

Message

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**From:** [NR] (NHS NATIONAL SERVICES SCOTLAND) [/O=MAIL/OU=NHSFB06/CN=RECIPIENTS/CN=J1VT1PVL]  
**Sent:** 29/03/2020 09:04:38  
**To:** [NR] (NHS NATIONAL SERVICES SCOTLAND); [NR]@nhs.net; BEATTIE, Gordon (NHS NATIONAL SERVICES SCOTLAND) [gordon.beattie1@nhs.net]  
**Subject:** Re: Fwd: FFP3 Mask Procurement 7M - Bunzl Healthcare

[NR] those have taken place 3M and Alpha Solway cannot provide that certainty of supply. Those discussion have been continuous with delays and restrictions through the countries even when agreed. 3M have diverted to England as you know.

As it stand and with projections of what they can supply from these two, we will run out.

In addition to this, the Chinese deal is still "live", hopefully we can kill that with assurity of delivery of the Honeywell product.

Alternative if we run out is to go to the lower FFP2 spec, which we don't really have. But if we can source higher spec with 99% then we should. Focus from everyone is supply chain certainty and sufficient stocks.

Spoke with [NR] about the testing fluids, I believe Tayside Pharma are struggling to source enough Saccharin for the UK need - it is substantial. Maybe need to think other ways (not sure how) to do that.

[NR] MCIPS BSc (Hons)  
Head of Strategic Sourcing & Commercial, National Procurement  
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**From:** [NR] (NHS NATIONAL SERVICES SCOTLAND)  
**Sent:** 29 March 2020 08:57  
**To:** [NR] (NHS NATIONAL SERVICES SCOTLAND); BEATTIE, Gordon (NHS NATIONAL SERVICES SCOTLAND)  
**Subject:** RE: Fwd: FFP3 Mask Procurement 7M - Bunzl Healthcare

Hi [NR]

I'm a bit torn on this, while I'm delighted that we have met one part of the sourcing brief ie to get large, repeatable volume, the flip side is that this product is not in use at all in hospitals, instead of fit testing less than 50% of staff we will now be asking for near 100% testing., which means that there will be an enormous burden

on health boards to fit test these masks. I'd like it to asking clinical staff to remove every hand washing dispenser screwed to the wall and replace with a new unit from a different supplier within a period of 2-3 weeks.

Add to this the demand on testing consumables (also on tight supply) then we just may be about to create another massive bottleneck.

This email is not to be critical of anyones efforts but just meant to inform of the wider impacts of decisions made based on a single variable.

The ideal solution is to have these same level negotiations with 3M and Alpha Solway, can we at least attempt this before pushing the button?

Regards

NR

Sent from my Xperia by Sony smartphone

--- NR (NHS NATIONAL SERVICES SCOTLAND) wrote ----

Info, agreed to purchase the bunzl honeywell FFP3, I'll do paperwork Monday. Will need a sku setting up for this as will be a new stock item, 70,000 deliveries from mid April

Sent from my iPhone

Begin forwarded message:

From: NR @scotland.gsi.gov.uk>

Date: 28 March 2020 at 08:32:44 GMT

To: NR @scotland.gsi.gov.uk>, <NR @nhs.net>, <NR @nhs.net>, <gordon.beattie1@nhs.net>, <NR @scotent.co.uk>, <NR @scotland.gsi.gov.uk>, <NR @scotland.gsi.gov.uk>, <Richard.McCallum@scotland.gsi.gov.uk>

Cc: <colin.sinclair@nhs.net>, <NR @scotland.gsi.gov.uk>, <NR @scotland.gsi.gov.uk>

Subject: RE: FFP3 Mask Procurement 7M - Bunzl Healthcare

NR

Just had quick Internal SG discussion.

On the basis of due diligence being done go ahead with order. And understand product is due for physical test and no up front payment needed

Can we push for more quantity beyond 7million? Where do we sit with Chinese order?

Do bunzl do Ffp2 mask? Are we sourcing these from anywhere?

NR