

[REDACTED]

Daily PPE Clearance Process Minutes and Actions

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Update the deals log

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Tuesday 30th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Pharmaceuticals Direct Ltd	DN	£103,000,000	A	DN	<p>FFP3 masks units</p> <p>DN - delivery from second week in July. up front payment. No areas of concern for the factory</p> <p>PT - has checked demand and we need the full . Have checked with NHS trusts and they say these are good masks</p> <p>DN - legal review is being carried out</p> <p>Approved subject to legal review of contract</p>

Monday 29th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Draeger Safety UK Ltd	SW	£87,000,000	A	SW	<p>FFP3 masks units, to be manufactured in the UK in the combination of unvalved and valved. The prices are and plus delivery charge</p> <p>SW - have been used in the NHS before, reliable product but will do technical assurance. Recommending for UK make. Give us a strong</p>



					<p>UK source in time for any spike and allow stockpile inventory. Creating a robust onshore supply chain.</p> <p>SB - will need to go to the accounting officer for sign off with treasury</p> <p>SW - it's been hard to get hold of FFP3 masks with some shipments not arriving. UK production will be stabilising factor</p> <p>DR - termination for convenience clause was raised but is not in contract with the supplier, room to negotiate</p> <p>SW - will ask the supplier to sign termination clause and get the contract signed ASAP.</p> <p>Approved - subject to inclusion of termination for convenience clause</p>
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Thursday 25th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Valmy (Segetex)	JH	£114,950,000	Approved (subject to checks)	JH	<p>FFP3 respirators - [REDACTED] unit price is [REDACTED]</p> <p>JH - was shut down by French government but has found new raw materials, passed tech assurance, they are a BAU company. Also want upfront payment</p> <p>RM - is there termination of agreement in this?</p> <p>JH - will double check if framework agreements have been extended. Also will check T&Cs for termination agreements and break clauses. Will write a summary for accounting officer</p> <p>Approved - subject to termination clause</p>
Vannin Healthcare Global Ltd	CH	£149,171,232	Approved (subject to checks)		<p>FFP3 Masks [REDACTED] unit price - [REDACTED]</p> <p>CH - have supplied us with PPE before, FFP3 passed by TA used in the NHS before.</p> <p>JH - FFP3 remains in critical short term shortage</p> <p>CH - not a large company, a balance of risk how much do we need the stock</p> <p>Approved - subject to legal review of the contract</p>
Direct Corporate Clothing PLC	DN	£59,500,000	Approved (subject to checks)	DN	<p>FFP3 masks, [REDACTED] unit price [REDACTED]</p> <p>DN - supplier asserts it is authorised distributor and has direct agreement with manufacturer, passed technical and quality assurance. Previous order had no issues. Green due diligence</p>

					<p>DN - to check with the manufacturer (3M) that the masks exist, try to reduce the deposit amount and do a legal review of the agreement</p> <p>Approved - subject to checks and legal review of the contract</p>
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Tuesday 23rd June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions

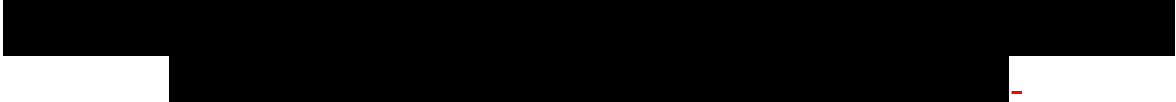
Friday 19th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Oxford Safety Supplies	MH	£5,969,000	A	MH	<p>FFP3 Masks unit price:</p> <p>MH - payment to be made following inspection of goods</p> <p>SW - need the stock</p> <p>MH - to ask for evidence of contract between counterparty and manufacturer</p> <p>Approved</p>
CMT Group T/A CMT Equipment	JA	£2,550,000	A	JA	<p>FFP3 unit price</p> <p>JA - UK based products, taken for fit test</p> <p>no obligation to purchase more. Have</p>

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Update the deals log [REDACTED]

Mailing List here



Companies House					<p>more. Has passed QA. JA - to confirm price of [REDACTED] SW - worth going for JA - risk is personal comfort fit SW - stock will be used, not wasted JA - could lead to regularly supply from Europe SW - Chinese market is more difficult to get deliveries quickly; this is a Polish made mask</p> <p>Approved</p>
Dylan Imports Limited	DN	£23,500,000	A	SW	<p>FFP3 [REDACTED] unit price [REDACTED] DN - on the accepted list, issues PO when we have located the stock with payment on delivery SW - need to check if these masks exist SW - will check how we can test the product on delivery, will check lot numbers EJ - is there something else we can put in the contract to break before the PO is issued BM - will check previous checks carried out on this counterparty MJ - need assurance that stock is available</p> <p>Approved - subject to BM checking due diligence checks, SW to check lot numbers and adding three days for payment after delivery</p>

Thursday 18th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Wednesday 17th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions



[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Global Manufacturing Asia Ltd	MB	\$29,100,000	A	GW/MB	<p>Nitrile Gloves Qty: [REDACTED]</p> <p>MB - due diligence amber but a large company</p> <p>GW - good price, will check demand for next few months in a meeting on Thursday but need stock</p> <p>MB - to check is existing orders are okay and request samples</p> <p>Approved - subject to checking demand</p>
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Tuesday 16th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Medicare Products Ltd	AT	£91,980,000	A	AT	<p>Type IIR masks - [REDACTED]</p> <p>AT - have done legal review, parent company guarantee and have liability insurance. Also added termination for convenience clause</p> <p>Approved - need to see who to assign insurance to</p>

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Update the deals log

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<p>Bluetree Design & Print Ltd</p>	<p>SJ</p>	<p>£72,468,760</p>	<p>A</p>	<p>SJ</p>	<p>Type IIR Masks - [REDACTED] unit price [REDACTED] SD - has visited the site and attached financials and are expanding to be able to manufacture without the aid of third party materials. Intent to source everything from the UK EJ - do we need this product? SW - need balance between buy and make and volatile demand for these masks. Developing UK capability which is part of government policy CH - concerned about the size of the counterparty, no manufacturer's guarantee SJ - is a consideration but risk is low, in T&Cs we have asked for liability insurance CH - [REDACTED] SJ - stand up supply within the next 4 weeks, immediate availability SW - not sure of demand but seeking UK capability</p> <p>Approved</p>
<p>UK-China Trading Ltd</p>	<p>DN</p>	<p>£25,400,000</p>	<p>A</p>	<p>DN</p>	<p>Type IIR Face Masks - [REDACTED] at unit price - [REDACTED] DN - negotiated price down, legal review has been completed and due diligence green SW - put some deals on hold to check demand, but this is good price and near compilation should go ahead. By Christmas under current demand will have 8 months supply but demand is going up so this will change.</p> <p>Approved</p>
<p>Medco Solutions Limited</p>	<p>DN</p>	<p>£51,000,000</p>	<p>A</p>	<p>DN</p>	<p>Surgical Mask Type IIR - [REDACTED] per unit CH - save money by putting them on a boat DN - have signed up to T&Cs JN - is the price good value? SW - yes average is higher, have long expiry dates</p> <p>Approved</p>

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Saiger LLC	GW	\$28,026,000	A	MB	<p>Nitrile Non-Sterile Glove - [redacted] units (single gloves) at [redacted] per unit, continuation of an existing order GW - boosts last quarter demand of this year MB - standard T&Cs, first batch of existing orders due in July GW - can't extend all contracts, in the future want to deal directly with manufacturers. Need to build up stock and reduce spot buying CH - can we add a break clause? MB - to check if we can add a break clause HB - concerned about demand in China</p> <p>Approved - subject to MB checking if we can add a break clause</p>
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Monday 15th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
[redacted]	[redacted]	[redacted]		[redacted]	[redacted]
[redacted]	[redacted]	[redacted]		[redacted]	[redacted]
[redacted]	[redacted]	[redacted]		[redacted]	[redacted]

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Sunday 14th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Elite Creations UK Limited	MB	18,000,000	A	MB	<p>goggles unit price The deposit is down from from their previous order</p> <p>MB - amended contract and will amend form</p> <p>CH - now same as last contract we signed off</p> <p>Approved</p>
P1F LIMITED	MB	£7,000,000	A	MB/GW	<p>Nitrile Gloves -</p> <p>MB - negotiating air freight to be included, extra</p> <p>Not much known on the factory</p> <p>CH - P1F visit factories they use, but small company</p> <p>MB - to clarify and update deposit on the form</p> <p>GW - will carry out checks on the factory</p> <p>Approved - subject to checks on factory</p>

Friday 12th June

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Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Swish Dental Ltd	MB	£12,600,000	A	MB	<p>FFP3 Respirator Mask - Unit price -</p> <p>MB - have used before, will check if previous orders passed fit test</p> <p>Approved - subject to previous orders being acceptable standard</p>
Cargo Services Far East Limited	GW	\$2,250,000	A	GW	<p>Nitrile gloves - unit price</p> <p>GW - priority to get this through, demand is there</p> <p>Approved</p>
Sinogo Ltd	EJ	£54,852,000	A	EJ	<p>Surgical sterile & non-sterile gowns</p> <p>Million of each gown</p> <p>EJ - Resubmission, due diligence amber</p> <p>CH - do we need both types, or change to all sterile?</p> <p>NT - unsure of demand, definitely need sterile</p> <p>EJ - to check if order can be changed to all sterile gowns</p> <p>Approved depending on changing to all sterile gowns</p>
Meller Designs Ltd	MB	£101,790,000	A	PT	<p>FFP3 Respirator - , FFP3 Respirators -</p> <p>SW - need fit testing trails</p> <p>PT - samples have been dispatched arriving Wednesday</p> <p>PT - will ask for packaging to be modified to give confidence from end user point of view</p> <p>Approved subject to positive outcome of the fit test of samples</p>
Brandology Ltd	MB	£69,600,000	A	MB	<p>Type IIR Facemasks - unit price</p> <p>MB - happy there is a requirement to proceed</p> <p>SW - increase in demand and it passes the three</p>

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					<p>questions we are now asking - Is it a trusted supplier? Is the pricing attractive? Is the deal in the final stage?</p> <p>Approved</p>
					<p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p>
					<p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p>
Medi-Plan Co., Ltd	MH	£40,000,000	A	MH	<p>Non-sterile gloves [Redacted] . [Redacted] per box [Redacted] at [Redacted] per piece. Air Freight to UK MH - payment on delivery, counterparty due diligence being out</p> <p>Approved subject to green counterparty due diligence checks</p>

Friday 12th June - Special session 10.30 am

Melinda Johnson, [Redacted]

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Meller Designs	Hannah Bolton	USD7.62m	A	HB	<p>[Redacted] Nitrile gloves at [Redacted] [Redacted] and [Redacted] Surgical Gloves at [Redacted] [Redacted] [Redacted] payment upfront Delivery from 22 June through to October Factory not identified on form but goods have passed TA If commitment not given 12 June then we are likely to</p>

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[Redacted]

					lose order Known Counterparty Action - HB to confirm factory and negotiate form of commitment needed with counterparty JN to alert AO and obtain provisional approval
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Thursday 11th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
[Redacted]		[Redacted]	[Redacted]		[Redacted]

[Redacted]

<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>
<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>	<p>[Redacted]</p>

Wednesday 10th June

Attendees

Quorum: (CH), Melinda Johnson (MJ), (EJ); (SB)

Secretariat: (HJ)

Legal: (RM)

Category Leads: (GW);

Presenters: (MB), (BM), (HB),

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Norwest Industries Limited	HB	\$9,000,000 (Ex VAT) Or \$17,880,000 (Ex VAT)	A		Option 1 - per pair or Option 2 - (single gloves) of Nitrile Non Sterile Gloves, HB - to check contract for break conditions GW to check the manufacturer in Malaysia CH - option 1 or 2 GW - option 2 HB - to check payment terms making contract EXW plus three days Approved subject to checks on manufacturer being OK
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Vital innovations limited	GW	US\$11,539,500	A		gloves per piece delivery in July. of each consignment upfront GW - nothing untoward on the manufacturer CH - take risk on a SME? GW - yes need to move quickly with current inventory and stock levels in July and August, need these gloves Approved



Tuesday 9th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
[REDACTED]	[REDACTED]	[REDACTED]			[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]			[REDACTED]

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Update the deals log

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CCS McLays	HB	£11,136,000			<p>█ Nitrile Gloves unit price █ available from end of June to September HB - not much on counterparty GW to check manufacturer</p> <p>Approved subject to checks of manufacturer</p>
Regal Polythene T/A Regal Disposables	JK	£1,125,000 (ex VAT)			<p>█ White Disposable polythene aprons Unit price - (delivered to █)</p> <p>JK - we don't need from July onward will check if excess and check we need this order</p> <p>Approved - subject to JK confirming demand</p>
█		█			█
█		█			█
█		█			█
█		█			█
█		█	█		█
█		█	█		█

Monday 8th June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
<p>Cargo Services Far East Ltd (CSFE)</p>	<p>GW/HB</p>	<p>\$63,000,000.00 including freight to Daventry</p>	<p>A</p>		<p>Qty Nitrile gloves (units) delivered in June/July including Freight, via a repeat order. Price per glove incl freight to Daventry - total contract value , with a deposit upfront. CH - not the cheapest but not the most expensive HB - confirmed its a cancelled order</p> <p>Approved</p>
<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>		<p>[REDACTED]</p>
<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>		<p>[REDACTED]</p>
<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>		<p>[REDACTED]</p>

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
GO-Pak UK Ltd	BM	£10,150,000 for June (No VAT applicable for June deliveries).	A		IIR Surgical face mask Total number of units ordered [REDACTED] Units at [REDACTED] (sterling) per [REDACTED] for June (No VAT applicable for June deliveries). BM - due diligence is reasonable, minimum risk BM - to do checks on the factory in China Approved subject to checks on factory
[REDACTED]		[REDACTED]	FI		[REDACTED]

Friday 5 June

Attendees

Quorum: [REDACTED] (CH), [REDACTED] (MJ), [REDACTED] (EJ), [REDACTED] (SB)

Secretariat: [REDACTED] (NN)

Presenters: [REDACTED] (MB), [REDACTED] (BM), [REDACTED] (HB),

Other Attendees: [REDACTED] (KW), [REDACTED] (JK), [REDACTED] (RM), [REDACTED]

[REDACTED] (DN)

AOB

P1F Limited - Approved 05/06 following satisfactory completion of actions from 02/06.

Charity is not winding down, however contract will be direct with P1F, are involved for assurance. Supplier has now delivered Type IIR Face Masks via this manufacturer. Reduced the unit price further - now at (from) for delivery in Jun/Jul. Contract Value reduced accordingly to: . Pre-payment is

Board Approved

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
The Paper Straw Co. Ltd	BM	£19,877,0	Approved (with conditions)		<p>Standard Visors Unit Price = . Pricing Benchmark = Supplier is a UK manufacturer. BM spoke to limited knowledge on the counterparty, however there is a US parent company and can consider getting a PCG to progress. To mitigate risks payment would be on delivery per batch. Roughly per week over period. CH asked if this was a recently repurposed manufacturing line. BM confirmed this was the case. CH asked if was content and aware. MJ asked if inspection was possible given product in Manchester. BM stated this could be made part of the deal. CH content on basis that PCG put in place and product is verified. EJ and SB content to proceed on basis of conditions being met. BM to ensure PCG in place. BM to ensure a product sample is tested. BM to confirm with there are no conflicts with Make orders. Board Approved with Conditions</p>

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Thursday 4 June

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
MI Hub – Alexandra Ltd	MB	£11,050,000.00	A		<p>[REDACTED] Nitrile Gloves Gloves unit price - [REDACTED] per pair. [REDACTED] per glove MB - small order, Vietnamese company, has been through due diligence (Amber) Gloves paid on receipt. Providing aprons already, reasonable price. Delivery schedules mid-June. They offered extra [REDACTED] but no delivery schedule CH- sequential? MB - Yes, but will confirm M - Good to have payment on receipt, looks great, why not get the rest CH - what do we know about the counterparty MB - 6/7 years old stable company has been through due diligence, a range of healthcare and hospitality, similar to their current work. Was a change in name earlier this year. Financially sound</p>

[REDACTED]

					CH - lets increase to [REDACTED] if available Approved
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]

Wednesday 3 June
AOB

[REDACTED]

Update the deals log

Mailing List

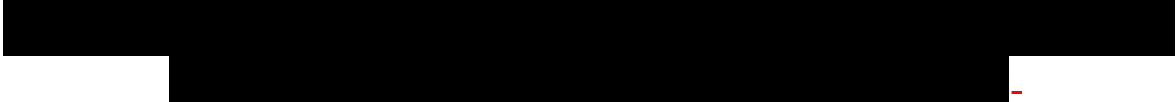
[REDACTED]

[REDACTED]

Minutes and Actions

[REDACTED]

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Intertek	AJ / SH	£68,883		SH	<p>Glove inspection SH - framework contact, for visibility with the board. Can be used in the UK for testing things in quarantine. For use with other products as well CH - cant see why don't, need security in contracts going forward SH - costs is for gloves, but can be applied to any other contract as well JA - this is an approval of cost and the process CH - doesn't need to come to this board, but we should be inbuilding this process for all high value contracts EJ - what's this process SH - inspecting the products, testing against standards EJ - need to document as well CH - would be helpful, consider how to introduce this into our process JA - gone to the legal team for review RM - will this have to be competed? CH - for the moment, exceptions apply for possibly three months RM - need to be aware it's something we need to think about MJ - cant they check other things like modern slavery at the same time RM - good point</p>



					<p>SH to clear contract spend outside of this board via normal DHSC processes.</p> <p>SH to share inspection procedures with EJ.</p> <p>SH to ensure Legal have fully reviewed framework award process.</p>
HLP Klearfold	MB	£8,400,000	Approved (with conditions)	MB	<p>[REDACTED] Face Shields</p> <p>MB - [REDACTED], have used them before, time limited deal</p> <p>CH - where else is the product going?</p> <p>MB - others bidding for the product, sprint team are aware of this</p> <p>CH - no due diligence, am i missing something</p> <p>MB - payment details meant it was put through, more checks were going to be done but now deadline is tomorrow for a PO</p> <p>CH - go forward if green due diligence report</p> <p>EJ - bank balance of [REDACTED] and assets worth [REDACTED] the bank could block this</p> <p>M - why can't the buying team check Companies House?</p> <p>MB - we can do more of this, but Companies House isn't always correct, better to get due diligence, it's a snapshot in time. But we could do more internet research</p> <p>CH - is it sensible to do a basic check before due diligence?</p> <p>M - Already taken a risk and the product was okay, lessened the risk. Do the due diligence and proceed if okay</p> <p>CH- clear with [REDACTED]</p> <p>MB to speak with [REDACTED] and confirm product needed.</p> <p>MB to carry out further due diligence checks on counterparty</p> <p>Approved with condition that further due diligence reports are acceptable.</p>

<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>
<p>Saiger LLC</p>	<p>DN</p>	<p>\$46,108,000.00 (£37,793,442.62)</p>	<p>Approved</p>	<p>[REDACTED] Goggles CH - Two contracts Yes, one factory rated red and one amber CH - contract is with Saiger, do goods they need export licence, dont appear to be too big MB - Don't need to be on the list CH - split into two batches, remainder paid on delivery Reasonable approach, on payment schedule Content with company no red flags CH - the price is good, would be good to know more about the factory BM - any finance people on call, VAT issue Approved</p>
<p>Centreline Design & Manufacture Ltd [RESUB]</p>	<p>MB</p>	<p>\$12,900,000 (£10,500,000) + \$101,247 (£81,750)</p>	<p>Approved</p>	<p>[REDACTED] Type IIR Face Masks [REDACTED] Goggles CH - looked at yesterday MB - good deal but won't arrive until August, freight issue. The supplier is not willing to take full risk, asking for [REDACTED] deposit, [REDACTED] shipping [REDACTED] receipt - IIR and [REDACTED] deposit and rest on delivery for Goggles. MJ - have we used before MB - Note sure but approved CH - don't recognise factory but is risk acceptable MJ - Anyway to make into smaller batches MB - no, would get them even later, could be a gap MJ - Have they accepted our T&Cs MB - Yes apart from upfront payment</p>

Update the deals log [REDACTED]

Mailing List [REDACTED]

					MJ - any recourse to get money back if goods are not acceptable? MB - yes in the T&Cs, but risk in being a small company MJ - Okay then Approved
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Tuesday 2 June

Attendees

Quorum: [REDACTED] (CH), Melinda Johnson (MJ), [REDACTED] (EJ), [REDACTED] (SB)

Secretariat: [REDACTED] (NN), [REDACTED] (HJ)

Presenters: [REDACTED] (MB), [REDACTED] (HB),

Other Attendees: [REDACTED] (KW), [REDACTED] (JK), [REDACTED] (RM), [REDACTED] (DN)

AOB

1. **KAU Media** – presented last night. Deal approved subject to confirming factory capacity which has been done. Supplier has requested a change. It was [REDACTED] deposit and [REDACTED] on collection and inspection. As it is ex works the supplier has asked for this to be [REDACTED] on shipment not inspection. As there are three batches, the [REDACTED] deposit plus the [REDACTED] balance for the first batch will be paid before the goods are received.

MJ asked what confidence there was in capacity to deliver. MB explained why he believed there was sufficient reason to be confident. JK stated that Efficio Buy Plan stated Aprons were not required to cover gap in July. CH recommended putting on sea freight in order to reduce costs if not as urgent.

Board Approved

2. **International SOS** – Two NSPA International SOS cases were approved by the board last week. We have yet to receive a PO back from DHSC but in the meantime we have been informed by NSPA that they have received an offer from the supplier of the two products of reduced prices. The options are (i) buy the same quantities at reduced cost or (ii) increase quantity to buy more for the same expected price.

Price reduction impact summarised below along with suggested new quantities for each product:

Product	Original Price	Original Quantity	Total Contract Value	New Price	New Proposed Quantity	New Total Contract Value	Saving if original quantity ordered
Goggles	[REDACTED]	[REDACTED]	\$94,770,000.00	[REDACTED]	[REDACTED]	\$95,275,000	[REDACTED]

[REDACTED]

IIR Masks	[REDACTED]	[REDACTED]	\$94,769,999.49	[REDACTED]	[REDACTED]	\$94,263,746	[REDACTED]
Totals			\$189,539,999.49			\$189,538,746	

MB spoke through the changes to the offer.

Board Approved and recommended proceeding with purchasing greater volumes at lower price to max out framework.

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Robert Housely Ltd.	MB	£9,600,000	Approved (with conditions)		<p>[REDACTED] Sterile Gowns</p> <p>MB explained that counterparty was new to PPE. On this basis had negotiated only [REDACTED] deposit with counterparty. Unit Price was below AO target at [REDACTED] Remaining [REDACTED] on collection. MB estimated that batches 1 and 2 will have been paid for before arrival. However the factory has been dealt with before and confident on delivery. In addition, the factory is expanding capacity, so this should not conflict with others orders. MB stated that [REDACTED] had provided words to help with PCG</p> <p>MB to confirm Parent Company Guarantee with supplier with support from Legal if required. Board provided conditional approval on actions being completed.</p>
Westcountry Corporate Ltd - T/A Westcountry Group turned	MB	£6,346,800	Approved		<p>[REDACTED] Face Visors</p> <p>MB described payment terms as reasonable for UK manufacturers. Payment on receipt. The company has had healthy turnover in the last FY. MB spoke further on financial information available from the supplier, but suggested risk was low due to payment schedule.</p> <p>Board Approved</p>
[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]

Monday 1 June

Attendees

Quorum: (CH), (MJ), (EJ), (SB)

Secretariat: (NN)

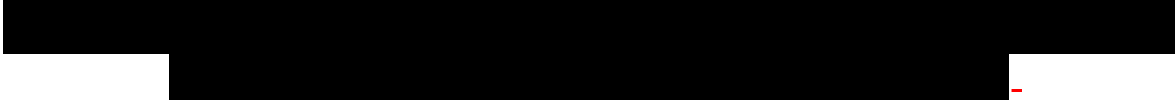
Presenters: (MB), (BM), (HB),

Other Attendees: (DB), (KW), (JK), (RM), (DN)

AOB

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Double Dragon International Ltd [Resub]	BM	£4,455,000	Approved		<p>Goggles</p> <p>Previously rejected, this is returning now with a different payment schedule to reduce risk. BM explained why this was previously rejected, based on company size. BM stated that closing team had gone back to restructure deal. Order was upfront, on shipping, in 3 batches on delivery to Daventry. BM assured that price was competitive and asked if this was sufficiently mitigated risk for the Board. MJ asked what contractual mechanisms were available to get money back if necessary. BM stated that this was standard DHSC T&Cs. RM explained briefly how this would work in practice. CH questioned if difference in proposal was sufficient enough. MJ commented that previous deal was successfully delivered into Daventry. On that basis MJ more confident Board continued to discuss risks, but ultimately assured..</p> <p>Board Approved</p>
Saiger LLC	MB	\$83,334,000 (£68,306,557)	Approved	CH	<p>Sterile Gowns</p> <p>MB presented a payment schedule and stated that this</p>

					<p>was now for sterile gowns and also had already been through legal review.</p> <p>KW asked a question about Saiger's status on Mendix. BM and MB assured that the only offers progressed to Closing will have passed Technical Assurance.</p> <p>CH commented that price was competitive.</p> <p>EJ asked if OneWorld</p> <p>CH to chase update on OneWorld status.</p> <p>Board Approved</p>
Wuhan Xiaoyaoyao Pharmaceutical Technology Co., Ltd	BM	\$83,000,000 (£68,032,787)	Approved		<p>Type IIR Face Masks</p> <p>BM commented on the pressures around this deal. BM continued that terms of deal were reasonable. BM explained payment schedule which was advance payment on each batch rather than TCV. MJ asked how large the companies were. BM responded that both counterparty and manufacturer were large. CH confirmed that counterparty were known. MJ asked if it was likely we would use the factory again. If that was the case then MJ would like to have factory inspection. CH added that perhaps this could be condition moving forwards.</p> <p>Board Approved</p>
Saiger LLC	HB	\$15,570,000 (£12,762,295)	Approved		<p>Nitrile Gloves</p> <p>HB spoke to payment and delivery schedule. deposit and payment on collection in batches subsequently. MJ asked if we had dealt with manufacturer previously. HB believed so. MJ commented on time gap between deposit and product collection. CH added that Saiger had been reliable so far. MB confirmed they had successfully delivered others.</p> <p>Board Approved</p>
Unispace Global Ltd [Resub]	HB	£161,000,000	Approved (with conditions)		<p>Nitrile Gloves</p> <p>Increased supplier offer following approval last week. The manufacturer has offered an additional units which need to be taken between Jan-March 2021. HB suggested risk of losing out next year if capacity is not secured. MJ asked if demand profile was the same in January. HB responded that the demand signal was to go into next year and that does not disrupt long-term plans. MJ stated that this was relatively straightforward and that with clause to terminate if things change then relatively low risk. HB replied that there was a termination clause. CH recommended preparing robust defence of future capacity securing for the Accounting Officer. CH asked if legal could look at termination clause. HB confirmed that from was.</p>



					MJ recommended that monitoring set up to ensure DHSC does not lose sight of termination clause activation dates. HB to ensure legal content with termination rights. Board Approved with Conditions
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Sunday 31 May

Attendees

Quorum: [REDACTED] (CH), [REDACTED] (MJ), [REDACTED] (EJ)

Secretariat: [REDACTED] (NN)

Presenters: [REDACTED] (BM), [REDACTED] (HB),

Other Attendees: [REDACTED] (DB), [REDACTED] (KW), [REDACTED] (JK), [REDACTED] (RM)

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Saiger LLC	BM	\$37,975,000 (£31,127,049)	Approved	BM	[REDACTED] Face Shields This deal was previously approved by Board [18/05] for [REDACTED] face shields at a unit price of [REDACTED]

				<p>This was submitted to DHSC AO and rejected with request to secure a lower price. This was done, but the supplier only agreed on the basis of a larger order</p> <p>This is a volume and price increase of:</p> <ul style="list-style-type: none"> • units • <p>CH asked for clarification of the surge in capacity in week 5 of the deal.</p> <p>Payment is on delivery.</p> <p>BM to provide detail on week 5 capacity. Board Approved</p>
Urathon Europe Ltd	BM	£22,200,000	Approved	<p>Type IIR Face Masks</p> <p>This is a reorder of a previously approved deal [08/05] by correspondence - for masks at (TCV)</p> <p>This deal has a unit price of reduction.</p> <p>Board agreed previously that subject to confirmation of successful delivery of first order(s) then any extension of the agreement could be presented for consideration.</p> <p>CH sought clarification over the daily collection schedule with Uniserve.</p> <p>BM stated that this was with the same manufacturer and the previous product had now been delivered and accepted at .</p> <p>Price is competitively benchmarked against other orders/opportunities.</p> <p>Board Approved</p>

Friday 29 May

Attendees

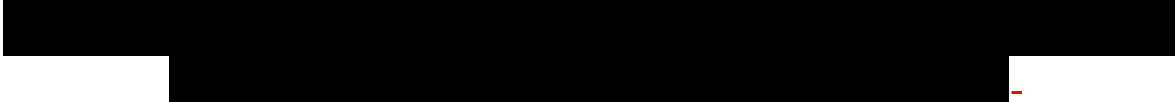
Quorum: (CH), (MJ), (EJ)

Secretariat: (NN)

Presenters: (MB), (BM), (HB), (MH)

Other Attendees: (DB), (KW), (JK), (RM)

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
Red E Med Limited	MB	ICV £10,944,000	Approved		<p>[REDACTED] Type IIR Face Masks</p> <p>Potential for a further [REDACTED] order for the remaining volume of [REDACTED] masks to be delivered by the end of July. MB explained why order had been split into two batches to reduce risk. CH queried manufacturer not being on approved export list. MB stated that counterparty had assured manufacturer was in application process. MB confirmed that contract would allow for termination in event manufacturer not approved. MJ and EJ content to proceed. CH content on basis of strong wording to terminate contract (if manufacturer cannot export) being assured. Board Approved.</p>
[REDACTED]	[REDACTED]	[REDACTED] [REDACTED]	[REDACTED]		<p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p>
Prime Group	BM	£6,806,340 (No VAT)	Approved		<p>[REDACTED] Standard and Premium Visors</p> <p>BM spoke to payment being on delivery and price being competitive with other visors deals. BM stated that delivery schedule was complex, but could be shared separately if required. BM confirmed that raw materials price has come down and supply is secured, which has allowed for reduction in price. BM assured that had already bought from this supplier</p>



					and has been delivered and accepted. MJ content to approve. CH noted CAAS recommendation to limit to [REDACTED] of annual turnover. BM did not have figure to hand, and asked if board had appetite for risk. Board Approved.
Medco Solutions Limited [RESUB]	MB	Option 1: £29,400,000 Option 2: £33,400,000	Approved		[REDACTED] Visors Medco is a resubmission. It was approved last week for visors but as these required self assembly (which the provider said most of their customers did without issue) there was an action to check if this was acceptable. Despite seeking clarification the suitability of visors needing assembly has not been determined. A price has therefore been sought for assembled visors and both prices included. MB explained the price differentials. DB confirmed clear demand signal. Board Approved
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Aiya Technology	MB	£14,600,000	Approved		[REDACTED] Aprons MB spoke on financial health of counterparty and explained how payment schedule had been structured to reduce risks. CH asked JK about demand signal. JK confirmed that new numbers from Efficio suggested potential shortfall in June, but beyond that there should be sufficient supply. However still want product. MJ asked about price competitiveness. MB confirmed this was in keeping with current market. CH content to proceed. MJ content as size of order reduced financial risks on



					counterparty. EJ content. Board Approved
Pakan Medical	HB	£5,184,000	Approved		PVC Gloves HB spoke to payment schedules and down payment. Expected unit delivery in June. Manufacturer is in China and not in direct competition with other opportunities. CH asked whether it was fine that they were Vinyl. HB confirmed this was fine. Board approved.
					[REDACTED]
Fourds Ltd (Trading as Bloc Blinds)	BM	£43,530,696	Approved (with conditions)		Face Shields No downpayment required and provides some security as UK manufactured. Payment on delivery. MB stated he would do some work on this before next board meeting. Produced already for Northern Irish Health Service. MJ asked if EJ had checked via Companies House. EJ responded that due to payment following delivery at Daventry it was a lower risk profile. EJ and CH content to proceed. MJ happy to proceed. BM to ensure available shipping and production capacity and inform the Board via correspondence. Conditional Approval Granted

Thursday 28 May

Attendees

Quorum: (CH), (MJ), (SB)

Secretariat: (NN)

Presenters: (MB), (BM), (HB), (JK), (MP)

Other Attendees: (DB), (KW), (RM), (CS)

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
International SOS UK Ltd	MB	\$94,999,905	Approved		<p>Type IIR Face Masks MB spoke to payment and delivery terms. Compliant procurement process via the framework route and MoD being counterparty provides assurance. Board Approved</p>
Brandology Ltd	HB	£29,315,000	Approved		<p>Nitrile Gloves HB stated that the crucial thing with this deal was ability to deliver in June and July. Pre-payment is proportional to their turnover to reduce risk. Deposit would be only for the first batch. Manufacturer is BlueSail which is in top 10 manufacturers globally. Board Approved</p>
Guangdong Kingfa Science Technology Co Ltd	MB	\$91,960,000 (£74,887,073)	Approved		<p>Type IIR Face Masks BM spoke about discussions with supplier so far and challenge to completion due to upfront payment. No counterparty with this deal, direct with the factory. MJ asked if risks of modern slavery had been considered. BM responded that there were some checks in place, supplier was on export whitelist, but a factory inspection had not been done. CH asked if a week's delay would prejudice the deal. MB stated that he did not believe so, but would need to check. CH asked colleagues if extra assurance was wanted. MJ asked if any other orders have been placed with the factory. MB stated that none yet, but there are other opportunities in the pipeline. MJ recommended that assurance be completed if there is intention to place further orders. CH stated that Intertek could inspect the factory, and that MB and BM should speak to Board considered risks and satisfied with due diligence already available. Board approved</p>

<p>Polyco Healthline</p>	<p>MP JK</p>	<p>£240,000</p>	<p>Approved</p>	<p>Aprons Polyco can increase manufacturing capacity for the medium term by investing in additional plant (conversion machines) located in China initially and for DHSC to provide upfront capital to do this. MP spoke to how the investment would pay itself back in a week by providing a lower unit price against the average price being paid elsewhere. CH asked why not bundle into a deal. MP responded with reasons why this arrangement was preferable. SB asked for early sight of any documents being prepared to run past the Accounting Officers. Board Approved</p>
<p>Unispace Global Ltd</p>	<p>MB</p>	<p>£160,546,500</p>	<p>Approved</p>	<p>Nitrile Gloves MB stated that there were previous Modern Slavery concerns. Factory has since been inspected and risks mitigated. HB added further context about contingency and how deal provides 116m gloves in June. MJ asked if supplier was needed to December, HB and DB confirmed that we do need to buy these. MJ asked how ongoing compliance with MSA would be ensured. MB spoke to audit report in Dec 2019 and other contract management to ensure compliance. MB stated that the two deals will be processed separately. Board approved</p>
<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>

Wednesday 27 May

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
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OFFICIAL SENSITIVE

Update the deals log

Mailing List

[Redacted]

[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]



Tuesday 26 May

Attendees

Quorum: (CH), (MJ), (EJ), (JN)

Secretariat: (AD)

Presenters:

Other Attendees: MB, BM, RJ, RM, MW, HB, KW

AOB:

- Threshold for carrying out Manufacturer due diligence pre-board.

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
[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]	[REDACTED]	[REDACTED]
Rebuli SRL	MB	£13,620,000	Approve	<p>[REDACTED] Goggles MB: Two types of goggles. Good price. Uniserve can arrange transport. Rebulio is rated as Amber - little opportunity to investigate Italian accounts.. First downpayment is bigger than their turnover last year. Awaiting DD on Chinese factory. MJ: Price good compared with previous. Risk smaller as smaller order. Positive on this one/ Board approves subject to DD checks.</p>
Chemical Intelligence (resub)	MW	£126,945,000	Approve (subject to conditions)	<p>[REDACTED] Surgical Gowns CH: Formed a contract with CI previously. Ascertained that they were not sterile, so in the past 24hrs have worked to agree that sterile are provided. MW: [REDACTED] per unit increase in price to make these gown sterile. Provided indicative timings - firm timings to be confirmed. CH: Deal now [REDACTED] Was previously approved at [REDACTED] Board approves. Subject to receiving a firm and acceptable delivery schedule, board approves. EJ: This will supersede the existing contract.</p>

Sunday 24 May

Special Session Held

Attendees:

Quorum: (CH), (MJ), (EJ), (JN)

[contacted after meeting by CH]

Secretariat: (NN)

Presenters: (MB)

Other Attendees: (DB), (RM)

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Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
P1F Ltd	MN+B	\$45,720,000 (£37,438,585)	Approved	CH	<p>Gloves Deal</p> <p>Manufacturer green on due diligence, as are P1F. Have not yet finalised payment schedule and are confident that it will be on collection. deposit already agreed. MB has contacted Uniserve and they have capacity to handle the freight.</p> <p>MB spoke to other deals placed with P1F. MB offered reassurance on existing P1F deals and the company successfully delivering other products.</p> <p>MJ asked where P1F Ltd made their margin. MB responded that he believes there is an agreement between P1F and manufacturer</p> <p>MJ asked why they need a deposit. CH stated that this was because of cashflow and recalled other deals with this supplier.</p> <p>MJ asked if factory inspection had been done. CH responded that charity had been to the factory.</p> <p>EJ stated that work will need to be done with JN and Government Banking Service as previous payments to this supplier were frozen. MJ asked why this was frozen. EJ replied that it was because the supplier does not normally work in the PPE environment, but that this issue was worked through.</p> <p>CH to ring JN after meeting to confirm she has no objections.</p> <p>All Board members on call approved.</p> <p>Update: JN content to proceed MB to copy JN directly on any submission to Finance team in order that JN can warm up GBS and Natwest</p>

Friday 22 May

Attendees: Quorum: (CH), (MJ), (EJ)

Secretariat: (NN)

Presenters: (MB), (BM)

Other Attendees: (DB), (WB), (KW)

AOB:

- Shipping Arrangements
 - CH explained why shipping arrangements would be included on template forms from Tuesday onwards. MJ asked if this was the same about moving from Ex Works payment terms for contracts. CH responded that more work would be done on this with notes going out on best practice.
- Legal Reviews
 - Robert Messenger informed that values >£50m was standard threshold for Legal review of DHSC contracts.

Agenda Item / Supplier	Presenter	Value	Decision (A/R/FI)	Action Owner	Minutes and Actions
International SOS UK Ltd	MB	\$94,770,000	Approved	BM	<p>Goggles Deal BM explained payment and delivery schedules. DB stated that this was double volume he expected. BM suggested that if Gowns did not proceed then framework allocation could be used to look for more goggles instead. Board all content. BM and DB to decide on 1st June on any uplift to value and volume if Gowns option under NATO framework is not utilised.</p>
Liaoning Zhongqia Overseas Exchange Company Ltd (LZOE).	MB	\$15,600,000 (£12,786,885)	Approved	BM	<p>Goggles Deal DB asked if it were possible to get LZOE to get more product, because they are cheaper than Uniserve. BM stated purchase order tracker was not clear on when LZOE is arriving. BM to ask LZOE to increase volumes. Board content to proceed.</p>
Saiger LLC	MB	\$77,214,000	Approved		<p>Gowns Deal MB wanted to bring this in front of board for sight, regardless of other deal going through further checks. MB spoke to % upfront payment and on collection schedule. First batches are smaller so less risk and can ensure confidence of later higher volumes before committing payments. MB asked if this deal should wait while others progressed. CH asked question on leverage for more financial information/assurance if we award another contract. MJ and EJ content to proceed on this standalone deal.</p>

[Redacted]

					CH happy to approve on condition that robust financial assurance evidenced on future Saiger deals.
[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]	[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]

OFFICIAL SENSITIVE

Update the deals log

Mailing List

<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>	<p>[REDACTED]</p>
<p>Zhonghong Pulin Medical Products</p>	<p>MB</p>	<p>£7,080,000</p>	<p>Approve / Further Info</p>	<p>Nitrile and Vinyl Gloves Deal Competitive pricing with delivery in batches with everything available before 10 August. Payment = [REDACTED] upfront with [REDACTED] due ex works. BM spoke to deal being low risk and successfully reduced price. MJ pleased deal direct with factory and that price reduction had been achieved. MJ gave conditional approval. CH stated that the factory fell out of the New Cloud deal due to not letting inspectors in. Previous deal was at [REDACTED] rather than nearly [REDACTED].</p> <p>Approval - BM to proceed with the offer for Vinyl Gloves. Further info - BM to challenge the price of Nitrile Gloves to equal or better New Cloud Deal terms.</p>
<p>Headwind (China) Limited [Resub]</p>	<p>MB</p>	<p>£27,600,000</p>	<p>Approve / Further Info</p>	<p>Goggles Deal MJ recommended returning Sunday to re-evaluate this deal. CH asked what conditions could be agreed to approve by correspondence. MB spoke to receiving further due diligence which was an action form Monday 18/05. MB confirmed supplier content to proceed with [REDACTED] order as a starting point.</p> <p>Board approved [REDACTED] order to proceed with in the while work continues (further DD) on larger value order.</p>

Thursday 21 May

AOB - to investigate demand signal for coveralls and revert

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
Skinny Dip	MB	Approve	MB	<p>bottles at bottle</p> <p>per week. upfront, on pickup</p> <p>DD completed by CAAS. Returned with a low health rating but further information provided by the company</p> <p>SkinnyDip will undertake assurance by going into the factory to ensure that items are correct.</p>
Dunlop BTL	MB	Approve	MB	<p>face shields</p> <p>, unit price of - within price range</p> <p>per month ex works. Payment following collection of goods from Chinese manufacturer, upon presentation of a valid invoice.</p> <p>Green DD on Dunlop BTL and manufacturer is not on the approved list (do not need to be as providing face shields) but product has been approved for NHS use.</p> <p>Approved but provide assurances to committee on standards via correspondence.</p>
OMNI - ID	MB	Approve (subject to conditions)	MB	<p>Type IIR,</p> <p>Delivery over July and August</p> <p>upfront and on collection</p> <p>Amber on DD but financially stable so deemed low risk.</p> <p>A prior batch has been ordered - investigate if the deposit be retrieved if the initial batches are rejected?</p> <p>MB to update form to reflect DD checks</p>
Saiger LLC	MB	Approve	MB	<p>12 weeks delivery from June - end of August</p> <p>Split into two batches - downpayment for batch 1 and remainder paid upon collection.</p>



				<p>If first batch accepted, the same arrangement would apply for the second batch.</p> <p>FCO advised manufacturer as low risk from DD</p> <p>Saiger are willing to inspect the factory. This to be built into the contract</p> <p>Can we ask for more financial information on Saiger in spirit of openness as they are receiving a large volume of orders.</p> <p>Note to be sent out of committee to update.</p> <p>UPDATE ON 22 MAY: The board has rejected an INTCO deal given concerns on the manufacturer's (Intco) capacity, NOT THIS DEAL which is with Blue Sail</p>
				<p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p> <p>[Redacted]</p>
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[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Wednesday 20 May

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Vitalcare	MB	Approve		CAAS due diligence - Green Delivery profile means that [REDACTED] could have been spent before first product arrives, though we have ordered from them before.
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED] [REDACTED] [REDACTED] [REDACTED] [REDACTED] REQUIREMENT FOR THIS ORDER SO IT HAS BEEN PULLED
Direct Corporate Clothing PLC	MB	Approve		[REDACTED] IIR masks [REDACTED] upfront, [REDACTED] seven days after collection Manufacturer on approved list Supplier will check goods before they leave CO DD green

OFFICIAL SENSITIVE

Update the deals log

Mailing List

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Cargo Services Far East (Resub)	MB	Approve		Price has been reduced Payment terms [REDACTED] upfront, [REDACTED] on shipping
China National Instruments Import & Export Group Corporation	SH	Approve		Now down to [REDACTED] surgical gowns. Demand signal has dropped. Previously purchased type IIR masks from CNIC [REDACTED] to be delivered over three months [REDACTED] upfront, [REDACTED] within 5 days of shipping notice [REDACTED] USD per unit
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Pharmaceuticals Direct	BM	Approve		[REDACTED] type IIR masks, [REDACTED] per unit [REDACTED] upfront (reduced from an initial ask of [REDACTED]) and payment for remaining batches once delivered to Uniserve, within 30 days Ability to cancel should batches be rejected Known supplier
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

OFFICIAL SENSITIVE
Update the deals log [REDACTED]
Mailing List [REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

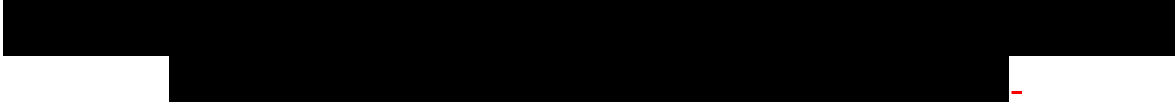
OFFICIAL SENSITIVE

Update the deals log

Mailing List

Tuesday 19 May

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
Elite Creations UK	BM	Approve	BM	<p>goggles.</p> <p>DD completed and fine</p> <p>Whitelisted manufacturer</p> <p>Copy of contract between manufacturer and supplier will be made available once purchase order complete</p> <p>upfront, 3-5 days after collected. Confirmed this latter is per batch.</p> <p>Company has offered a further goggles - demand will be checked and another order may follow quickly.</p>
Zenith Guild Enterprise (RESUB)	BM	Approve		<p>Price reduction has been achieved from per unit, but company asked for upfront payment to increase to from .</p>
Weihai Dishang Medical Technology Ltd	MB	Approve		<p>Direct contract with the factory for type IIR masks.</p> <p>upfront, upon collection of batches</p> <p>No conflict with other deals</p>
New Asia Logistic Services PTE Ltd	MB	Approve		<p>gloves per week for three weeks.</p> <p>Manufacturer is one that we have used before</p> <p>upfront then on collection</p> <p>Amber on financials due to challenges on collecting foregin financials.</p>
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]



Cambodian Textiles Worldwide (CTW) (Resub)	MB	Approve		<p>Due diligence has been completed on CTW which has been returned as amber, around difficulty sourcing information on a foreign company.</p> <p>Manufacturers are approved</p> <p>Have they shipped PPE before? No, they are exporting it having partnered with factories that make PPE</p> <p>Risk that this may not materialise. This is a Lord Deighton referred offer.</p>

OFFICIAL SENSITIVE

Update the deals log

Mailing List

Monday 18 May

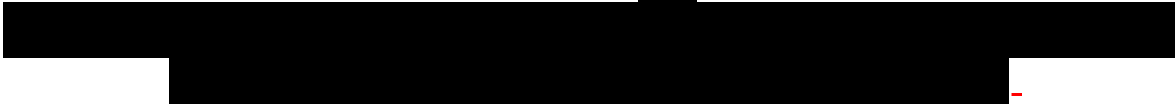
Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
P14 Medical (Resub)	MB	Approve (conditionally)	MB	<p>Resubmission. P14 have offered a breakdown of the order into four batches with [REDACTED] upfront for each batch.</p> <p>So [REDACTED] upfront payment for the first batch would be [REDACTED], then the remainder upon collection.</p> <p>Check with [REDACTED] that this level of stock is required. If yes, then approved.</p>
Zenith Guild Enterprise Ltd	MB	Approve (conditionally)	BM	<p>Type IIR - [REDACTED] delivered every ten days.</p> <p>DD complete, no areas for concern.</p> <p>Manufacturer on CCCMHPIE list.</p> <p>Not yet had delivery from the previous order.</p> <p>Counterparty financially strong.</p> <p>Concern around price - this is at [REDACTED], we have seen others at [REDACTED]. Could we get a better price?</p> <p>To negotiate further - proceed at any price [REDACTED] or below per unit.</p>
Unispace	MB	Approve		<p>Repeat order with Unispace.</p> <p>Strong financially.</p>



OFFICIAL SENSITIVE

Update the deals log [REDACTED]

Mailing List [REDACTED]



				<p>Previous orders collected but not yet accepted.</p> <p>[REDACTED] nitrile gloves per month.</p> <p>[REDACTED] upfront, [REDACTED] on collection.</p> <p>Manufacturer technically cleared.</p>
Headwind China	MB	Approve/ Further information	MB	<p>[REDACTED] goggles</p> <p>[REDACTED] in seven days, [REDACTED] a week thereafter</p> <p>[REDACTED] upfront, [REDACTED] prior to shipping and [REDACTED] when collected. Negotiated down from [REDACTED] upfront.</p> <p>Previously named in a dispute within 5 years</p> <p>Due diligence backlog - this is awaiting Walbrook DD</p> <p>CH to get Walbrook (via CO) or SB to ask Control Risk (via FCO) to undertake DD prior to providing a decision.</p> <p>Approve a smaller order to proceed with in the morning (for [REDACTED] goggles) while further DD is undertaken</p>
Saiger	MB	Approve		<p>[REDACTED] face shields at [REDACTED]</p> <p>[REDACTED] upfront, remainder on collection.</p> <p>Manufacturer has licence to export</p> <p>Saiger on amber for DD. Awaiting items from their first orders (picked up but not yet in Daventry)</p>
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	<p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p>
A P Services	BM	Approve		<p>Type IIR masks not available until October.</p> <p>Able to purchase [REDACTED] goggles at the price that has already been agreed.</p>
Beijing Yuanlong Yato Culture Dissemination Co. Ltd (Resub)	SH	Approve		<p>Third contract of the three aprons contract.</p> <p>Payment terms have been amend - [REDACTED] upfront and remaining [REDACTED] of batch paid 40 days after goods collected</p>

Update the deals log [REDACTED]

Mailing List [REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

Friday 15 May

Update from previous meeting

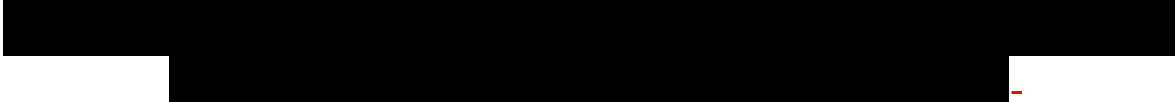
- **Yancheng New Cloud** - contract now signed by the supplier.

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
Saiger LLC (RESUB)	MB	Approve		<p>On the back of the demand session earlier, a smaller volume has been sought through this deal.</p> <p>Price is now around half the price that had been paid on other deals.</p> <p>[REDACTED] upfront and remainder on receipt.</p> <p>CH: How much do we know about [REDACTED]? Due dil came back amber but we've contracted with them previously, though product not yet picked up.</p> <p>Contract is on our standard terms - only change is with the upfront payment.</p>
Global Design Concepts	MB	Approve	BM	<p>Manufacture in Poland and Rochdale.</p> <p>Pricing competitive.</p> <p>Payment on receipt.</p> <p>Hasn't undergone the normal due diligence route - MoD CAAS team has done assurance around this.</p> <p>Counterparty has been moved to the Irish parent who is larger.</p> <p>Approve but for peace of mind do due diligence on GDC Ireland and satisfy themselves. Conduct due diligence and progress if content.</p>
Arco Ltd	MB	Approve		<p>Board content to approve.</p>
A P Services	MB	Approve	BM	<p>BM to check they are definitely stock of Type IIR masks.</p> <p>Price acceptable from the NATO framework.</p> <p>Products from the framework have been approved by NHS.</p>

OFFICIAL SENSITIVE

Update the deals log

Mailing List



				<p>Compliant route.</p> <p>BM to confirm the [redacted] limit to check there is no more volume that can be placed/the limit cannot be exceed. Confirm and then progress if content.</p>
Able Services Supplied Ltd	MB	Approve	MB	<p>Payment within seven days of collection.</p> <p>Company has links to the manufacturer on the approved list.</p> <p>Third party is used to inspect goods.</p> <p>No conflict on this order - checked with the FCO.</p> <p>For peace of mind - look again at Able Services Supplied Limited. Small company with a large contract, so conduct further assurance to ensure contentment. Confirm and then progress if content.</p>
Clandeboye	MB	Approve	MB	<p>Extension of existing deal.</p> <p>Ordered [redacted] gowns, then added [redacted] and now seeking to add [redacted] gowns which they are able to source from the manufacturer.</p> <p>Have delivered to NHS Wales.</p> <p>First collections next week.</p> <p>To be double checked acceptance from NHS Wales. Confirm and progress if content.</p>
[redacted]	[redacted]	[redacted]	[redacted]	<p>[redacted]</p> <p>[redacted]</p> <p>[redacted]</p> <p>[redacted]</p> <p>[redacted]</p>
Jason Offshore Equipment (RESUB)	RG	Approve		<p>Payment terms have agreed [redacted] upfront and the remainder across 27 weeks equally and paid two days after delivery of each batch to the UK.</p> <p>Modern slavery check confirmed.</p>
Zhongcheng Huadao Group (RESUB)	RG	Approve		<p>Modern slavery check confirmed</p> <p>FCO have seen the contract between suppliers and subcontractors.</p> <p>Upfront payment then remainder split across 26 weeks, payable</p>

[REDACTED]

				after 40 calendar days after shipment from the factory to provide chance to review product when it arrives in the UK.
Winner Medical Co. Ltd (RESUB)	SH	Approve		Payment terms have now been based so that payment is now 3 working days before gowns are released from the factory in batches. Company is already delivering well for other products. Still requires [REDACTED] total value upfront. Modern slavery check has been undertaken.

AOB

Yancheng New Cloud

- SH provided an update on New Cloud - we have contracted for the first [REDACTED] gloves for delivery in May.
- Looking to proceed to contract for supply from June to December
- Price has not changed
- We have right to cancel after contract signature should Intertek report come back negative
- Price [REDACTED]/glove - from a China perspective only had two contracts for gloves (one at the start where paying [REDACTED]/glove, since had one at [REDACTED]/glove). MB - typically around [REDACTED] p range
- Negotiations ongoing for the [REDACTED] order.
- JN has spoken to HMT and AO. HMT need not approve this in isolation but can fall within the envelope. AO has asked where this takes us to with regards demand targets and would AO expect to see any other large orders? SH this would likely be the last order from the China Buy Team for gloves

Thursday 14 May

Updates from previous actions

[REDACTED]

P14 Medical

To provide further reassurances with regards to the liquidity of the company to meet all current and forecast future trading, fiscal and other obligations and liabilities as they fall due, P14Medical Ltd have provided copies of bank statements which show a healthy cashflow within the business which totals [REDACTED]

In addition, the company directors ([REDACTED]) have provided statement of their personal accounts which total [REDACTED]. The directors have provided a letter confirming that the company doesn't have any outstanding external borrowings or overdue trading, tax or other liabilities.

Vital Care Trading (approved)

Feedback from One World for the Vital Care existing order providing the following estimated delivery dates that CM will use to track progress

Vitalcare PO:546513 [REDACTED]

Shipment #	Cargo Available (ready for collection)	CFS Receipt Date* (estimated)	Estimated Time for Departure (EDT)	Number of Cartons/ Units
1	18/05/20	21/05/20	25/05/20	[REDACTED]
2	25/05/20	27/05/20	30/05/20	[REDACTED]
3	01/06/20	03/06/20	06/06/20	[REDACTED]
4	08/06/20	10/06/20	13/06/20	[REDACTED]

*date received into Uniserve Origin Warehouse (CFS)

Quorum: [REDACTED] (CH), [REDACTED] (MJ), [REDACTED] (EJ), [REDACTED] (JN)

Secretariat: [REDACTED] (NN)

Presenters: [REDACTED] (MB), [REDACTED] (BM), [REDACTED] (SH), [REDACTED] (RG), [REDACTED] (MJ2)

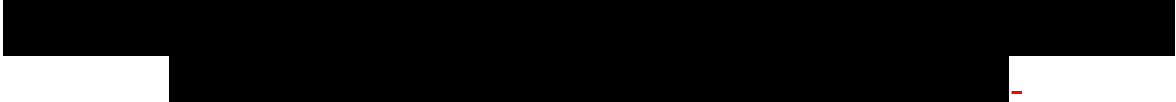
Legal: (RM)

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
P14 Medical (RESUB)	MB	Further info		<p>MB spoke on the further due diligence checks on the owners. 12 week order starting 05 June.</p> <p>CH, MJ and EJ expressed concerns still over the size of the company.</p> <p>MB confirmed that in other contracts they had delivered to distribution centre, but not yet in Daventry via Uniserve.</p> <p>BM recommended that this contract be pulled.</p> <p>MJ and CH asked if it was worth requesting a personal guarantee letter.</p> <p>BM confirmed post meeting that MHG would seek personal guarantees from directors</p>

OFFICIAL SENSITIVE

Update the deals log [REDACTED]

Mailing List [REDACTED]



SMC Premier Cleaning	MB	Approved		<p>MB outlined volume and price. Healthy financial history, but small enough that cannot get full visibility. Do have a history of providing PPE.</p> <p>MB stated that there is not a lot of information on distributor, but they are known in market, as is the manufacturer.</p> <p>[REDACTED] of first batch [REDACTED] after that payments on collection by Uniserve. First deliveries in May and therefore some risks are mitigated.</p> <p>MJ asked about price. CH and MB confirmed this was competitive.</p> <p>All approved</p>
Yancheng New Cloud	SH	Approved		<p>Available 31 May ex works. Won't arrive until early June. Proposal is to contract for [REDACTED] at cost of [REDACTED]. This is splitting a larger order to verify ability to deliver.</p> <p>New counterparty, but due diligence checks have been done and also instructed 3rd party to look at this further. Initial feedback from Intertek is that supply chain are companies of repute. Embassy content with that also.</p> <p>There is a stake in the company held by Chinese government, but counterparty is not a SOE.</p> <p>Initial feedback from Intertek was also positive on Shandong Intco.</p> <p>MJ stated that this is a pragmatic way forwards. JN asked if this still needed to go to David Williams. CH said that this was a prelude to larger contract and that he should still be briefed. EJ content with mitigations.</p> <p>All approved</p> <p>MJ2 to continue to work with BE Beijing to proceed to contract.</p>
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

				[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]



Wednesday 13 May

Updates from previous actions



AOB

- Intco/Shangdong Intco

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
[Redacted]	[Redacted]	[Redacted]	[Redacted]	[Redacted]
Vital Care Trading	MB	Approve		<p>Upfront payment has been reduced. Risk that two payments will have been paid prior to arrival in Daventry. Want payment two days prior to collection.</p> <p>Supplier is on the approved list. Has a good relationship with manufacturer.</p> <p>Due dil completed.</p> <p>Approve but can MB also track the incoming order for peace of mind.</p>
SG Recruitment	MB	Approve		Batches of [Redacted] delivered weekly from contract award for 12

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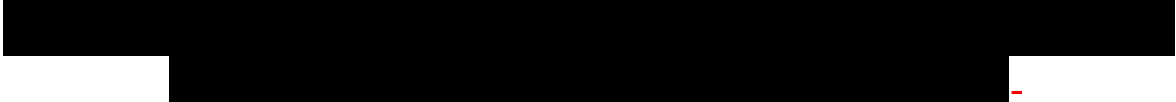
Update the deals log

Mailing List



UK Ltd				weeks. Has deals with NHS Scotland. Pay on delivery. Termination is permitted based on acceptance or rejection of previous delivery. CH: for peace of mind can we check if the litre bottles are what the NHS wants?
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
UKOS/CNG	MB/AM	Approve		Counterparty is now CNG (European arm of CNG, [REDACTED] turnover) Payment after delivery. Manufacturer on the approved list.
Deflecto	BM	Approve		Fifth order with this supplier. First two orders have been delivered and accepted. [REDACTED] upfront and then remainder by batch. Supplies NHS Wales.
[REDACTED]	[REDACTED]	[REDACTED]		[REDACTED]

OFFICIAL SENSITIVE
 Update the deals log [REDACTED]
 Mailing List [REDACTED]



Private White VC (MAKE)	JF/LR	Approve		<p>Make Cell. Clothing manufacturer offering to manufacture gowns across two contracts.</p> <p>CO due diligence rated Red.</p> <p>Financial risk - main mitigation around payment terms to reflect payment on delivery and inspection. Delivery risk - considered minimal. Material is being provided free of charge (paid for by DHSC) to supplier. Will be stored in HMG warehouse and provided weekly to manufacturer.</p> <p>Fabric being distributed across four suppliers. PWVC being given a quarter of the material over six months - [REDACTED] on a week by week basis.</p> <p>Government can step into the contract.</p> <p>Product has HSE approval. Has passed technical approval. PWVC has secured technical approval for construction of garments.</p>
[REDACTED]	[REDACTED]	[REDACTED]		<p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p> <p>[REDACTED]</p>

Tuesday 12 May

Updates from previous actions

[REDACTED]

UniSpace

CH - would like to see an option to break after September. If this can't be achieved then take a call on this deal out of committee. The supplier has not agreed to insert a break clause however have offered a lower pre-payment (now [REDACTED]).

To confirm that previous orders are being collected from the factory or at [REDACTED] There are three deliveries on the Uniserve system but these are not departing until later in the month. In the meantime the supplier has offered their QC Check document of 09 May - a 36 page report on a delivery of a first quantity of [REDACTED] IIR masks to OTE at Shanghai Airport. A more detailed delivery schedule has also been shared. The supplier stated that Uniserve has not been able to provide availability on flights to take goods out of China and this has certainly caused a delay in shipping the coveralls.

[REDACTED]

Dishang

In summary a contract was signed with Dishang for [REDACTED] Type IIR masks and [REDACTED] million coveralls on 1 May totalling [REDACTED].

AO provided approval on the following 3 conditions being met. Payment is not being made until these are satisfied.

- The Authority (us) discharge our right to inspect goods at factory 5 days prior to shipment – can we ask who will do this. [REDACTED] from the China team has confirmed a third party inspection services provider is being procured currently and will be in place by first order date (end May)
- There is a named contract manager who tracks the order and reports immediately any issues – can we ask for the name [REDACTED] has confirmed he will be the named contract manager while the CM team gets up and running
- Further due diligence is done on the company (this does not need to be before the order is placed) – can they report back any adverse findings to the contract manager An additional DD report has been completed (attached) via the Embassy team. It has concluded that the risk is Low (No issue of concern within the scope of this assignment) and that there are strong indicators that Dishang is capable of fulfilling large orders based on its scale and production facilities as one of China's top garment exporters.

OFFICIAL SENSITIVE
Update the deals log [REDACTED]
Mailing List [REDACTED]

[REDACTED]

Attendees:

Quorum: [REDACTED] (CH), [REDACTED] (MJ), [REDACTED] (BM), [REDACTED] (EJ),
[REDACTED] (SB)
Secretariat: [REDACTED] (NN)
Presenters: [REDACTED] (MB), [REDACTED] (HB), [REDACTED] (DMJ)
Other attendees: [REDACTED] (RM)

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
UniSpace (RESUB as per above update)	MB	Approved		<p>MB stated that supplier has reduced down payment to [REDACTED], but would not agree to break clause. This is down from [REDACTED].</p> <p>MB reported that previous orders are in transit, but not yet in Daventry.</p> <p>CH reflected on condition. EJ more comfortable because of size of supplier and previous orders placed. SB content on basis of reduced deposit. MJ content with lack of break clause because</p>

OFFICIAL SENSITIVE

Update the deals log [REDACTED]

Mailing List [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]		[REDACTED]



Monday 11 May

Updates from previous actions

Unispace - Resubmitted

Due diligence undertaken and assessed as Green.

Urathon

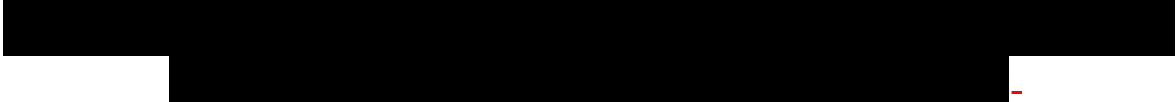
Submitted and approved outside of committee in place of Friday's meeting.

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
UniSpace	MB	FI	MB/HB	<p>Reviewed last week. Upfront payment dropped to [REDACTED], and due dil completed. UniSpace contracting directly with manufacturer and we have seen those, and we have contracted with UniSpace before.</p> <p>UniSpace have kept other clauses the same other than pre-payment. Others are being strengthened in our favour.</p> <p>CH - would like to see an option to break after September. If this can't be achieved then take a call on this deal out of committee.</p> <p>To confirm that previous orders are being collected from the factory or at Daventry.</p>
Palkhorn	DMJ	FI	DMJ	<p>Manufacturer is a robust supplier of products and appears on the whitelist. No conflict or crossover of other another contracts. DD green H and credit score though amber overall based on Finance requesting additional info. Originally requested [REDACTED] deposit negotiated down to [REDACTED] for total value. Balance payable on receipt. Not objected to any clauses in the contract.</p> <p>Aim to renegotiate the contract again to reduce unit price.</p> <p>Further assurance on the counter party - are they able to support this large transaction or gain a bank guarantee.</p> <p>Let due dil run the course.</p> <p>Should that progress - order [REDACTED] initially and then consider more.</p>
P1F Ltd (Masks)	MB	A (subject	MB	<p>Came through as RRT - confirmed that PF1 are custodians for MfH.</p>

OFFICIAL SENSITIVE

Update the deals log [REDACTED]

Mailing List [REDACTED]



for Heros)		to conditions in bold)		<p>Company not on whitelist but same terms used (as provided by TLT) as used for Super7 that no money paid until on the whitelist. Company thinks they are on the list which is to be updated. Do in-factory checks for other manufacturers.</p> <p>Reflect changes to time to make payment after confirmation of collection. Pre-3pm UK time to allow transaction to process.</p> <p>Further information on delivery three - which appears to be for free?</p>
Clandeboye (amendment to previous order)	MB	A		<p>Have placed an order for [REDACTED] gowns previously. Now at [REDACTED] to be collected on 18 May with weekly deliveries thereafter. Amendment to add [REDACTED] extra per week in June. No upfront payment, payment on collection and shipment. No due dil but CAAS confirmed adequate liquidity and no performance issues. Previous orders collected but not yet at Daventry. Previous supplier to NHS Wales. FCO confirm that previous successful orders from the same factory.</p>
Aventis Solutions Ltd - RESUB	AP	A		<p>Presented last Thursday and rejected on basis that company was to take out [REDACTED] bond. Only company that would was Lloyds, so changed to payment on collection. Manufacturer not on the whitelist, though FCO confirmed there have already been deliveries from this factory. Additional terms provided by legal to add into contract.</p> <p>Two week gap between first and second delivery to allow for checking of goods prior to second payment.</p>

OFFICIAL SENSITIVE

Update the deals log [REDACTED]

Mailing List [REDACTED]

[REDACTED]

[REDACTED]

Friday 8 May 2020

Meeting Cancelled as no papers submitted before 17:15 deadline.

Actions Update:

Aventis Solutions Limited

- JT has provided feedback and they are looking into their options to progress the deal with us. Probably not ready until Monday 11th.

Outside of board submission:

WB made an out of board submission which was considered over email by the Board, following up on the actions from Thursday 7th May.

WB and CH explained the paper to those in email circulation.

MJ - Approved

CH

Thursday 7th May 2020

Actions from the 6th and notes from action owner:

Ayanda - WB

- I am very comfortable now in terms of the safeguarding arrangements that Ayanda have put in place with their counterparties, and the guarantees the bank are giving us around making sure payments are made straight through to them when we pay Ayanda.
- They have given us sight of all the back to back contracts, and the bank are sending us confirmation of the arrangements tomorrow.

Biosana - MB

- We tasked the Ministry of Defence's Cost Assurance and Analysis Service and they reported back that they could not provide any more information than that provided by the case worker. They are registered in Jersey.

Chemical Intelligence - MB

- Asked the Ministry of Defence Cost Assurance and Analysis Service to investigate the company and they provided a report which can be summarised as follows:
 - *'Small company that files abbreviated accounts so information is limited. However, they have an adequate health score and good liquidity. Balance sheet shows a healthy cash balance but negative net worth. The company has a background in producing medical gloves and their MD was featured in FT.'*
- In terms of past orders, we have not had confirmations from DHSC logistics but having access Oneworld, we know that Uniserve have recently collected a batch from the manufacturer but this has not reached [REDACTED] yet

Super 7 - HF

- Product source is Weihai Dishang, DD complete on them they have 80 wholly owned factories / 15,000 employees / Turnover \$ 1.5bn annually
- Have we seen the contract between intermediary and source? No
- New Terms have been written into the contract from TLT.

Urathon - WB

- Contract is in place and currently being manufactured.
- Due diligence on Urathon was fine, and manufacturer is on the approved list of Chinese manufacturers.

OFFICIAL SENSITIVE

Update the deals log

Mailing List

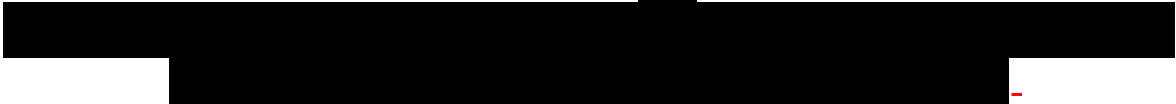
- We asked Urathon for sight of the contract between them and the manufacturer, and they had no issue with that. I have asked Urathon to re-send the contract to me, however would ask that we release payment to them immediately.
- We can discuss further offers for July/August with them once we know what stock we are likely to need and also once we have received first shipment and checked quality.

Supplier	Presenter	Decision (Approve/Reject/Further Info)	Action Owner	Minutes and Actions
Meller Designs	HB	A/FI	HB	Stepped in as counter party. Significant order. Green on DD. Not sighted on agreement between supplier and manuf. Investigate supply chain through Uniserve and follow on to contract.
Market Source Asia	MB	FI	MB	We've not been in touch with 3M about this. We don't have a relationship with 3M Singapore - could investigate relationship with Embassy. Concerns about 70% upfront, who SAL are and why is it routed through Beirut. Need to ask 3M about SAL/MSA. To be followed up.
Ayanda (RESUB)	WB	A	-	We've already paid and signed the contract. Banks have provided some comfort. They are on the white list. Could get a bond in place with the bank which will increase price - but needs a variation to contract. Discussion on whether to arrange bank bond but decision not to wait - contract already in place so formalise these arrangements in contract variation or side agreement
Chemical Intelligence (RESUB)	MB	A	-	Due dil done
Biosana Medical (RESUB)	MB	FI	MB	To be referred back to Dan G's team for rapid due dil
Super 7 (RESUB)	HF	A	-	Proceed to contract
Bella Optical	MB	FI	MB	Negotiated down from [REDACTED] prepayment to [REDACTED] plus [REDACTED] of first batch. To complete standard DD process and come back with ex-works dates for delivery.

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Update the deals log [REDACTED]

Mailing List [REDACTED]



Hospital Supplies Limited	MB	FI	MB	UK based providing to NHS already. Conduct due dil and check with customers that this is a genuine supplier.
Aventis Solutions Limited	MB	FI	EJ	In the system a while, price has increased by [REDACTED] per unit. Agreed [REDACTED] upfront for each tranche with smaller initial tranches to reduce risk. Extra safeguards needed - either more robust counterparty or bank bond. To investigate.
SG Recruitment UK Limited	HB	FI	HB	UK based. No pre-payment required. Needs option to terminate either: <ul style="list-style-type: none"> - Should the first [REDACTED] units not meet the specification outlined in the contract - With four weeks notice, with no penalty, should the latter half of the order not be required.

AOB:

Purple Surgical unit price dropped to [REDACTED] so a contract amendment to be submitted.

HSL - on Companies House: [REDACTED]

Wednesday 6 May 2020

Attendees: (CH), (SB), (JL), (AD), (WB), (DMJ), (BM), (D), (MB), (EJ), (MC)

- Eight items for consideration

Supplier	Presenter	Decision (A/R/FI)	Action Owner	Minutes and Actions
Ayanda	WB	FI	WB	Waiting until tomorrow to make a decision - needs more due dil. Can be followed up over email or raised again at tomorrow's call by WB.
Super 7	DMJ	FI	DHSC	Introduced by Santander Manuf to be added to whitelist imminently Concerns over delivery dates and export. Contingent on: don't pay until we see they have an export licence. If the also don't meet the delivery date then we can terminate the contract
Chemical Intelligence	EJ/BM	FI	EJ - check the counterparty again	Company with a manufacturer on whitelist Existing NHS Supplier, FCO approved
Purple Surgical		A		Payment made but contract not signed Known NHS supplier Should proceed to signing contract to provide some cover to the payment that has been made
Monarch Acoustics	MC	FI	DD Team. Agree to wait until due diligence is conducted	Supplier makes educational furniture. Due dil not conducted by CO team. Have done it as part of buying team activity.
Biosana Medical	CH	FI	Wait 24 hours for extra due diligence	
UniSpace	MC	FI		No due diligence undertaken so far. Delay some of the payment. How much of this actually goes to the factory?

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Update the deals log [REDACTED]
Mailing List [REDACTED]

[REDACTED]

