

FACTSHEET

An Update from the C19 Coalition: A Cross-Sector Effort to Increase PPE Production and Distribution in the US

July 2, 2020

In March of this year, as the global COVID-19 pandemic took hold, the cross-sector C19 Coalition formed to help address the growing PPE shortage crisis.

By the following month, the group had grown to more than 20 organizations, companies, states, and philanthropists. At the end of April, the C19 Coalition launched their [first round of public commitments](#), as featured in the [Wall Street Journal](#). The Coalition's work has centered on three main goals:

1. Increasing the supply of PPE through both domestic production and international supply chains;
2. Enabling more accessible medical-grade PPE procurement for frontline healthcare organizations with non-profit bridge financing capital; and
3. Sharing data and intelligence to allow PPE supply chains to respond to demand.

Members of the Coalition have made public commitments about their work and a full, detailed list can be viewed [here](#). To date, Coalition members have helped deliver more than 250 million units of PPE. Coalition members as of April included:

Domestic Manufacturing

- Adaptive Energy
- Cardinal Health
- Fictiv
- FIGS
- Flexport
- Formlabs
- Gerber Technology
- Hardwire, LLC
- Hewlett-Packard Inc. (HP)
- The Manufacturing Coalition
- Open Source Medical Supplies (OSMS)
- Resolution Medical
- Tulip
- Volkswagen of America (VW)

Non-Profit Bridge Financing Capital

- Flexport
- Helena
- Albert Lee and Mike Lee
- Jennifer and David Millstone
- Sharon Prince

Shared Data and Intelligence

- The COVID-19 Policy Alliance
- GetUsPPE.org
- Helena
- PCH International
- Project N95
- Operation Masks

Other Coalition members who provided support include: The National Governors Association, Schmidt Futures, and Stop the Spread.

After a call for others to join the fray, the C19 Coalition is proud to announce a number of new members and their commitments to the PPE crisis, which we know is ongoing.

THE COMMITMENTS

1. Increasing supply of medical-grade and civilian-use PPE through both domestic production and international supply chains.

The Need

While many U.S. companies have already started to repurpose production facilities for medical supplies, efforts have often been independently designed, funded, and managed, leveraging individual or local networks. Many large manufacturers and associations have expressed major challenges rising from a lack of a unified build specification for key items, availability of suitable raw materials, as well as more coordinated support for raw material sourcing, engineering troubleshooting, testing protocols/FDA approval and distribution.

Coordination Efforts

With the uncertain and rapidly changing environment, it is critical to share as much real-time information and data as possible to allow manufacturers to spin up capacity effectively and sustainably. C19 Coalition is bringing together members with industry expertise to increase net new supply of PPE materials, with the support of the collective intelligence built by our group.

Committed Partners

- **Bella+Canvas:** [Bella+Canvas](#), a W.R.A.P. Certified Los Angeles-based apparel company, is committed to producing 100 million face covers per week. These face covers will help people across the U.S. to comply with the Centers for Disease Control recommendation to wear masks in public, while maintaining PPE supplies for frontline medical workers. By switching over production lines, Bella+Canvas has maintained 800 essential jobs, while ensuring worker safety and fair pay. To help support equitable distribution, Bella+Canvas has committed to donating more than one million face covers to non-profit organizations assisting those experiencing homelessness and other communities in need.
- **State of California, California Manufacturers and Technology Association, and Intel:** In Governor Newsom's COVID-19 press conference on June 26, he [announced](#) the [Safely Making California Marketplace](#) partnership with the [California Manufacturers and Technology Association](#) to connect California manufacturers to employers to acquire PPE. With the help of the C19 Coalition, the governor's office approached Intel to provide technical expertise to create the marketplace framework and to design and direct the marketplace project. In response to this request, [Intel Foundation](#) launched its first Intel Employee Service Corps (IESC) skill-based Externship program to manage and provide technical support to this critical effort in partnership with the State of California and CMTA. Intel Foundation is supporting the partnership by lending time and talent of two full-time employees with engineering and manufacturing expertise to lead the overall project management as it grows and becomes even more functional.
- **Eagle Fabrics:** [Eagle Fabrics](#), an American family-owned manufacturing company, commits to producing 100,000 face masks per week, in response to expanding needs across American cities and businesses. Their mask design uses cotton fabric and no elastic, preserving elastic for medical-grade PPE. Eagle Fabrics is also supplying their local City of Carson, California with 10,000 masks. Additionally, Eagle Fabrics is expanding distribution of thousands of masks to help protect workers at the Sanitation Districts of

Los Angeles County. At the same time, Eagle Fabrics is maintaining local essential jobs in and around the city of Los Angeles, California, while staggering shifts and distancing workers for safety.

- **Kaas Tailored:** [Kaas Tailored](#) is a furniture and aerospace manufacturing facility in Mukilteo, Washington, that has retooled their factory and created [Kaas Health](#) to help with the PPE shortage in the U.S. In March, Kaas Tailored partnered with Providence St. Joseph's Health and Services to design face masks and face shields to supply their 51 hospitals across five states at the onset of the pandemic and to support the relief efforts. They are committed to 'loving their neighbor' and helping in any way possible. Within a few short days, Kaas [open-sourced their designs](#) to the public and shared the specs on their website. Their factory is still manufacturing PPE for the healthcare community, as well as the general public. Going forward, Kaas is committed to supporting the needs of the American people and welcomes the opportunity to partner with hospitals, distributors, OEMs, or other manufacturers to lend it's manufacturing capabilities and capacity to support those needs.
- **Mission for Masks (M4M):** [Mission for Masks](#) is an initiative from Jess Jacobs and Sonja Schwartzbach, BSN, RN, CCRN and sponsored by the New World Foundation which has moved tens of thousands of medical-grade mask donations and smaller donations of other PPE to hospital workers and essential workers across the country through relationships with domestic importers, domestic manufacturers and philanthropists. M4M commits to expanding its constituencies to include non-essential workers and civilians to ensure that all people are justly protected against the COVID-19 virus as the nation navigates reopening.
- **One PPE Source:** [One PPE Source](#)'s mission is simple: to provide high-quality personal protective equipment to professionals and individuals. Leveraging 20+ years of experience in importing and distributing products from Asia, they lean on trusted and long-standing local supply partners in China, Vietnam, Malaysia, Korea and Thailand to source and vet local production facilities, product and capacity. Their local partners help manage and oversee every step of the export process to ensure the complete and accurate shipment of the specified goods. Through these relationships, One PPE Source has been able to access some of the top PPE brand manufacturers and secure significant capacity. Additionally, with over 30 years of experience in financial services, One PPE Source is helping to facilitate financing of PPE, working to bridge the gap between buyer and seller logistics, including financing if needed.
- **SEKO Logistics:** With over 120 branches in more than 40 countries, global supply and demand chain solutions & logistics provider, [SEKO Logistics](#), supports companies and organizations by not only introducing them to producers of PPE products, but also managing the end-to-end supply chain - from pick-up to final mile delivery into medical centers or DCs. SEKO Logistics also provides free sourcing, customs compliance and other logistics consultancy for PPE for medical workers and other first responders. China remains a main sourcing country for PPE, and SEKO has an extensive network and expertise to assist in the region. As one of the world's leading logistics service providers to MedTec supply chains, SEKO is closely monitoring the increased demand for 'surge capacity' to support urgent shipments of medical diagnostic, clinic and hospital equipment and supplies, which require a highly flexible and rapid response network.

Supported by a 24/7 hotline, SEKO's 60 branches across the U.S. are responding to urgent and flexible storage space needs in order to quickly deliver to hospitals, while the company's own [SEKO CARES](#) initiative helps frontline healthcare heroes and has already purchased several hundred thousand masks, including N95 respirator and 3-ply ear-loop surgical and medical masks, for donations to hospitals across the U.S. Additionally, SEKO has acquired and donated disposable medical bio-protective suits, working in partnership with [Project C.U.R.E.](#) to determine the hospitals most in need of PPE donations, and using its extensive ground transportation network to expedite shipments to hospitals in New York, Louisiana, Texas, Illinois, Colorado and the Navajo Nation.

- **SONA Development Group:** With SONA's digital platform, governments and health systems can easily procure medical supplies directly from manufacturers in the U.S. and South Korea. The manufacturers in SONA's network produce gloves, gowns, respirators, hand sanitizer, thermometers, test kits and other supplies that are critical in the fight against COVID-19. In addition to providing access directly to reputable manufacturers, SONA also helps emerging manufacturers navigate FDA regulations and trade considerations in an effort to increase industry-wide production of critical supplies.

2. Enabling more accessible PPE procurement with non-profit bridge financing capital

The Need

In this new environment, those looking to acquire PPE for healthcare workers are faced with opaque market pricing, new vendors, multiple middlemen, and suppliers requiring a minimum of 50 percent upfront just to queue an order. These organizations are overwhelmed, having previously procured PPE by paying 30 days after receipt through approved vendors. This fundamental payment term difference has become a significant hindrance to getting PPE to workers. This inability to provide upfront capital to guarantee allocation, along with lacking processes to ensure quality of PPE purchased overseas, is what C19 Coalition members are working to solve. More information [here](#).

Committed Partners

- **Flu Lab:** [Flu Lab](#)'s mission is to fuel bold approaches to defeat influenza, and they have expanded their grantmaking to support efforts to respond to the profound health, social, and economic impacts of the COVID-19 pandemic. Flu Lab has made a \$2M recoverable grant for bridge finance funding to guarantee PPE allocation and purchases, and is pleased to support C19 Coalition general operations. In addition to this work, Flu Lab is supporting efforts to strengthen COVID-19 detection, response, and mitigation and to protect vulnerable populations.

3. Sharing data and intelligence to allow PPE supply chains to respond to demand

The Need

Across the PPE crisis, there are ongoing unknowns that the C19 Coalition is working to unearth and address—from where PPE is needed most to shared information on best practices. Furthermore, although PPE resources are in short supply, without information on demand, it is difficult to deploy U.S. production and logistics capacity effectively. With the uncertain and rapidly

changing environment, it is critical to share as much real-time information and data as possible to allow manufacturers to spin up capacity effectively and sustainably.

Coordination Efforts

C19 Coalition members, leading academics, government leaders, and companies are working together to aggregate and share data on clear demand signals, as well as distribution and logistics support interfacing with state government procurement, freight carriers, and potential retailers. This data can help identify areas of current and future shortages to focus efforts on making sure that frontline health workers have what they need, when they need it.

Committed Partners

- **CoProcure:** [CoProcure](#) is a venture-backed technology startup on a mission to make local public purchasing more transparent, efficient, and inclusive. Their free search tool helps government buyers compliantly purchase from contracts that other governments have created. Competitively bid contracts on their platform can be reused by government buyers, saving government employees time, taxpayers money, and reducing the cost of selling to governments for suppliers. To support local governments on COVID-19 response, CoProcure has published a [COVID-19 resource page](#) that tracks verified suppliers (i.e. suppliers who are eligible to sell PPE already through a cooperative contract and suppliers that have provided buyer reference(s) confirmed by their team. CoProcure is also providing hands-on support to local governments in tracking down PPE items. To date, they have indirectly served hundreds of users across all 50 states, and directly connected more than three dozen local governments to PPE and COVID-19 related response items.
- **IBM:** [IBM Rapid Supplier Connect](#) is a solution developed by IBM to help healthcare organizations, public health departments and others across the public and private sectors respond to the widespread shortages of critical goods during the COVID-19 pandemic. It combines a scalable blockchain for business network, Trust Your Supplier; proven supply chain solutions including near real time inventory visibility through IBM Sterling Supply Chain Suite, and a network of dedicated industry and technical experts. Together in one solution, these tools make it easy to quickly identify and onboard suppliers, including suppliers who are outside of the traditional healthcare procurement system. Combined with the reach of C19 Coalition members, IBM Rapid Supplier Connect can help address unprecedented supply chain strain and help ensure goods are routed to where they are needed most. IBM has made Rapid Supplier Connect free for buyer/supplier member use through August 2020.
- **GovShop:** [GovShop](#) is an open supplier and contract search platform that is hosting a consolidated list of nearly 3,000 suppliers for various COVID-19 categories. GovShop's platform includes a growing list of categories including PPE, ventilators, testing kits, cleaning and disinfectant products/services, while also verifying and vetting suppliers through a rigorous process. GovShop is committing to continuing to support the needs of those seeking medical supplies by matching them with high-quality distributors, and is partnering with the C19 Coalition, National Governors' Association, and U.S. Joint Defense Task Force to do so.

4. C19 Coalition additional support

Coordination Efforts

A number of organizations have adapted and expanded their missions in the wake of the COVID-19 crisis, many of whom had never worked on PPE or even public health. We are grateful to the number of commitment partners who have not hesitated to dive into the work. Their partnership has helped the Coalition and its members make meaningful connections, navigate sticking points, and create much needed solutions.

Committed Partners

- **NationSwell:** A certified B-Corp and leading social impact company with a mission to help purpose-driven leaders take their impact to the next level, [NationSwell](#) has been convening leaders and organizations at the forefront of the pandemic to share best practices and mobilize action. Through the NationSwell Council, a membership community of 1000+ influential cross-sector impact leaders, and their broader ecosystem, NationSwell has been supporting some of the country's most prominent brands and philanthropies in their initial response efforts-and long-term recovery. NationSwell has been elevating opportunities from the C-19 Coalition and serving as a funnel for companies and philanthropies to leverage their own assets for PPE procurement and support. As COVID-19 revealed the fragility of our social systems and structures, NationSwell is embarking on a robust initiative called [Build It Back Better](#), bringing together leaders across society to begin to reimagine, redesign, and rewire our systems to be more inclusive, equitable and resilient. Launching this summer, the initiative will focus on key issue areas from Economic Opportunity to Sustainability to Healthcare with racial equity at the center. As part of the C19 Coalition, NationSwell commits to elevating key opportunities, sourcing information, and curating connections with trusted partners.
- **#Masks4All:** [#Masks4All](#) is a 501c(3) non-profit project that works with a volunteer group of scientists to establish and communicate evidence on the efficacy of community mask wearing to slow the spread of COVID-19. Masks4All.co was involved with the first and largest evidence review of community mask wearing, and helped organize a letter to all U.S. governors from over 100 prominent scientists urging mask requirements in all U.S. states. Masks4All is committed to continuing to collate and share the best available scientific evidence, and to communicating it to decision makers and the public as effectively as possible.

Interested in bringing your efforts into the C19 Coalition? Please fill out this [form](#).

For any questions, please contact molly@c19coalition.org