the Type II R masks. We are also working together on another project for FFP3, in an attempt to secure entire 7m supply over coming weeks. I and/or David will update fully on that very shortly.

Mike
Mike McCourt
Head of East & South China
Science & Technology Team Leader, Greater China
Scottish Development International
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From: (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>
Sent: Tuesday, March 24, 2020 8:01:33 PM
To: Lynsey Dunbar <Lynsey.Dunbar@scotent.co.uk>; David Leven <David.Leven@scotent.co.uk>; (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>; Colin Crabbe <Colin.Crabbe@scotent.co.uk>; Laura McBrier <Laura.McBrier@scotent.co.uk>
Cc: (NR) (NHS NATIONAL SERVICES SCOTLAND) <(NR)@nhs.net>; (NR)@gov.scot
Subject: Re: Type II R Face Masks - Continuum Scotland

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Hi Lynsey
That is really helpful thanks.

Kind Regards
(NR) MCIPS Chartered Professional
NSS Procurement Manager
T: (NR)
M: (NR)
E: (NR)@nhs.net

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From: Lynsey Dunbar <Lynsey.Dunbar@scotent.co.uk>
Sent: 24 March 2020 11:59
To: David Leven <(NR) (NHS NATIONAL SERVICES SCOTLAND)>; (NR) (NHS NATIONAL SERVICES SCOTLAND); Colin Crabbe; Laura McBrier