

s22

From: s22
Sent: Sunday, 29 March 2020 2:15 PM
To: s22 ; s47F
Cc: s22 ; s47F (u) ; s47F
Subject: RE: request TO MAKE AMENDMENTS - AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi s47F ,

s42

Regards,

s22
Principal Lawyer – Commercial Law Section

Legal and Assurance Division | Corporate Operations Group
Corporate, Commercial and Litigation Branch
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Sirius Building s22
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.

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From: s22 @health.gov.au>
Sent: Sunday, 29 March 2020 2:11 PM
To: s22 @health.gov.au>; s47F
minterellison.com>; s47F @minterellison.com>
Cc: s22 @health.gov.au>; s47F(d) @health.gov.au>; s47F
s47F @minterellison.com>
Subject: RE: request TO MAKE AMENDMENTS - AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi s22

Caroline will be the delegate. I haven't had the opportunity to confirm with her the level of comfort she has with that however I am aware of a stronger push today to get ventilators.

I will try the contact to see what appetite there is for a bank guarantee from MDT.

Regards

s22

Director

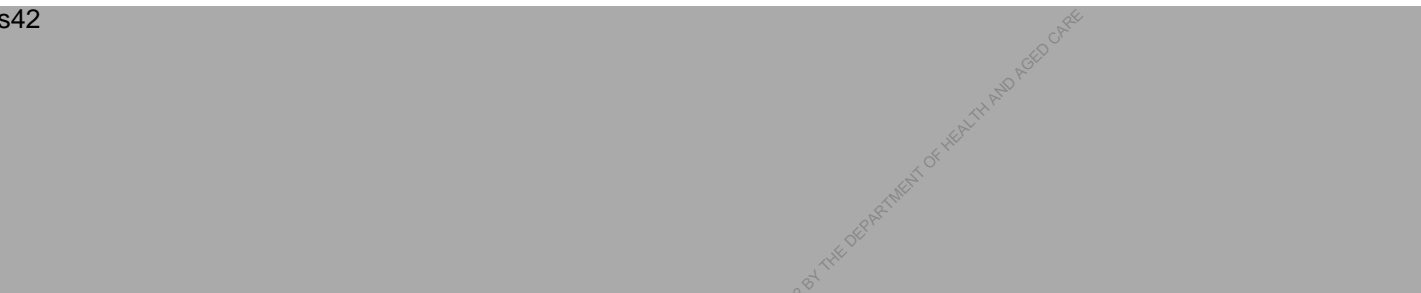
Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Scarborough House s22
GPO Box 9848, Canberra ACT 2601, Australia

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From: s22 @health.gov.au>
Sent: Sunday, 29 March 2020 2:07 PM
To: s47F @minterellison.com>; s22 @health.gov.au>; s47F @minterellison.com>
Cc: s22 @health.gov.au>; s47E(d) @health.gov.au>; s47F @minterellison.com>
Subject: RE: request TO MAKE AMENDMENTS - AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi s22

s42



Regards,

s22
Principal Lawyer – Commercial Law Section

Legal and Assurance Division | Corporate Operations Group
Corporate, Commercial and Litigation Branch
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Sirius Buildings s22
GPO Box 9848, Canberra ACT 2601, Australia

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From: s47F @minterellison.com>
Sent: Sunday, 29 March 2020 1:37 PM
To: s22 @health.gov.au>; s47F @minterellison.com>
Cc: s22 @health.gov.au>; s22 @health.gov.au>; s47E(d) @health.gov.au>; s47F @minterellison.com>
Subject: RE: request TO MAKE AMENDMENTS - AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Dear all,

s42



s42
[Redacted]
[Redacted]
[Redacted]

Kind rgds,

s47F

s47F
T s47F M s47F
s47F @minterellison.com

MinterEllison MinterEllison Building 25 National Circuit Forrest ACT 2603
minterellison.com **Follow us on LinkedIn and Twitter**



From: s22 @health.gov.au>
Sent: Sunday 29 March 2020 01:25 PM
To: s47F @minterellison.com>; s47F @minterellison.com>
Cc: s22 @health.gov.au>; s22 @health.gov.au>; s47E(d)
s47E(d) @health.gov.au>
Subject: request TO MAKE AMENDMENTS - AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi all,

s42
[Redacted]

Please do not hesitate to call.

Regards

s22
[Redacted]

Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Scarborough House s22
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: s47E(d) @health.gov.au>
Sent: Saturday, 28 March 2020 4:19 PM
To: s22 @health.gov.au>

Cc: s47E(d) [redacted] <[redacted]@health.gov.au>
 Subject: RE: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi s22

As discussed, I have spoken with s47F [redacted] regarding the delayed delivery timeframe of June 2020 (one month later) and five-year vs one-year warranty. s47F [redacted] advice is that a delay of one month would be preferable over no supply, and that given the units typically last around 10 years, a five year warranty would be preferable.

I have therefore redrafted the Minute to the Acting Secretary to reflect:

- a) A total amount payable of \$12,600,000 (GST inclusive);
- b) 60% of the invoice total payable by 31 March 2020 with the remainder paid on delivery of goods;
- c) The delayed delivery date; and
- d) Expanding on the background to explain the situation.

I have also redrafted the contract to reflect the above, with the exception of (b) – when the draft contract goes to ME for review, we will need to ask them to include (b) above into the appropriate sections of the contract.

I have not provided these documents beyond this email at this stage given the other priorities this afternoon. However, in order to make the order timeframe and a 60% payment by Tues 31 Mar, this will need to be progressed quickly.

Cheers
 s22

s22

Office of Health Protection | Chief Medical Officer Group
 Regulatory Policy Branch
 Australian Government Department of Health
 T: 02 6289 s22 | E: s22 [redacted] <[redacted]@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: s22 [redacted] <[redacted]@health.gov.au>
Sent: Saturday, 28 March 2020 1:38 PM
To: s22 [redacted] <[redacted]@health.gov.au>
Cc: s47E(d) [redacted] <[redacted]@health.gov.au>
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Can you be across this – no action yet/

From: s47F [redacted] <[redacted]@medicaldevicetechnologies.com.au>
Sent: Saturday, 28 March 2020 1:33 PM
To: Mulder, Joanne s22 [redacted] <[redacted]@industry.gov.au>
Cc: s22 [redacted] <[redacted]@health.gov.au>; s47F [redacted] <[redacted]@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 s22 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,

s47F
[Redacted]

Medical Device Technologies (MDT)

m: s47F
a: PO Box 62 Ashgrove 4060
w: www.medicaldevicetechnologies.com.au e: s47F @medicaldevicetechnologies.com.au



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Sensitive: Legal

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s22

From: Mulder, Joanne s22 @industry.gov.au>
Sent: Monday, 30 March 2020 4:01 PM
To: s22 ; Haslam, Travis
Cc: s22 McIntyre, Duncan
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi s22 and Travis, I know things are extremely busy, but can you please let me know if we are going to proceed with the AEONMED order through Medical Devices Technology? If we don't secure ASAP, we are going to miss out.

Jo

From: s47F medicaldevicetechnologies.com.au]
Sent: Monday, 30 March 2020 3:57 PM
To: Mulder, Joanne s22 @industry.gov.au>
Cc: s47F @medicaldevicetechnologies.com.au>
Subject: Re: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi Joanne,

TGA has registered AEONMED as a Manufacturer and recognised the AEOMED Shangrila 501S Ventilator. We now just need to make the final invoice payment. This will be paid once an order is placed and money received. One less risk issue.

We have been contacted by the manufacturer and today demand has escalate due to the USA limiting the export of ventilators by US companies, they are placing pressure on us to act.

Regards,

s47F

Managing Director

Medical Device Technologies (MDT)

m: s47F
a: PO Box 62 Ashgrove 4060
w: www.medicaldevicetechnologies.com.au **e:** s47F @medicaldevicetechnologies.com.au



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On Sun, 29 Mar 2020 at 10:51, Mulder, Joanne s22 [redacted] <s22@industry.gov.au> wrote:

Thanks s47F [redacted], completely understand and no need to apologise. We are not working in normal circumstances!

Kind regards

Jo

From: s47F [redacted] <s47F@medicaldevicetechnologies.com.au>

Sent: Sunday, 29 March 2020 11:41 AM

To: Mulder, Joanne s22 [redacted] <s22@industry.gov.au>

Cc: s22 [redacted] <s22@health.gov.au>; s47F [redacted] <s47F@medicaldevicetechnologies.com.au>; Haslam, Travis s22 [redacted] <s22@health.gov.au>

Subject: Re: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi Joanne,

Thank you for responding and apologies for being so forthright. Under normal circumstances, this would not occur. The market is changing so quickly, my contact in AEONMED as indicated this morning that they are expecting additional orders across all countries and USA position is taking up any supply in the market.

Regards,

s47F [redacted]

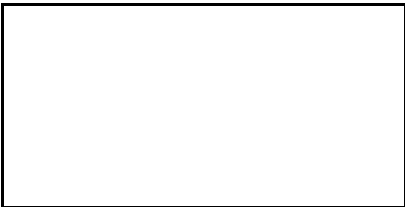
Managing Director

Medical Device Technologies (MDT)

m: s47F [redacted]

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F [redacted] [@medicaldevicetechnologies.com.au](mailto:s47F@medicaldevicetechnologies.com.au)



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On Sun, 29 Mar 2020 at 09:38, Mulder, Joanne s22 [redacted] [@industry.gov.au](mailto:s22@industry.gov.au) wrote:

Hi s47F [redacted]

Thanks you for your email and confirming what we discussed on Friday evening.

I have noted your timing and will be working with the Department of Health to come back to you with a position.

Kind regards

Jo

From: s47F [redacted] [@medicaldevicetechnologies.com.au](mailto:s47F@medicaldevicetechnologies.com.au)]

Sent: Saturday, 28 March 2020 1:33 PM

To: Mulder, Joanne s22 [redacted] [@industry.gov.au](mailto:s22@industry.gov.au)>

Cc: s22 [REDACTED]@health.gov.au; s47F [REDACTED]@medicaldevicetechnologies.com.au>
Subject: AEONMED Shangrila 510S Ventilator

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 s22 [REDACTED] 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,

s47F

Managing Director

Medical Device Technologies (MDT)

m: s47F

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F@medicaldevicetechnologies.com.au



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UNCLASSIFIED

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MINUTE TO THE ACTING SECRETARYTo: Caroline Edwards 31/3 62**SUBJECT****COMMITMENT APPROVAL FOR THE SUPPLY OF VENTILATORS FOR THE NATIONAL MEDICAL STOCKPILE****Purpose**

This Minute recommends that you:

- **APPROVE** the contract with Medical Device Technologies (ABN 95 122 938 363), using the contract developed for the Department of Health by MinterEllison (**Attachment A**);
- **APPROVE** expenditure for a total of up to \$12,600,000.00 (GST inclusive) under Section 23(3) of the *Public Governance, Performance and Accountability Act* (PGPA Act).

Description	Quantity	Unit Price – Excl GST	Net Amount	GST	Total – Incl GST	Cost Centre
Shangrila 510S Integrated Respiratory Work Station	300	\$38,181.82	\$11,454,545.50	\$1,145,454.55	\$12,600,000.00	s47E(d)
Delivery by End of June 2020			TOTAL \$11,454,545.50 (GST Excl.)		\$12,600,000.00 (GST Incl.)	

- **NOTE** that Medical Device Technologies will be provided with the draft contract once you approve this Minute.
- **NOTE** that following execution of this contract, Medical Device Technologies will be paid 60% of the invoice total (\$7,560,000) by 31 March 2020 with the remainder paid on delivery of goods.

1. BACKGROUND/CONTEXT

On 30 January 2020 an outbreak was declared a Public Health Emergency of International Concern. This global alert was issued By the World Health Organization (WHO) in relation to Coronavirus. The Department approached various suppliers to inquire regarding quantities of ventilators the Department could secure for the NMS. On 26 March, the supplier quoted for 300 Shangrila 510S (Bedside Unit).

On 27 March, you approved expenditure up to \$9,000,000 (GST inclusive) and a contract to be provided to Medical Device Technologies.

On 28 March, following receipt of the contract, Medical Device Technologies advised that the production schedule was missed and therefore the units could not be delivered by May 2020. They have agreed to supply the same number of ventilators (300) by late June 2020 (one month later than the original contract). For this to occur, 60% of the invoice total would need to be paid by Tuesday 31 March 2020, with the remainder paid on delivery of the goods.

Medical Device Technologies also advised that the warranty conditions in the original contract offered (5 years) could not be provided for the cost quoted, and that the total cost for 300 ventilators with a five year warranty would be \$12,600,000.00.

The Medical Scientific Advisory Unit (MSAU) has been consulted and has advised that the supply of the units with the one month delay is preferred over no supply. The MSAU has also advised that a five year warranty is preferred, as the units typically last around 10 years.

2. TIMEFRAME

The goods have been ordered prior to any contract being formed due to the extreme urgency for the Commonwealth to acquire the required ventilators.

3. CONTRACTUAL ARRANGEMENT

The contract has been prepared (**Attachment A**) using the contract developed by legal firm MinterEllison based on a Commonwealth goods contract, and in consultation with Legal and Assurance Division.

Contract Manager

The nominated Contract Manager for this arrangement will be the Director Health Emergency Countermeasures Section, Health Emergency Management Branch.

4. COMPLIANCE WITH COMMONWEALTH PROCUREMENT RULES

As outlined in the Minute to the Secretary (approved 19 March 2020), Paragraph 2.6 of the CPRs provides a lawful mechanism under which a procurement may be exempted from all or part of the CPRs. Paragraph 2.6 relevantly provides:

'These CPRs do not apply to the extent that an official applies measures determined by their Accountable Authority to be necessary ... to protect human health'.

5. EXPENDITURE AND FUNDS AVAILABILITY

The cost to the Department for the goods is up to **\$12,600,000.00** (GST incl). This is within your delegation limit under the Accountable Authority Financial Delegations Schedule 1, Table 1, Item 3, to approve proposals to commit relevant money up \$1000m (GST exclusive).

The Finance Business Partner has confirmed that funds will be made available from the nominated account Administered PRI048.

6. GENERAL

Risk Management

The risk profile developed as part of the Procurement Plan has been reviewed. The risk profile remains Low. There are no conflict of interest issues that have been raised throughout the process. Any significant risks and mitigations identified will be advised to the delegate.

Internal Reporting Requirements

Under the Department's Procurement Processing and Management policy, contracts must be registered within 2 business days of execution.

External Reporting Requirements

The contract will be reported on the Department's website in accordance with the Senate Order requirements of July 2001 (Murray Motion). As the contract is a valued over \$10,000 it will be reported on AusTender within 42 days of entering into the contract, in line with the Commonwealth Procurement Rules (Division 1, Item 7, Reporting arrangements).

7. DELEGATE APPROVALS

It is recommended that you:

APPROVE the contract with Medical Device Technologies for the provision of purchasing Ventilators for the National Medical Stockpile (NMS), using the proposed contract (Attachment A);	APPROVED / NOT APPROVED
APPROVE expenditure for a total of up to \$12,600,000.00 (GST inclusive) under Section 23(3) of the <i>Public Governance, Performance and Accountability Act</i> (PGPA Act).	APPROVED / NOT APPROVED

Prepared by:

s47F



31/3/20

Travis Haslam
Assistant Secretary
Office of Health Protection

Approved by:

s47F



31/3/20

Caroline Edwards
A/g Secretary
Department of Health

Attachments:

- A. Contract with Medical Device Technologies

Contact officer:

s22

Phone:

s22

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s22

From: s47E(d)
Sent: Tuesday, 31 March 2020 12:59 PM
To: s22@industry.gov.au
Cc: s22 s47E(d)
Subject: RE: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]
Attachments: Goods Contract - MDT.pdf

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: 02 6289 s22 | E: s22@health.gov.au
 GPO Box 9848, Canberra ACT 2601, Australia

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From: s47F@medicaldevicetechnologies.com.au>
Sent: Saturday, 28 March 2020 1:33 PM
To: Mulder, Joanne s22@industry.gov.au>
Cc: s22@health.gov.au>; s47F@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 s22 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,

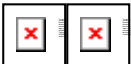
s47F


Medical Device Technologies (MDT)

m: s47F

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F [@medicaldevicetechnologies.com.au](mailto:s47F@medicaldevicetechnologies.com.au)



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s22

From: Mulder, Joanne s22 @industry.gov.au>
Sent: Friday, 27 March 2020 4:43 PM
To: McIntyre, Duncan; Haslam, Travis; s22
Cc: s22 ; Coatsworth, Nick
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Hi – sorry, important to note that these are not currently TGA approved, but the company has spoken to TGA and been advised they will get fast-tracked based on the approvals the product already has (attached in Duncan’s email).

I’m happy to call TGA or whatever your advice is re: process.

Jo

UNCLASSIFIED

From: McIntyre, Duncan
Sent: Friday, 27 March 2020 4:38 PM
To: Mulder, Joanne s22 @industry.gov.au>; Haslam, Travis s22 @health.gov.au>; s22 @health.gov.au>
Cc: s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Hi Travis – attached are all the details. Bottom line:

- 1. Shangrila 510S (Bedside Unit) - 300 Units in end of May (Price: \$30,000)
- 2. VG70 (ICU Unit) - 300 Units in mid-June (Price: \$49,000)

Let me know if you need more.

Thanks

Duncan

UNCLASSIFIED

From: Mulder, Joanne
Sent: Friday, 27 March 2020 4:35 PM
To: Haslam, Travis s22 @health.gov.au>; McIntyre, Duncan s22 @industry.gov.au>; s22 @health.gov.au>
Cc: s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

I understand they sent a quote through. I will track it down.

UNCLASSIFIED

From: Haslam, Travis s22 @health.gov.au]
Sent: Friday, 27 March 2020 4:24 PM
To: Mulder, Joanne s22 @industry.gov.au>; McIntyre, Duncan s22 @industry.gov.au>; s22 @health.gov.au>
Cc: s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]
Importance: High

Do we have price, specs etc anything we can use to finalise a contract? I

Travis Haslam
Assistant Secretary

Australian Government Department of Health
T: s22 | E: s22 @health.gov.au
Location: Sirius Building s22
GPO Box 9848, Canberra ACT 2601, Australia

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From: Mulder, Joanne s22 @industry.gov.au>
Sent: Friday, 27 March 2020 4:11 PM
To: Haslam, Travis s22 @health.gov.au>; McIntyre, Duncan s22 @industry.gov.au>
Cc: s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Hi Travis

Based on the advice we have received, we would recommend the purchase of the AEOMED products. I have spoken with s47F and confirmed that both are invasive. The delivery of the bedside unit is end May and the ICU unit mid to late June. Again there is a timing issue here, however hopefully if/when you are in contract discussions they may be able to be delivered earlier. The Shangrila is the preferred product, so be good to get that earlier.

Please let me know if you would like me to go back to AEONMED or discuss anything further. There is a deadline of 5pm today.

Thanks
Jo

UNCLASSIFIED
UNCLASSIFIED
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From: Haslam, Travis s22 @health.gov.au]
Sent: Friday, 27 March 2020 12:08 PM
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Subject: FW: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL:Sensitive]

Hi – noting all of the below, can someone please call s47F about the AEON kit. His contact came from PMO and there is a need to engage further, even if to better understand their offer and options, just in case we need to change path at any stage. I didn't say no or commit to anything to him, other than we shared the info with experts.

Thanks
Travis

Travis Haslam
Assistant Secretary

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Sent: Friday, 27 March 2020 12:01 PM
To: Beauchamp, Glenys s22 [redacted] <[redacted]@industry.gov.au>; McIntyre, Duncan s22 [redacted] <[redacted]@industry.gov.au>; Coatsworth, Nick s22 [redacted] <[redacted]@health.gov.au>; Mulder, Joanne s22 [redacted] <[redacted]@industry.gov.au>; Haslam, Travis s22 [redacted] <[redacted]@health.gov.au>; Firman, Jenny s22 [redacted] <[redacted]@health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL:Sensitive]

Yes. I see no downside to helping Res med gear up.

If (as I strongly hope) we do not run out of capacity – we can always export to countries who need them.

It is an industry which I would like to exit this pandemic stronger so that we have more capacity for the future and be better prepared if this ever happens again.

That is my view on the local PPE production too.

Any progress on lower standard mask / PPE productions? We could certainly use about a billion lower grade masks for community and industry use.

Acting Secretary
 Australian Government Department of Health
 T: 02.6289 s22 [redacted] | Location: s22 [redacted] Scarborough House
 PO Box 9848, Canberra ACT 2601, Australia

EA: s22 [redacted] 02 6289 s22 [redacted]

From: Beauchamp, Glenys s22 [redacted] <[redacted]@industry.gov.au>
Sent: Friday, 27 March 2020 11:56 AM
To: EDWARDS, Caroline s22 [redacted] <[redacted]@health.gov.au>; McIntyre, Duncan s22 [redacted] <[redacted]@industry.gov.au>; Coatsworth, Nick s22 [redacted] <[redacted]@health.gov.au>; Mulder, Joanne s22 [redacted] <[redacted]@industry.gov.au>; Haslam, Travis s22 [redacted] <[redacted]@health.gov.au>; Firman, Jenny s22 [redacted] <[redacted]@health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [DLM=For-Official-Use-Only]

Thanks - And to see what it would take to get more from Resmed?, gb

Glenys Beauchamp
 Health Industry Coordination Group
 s22 [redacted]

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The key variable which I am not sure is appreciated is that Brendan, Nick and a critical mass of intensivists experts now appear to be comfortable that the Lumis machines can operate as invasive ventilators as needed.

This means that combined existing, the 5,500 total Resmed buy and the repurpose of anaesthetic machines we probably have enough to match our maximum ICU capacity. This is the crux of Nick's email below.

The contract with Resmed is executed so I would have thought the key activities here are to work with Resmed to ensure that deliver occurs as planned – incrementally with all delivered by 30 April and concluding the contract on the consumables.

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Cc: Beauchamp, Glenys
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Caroline, Nick

I'm keen for a read from you on the target number of high quality ICU ventilators we want.

Our tracker is attached. We are firming up numbers but we have been basing our target on s47F work. We think there's still a considerable gap, in the 1000's, based on availability by July (and May would be better). As a consequence we are pursuing all options and working to bring the delivery forward.

Can you advise what our target number would be?

Happy to discuss (s22)

Duncan

Duncan McIntyre
Head, Ventilator Taskforce
s22 @industry.gov.au

Head of Division, AusIndustry – Industry Capability and Research
s22 @industry.gov.au

Executive Assistant: s22
s22 @industry.gov.au

Department of Industry, Science, Energy and Resources
Level 8, Industry House
10 Binara Street, Canberra City, ACT 2601
Internet: www.business.gov.au
Supporting economic growth and job creation for all Australians

UNCLASSIFIED

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Sent: Friday, 27 March 2020 11:24 AM
To: Coatsworth, Nick ; Mulder, Joanne ; Haslam, Travis ; Firman, Jenny ; McIntyre, Duncan
Cc: Beauchamp, Glenys
Subject: RE: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

I think we need to be very mindful of this advice – ie that we think the Resmed order is close to meeting our need (or at least our maximum possible ICU capacity).

While new ideas / options on ventilators should not be ignore, we need to focus on our other critical shortages – masks, gowns, goggles, gloves and swabs

My sense is that the local market, including alcohol producers are stepping up on hand sanitiser but let me know if I am wrongly optimistic about this.

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EA: s22 02 6289 s22

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Sent: Thursday, 26 March 2020 7:25 PM
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Hi Travis.

I would say no to this.

The Chinese appear to be dumping on the market, this one doesn't have the imprimatur of F&P like the MindRay. It is untested and I have some concerns with the brochure and tech specs.

Recommend going ahead with procuring the MindRay's but limit further procurement.

As national stockpile items (if there is agreement that they should be in the stockpile and not distributed until required – which is my view) 500 astral 150's, 200 MindRays backed up by 5000 lumis 150s is sufficient for a catastrophic scenario, in addition to our current capacity.

Cheers

Nick

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Sent: Thursday, 26 March 2020 7:19 PM
To: Haslam, Travis s22 [redacted] @health.gov.au>; Coatsworth, Nick

s22 [redacted] @health.gov.au>; Firman, Jenny s22 [redacted] @health.gov.au>; McIntyre, Duncan
s22 [redacted] @industry.gov.au>
Cc: EDWARDS, Caroline s22 [redacted] @health.gov.au>; Beauchamp, Glenys
s22 [redacted] @industry.gov.au>
Subject: Re: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

UNCLASSIFIED

Thanks Travis.

We've noted the timing and will get onto this and come back to you tomorrow.

Jo

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From: "Haslam, Travis" s22 [redacted] @health.gov.au>
Date: Thursday, 26 March 2020 at 6:41:26 pm
To: "Coatsworth, Nick" s22 [redacted] @health.gov.au>, "Firman, Jenny" s22 [redacted] @health.gov.au>, "McIntyre, Duncan" s22 [redacted] @industry.gov.au>, "Mulder, Joanne" s22 [redacted] @industry.gov.au>
Cc: "EDWARDS, Caroline" s22 [redacted] @health.gov.au>, "Beauchamp, Glenys" s22 [redacted] @industry.gov.au>
Subject: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Hi all – urgent referral just now, info attached. Is this what we need and can we determine appropriate costs /delivery?

I have spoken to s47F [redacted] tonight and this has immediately followed. Advice please.

Note timing – tomorrow.

Travis Haslam
Assistant Secretary

Australian Government Department of Health
T: s22 [redacted] | E: s22 [redacted] @health.gov.au
Location: Sirius Building s22 [redacted]
GPO Box 9848, Canberra ACT 2601, Australia

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From: s [redacted] @medicaldevicetechnologies.com.au>
Sent: Thursday, 26 March 2020 6:08 PM
To: Haslam, Travis s22 [redacted] @health.gov.au>
Cc: s47F [redacted] @medicaldevicetechnologies.com.au>
Subject: AEONMED - Ventilators (ICU and Bedside) [SEC=No Protective Marking]

Dear Travis,

I would refer to your discussion with s47F [redacted] .

We have been a long-term dealer for AEONMED who is based in China. They manufacturer a range of medical equipment items and have a very strong network in China. AEONMED supplied over 4000 units to Wuhan and surrounding hospitals during the latest Covid19 crisis.

They have offered us 600 ventilators units as a favour due to our long-term relationship with AEONMED and wanting to support Australia.

The units which are available are:

- 1. Shangrila 510S (Bedside Unit) - 300 Units in end of May (Price: \$30,000)
- 2. VG70 (ICU Unit) - 300 Units in mid-June (Price: \$49,000)

Note: Our price includes transport if assistance provide we would reduce costs

I have attached the AEONMED CE Certificate of manufacturer and Brochure for each of the items.

We have also spoken with TGA about approval of these units, they are confident with a CE manufacturer they could fast track the approval with supporting evidence.

We are on very tight timeframes to secure these units as other countries have placed very large orders and placing pressure on AEONMED for supply. They are also flying in jets to pick up orders.

AEONMED has clearly indicated that they have order greater than supply and need to know whether we wish to secure these units by midday tomorrow. I understand this is a short deadline, but the world demand is extreme and we are competing against countries and large private groups.

MDT understands the seriousness of this pandemic given feedback from AOENMED and we are trying to everything possible to support Heath services in Australia.

Please note we have access to 100,000 95 masks that could be obtained as well timings also short similar to above if interested. Delivery would be 14 working days.

If you need further information please advise, we will be working late as well and feel free to call anytime after hours.

Regards

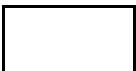
s47F
[Redacted]

Medical Device Technologies (MDT)

m: s47F [Redacted]

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F [Redacted] [@medicaldevicetechnologies.com.au](mailto:s47F@medicaldevicetechnologies.com.au)



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s22

From: Haslam, Travis
Sent: Friday, 27 March 2020 4:45 PM
To: EDWARDS, Caroline
Cc: s22
Subject: FW: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]
Attachments: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Pls see below – we are trying to sort based on advice earlier from Nick following s47F view. Will try to buy now.

Travis Haslam
Assistant Secretary

Australian Government Department of Health
T: s22 | E: s22 @health.gov.au
Location: Sirius Building s22
GPO Box 9848, Canberra ACT 2601, Australia

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Sent: Friday, 27 March 2020 4:38 PM
To: Mulder, Joanne s22 @industry.gov.au>; Haslam, Travis s22 @health.gov.au>, s22 @health.gov.au>
Cc: s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Hi Travis – attached are all the details. Bottom line:

1. Shangrila 510S (Bedside Unit) - 300 Units in end of May (Price: \$30,000)
2. VG70 (ICU Unit) - 300 Units in mid-June (Price: \$49,000)

Let me know if you need more.

Thanks

Duncan

UNCLASSIFIED

From: Mulder, Joanne
Sent: Friday, 27 March 2020 4:35 PM
To: Haslam, Travis s22 @health.gov.au>; McIntyre, Duncan s22 @industry.gov.au>; s22 @health.gov.au>
Cc: s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

I understand they sent a quote through. I will track it down.

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From: Haslam, Travis s22 [redacted] @health.gov.au]
Sent: Friday, 27 March 2020 4:24 PM
To: Mulder, Joanne s22 [redacted] @industry.gov.au>; McIntyre, Duncan s22 [redacted] @industry.gov.au>; s22 [redacted] @health.gov.au>
Cc: s22 [redacted] @industry.gov.au>; Coatsworth, Nick s22 [redacted] @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]
Importance: High

Do we have price, specs etc anything we can use to finalise a contract? I

Travis Haslam
Assistant Secretary

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Please let me know if you would like me to go back to AEONMED or discuss anything further. There is a deadline of **5pm** today.

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Can you advise what our target number would be?

Happy to discuss s22

Duncan

Duncan McIntyre
Head, Ventilator Taskforce
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Head of Division, AusIndustry – Industry Capability and Research
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Cc: EDWARDS, Caroline s22 [redacted] <[redacted]@health.gov.au>; Beauchamp, Glenys s22 [redacted] <[redacted]@industry.gov.au>
Subject: Re: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

UNCLASSIFIED

Thanks Travis.

We've noted the timing and will get onto this and come back to you tomorrow.

Jo

UNCLASSIFIED

From: "Haslam, Travis" s22 [redacted] <[redacted]@health.gov.au>
Date: Thursday, 26 March 2020 at 6:41:26 pm
To: "Coatsworth, Nick" s22 [redacted] <[redacted]@health.gov.au>, "Firman, Jenny" s22 [redacted] <[redacted]@health.gov.au>, "McIntyre, Duncan" s22 [redacted] <[redacted]@industry.gov.au>, "Mulder, Joanne" s22 [redacted] <[redacted]@industry.gov.au>
Cc: "EDWARDS, Caroline" s22 [redacted] <[redacted]@health.gov.au>, "Beauchamp, Glenys" s22 [redacted] <[redacted]@industry.gov.au>
Subject: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Hi all – urgent referral just now, info attached. Is this what we need and can we determine appropriate costs /delivery?

I have spoken to s47F [redacted] tonight and this has immediately followed. Advice please.

Note timing – tomorrow.

Travis Haslam
Assistant Secretary

[redacted]
 Australian Government Department of Health
 T: s22 [redacted] | E: s22 [redacted]@health.gov.au
 Location: Sirius Building s22 [redacted]
 GPO Box 9848, Canberra ACT 2601, Australia

The Department of Health acknowledges the traditional owners of country throughout Australia, and their continuing connection to land, sea and community. We pay our respects to them and their cultures, and to elders both past and present.

From: s47F [redacted] <[redacted]@medicaldevicetechnologies.com.au>
Sent: Thursday, 26 March 2020 6:08 PM
To: Haslam, Travis s22 [redacted] <[redacted]@health.gov.au>
Cc: s47F [redacted] <[redacted]@medicaldevicetechnologies.com.au>
Subject: AEONMED - Ventilators (ICU and Bedside) [SEC=No Protective Marking]

Dear Travis,

I would refer to your discussion with s47F

We have been a long-term dealer for AEONMED who is based in China. They manufacturer a range of medical equipment items and have a very strong network in China. AEONMED supplied over 4000 units to Wuhan and surrounding hospitals during the latest Covid19 crisis.

They have offered us 600 ventilators units as a favour due to our long-term relationship with AEONMED and wanting to support Australia.

The units which are available are:

- 1. Shangrila 510S (Bedside Unit) - 300 Units in end of May (Price: \$30,000)
- 2. VG70 (ICU Unit) - 300 Units in mid-June (Price: \$49,000)

Note: Our price includes transport if assistance provide we would reduce costs

I have attached the AEONMED CE Certificate of manufacturer and Brochure for each of the items.

We have also spoken with TGA about approval of these units, they are confident with a CE manufacturer they could fast track the approval with supporting evidence.

We are on very tight timeframes to secure these units as other countries have placed very large orders and placing pressure on AEONMED for supply. They are also flying in jets to pick up orders.

AEONMED has clearly indicated that they have order greater than supply and need to know whether we wish to secure these units by midday tomorrow. I understand this is a short deadline, but the world demand is extreme and we are competing against countries and large private groups.

MDT understands the seriousness of this pandemic given feedback from AOENMED and we are trying to everything possible to support Heath services in Australia.

Please note we have access to 100,000 95 masks that could be obtained as well timings also short similar to above if interested. Delivery would be 14 working days.

If you need further information please advise, we will be working late as well and feel free to call anytime after hours.

Regards

s47F

Medical Device Technologies (MDT)

m: s47F

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F @medicaldevicetechnologies.com.au



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Medical Device Technologies

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From: [Haslam, Travis](#)
To: [Coatsworth, Nick](#); [Firman, Jenny](#); [McIntyre, Duncan](#); [Mulder, Joanne](#)
Cc: [EDWARDS, Caroline](#); [Beauchamp, Glenys](#)
Subject: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]
Date: Thursday, 26 March 2020 6:41:26 PM
Attachments: [image001.png](#)
[859 Aeonmed-Q5 065725 0022 Rev.02\(1\).pdf](#)
[CE Certificate-Beijing Aeonmed \(1\).pdf](#)
[510 Brochure-En.pdf](#)
[VG70 Brochure-En \(2\).pdf](#)
Importance: High

Hi all – urgent referral just now, info attached. Is this what we need and can we determine appropriate costs /delivery?

I have spoken to s47F tonight and this has immediately followed. Advice please.

Note timing – tomorrow.

Travis Haslam
 Assistant Secretary

Australian Government Department of Health
 T: s22 | E: s22 @health.gov.au

Location: Sirius Building s22
 GPO Box 9848, Canberra ACT 2601, Australia

The Department of Health acknowledges the traditional owners of country throughout Australia, and their continuing connection to land, sea and community. We pay our respects to them and their cultures, and to elders both past and present.

From: Lee Gannon <leegannon@medicaldevicetechnologies.com.au>

Sent: Thursday, 26 March 2020 6:08 PM

To: Haslam, Travis s22 @health.gov.au>

Cc: s47F @medicaldevicetechnologies.com.au>

Subject: AEONMED - Ventilators (ICU and Bedside) [SEC=No Protective Marking]

Dear Travis,

I would refer to your discussion with s47F.

We have been a long-term dealer for AEONMED who is based in China. They manufacture a range of medical equipment items and have a very strong network in China. AEONMED supplied over 4000 units to Wuhan and surrounding hospitals during the latest Covid19 crisis.

They have offered us 600 ventilators units as a favour due to our long-term relationship with AEONMED and wanting to support Australia.

The units which are available are:

1. Shangrila 510S (Bedside Unit) - 300 Units in end of May (Price: \$30,000)
2. VG70 (ICU Unit) - 300 Units in mid-June (Price: \$49,000)

Note: Our price includes transport if assistance provide we would reduce costs

I have attached the AEONMED CE Certificate of manufacturer and Brochure for each of the items.

We have also spoken with TGA about approval of these units, they are confident with a CE manufacturer they could fast track the approval with supporting evidence.

We are on very tight timeframes to secure these units as other countries have placed very large orders and placing pressure on AEONMED for supply. They are also flying in jets to pick up orders. AEONMED has clearly indicated that they have order greater than supply and need to know whether we wish to secure these units by midday tomorrow. I understand this is a short deadline, but the world demand is extreme and we are competing against countries and large private groups.

MDT understands the seriousness of this pandemic given feedback from AEONMED and we are trying to everything possible to support Health services in Australia.

Please note we have access to 100,000 95 masks that could be obtained as well timings also short similar to above if interested. Delivery would be 14 working days.

If you need further information please advise, we will be working late as well and feel free to call anytime after hours.

Regards

s47F

Managing Director

Medical Device Technologies (MDT)

m: s47F

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F @medicaldevicetechnologies.com.au

[Redacted]

[Redacted]

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THIS DOCUMENT HAS BEEN RELEASED UNDER THE FREEDOM OF INFORMATION ACT BY THE DEPARTMENT OF HEALTH AND AGED CARE

s22

From: s47E(d)
Sent: Tuesday, 31 March 2020 10:29 AM
To: s22
Cc: s47E(d)
Subject: Commitment approval - Medical Device Technologies for Shangrila ventilators [SEC=OFFICIAL:Sensitive]
Attachments: RE: Commitment Approval: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]; MDT - Department of Health - Goods Contract - Ventilators - 31 Mar 2020 - to Delegate.docx; Medical Technologies Minute_5 YEAR WARRANTY_28Mar2020.docx
Importance: High

Hi s22

CA for MDT Shangrila ventilators, for provision up the line. Please note ME are waiting on instructions whether they need to draft a guarantee, which I've sought advice on from s22 Thanks, s22

COMMITMENT APPROVAL FOR THE SUPPLY OF VENTILATORS FOR THE NATIONAL MEDICAL STOCKPILE

This email seeks your:

- **APPROVE** the contract with Medical Device Technologies (ABN 95 122 938 363), using the contract developed for the Department of Health by MinterEllison (**Attachment A**);
- **APPROVE** expenditure for a total of up to \$12,600,000.00 (GST inclusive) under Section 23(3) of the *Public Governance, Performance and Accountability Act (PGPA Act)*.

Description	Quantity	Unit Price – Excl GST	Net Amount	GST	Total – Incl GST	Cost Centre
Shangrila 510S Integrated Respiratory Work Station	300	\$38,181.82	\$11,454,545.50	\$1,145,454.55	\$12,600,000.00	s47E(d)
Delivery by End of June 2020			TOTAL \$11,454,545.50 (GST Excl.)		\$12,600,000.00 (GST Incl.)	

- **NOTE** that Medical Device Technologies will be provided with the draft contract once you approve this Minute.
- **NOTE** that following execution of this contract, Medical Device Technologies will be paid 60% of the invoice total (\$7,560,000) by 31 March 2020 with the remainder paid on delivery of goods.

1. BACKGROUND/CONTEXT

On 30 January 2020 an outbreak was declared a Public Health Emergency of International Concern. This global alert was issued By the World Health Organization (WHO) in relation to Coronavirus. The Department approached various

suppliers to inquire regarding quantities of ventilators the Department could secure for the NMS. On 26 March, the supplier quoted for 300 Shangrila 510S (Bedside Unit).

On 27 March, you approved expenditure up to \$9,000,000 (GST inclusive) and a contract to be provided to Medical Device Technologies.

On 28 March, following receipt of the contract, Medical Device Technologies advised that the production schedule was missed and therefore the units could not be delivered by May 2020. They have agreed to supply the same number of ventilators (300) by late June 2020 (one month later than the original contract). For this to occur, 60% of the invoice total would need to be paid by Tuesday 31 March 2020, with the remainder paid on delivery of the goods.

Medical Device Technologies also advised that the warranty conditions in the original contract offered (5 years) could not be provided for the cost quoted, and that the total cost for 300 ventilators with a five year warranty would be \$12,600,000.00.

The Medical Scientific Advisory Unit (MSAU) has been consulted and has advised that the supply of the units with the one month delay is preferred over no supply. The MSAU has also advised that a five year warranty is preferred, as the units typically last around 10 years.

2. TIMEFRAME

The goods have been ordered prior to any contract being formed due to the extreme urgency for the Commonwealth to acquire the required ventilators.

3. CONTRACTUAL ARRANGEMENT

The contract has been prepared (**Attachment A**) using the contract developed by legal firm MinterEllison based on a Commonwealth goods contract, and in consultation with Legal and Assurance Division.

Contract Manager

The nominated Contract Manager for this arrangement will be the Director Health Emergency Countermeasures Section, Health Emergency Management Branch.

4. COMPLIANCE WITH COMMONWEALTH PROCUREMENT RULES

As outlined in the Minute to the Secretary (approved 19 March 2020), Paragraph 2.6 of the CPRs provides a lawful mechanism under which a procurement may be exempted from all or part of the CPRs. Paragraph 2.6 relevantly provides:

'These CPRs do not apply to the extent that an official applies measures determined by their Accountable Authority to be necessary ... to protect human health'.

5. EXPENDITURE AND FUNDS AVAILABILITY

The cost to the Department for the goods is up to **\$12,600,000.00** (GST incl). This is within your delegation limit under the Accountable Authority Financial Delegations Schedule 1, Table 1, Item 3, to approve proposals to commit relevant money up \$1000m (GST exclusive).

The Finance Business Partner has confirmed that funds will be made available from the nominated account Administered PRI048.

6. GENERAL

Risk Management

The risk profile developed as part of the Procurement Plan has been reviewed. The risk profile remains Low. There are no conflict of interest issues that have been raised throughout the process. Any significant risks and mitigations identified will be advised to the delegate.

Internal Reporting Requirements

Under the Department's Procurement Processing and Management policy, contracts must be registered within 2 business days of execution.

External Reporting Requirements

The contract will be reported on the Department's website in accordance with the Senate Order requirements of July 2001 (Murray Motion). As the contract is valued over \$10,000 it will be reported on AusTender within 42 days of entering into the contract, in line with the Commonwealth Procurement Rules (Division 1, Item 7, Reporting arrangements).

Attachments:

- A. Contract with Medical Device Technologies

s22

Office of Health Protection | Chief Medical Officer Group
Regulatory Policy Branch
Australian Government Department of Health
T: 02 6289 s22 | E: 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.

BY THE DEPARTMENT OF HEALTH AND AGED CARE

From: s22 on behalf of s47E(d)
To: s47E(d); s22
Cc: s47E(d); s22; s22; s22
Subject: RE: Commitment Approval: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]
Date: Tuesday, 31 March 2020 10:22:00 AM
Attachments: [image001.png](#)

Thanks s22 just confirmed with the supplier, its GST inclusive. I will amend the draft contract to state inclusive.

Thanks
s22

s22

Office of Health Protection | Chief Medical Officer Group
Regulatory Policy Branch
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
GPO Box 9848, Canberra ACT 2601, Australia

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From: s47E(d) @health.gov.au
Sent: Monday, 30 March 2020 10:08 PM
To: s22 @health.gov.au; s47E(d) s47E(d) @health.gov.au
Cc: s47E(d) @health.gov.au; s22 @health.gov.au; s22 @health.gov.au; s22 @health.gov.au
Subject: RE: Commitment Approval: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi s22

Only one suggestion for change within the CA minute, approval sought is for \$12.6M GST inclusive, however the draft contract states costs are GST exclusive, the attached invoice is silent on the GST stating neither inc or ex of gst. Would you please check correct expenditure amount and amend the minute or contract accordingly.

Noting the above suggestion, PAS endorses the way forward.

Cheers
s22

s22

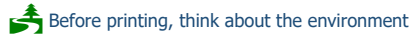
s22

Procurement Advisory Service

Financial Management Division | Chief Operating Officer (COO) Group
Financial Business Support Branch
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au OR s47E(d) @health.gov.au
Location: Sirius Building s22
PO Box 9848, Canberra ACT 2601, Australia

The Department of Health acknowledges the traditional owners of country throughout Australia, and their continuing connection to

land, sea and community. We pay our respects to them and their cultures, and to elders both past and present.



From: s22 [redacted]@health.gov.au>
Sent: Monday, 30 March 2020 9:38 PM
To: s47E(d) [redacted]@health.gov.au>
Cc: s47E(d) [redacted]@health.gov.au>; s22 [redacted]@health.gov.au>
Subject: Commitment Approval: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

As discussed. For your advice/clearance of the attached CA.

The exact figures to be calculated.

Again, the A/g Secretary is aware of the approach and all of the overarching obligations and risks already.

I will have Minter Ellison finalise the contract now.

Regards

s22 [redacted]

Director

Office of Health Protection Division | Chief Medical Officer Group
 Australian Government Department of Health
 T: 02 6289s22 [redacted] | E: s22 [redacted]@health.gov.au
 Location: Scarborough House s22 [redacted]
 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: s47E(d) [redacted]@health.gov.au>
Sent: Saturday, 28 March 2020 4:19 PM
To: s22 [redacted]@health.gov.au>
Cc: s47E(d) [redacted]@health.gov.au>
Subject: RE: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi s22 [redacted]

As discussed, I have spoken with s47F [redacted] regarding the delayed delivery timeframe of June 2020 (one month later) and five-year vs one-year warranty. s47F [redacted] advice is that a delay of one month would be preferable over no supply, and that given the units typically last around 10 years, a five year warranty would be preferable.

I have therefore redrafted the Minute to the Acting Secretary to reflect:

- a) A total amount payable of \$12,600,000 (GST inclusive);
- b) 60% of the invoice total payable by 31 March 2020 with the remainder paid on delivery of goods;
- c) The delayed delivery date; and

d) Expanding on the background to explain the situation.

I have also redrafted the contract to reflect the above, with the exception of (b) – when the draft contract goes to ME for review, we will need to ask them to include (b) above into the appropriate sections of the contract.

I have not provided these documents beyond this email at this stage given the other priorities this afternoon. However, in order to make the order timeframe and a 60% payment by Tues 31 Mar, this will need to be progressed quickly.

Cheers

s22

s22

Office of Health Protection | Chief Medical Officer Group
Regulatory Policy Branch
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
GPO Box 9848, Canberra ACT 2601, Australia

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From: s22 @health.gov.au>
Sent: Saturday, 28 March 2020 1:38 PM
To: s22 @health.gov.au>
Cc: s47E(d) @health.gov.au>
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Can you be across this – no action yet/

From: s47F @medicaldevicetechnologies.com.au>
Sent: Saturday, 28 March 2020 1:33 PM
To: Mulder, Joanne s22 @industry.gov.au>
Cc: s22 @health.gov.au>; s47F s47F @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 s22 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,

s47F

Medical Device Technologies (MDT)

m: s47F

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F [@medicaldevicetechnologies.com.au](mailto:s47F@medicaldevicetechnologies.com.au)

BY THE DEPARTMENT OF HEALTH AND AGED CARE

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MINUTE TO THE ACTING SECRETARY**To:** Caroline Edwards**SUBJECT****COMMITMENT APPROVAL FOR THE SUPPLY OF PERSONAL PROTECTIVE EQUIPMENT FOR THE NATIONAL MEDICAL STOCKPILE****Purpose**

This Minute recommends that you:

- **APPROVE** the contract with Medical Device Technologies (ABN 95 122 938 363), using the contract developed for the Department of Health Contract by MinTer Ellis (**Attachment A**);
- **APPROVE** expenditure for a total of up to \$9,000,000.00 (GST inclusive) under Section 23(3) of the *Public Governance, Performance and Accountability Act (PGPA Act)*.

Description	Quantity	Unit Price – Excl GST	Net Amount	GST	Total – Incl GST	Cost Centre
Shangrila 510S Integrated Respiratory Work Station	300	\$27,272.73	\$8,181,818.18	\$818,181.82	\$9,000,000.00	s47E(d)
Delivery by End of May 2020			TOTAL \$8,181,818.18 (GST Excl.)		\$9,000,000.00 (GST Incl.)	

- NOTE that Medical Device Technologies will be provided with the draft contract once you approve this Minute.

BACKGROUND/CONTEXT

On 30 January 2020 an outbreak was declared a Public Health Emergency of International Concern. This global alert was issued By the World Health Organization (WHO) in relation to Coronavirus.

The Department approached various suppliers to inquire regarding quantities of ventilators the Department could secure for the NMS. On 26 March, the suppliers quoted for 300 Shangrila 510S (Bedside Unit).

TIMEFRAME

The supplier will be notified as soon as you approve this Minute. Goods will be available by June 2020.

CONTRACTUAL ARRANGEMENT

The contract has been prepared (**Attachment A**) using the contract developed by legal firm Minter Ellison based on a Commonwealth goods contract, and in consultation with Legal and Assurance Division.

Contract Manager

The nominated Contract Manager for this arrangement will be the Director Health Emergency Countermeasures Section, Health Emergency Management Branch.

COMPLIANCE WITH COMMONWEALTH PROCUREMENT RULES

The procurement process was conducted under a determination for the protection of human health made by the Secretary under paragraph 2.6 of the Commonwealth Procurement Rules (CPRs) on 18 March 2020. Under her determination, the CPRs do not apply to this procurement.

EXPENDITURE AND FUNDS AVAILABILITY

The cost to the Department for the goods is up to **\$9,000,000.00** (GST incl). This is within your delegation limit under the Accountable Authority Financial Delegations Schedule 1, Table 1, Item 3, to approve proposals to commit relevant money up \$1000m (GST exclusive).

The Finance Business Partner has confirmed that funds will be made available from the nominated account Administered PRI048.

GENERAL

Risk Management

The risk profile developed as part of the Procurement Plan has been reviewed. The risk profile remains Low. There are no conflict of interest issues that have been raised throughout the process. Any significant risks and mitigations identified will be advised to the delegate.

Internal Reporting Requirements

Under the Department’s Procurement Processing and Management policy, contracts must be registered within 2 business days of execution.

External Reporting Requirements

The contract will be reported on the Department’s website in accordance with the Senate Order requirements of July 2001 (Murray Motion). As the contract is a valued over \$10,000 it will be reported on AusTender within 42 days of entering into the contract, in line with the Commonwealth Procurement Rules (Division 1, Item 7, Reporting arrangements).

DELEGATE APPROVALS

It is recommended that you:

<p>APPROVE the contract with Medical Device Technologies for the provision of purchasing Ventilators for the National Medical Stockpile (NMS), using the proposed contract (Attachment A);</p>	<p>APPROVED / NOT APPROVED</p>
--	--------------------------------

BY THE DEPARTMENT OF HEALTH AND HUMAN SERVICES

Prepared by:
s47F



Travis Haslam
Assistant Secretary
Office of Health Protection

Approved by:
s47F



Caroline Edwards
A/g Secretary
Department of Health

Attachments:

- A. Contract with Medical Device Technologies

Contact officer:

s22 [REDACTED]

Phone:

s22 [REDACTED]

BY THE DEPARTMENT OF HEALTH AND AGED CARE

s22

From: s22
Sent: Monday, 30 March 2020 4:17 PM
To: Haslam, Travis
Subject: For advice - FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hey Travis,

I have progressed this with Minter Ellison and PAS in anticipation of advice back on the June delivery (noting Caroline’s earlier comment on Medtronic too).

Please note that in addition to requesting a further ~\$3.6m for 5 year warranty (they only quote 1 year), MDT are also seeking an upfront payment of 60% of invoice (paid by tomorrow) which is \$7.56M tomorrow.

There does need to be a decision made here as to whether we go ahead (and get 500 in June) or hope that we can secure further GE units now (obviously still to be confirmed).

Regards

s22

Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Scarborough House s22
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: Mulder, Joanne s22 @industry.gov.au>
Sent: Monday, 30 March 2020 4:01 PM
To: s22 @health.gov.au>; Haslam, Travis s22 @health.gov.au>
Cc: s22 @industry.gov.au>; McIntyre, Duncan s22 @industry.gov.au>
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi s22 and Travis, I know things are extremely busy, but can you please let me know if we are going to proceed with the AEONMED order through Medical Devices Technology? If we don’t secure ASAP, we are going to miss out.

Jo

From: s47F @medicaldevicetechnologies.com.au]
Sent: Monday, 30 March 2020 3:57 PM
To: Mulder, Joanne s22 @industry.gov.au>
Cc: s47F @medicaldevicetechnologies.com.au>
Subject: Re: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi Joanne,

TGA has registered AEONMED as a Manufacturer and recognised the AEOMED Shangrila 501S Ventilator. We now just need to make the final invoice payment. This will be paid once an order is placed and money received. One less risk issue.

We have been contacted by the manufacturer and today demand has escalate due to the USA limiting the export of ventilators by US companies, they are placing pressure on us to act.

Regards,

s47F
[Redacted]

Medical Device Technologies (MDT)

m: s47F
a: PO Box 62 Ashgrove 4060
w: www.medicaldevicetechnologies.com.au e s47F @medicaldevicetechnologies.com.au



DEPARTMENT OF HEALTH AND AGED CARE

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On Sun, 29 Mar 2020 at 10:51, Mulder, Joanne s22 @industry.gov.au> wrote:

Thank s47F completely understand and no need to apologise. We are not working in normal circumstances!

Kind regards

Jo

From: s47F [redacted] @medicaldevicetechnologies.com.au]
Sent: Sunday, 29 March 2020 11:41 AM
To: Mulder, Joanne s22 [redacted] @industry.gov.au>
Cc: s22 [redacted] @health.gov.au; s47F [redacted] @medicaldevicetechnologies.com.au>; Haslam, Travis s22 [redacted] @health.gov.au>
Subject: Re: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi Joanne,

Thank you for responding and apologies for being so forthright. Under normal circumstances, this would not occur. The market is changing so quickly, my contact in AEONMED as indicated this morning that they are expecting additional orders across all countries and USA position is taking up any supply in the market.

Regards,

BY THE DEPARTMENT OF HEALTH AND AGED CARE

s47F [redacted]

Medical Device Technologies (MDT)

m: s47F [redacted]
a: PO Box 62 Ashgrove 4060
w: www.medicaldevicetechnologies.com.au **e:** s47F [redacted] @medicaldevicetechnologies.com.au



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On Sun, 29 Mar 2020 at 09:38, Mulder, Joanne s22 [redacted] <s22@industry.gov.au> wrote:

Hi s47F [redacted]

Thanks you for your email and confirming what we discussed on Friday evening.

I have noted your timing and will be working with the Department of Health to come back to you with a position.

Kind regards

Jo

BY THE DEPARTMENT OF HEALTH AND AGED CARE

From: s47F [redacted] <s47F@medicaldevicetechnologies.com.au>
Sent: Saturday, 28 March 2020 1:33 PM
To: Mulder, Joanne s22 [redacted] <s22@industry.gov.au>
Cc: s22 [redacted] <s22@health.gov.au>; s47F [redacted] <s47F@medicaldevicetechnologies.com.au>
Subject: AEONMED Shangrila 510S Ventilator

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 s22 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,

s47F

Medical Device Technologies (MDT)

m: s47F

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F@medicaldevicetechnologies.com.au



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BY THE DEPARTMENT OF HEALTH AND AGED CARE

UNCLASSIFIED

UNCLASSIFIED

UNCLASSIFIED

s22

From: s22
Sent: Saturday, 28 March 2020 6:00 PM
To: Haslam, Travis
Cc: s47E(d)
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]
Attachments: AUSFEDShangrila 510S 30032020 Invoice 000001AFG.docx; AUSFEDShangrila 510S 30032020 Invoice 000001AFGB.docx

Hi Travis,

As discussed, seeking your direction on whether to continue to pursue the 300 ventilators from Medical Device Technologies.

Medical Devices Technologies indicates that they won't have the 300 AEONMED Shangrila 510S Integrated Respiratory Work Station until late June (as opposed to the original end of May request). It is a minimal delay but I note previous concerns about aligning availability with need.

If we wish to proceed, we can progress a redraft to the contract and seek new commitment approval for contract to reflect higher costs for longer warranty (adding \$3.6m) as well as adjust for 60% upfront (\$7.56M). Staying with a shorter one year warranty would still require (\$5.4m) by Tuesday although I understand from MSAU contact that these units 'usually last 10 years so the longer warranty would be preferable'.

What we have already in play:

s22



We have an amended CA and contract that can go to PAS and ME now if we wish to continue with the MDT contract.

Btw I don't have visibility of the Mindray process is.

Regards

s22

Director

Office of Health Protection Division | Chief Medical Officer Group
 Australian Government Department of Health
 T: 02 6289 s22 | E: s22 @health.gov.au
 Location: Scarborough House s22
 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: Mulder, Joanne s22 [redacted]@industry.gov.au>
Sent: Saturday, 28 March 2020 1:40 PM
To: Haslam, Travis s22 [redacted]@health.gov.au>
Cc: s22 [redacted]@health.gov.au>; s22 [redacted]@industry.gov.au>
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi Travis

Below is confirmation that the delivery of the AEONMED product would be end June, however they have also raised some contract issues below, which they say the Commonwealth would need to agree to.

I will discuss the end June date with Duncan and others and come back to you with our view on whether or not to proceed based on timing. We will leave the terms of the contract with you – trust that is the process?

Regards

Jo

From: s47F [redacted]@medicaldevicetechnologies.com.au]
Sent: Saturday, 28 March 2020 1:33 PM
To: Mulder, Joanne s22 [redacted]@industry.gov.au>
Cc: s22 [redacted]@health.gov.au; s47F [redacted]@medicaldevicetechnologies.com.au>
Subject: AEONMED Shangrila 510S Ventilator

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 s22 [redacted] 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,

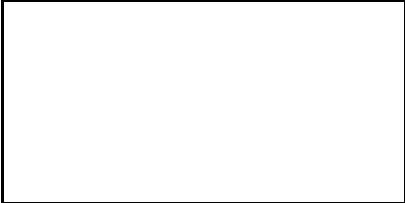
s47F
[Redacted]

Medical Device Technologies (MDT)

m: s47F [Redacted]

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F [Redacted] [@medicaldevicetechnologies.com.au](mailto:s47F@medicaldevicetechnologies.com.au)



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BY THE DEPARTMENT OF HEALTH AND AGED CARE

UNCLASSIFIED

s22

From: EDWARDS, Caroline
Sent: Friday, 27 March 2020 5:19 PM
To: Haslam, Travis
Cc: s22
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Whatever you prefer. I have printer and scanner at home now too so me going home is no constraint

Acting Secretary
Australian Government Department of Health
T: 02.6289 s22 | Location: s22 Scarborough House
PO Box 9848, Canberra ACT 2601, Australia

EA: s22 02 6289 s22

From: Haslam, Travis s22 @health.gov.au>
Sent: Friday, 27 March 2020 5:15 PM
To: EDWARDS, Caroline s22 @health.gov.au>
Cc: s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Detmold, medcon definitely. Ventilators will be pulling a rabbit out of a hat and we will sign and send, rather than send and sign on return if you are happy to do so.

Travis Haslam
Assistant Secretary

Australian Government Department of Health
T: s22 | E: s22 @health.gov.au
Location: Sirius Building s22
GPO Box 9848, Canberra ACT 2601, Australia

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From: EDWARDS, Caroline s22 @health.gov.au>
Sent: Friday, 27 March 2020 5:00 PM
To: Haslam, Travis s22 @health.gov.au>
Cc: s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Great ta. Will I be right to sign it before 6.30? have a vain hope I might go home

Acting Secretary
Australian Government Department of Health
T: 02.6289 s22 | Location: s22 Scarborough House
PO Box 9848, Canberra ACT 2601, Australia

EA: s22 02 6289 s22

From: Haslam, Travis s22 @health.gov.au>
Sent: Friday, 27 March 2020 4:48 PM
To: EDWARDS, Caroline s22 @health.gov.au>

Cc: s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

End of May – I think we try those first and don't do the June ones to hedge?
Detmold is coming – need final copy after they agreed just now, as is Medcon letter of intent.

Travis Haslam
Assistant Secretary

Australian Government Department of Health
T: s22 | E: s22 @health.gov.au
Location: Sirius Building s22
GPO Box 9848, Canberra ACT 2601, Australia

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From: EDWARDS, Caroline s22 @health.gov.au>
Sent: Friday, 27 March 2020 4:46 PM
To: Haslam, Travis s22 @health.gov.au>
Cc: s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

BY THE DEPARTMENT OF HEALTH AND AGED CARE

Is the timing too late?

Also – do I have Detmold contract to sign?

Acting Secretary
Australian Government Department of Health
T: 02.6289 s22 | Location: s22 Scarborough House
PO Box 9848, Canberra ACT 2601, Australia

EA: s22 02 6289 s22

From: Haslam, Travis s22 @health.gov.au>
Sent: Friday, 27 March 2020 4:45 PM
To: EDWARDS, Caroline s22 @health.gov.au>
Cc: s22 @health.gov.au>
Subject: FW: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Pls see below – we are trying to sort based on advice earlier from Nick following s47F view. Will try to buy now.

Travis Haslam
Assistant Secretary

Australian Government Department of Health
T: s22 | E: s22 @health.gov.au
Location: Sirius Building s22
GPO Box 9848, Canberra ACT 2601, Australia

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From: McIntyre, Duncan s22 [redacted] @industry.gov.au>
Sent: Friday, 27 March 2020 4:38 PM
To: Mulder, Joanne s22 [redacted] @industry.gov.au>; Haslam, Travis s22 [redacted] @health.gov.au>; s22 [redacted] @health.gov.au>
Cc: s22 [redacted] @industry.gov.au>; Coatsworth, Nick s22 [redacted] @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Hi Travis – attached are all the details. Bottom line:

1. Shangrila 510S (Bedside Unit) - 300 Units in end of May (Price: \$30,000)
2. VG70 (ICU Unit) - 300 Units in mid-June (Price: \$49,000)

Let me know if you need more.

Thanks

Duncan

UNCLASSIFIED

From: Mulder, Joanne
Sent: Friday, 27 March 2020 4:35 PM
To: Haslam, Travis s22 [redacted] @health.gov.au>; McIntyre, Duncan s22 [redacted] @industry.gov.au>; s22 [redacted] @health.gov.au>
Cc: s22 [redacted] @industry.gov.au>; Coatsworth, Nick s22 [redacted] @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

I understand they sent a quote through. I will track it down.

UNCLASSIFIED

From: Haslam, Travis s22 [redacted] @health.gov.au]
Sent: Friday, 27 March 2020 4:24 PM
To: Mulder, Joanne s22 [redacted] @industry.gov.au>; McIntyre, Duncan s22 [redacted] @industry.gov.au>; s22 [redacted] @health.gov.au>
Cc: s22 [redacted] @industry.gov.au>; Coatsworth, Nick s22 [redacted] @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]
Importance: High

Do we have price, specs etc anything we can use to finalise a contract? I

Travis Haslam
Assistant Secretary

Australian Government Department of Health
T: s22 [redacted] | E: s22 [redacted] @health.gov.au
Location: Sirius Building s22 [redacted]
GPO Box 9848, Canberra ACT 2601, Australia

The Department of Health acknowledges the traditional owners of country throughout Australia, and their continuing connection to land, sea and community. We pay our respects to them and their cultures, and to elders both past and present.

From: Mulder, Joanne s22 [redacted] @industry.gov.au>
Sent: Friday, 27 March 2020 4:11 PM
To: Haslam, Travis s22 [redacted] @health.gov.au>; McIntyre, Duncan s22 [redacted] @industry.gov.au>
Cc: s22 [redacted] @industry.gov.au>; Coatsworth, Nick s22 [redacted] @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Hi Travis

Based on the advice we have received, we would recommend the purchase of the AEOMED products. I have spoken with s47F and confirmed that both are invasive. The delivery of the bedside unit is end May and the ICU unit mid to late June. Again there is a timing issue here, however hopefully if/when you are in contract discussions they may be able to be delivered earlier. The Shangrila is the preferred product, so be good to get that earlier.

Please let me know if you would like me to go back to AEONMED or discuss anything further. There is a deadline of 5pm today.

Thanks
Jo

UNCLASSIFIED
UNCLASSIFIED
UNCLASSIFIED

From: Haslam, Travis s22 @health.gov.au]
Sent: Friday, 27 March 2020 12:08 PM
To: Mulder, Joanne s22 @industry.gov.au>; McIntyre, Duncan s22 @industry.gov.au>
Subject: FW: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL:Sensitive]

Hi – noting all of the below, can someone please call s47F about the AEON kit. His contact came from PMO and there is a need to engage further, even if to better understand their offer and options, just in case we need to change path at any stage. I didn't say no or commit to anything to him, other than we shared the info with experts.
 Thanks
 Travis

Travis Haslam
 Assistant Secretary

Australian Government Department of Health
 T: s22 E: s22 @health.gov.au
 Location: Sirius Building s22
 GPO Box 9848, Canberra ACT 2601, Australia

The Department of Health acknowledges the traditional owners of country throughout Australia, and their continuing connection to land, sea and community. We pay our respects to them and their cultures, and to elders both past and present.

From: EDWARDS, Caroline s22 @health.gov.au>
Sent: Friday, 27 March 2020 12:01 PM
To: Beauchamp, Glenys s22 @industry.gov.au>; McIntyre, Duncan s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>; Mulder, Joanne s22 @industry.gov.au>; Haslam, Travis s22 @health.gov.au>; Firman, Jenny s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL:Sensitive]

Yes. I see no downside to helping Res med gear up.

If (as I strongly hope) we do not run out of capacity – we can always export to countries who need them.

It is an industry which I would like to exit this pandemic stronger so that we have more capacity for the future and be better prepared if this ever happens again.

That is my view on the local PPE production too.

Any progress on lower standard mask / PPE productions? We could certainly use about a billion lower grade masks for community and industry use.

Acting Secretary
Australian Government Department of Health
T: 02.6289 s22 | Location: s22 Scarborough House
PO Box 9848, Canberra ACT 2601, Australia

EA: s22 02 6289 s22

From: Beauchamp, Glenys s22 @industry.gov.au>
Sent: Friday, 27 March 2020 11:56 AM
To: EDWARDS, Caroline s22 @health.gov.au>; McIntyre, Duncan s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>; Mulder, Joanne s22 @industry.gov.au>; Haslam, Travis s22 @health.gov.au>; Firman, Jenny s22 @health.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [DLM=For-Official-Use-Only]

Thanks - And to see what it would take to get more from Resmed?, gb

Glenys Beauchamp
Health Industry Coordination Group
s22

For Official Use Only

From: EDWARDS, Caroline s22 @health.gov.au]
Sent: Friday, 27 March 2020 11:43 AM
To: McIntyre, Duncan s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>; Mulder, Joanne s22 @industry.gov.au>; Haslam, Travis s22 @health.gov.au>; Firman, Jenny s22 @health.gov.au>
Cc: Beauchamp, Glenys s22 @industry.gov.au>
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

The key variable which I am not sure is appreciated is that Brendan, Nick and a critical mass of intensivists experts now appear to be comfortable that the Lumis machines can operate as invasive ventilators as needed.

This means that combined existing, the 5,500 total Resmed buy and the repurpose of anaesthetic machines we probably have enough to match our maximum ICU capacity. This is the crux of Nick's email below.

The contract with Resmed is executed so I would have thought the key activities here are to work with Resmed to ensure that deliver occurs as planned – incrementally with all delivered by 30 April and concluding the contract on the consumables.

Acting Secretary
Australian Government Department of Health
T: 02.6289 s22 | Location: s22 Scarborough House
PO Box 9848, Canberra ACT 2601, Australia

EA: s22 02 6289 s22

From: McIntyre, Duncan
Sent: Friday, 27 March 2020 11:34 AM

To: EDWARDS, Caroline ; Coatsworth, Nick ; Mulder, Joanne ; Haslam, Travis ; Firman, Jenny
Cc: Beauchamp, Glenys
Subject: RE: Urgent AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

Caroline, Nick

I'm keen for a read from you on the target number of high quality ICU ventilators we want.

Our tracker is attached. We are firming up numbers but we have been basing our target on s47F work. We think there's still a considerable gap, in the 1000's, based on availability by July (and May would be better). As a consequence we are pursuing all options and working to bring the delivery forward.

Can you advise what our target number would be?

Happy to discuss s22

Duncan

Duncan McIntyre

Head, Ventilator Taskforce

s22 @industry.gov.au

Head of Division, AusIndustry – Industry Capability and Research

s22 @industry.gov.au

Executive Assistant: s22

s22 @industry.gov.au

Department of Industry, Science, Energy and Resources

Level 8, Industry House

10 Binara Street, Canberra City, ACT 2601

Internet: www.business.gov.au

Supporting economic growth and job creation for all Australians

UNCLASSIFIED

From: EDWARDS, Caroline s22 @health.gov.au]

Sent: Friday, 27 March 2020 11:24 AM

To: Coatsworth, Nick ; Mulder, Joanne ; Haslam, Travis ; Firman, Jenny ; McIntyre, Duncan

Cc: Beauchamp, Glenys

Subject: RE: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

I think we need to be very mindful of this advice – ie that we think the Resmed order is close to meeting our need (or at least our maximum possible ICU capacity).

While new ideas / options on ventilators should not be ignore, we need to focus on our other critical shortages – masks, gowns, goggles, gloves and swabs

My sense is that the local market, including alcohol producers are stepping up on hand sanitiser but let me know if I am wrongly optimistic about this.

Acting Secretary
 Australian Government Department of Health
 T: 02.6289 s22 | Location: s22 Scarborough House
 PO Box 9848, Canberra ACT 2601, Australia

EA: s22 02 6289 s22

From: Coatsworth, Nick s22 @health.gov.au>
Sent: Thursday, 26 March 2020 7:25 PM
To: Mulder, Joanne s22 @industry.gov.au>; Haslam, Travis s22 @health.gov.au>;
 Firman, Jenny s22 @health.gov.au>; McIntyre, Duncan s22 @industry.gov.au>
Cc: EDWARDS, Caroline s22 @health.gov.au>; Beauchamp, Glenys
 s22 @industry.gov.au>
Subject: RE: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Hi Travis.

I would say no to this.

The Chinese appear to be dumping on the market, this one doesn't have the imprimatur of F&P like the MindRay. It is untested and I have some concerns with the brochure and tech specs.

Recommend going ahead with procuring the MindRay's but limit further procurement.

As national stockpile items (if there is agreement that they should be in the stockpile and not distributed until required – which is my view) 500 astral 150's, 200 MindRays backed up by 5000 lumis 150s is sufficient for a catastrophic scenario, in addition to our current capacity.

Cheers

Nick

From: Mulder, Joanne s22 @industry.gov.au>
Sent: Thursday, 26 March 2020 7:19 PM
To: Haslam, Travis s22 @health.gov.au>; Coatsworth, Nick
 s22 @health.gov.au>; Firman, Jenny s22 @health.gov.au>; McIntyre, Duncan
 s22 @industry.gov.au>
Cc: EDWARDS, Caroline s22 @health.gov.au>; Beauchamp, Glenys
 s22 @industry.gov.au>
Subject: Re: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=UNCLASSIFIED]

UNCLASSIFIED

Thanks Travis.

We've noted the timing and will get onto this and come back to you tomorrow.

Jo

UNCLASSIFIED

From: "Haslam, Travis" s22 @health.gov.au>
Date: Thursday, 26 March 2020 at 6:41:26 pm
To: "Coatsworth, Nick" s22 @health.gov.au>, "Firman, Jenny"

s22 @health.gov.au>, "McIntyre, Duncan" s22 @industry.gov.au>, "Mulder, Joanne" s22 @industry.gov.au>
 Cc: "EDWARDS, Caroline" s22 @health.gov.au>, "Beauchamp, Glenys" s22 @industry.gov.au>
Subject: Urgent FW: AEONMED - Ventilators (ICU and Bedside) [SEC=OFFICIAL]

Hi all – urgent referral just now, info attached. Is this what we need and can we determine appropriate costs /delivery?

I have spoken to s47F tonight and this has immediately followed. Advice please.

Note timing – tomorrow.

Travis Haslam
 Assistant Secretary

Australian Government Department of Health
 T: s22 | E: s22 @health.gov.au
 Location: Sirius Building s22
 GPO Box 9848, Canberra ACT 2601, Australia

The Department of Health acknowledges the traditional owners of country throughout Australia, and their continuing connection to land, sea and community. We pay our respects to them and their cultures, and to elders both past and present.

From: s47F @medicaldevicetechnologies.com.au>
Sent: Thursday, 26 March 2020 6:08 PM
To: Haslam, Travis s22 @health.gov.au>
Cc: s47F @medicaldevicetechnologies.com.au>
Subject: AEONMED - Ventilators (ICU and Bedside) [SEC=No Protective Marking]

Dear Travis,

I would refer to your discussion s47F

We have been a long-term dealer for AEONMED who is based in China. They manufacturer a range of medical equipment items and have a very strong network in China. AEONMED supplied over 4000 units to Wuhan and surrounding hospitals during the latest Covid19 crisis.

They have offered us 600 ventilators units as a favour due to our long-term relationship with AEONMED and wanting to support Australia.

The units which are available are:

1. Shangrila 510S (Bedside Unit) - 300 Units in end of May (Price: \$30,000)
2. VG70 (ICU Unit) - 300 Units in mid-June (Price: \$49,000)

Note: Our price includes transport if assistance provide we would reduce costs

I have attached the AEONMED CE Certificate of manufacturer and Brochure for each of the items.

We have also spoken with TGA about approval of these units, they are confident with a CE manufacturer they could fast track the approval with supporting evidence.

We are on very tight timeframes to secure these units as other countries have placed very large orders and placing pressure on AEONMED for supply. They are also flying in jets to pick up orders.

AEONMED has clearly indicated that they have order greater than supply and need to know whether we wish to secure these units by midday tomorrow. I understand this is a short deadline, but the world demand is extreme and we are competing against countries and large private groups.

MDT understands the seriousness of this pandemic given feedback from AOENMED and we are trying to everything possible to support Heath services in Australia.

Please note we have access to 100,000 95 masks that could be obtained as well timings also short similar to above if interested. Delivery would be 14 working days.

If you need further information please advise, we will be working late as well and feel free to call anytime after hours.

Regards

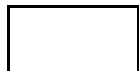
s47F
[Redacted]

Medical Device Technologies (MDT)

m: s47F [Redacted]

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au e: s47F [Redacted] [@medicaldevicetechnologies.com.au](mailto:s47F@medicaldevicetechnologies.com.au)



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BY THE DEPARTMENT OF HEALTH AND AGED CARE

s22

From: EDWARDS, Caroline
Sent: Sunday, 29 March 2020 2:47 PM
To: Norris, Sarah; Street, Celia
Cc: s22; s22@health.gov.au
Subject: RE: REUQEST For DIRECTION - FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

I think it is too late but get Nick C to advise if worthwhile. Happy to purchase if useful or even might be useful but dates seem to far away

Sent with BlackBerry Work
(www.blackberry.com)

From: Norris, Sarah s22@health.gov.au>
Date: Sunday, 29 Mar 2020, 1:23 pm
To: EDWARDS, Caroline s22@health.gov.au>, Street, Celia s22@health.gov.au>
Cc: s22@health.gov.au>
Subject: FW: REUQEST For DIRECTION - FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi – appreciate your advice regarding the email below. If you want us to proceed we will arrange the appropriate paperwork/approvals.

Kind regards
Sarah

From: s22@health.gov.au>
Sent: Sunday, 29 March 2020 1:04 PM
To: Norris, Sarah s22@health.gov.au>
Subject: REUQEST For DIRECTION - FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hey Sarah,
As Travis is off today, I am seeking guidance on progressing this one. I understand there was some view that June would be too late... is this still the case or should we pursue? i.e. do you want to proceed with a contract with MDT to deliver 300 AEONMED Shangrila 510S Integrated Respiratory Work Station until late June.
Current contract listed below:

s22



I've asked PAS and Minter Ellison to look at updated commitment approval and contract to reflect these proposed changes.

Regards
s22

Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Scarborough House s22
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: s22
Sent: Saturday, 28 March 2020 6:04 PM
To: Haslam, Travis s22 @health.gov.au >
Cc: s47E(d) @health.gov.au >
Subject: RE: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]
Received a call from Medtronics and updated below.

From: s22
Sent: Saturday, 28 March 2020 6:00 PM
To: Haslam, Travis s22 @health.gov.au >
Cc: s47E(d) @health.gov.au >
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi Travis,
As discussed, seeking your direction on whether to continue to pursue the 300 ventilators from Medical Device Technologies.
Medical Devices Technologies indicates that they won't have the 300 AEONMED Shangrila 510S Integrated Respiratory Work Station until late June (as opposed to the original end of May request). It is a minimal delay but I note previous concerns about aligning availability with need.
If we wish to proceed, we can progress a redraft to the contract and seek new commitment approval for contract to reflect higher costs for longer warranty (adding \$3.6m) as well as adjust for 60% upfront (\$7.56M). Staying with a shorter one year warranty would still require (\$5.4m) by Tuesday although I understand from MSAU contact that these units 'usually last 10 years so the longer warranty would be preferable'.

What we have already in play:

s22


We have an amended CA and contract that can go to PAS and ME now if we wish to continue with the MDT contract. Btw I don't have visibility of the Mindray process is.

Regards

s22
Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Scarborough House s22
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: Mulder, Joanne s22 @industry.gov.au >
Sent: Saturday, 28 March 2020 1:40 PM
To: Haslam, Travis s22 @health.gov.au >
Cc: s22 @health.gov.au >; s22 @industry.gov.au >
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi Travis

Below is confirmation that the delivery of the AEONMED product would be end June, however they have also raised some contract issues below, which they say the Commonwealth would need to agree to.

I will discuss the end June date with Duncan and others and come back to you with our view on whether or not to proceed based on timing. We will leave the terms of the contract with you – trust that is the process?

Regards

Jo

From: s47F [redacted] @medicaldevicetechnologies.com.au]

Sent: Saturday, 28 March 2020 1:33 PM

To: Mulder, Joanne s22 [redacted] @industry.gov.au>

Cc: s22 [redacted] @health.gov.au; s47F [redacted] @medicaldevicetechnologies.com.au>

Subject: AEONMED Shangrila 510S Ventilator

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 s22 [redacted] 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,

s47F [redacted]

Medical Device Technologies (MDT)

m: s47F [redacted]

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au **e:** s47F [redacted] @medicaldevicetechnologies.com.au



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UNCLASSIFIED

BY THE DEPARTMENT OF HEALTH AND AGED CARE

s22

From: s22
Sent: Monday, 30 March 2020 10:51 PM
To: HASLAM, Travis
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

Prepayment

\$7,560,000 to MDT by 31 March 2020

Don't disagree re the guarantee. Will seek to have appropriate clauses included.

Regards

s22

Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Scarborough House s22
GPO Box 9848, Canberra ACT 2601, Australia

BY THE DEPARTMENT OF HEALTH AND AGED CARE

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From: Haslam, Travis s22 @health.gov.au>
Sent: Monday, 30 March 2020 10:16 PM
To: s22 @health.gov.au>
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

Well done- all over it!
I think we should consider bank guarantee or alternative?

What's total value of the mdt deal; ie total risk of 60% \$ wise?
Can chat tomorrow, no need to respond to me tonight.

Thanks
T

Sent with BlackBerry Work
(www.blackberry.com)

From: s22 @health.gov.au>
Date: Monday, 30 Mar 2020, 10:12 pm
To: Haslam, Travis s22 @health.gov.au>
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

Spoke to s47F earlier and he flagged that he hopes to include consumables as per your email.

I've got s22 and ME awaiting a response. PAS has cleared a CA (although I'll need to add the value of the consumables).

Im also trying to get MDT done too. CA cleared and contract back with ME to finalise (neither are fans of the 60% upfront with MDT).

Regards

s22

Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Scarborough House s22
GPO Box 9848, Canberra ACT 2601, Australia

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BY THE DEPARTMENT OF HEALTH AND AGED CARE

From: Haslam, Travis s22 @health.gov.au>
Sent: Monday, 30 March 2020 10:05 PM
To: s22 @health.gov.au>
Subject: FW: ventilators and decisions [SEC=OFFICIAL]

FYI , Caroline green lighted the 1500.

Let's see how we go!!
Well done.
T

Sent with BlackBerry Work
(www.blackberry.com)

From: EDWARDS, Caroline s22 @health.gov.au>
Date: Monday, 30 Mar 2020, 8:42 pm
To: Haslam, Travis s22 @health.gov.au>
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

So good

Sent with BlackBerry Work
(www.blackberry.com)

From: Haslam, Travis s22 @health.gov.au>

Date: Monday, 30 Mar 2020, 8:38 pm
To: EDWARDS, Caroline s22 @health.gov.au>
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

Thanks.

Confirmed advice to s47F directly and asked to provide consumables and payment details to GE.

Travis Haslam
Assistant Secretary / National Incident Room

Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Sirius Building s22
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: EDWARDS, Caroline s22 @health.gov.au>
Sent: Monday, 30 March 2020 8:30 PM
To: Haslam, Travis s22 @health.gov.au>
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

BY THE DEPARTMENT OF HEALTH AND AGED CARE

1500 approved to order

Sent with BlackBerry Work
(www.blackberry.com)

From: Haslam, Travis s22 @health.gov.au>
Date: Monday, 30 Mar 2020, 8:22 pm
To: EDWARDS, Caroline s22 @health.gov.au>
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

In discussions tonight with s22 he believes he can get 1500 more, not just 1000. We are awaiting advice still; including payment details.

Travis Haslam
Assistant Secretary / National Incident Room

Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Sirius Building s22
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: EDWARDS, Caroline s22 @health.gov.au>
Sent: Monday, 30 March 2020 6:23 PM
To: Haslam, Travis s22 @health.gov.au>; Beauchamp, Glenys s22 @industry.gov.au>;
s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>;
McIntyre, Duncan s22 @industry.gov.au>; Mulder, Joanne s22 @industry.gov.au>;
s22 @health.gov.au>; Street, Celia s22 @health.gov.au>
Cc: MURPHY, Brendan s22 @health.gov.au>
Subject: RE: ventilators and decisions [SEC=OFFICIAL]

Travis

Please action as follows:

- Progress the additional 1000 Anspec order immediately on same terms –I think the warranty means we are low risk on quality
- Proceed with the MDT contract on the condition that delivery date in June and no later (preferably earlier in June). Can we also see if anything we could do could speed up delivery
- Discontinue the Meditronics contract as discussed – timing too slow

C

Acting Secretary
 Australian Government Department of Health
 T: 02.6289 s22 | Location: s22 Scarborough House
 PO Box 9848, Canberra ACT 2601, Australia

EA: s22 02 6289 s22

From: Haslam, Travis s22 @health.gov.au>
Sent: Monday, 30 March 2020 6:10 PM
To: EDWARDS, Caroline s22 @health.gov.au>; Beauchamp, Glenys s22 @industry.gov.au>; s22 @industry.gov.au>; Coatsworth, Nick s22 @health.gov.au>; McIntyre, Duncan s22 @industry.gov.au>; Mulder, Joanne s22 @industry.gov.au>; s22 @health.gov.au>; Street, Celia s22 @health.gov.au>

Subject: ventilators and decisions [SEC=OFFICIAL]

Importance: High

Ventilator status update – key issues in red items:

s22



Medical Device Technology

Initial 300 ventilators Health tried to secure were not contracted; despite Health commitment, MDT advised they were sold already.
 MDT has been offered a contract to supply 300 AEONMED Shangrila 510S Integrated Respiratory Work Station. On receipt of the contract MDT have advised:
 They were not able to deliver until June. Their quote did not provide for 5 years warranty and to do so would add an addition ~\$3.6m to the contract.
 Terms must include a 60% upfront, due tomorrow, to secure the stock.
ACTION: Advice on priority to purchase requires, noting JUNE delivery – likely too late based on advice to date?

s22



s22

Travis Haslam
Assistant Secretary – Home Care Branch

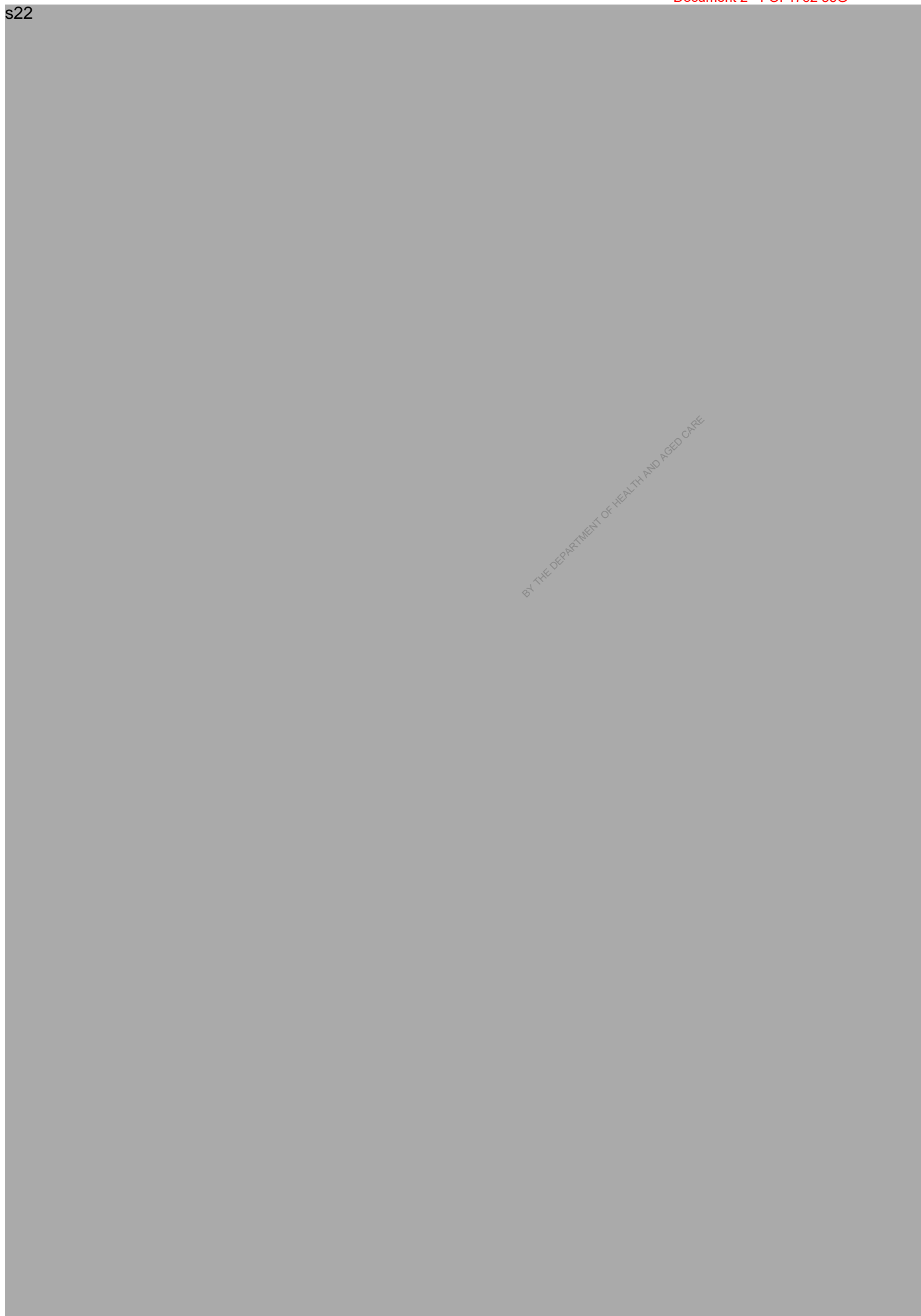
In Home Aged Care Division | Ageing and Aged Care Group
Home Care Branch
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au
Location: Sirius Buildings s22
GPO Box 9848, Canberra ACT 2601, Australia

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s22

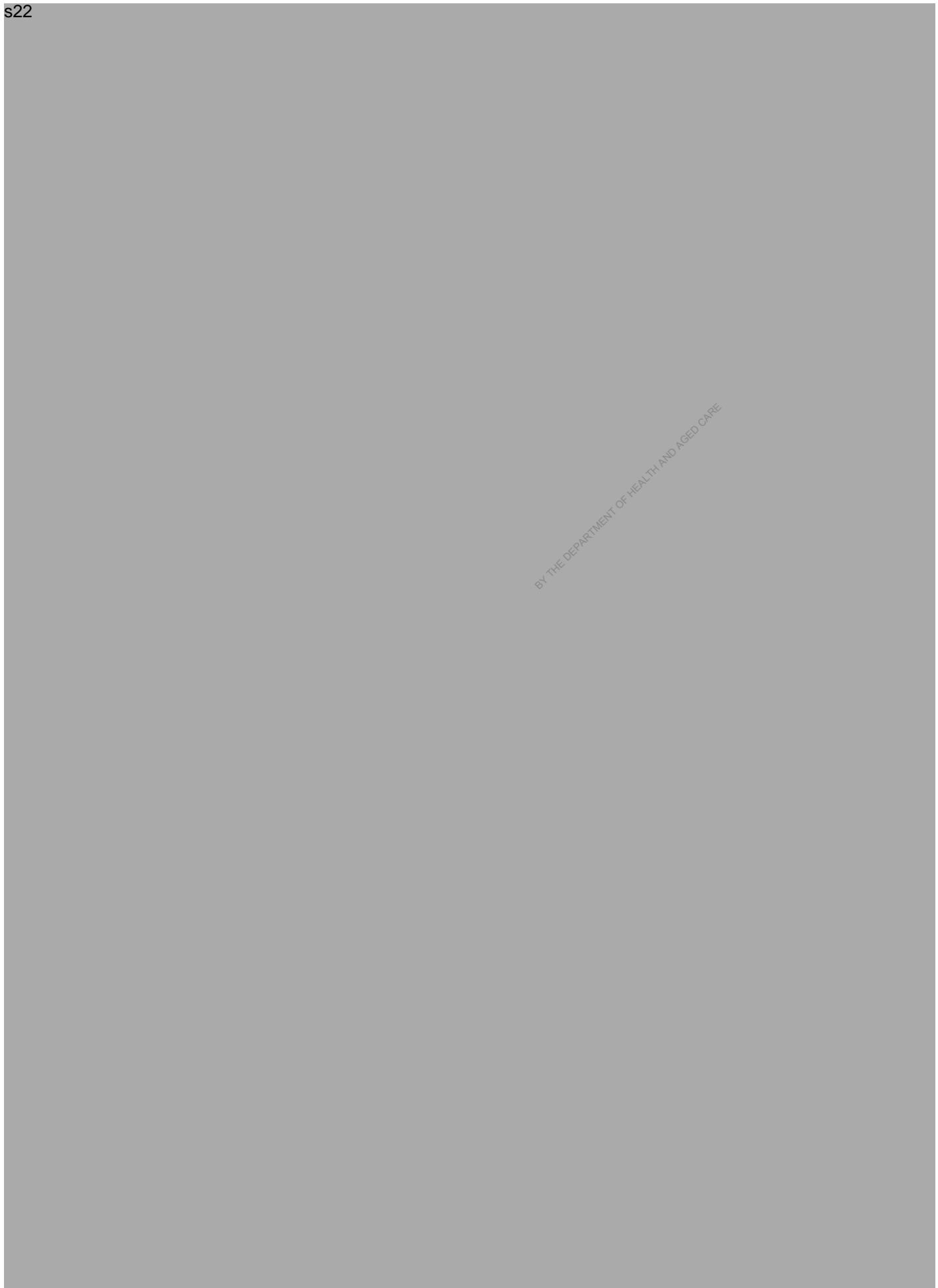
BY THE DEPARTMENT OF HEALTH AND AGED CARE

s22



BY THE DEPARTMENT OF HEALTH AND AGED CARE

s22



BY THE DEPARTMENT OF HEALTH AND AGED CARE

From: EDWARDS, Caroline
To: Norris, Sarah; Street, Celia
Cc: s22; Coatsworth, Nick
Subject: RE: REUQEST For DIRECTION - FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]
Date: Monday, 30 March 2020 10:43:28 AM
Attachments: image001.png
image002.jpg

Did we get a decision on this? I thought delivery date too late but sought Nick's advice?

Acting Secretary
Australian Government Department of Health
T: 02.6289 s22 | Location: s22 Scarborough House
PO Box 9848, Canberra ACT 2601, Australia
EA: s22 02 6289 s22

From: Norris, Sarah s22 @health.gov.au>
Sent: Sunday, 29 March 2020 1:24 PM
To: EDWARDS, Caroline s22 @health.gov.au>; Street, Celia s22 @health.gov.au>
Cc: s22 @health.gov.au>

Subject: FW: REUQEST For DIRECTION - FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]
Hi – appreciate your advice regarding the email below. If you want us to proceed we will arrange the appropriate paperwork/approvals.

Kind regards
Sarah

From: s22 @health.gov.au>
Sent: Sunday, 29 March 2020 1:04 PM
To: Norris, Sarah s22 @health.gov.au>
Subject: REUQEST For DIRECTION - FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hey Sarah,
As Travis is off today, I am seeking guidance on progressing this one. I understand there was some view that June would be too late... is this still the case or should we pursue? i.e. do you want to proceed with a contract with MDT to deliver 300 AEONMED Shangrila 510S Integrated Respiratory Work Station until late June.

Current contract listed below:



I've asked PAS and Minter Ellison to look at updated commitment approval and contract to reflect these proposed changes.

Regards
s22
Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E s22 @health.gov.au
Location: Scarborough House s22

GPO Box 9848, Canberra ACT 2601, Australia

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From: s22
Sent: Saturday, 28 March 2020 6:04 PM
To: Haslam, Travis s22 @health.gov.au>
Cc: s47E(d) @health.gov.au>
Subject: RE: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Received a call from Medtronics and updated below.

From: s22
Sent: Saturday, 28 March 2020 6:00 PM
To: Haslam, Travis s22 @health.gov.au>
Cc: s47E(d) @health.gov.au>
Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=OFFICIAL]

Hi Travis,

As discussed, seeking your direction on whether to continue to pursue the 300 ventilators from Medical Device Technologies.

Medical Devices Technologies indicates that they won't have the 300 AEONMED Shangrila 510S Integrated Respiratory Work Station until late June (as opposed to the original end of May request). It is a minimal delay but I note previous concerns about aligning availability with need.

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What we have already in play:

s22


We have an amended CA and contract that can go to PAS and ME now if we wish to continue with the MDT contract.

Btw I don't have visibility of the Mindray process is.

Regards

s22

Director

Office of Health Protection Division | Chief Medical Officer Group
Australian Government Department of Health
T: 02 6289 s22 | E: s22 @health.gov.au

Location: Scarborough House s22

GPO Box 9848, Canberra ACT 2601, Australia

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From: Mulder, Joannes s22 @industry.gov.au>
Sent: Saturday, 28 March 2020 1:40 PM
To: Haslam, Travis s22 @health.gov.au>
Cc: s22 @health.gov.au>; s22 @industry.gov.au>

Subject: FW: AEONMED Shangrila 510S Ventilator [SEC=UNCLASSIFIED]

Hi Travis

Below is confirmation that the delivery of the AEONMED product would be end June, however they have also raised some contract issues below, which they say the Commonwealth would need to agree to. I will discuss the end June date with Duncan and others and come back to you with our view on whether or not to proceed based on timing. We will leave the terms of the contract with you – trust that is the process?

Regards

Jo

From: s47F [redacted] @medicaldevicetechnologies.com.au]

Sent: Saturday, 28 March 2020 1:33 PM

To: Mulder, Joanne s22 [redacted] @industry.gov.au>

Cc: s22 [redacted] @health.gov.au; s47F [redacted] @medicaldevicetechnologies.com.au>

Subject: AEONMED Shangrila 510S Ventilator

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 s22 [redacted] 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,

s47F [redacted]

Medical Device Technologies (MDT)

m: s47F [redacted]

a: PO Box 62 Ashgrove 4060

w: www.medicaldevicetechnologies.com.au **e:** s47F [redacted] @medicaldevicetechnologies.com.au



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UNCLASSIFIED

BY THE DEPARTMENT OF HEALTH AND AGED CARE

For Official Use Only
For Official Use Only

From: McIntyre, Duncan

Sent: Tuesday, 31 March 2020 7:38 PM

To: s22 @industry.gov.au; s22

s22 @industry.gov.au; s22

s22 @chiefscientist.gov.au>

Cc: s22 s22 @industry.gov.au; s22

s22 s22 @industry.gov.au; s22

s22 @industry.gov.au; s22

s22 @industry.gov.au> s22

s22 @industry.gov.au; Mulder, Joanne

s22 @industry.gov.au; s22

s22 @industry.gov.au> s22

s22 @industry.gov.au> s22

s22 @industry.gov.au; s22

s22 @industry.gov.au; s22

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s22 @industry.gov.au; s22

s22 @industry.gov.au; s22

s22 @industry.gov.au; s22 @industry.gov.au;

s22 @amgc.org.au' <s22 @amgc.org.au>;

s22 @health.gov.au' <s22 @health.gov.au>;

s22 @health.gov.au' s22 @health.gov.au>;

s22 @protected.Health.gov.au'

s22 @protected.Health.gov.au>;

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<s22 @dfat.gov.au>; s22 @dfat.gov.au'

s22 @dfat.gov.au>; s22 @dfat.gov.au'

s22 @dfat.gov.au>;

s22 @dst.defence.gov.au'

s22 @dst.defence.gov.au>

Subject: Ventilator Taskforce - Sitrep for Tuesday 31 March 2020

[DLM=For-Official-Use-Only]

Hi all – Today’s sitrep for your information. Please advise if you have any corrections or suggested content.

Key Points

- Today the Department of Health signed a contract with Medical Device Technologies for 300 invasive ventilators to be delivered by end June 2020.

- s22

- s22 [redacted]
[redacted]
[redacted]
[redacted]
- | [redacted]
[redacted]
[redacted]
[redacted]
[redacted]
- | [redacted]
[redacted]
[redacted]

[redacted]

- [redacted]
[redacted]
 - [redacted]
[redacted]
[redacted]
- [redacted]
[redacted]
 - [redacted]
[redacted]
[redacted]
 - [redacted]
[redacted]

BY THE DEPARTMENT OF HEALTH AND AGED CARE

[redacted]

- | [redacted]
[redacted]

Duncan McIntyre
 Head, Ventilator Taskforce
 s22 [redacted] [@industry.gov.au](mailto:s22@industry.gov.au)

Head of Division, AusIndustry – Industry Capability and Research
 s22 [redacted]  s22 [redacted] [@industry.gov.au](mailto:s22@industry.gov.au)

Executive Assistant: s22 [redacted]
 s22 [redacted] [redacted]

Department of Industry, Science, Energy and Resources
 Level 8, Industry House
 10 Binara Street, Canberra City, ACT 2601
 Internet: www.business.gov.au

BY THE DEPARTMENT OF HEALTH AND AGED CARE

BY THE DEPARTMENT OF HEALTH AND AGED CARE

s22
[Redacted]

[Redacted]

[Redacted]

For Official Use Only
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THE DEPARTMENT OF HEALTH AND AGED CARE

From: McIntyre, Duncan

Sent: Friday, 27 March 2020 7:40 PM

To: s22 <s22 @industry.gov.au>; s22 @industry.gov.au; s22 @chiefscientist.gov.au

Cc: s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; Mulder, Joanne <s22 @industry.gov.au>; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @industry.gov.au; s22 @amgc.org.au' <s22 @amgc.org.au>; s22 @health.gov.au' <s22 @health.gov.au>; s22 @health.gov.au' s22 @health.gov.au

Subject: FW: Sitrep [DLM=For-Official-Use-Only]

Hi all – Today’s sitrep for your information. Please advise if you have any corrections or suggested content. Also attached are data report and taskforce structure for information.

Key points

- The taskforce has been engaging with suppliers and moving them through the pipeline with s22 [redacted] and AEONMED (up to 300 units) in particular. Contracts and details on delivery timeframes are being worked through and finalised.

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s22

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	A	B	C	D	E	F	G	H	I	J	K	L	M
1	Ventilators									31/03/2020	1/04/2020	2/04/2020	3/04/2020
2										Demand			
3										In stock			
4										Deployments			
5	Under contract												
6		<i>Supplier</i>	<i>Specifications</i>	<i>Number</i>	<i>Price per unit</i>	<i>Freight</i>	<i>Country</i>	<i>Risk</i>	<i>Storage Requirements</i>	31/03/2020	1/04/2020	2/04/2020	3/04/2020
7		Medical Device Technologies	Shangrila 510S Integrated Respiratory Work Station (ventilators). Approval and listing on the ARTG being sought by the supplier ISO13485	300	\$42,000.00	TBA	China	High	TBA				
12													

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N	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	A
4/04/2020	5/04/2020	6/04/2020	7/04/2020	8/04/2020	9/04/2020	10/04/2020	Late April	May	June	July	August	September	October	November	December	
4/04/2020	5/04/2020	6/04/2020	7/04/2020	8/04/2020	9/04/2020	10/04/2020	Late April	May	June	July	August	September	October	November	December	
									300							