

Status on collaboration with LCH: 1 week on our way.

Below we share a few considerations regarding the current collaboration with the LCH. We understand the difficult situations everybody is working in and are pleased about all the results. Still we are concerned on the risks and the collaboration. These are explained in some bullet below to support our meeting.

**Are risks mitigated?**

- LCH: mask demand covered <> other organisations beg for PPE
- LCH should combine the demand for the different PPE users. However, the local organizations are also in the market. Is volumeplan, ie on masks, complete (Red Cross, Police, local hospitals, housedoctors, ambulance, nursing houses, home care etc)?
- Will we use/need masks for citizens once we carefully restart the economy/society. Demand plan?
- Do we have a contingency plan? Do we prepare for alternative scenarios?
- Also, for logistics. As an example: 1 source KLM/Skyteam? Multi carrier proposed via Fox Logistics, others. Why not prepare and go to two or multi source?
- Letter via CvK to Provinces China: status?

**Improve collaboration**

- 1) Is our support truly needed/appreciated? If not: OK don't waist recourses. If yes: enable us to collaborate.
- 2) We get a question for a quote when there is a shortage for a product on the short term. We cannot prepare and are in a re-active mode. Can we move from re-active to a more pro-active mode? Like for example:
  - a) Prepare leads for longer period or as a backup.
  - b) Start preparing for raw material needs for mask production?
  - c) Prepare test kits or components thereof, support needed?
- 3) To enable an effective collaboration, at least the following needs to be in place:
  - a) share specification sheets for the product
  - b) share specifications for the logistics and needed licenses
  - c) share a volume plan for longer term (2020) on week base
  - d) share price range indications
  - e) share producers and traders already approached
  - f) agile communication on possible leads and orders

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