

From: Chris Selwa [REDACTED]
Sent: Wednesday, 6 May 2020 3:15 PM
To: Dwyer, Ellie
Subject: Re: AA1000479 - MTAA interim authorisation- Request for information [SEC=OFFICIAL]

Dear Ellie

There are many suppliers now seeking to meet the national need so the market is very competitive (efficient). There is a natural tendency for suppliers to not share information even if allowed to under this authorisation.

What has been most helpful is confidence that we do not accidentally overstep the mark on the occasions that information does get exchanged among participants seeking to source PPE. Particularly shortfall areas.

Exchanging that information has allowed companies to use limited time and resources more effectively. We can focus our limited time and resources on where the gaps, both current and anticipated - rather than over-servicing an area that is already well met several times over. The market was quite concentrated for PPE and certain suppliers had created market power that makes it difficult for entrants. They have wide visibility over the market that is not available to other organisations particularly SMEs such as ours. Unfortunately this concentration means that, in a crisis, the Australian supply chain fell over when this concentrated supplier base was for various reasons unable to meet needs. There was nowhere for hospitals to turn to quickly. While there is a lot of international PPE manufacturing from multiple sources, the channels to market to tap into it were quite narrow and information sharing made it easier to expand this quickly.

Sharing of information at an industry group level has made it easier for a wider array of companies to assist with PPE supply. If anything, my perception is that the result is that the market is more competitive by lowering the barriers to entrants that are already familiar with the requirements for the safe and effective provision of medical technologies. I note now there are more participants in PPE, response to RFQs and needs seems faster and more diverse.

Chris Selwa

Medigroup EBI
Office: 1300 362 534

www.medigroup.com.au