

Supply Solutions Report

As on
5 April 2020, 5:00 PM

SUPPLIER OUTREACH : 1195 Suppliers Contacted

CATEGORY	START-UP & INNOVATOR	SUPPLIERS REACHED OUT TO	TOTAL OUT-REACH	COMPANIES RESPONDED	SUPPLY
Ventilators & ICU Monitors	22	93	115	82	6,308
Masks*	161	219	380	144	2,01,85,000
Testing Kits**	23	35	58	30	8,00,000
PPE Equipment ***	67	99	166	112	5,87,675
Others	99	377	476	264	8,59,735
TOTAL	372	823	1195	632	

Issue Resolution

Creating new supply lines

Sector	Manufacturing/ Tech. Issues	Suppliers' Issues Resolved	Ready to Supply
Drugs & Chemicals	5	0	0
Test Kits	25	4	1
PPE	190	70	10
Sanitizers	122	68	11
Masks	128	113	16
Ventilators +ICU Monitor	60	57	9
Logistics	140	55	0
TOTAL	670	367	47

REQUESTS

CATEGORY	HLL TENDER DETAILS	REQUESTS FROM STATE GOVTS (Requests directly to Invest India)	REQUESTS FROM PRIVATE AGENCIES
Masks (N95/3Ply)	2,40,00,000	2,18,57,355	4,10,700
Ventilators	0	4,527	1,000
Testing Kits	0	2,80,604	1,500
PPE	50,00,000	52,33,567	66,900
Drugs	0	77,99,600	0
Others	5,00,000	36,01,962	20,460

MATCH-MAKING INITIATIVE

Government / Entity	Invest India Support	Status	Date
Kerala Govt.	Shared details of suppliers for PPE equipment	Reply awaited	03-Apr-20
Odisha Govt.	Shared details of suppliers for PPE equipment	Reply awaited	02-Apr-20
SRL Diagnostics	Shared details of suppliers for PPE equipment	Reply awaited	01-Apr-20
Maharashtra Government	Shared details of suppliers for: - Ventilators - ICU Monitors - PPE & Masks - Hospital Beds - Thermometer	Reply awaited	01-Apr-20
Goa Government	Shared details of suppliers for: - PPE & Masks	Reply awaited	01-Apr-20
Uttar Pradesh Government (through Gates Foundation)	Shared details of suppliers for: - Sanitizers - PPE & Masks	Reply awaited	01-Apr-20
Jammu and Kashmir Government	Shared details of suppliers for: - Ventilators - PPE & Masks - Sanitizers	The state govt has placed an order of 100,000 masks through facilitation support provided by Invest India (as on 2 April 2020)	01-Apr-20
Rajasthan govt	<ul style="list-style-type: none"> Shared details of suppliers for PPE equipment 	<ul style="list-style-type: none"> Reply awaited 	
Delhi govt	Shared details of Suppliers of hospital beds	Reply awaited	30-Mar-20

MATCH-MAKING INITIATIVE

Government / Entity	Invest India Support	Status	Date
AIIMS Jodhpur	Shared details of suppliers for: <ul style="list-style-type: none"> · N95 masks & PPE 	Reply awaited	30-Mar-20
Bihar Govt (via CARE India)	Shared details of suppliers for: <ul style="list-style-type: none"> · Sanitizers · PPE & Masks 	Reply awaited	30-Mar-20
Punjab Govt	Shared details of suppliers for: <ul style="list-style-type: none"> · Ventilators · Sanitizers · PPE · Masks · Thermometer 	Reply awaited	30-Mar-20
Himachal Pradesh Govt	Shared details of suppliers for: <ul style="list-style-type: none"> · Ventilators · Sanitizers · PPE & Masks · Thermometer 	Reply awaited	30-Mar-20
AvanStrate Inc. (Vedanta Group company)	Shared details of suppliers based out of Delhi and Maharashtra, for PPE equipment	Reply awaited	30-Mar-20
Madhya Pradesh Govt	Shared details of suppliers for: <ul style="list-style-type: none"> · N95 masks · PPE 	Govt of Madhya Pradesh has placed an order of 50,000 PPE kits through facilitation support provided by Invest India (as on 31 March 2020)	30-Mar-20
Uttar Pradesh Govt (District Industries Commissioner, office of Ghaziabad DM)	Shared details for suppliers of PPE kits	Reply awaited	30-Mar-20
Air India	Shared details of suppliers for hazmat suits	Successfully assisted Air India in procuring 200 hazmat kits in just 3 hours for their crew on 4 flight to Europe to Airlift Indians.	29-Mar-20
Tamil Nadu Govt	Shared details for suppliers of: <ul style="list-style-type: none"> · ventilators · masks · PPE Kits · multiple products from China 	An immediate supply of 1 lakh 3-ply at Rs. 16 + Gst and 50,000 3 ply at Rs. 12 + GST can be done, followed by a daily supply of 50,000 masks in Chennai only. The state govt has already initiated that discussion	28-Mar-20

MATCH-MAKING INITIATIVE

Government / Entity	Invest India Support	Status	Date
Chhattisgarh Govt	Shared details for suppliers of: <ul style="list-style-type: none"> · ventilators · PPE & masks 	Reply awaited	28-Mar-20
Jharkhand Govt			28-Mar-20
Delhi Govt	Shared details for suppliers of: <ul style="list-style-type: none"> · ventilators · PPE & masks · sanitizers · Hydroxychloroquine 	Delhi Govt has placed an order of 26,000 Hydroxychloroquine tablets through facilitation support provided by Invest India (as on 2 April 2020)	28-Mar-20
CPR Hospital Kohlapur	Shared details for suppliers of PPE kits	Procurement process yet to start	28-Mar-20
Andhra Pradesh Govt	Shared details for suppliers of ventilator to fulfil an order of 300 pcs	Reply awaited	28-Mar-20
Fortis Hospital	Shared details for suppliers of IR thermometers	Reply awaited	28-Mar-20
Healing Tree Hospital	Connected them suppliers of N95 masks	Reply awaited	28-Mar-20
ESIC Hospital, Noida	Connected them to suppliers of PPE kits	Reply awaited	28-Mar-20
ACME India	Connected them to suppliers of: <ul style="list-style-type: none"> · Sanitiser (200ml, 250 ml, 500 ml bottles) · 3 ply mask & N95 mask 	Reply awaited	28-Mar-20
AgVa Health Care Pvt Ltd.	Facilitating release and delivery of multiple consignments from different customs warehouses across the country to their office	- Consignments in India released and delivered.	27-Mar-20
Narayanpur District, Chhattisgarh (for frontline staff)	Shared details for suppliers of: <ul style="list-style-type: none"> · N95 masks & PPE · Diagnostics kits · Gloves 	Procurement process started	27-Mar-20
Doctors Without Borders	Connected Doctors without Borders with suppliers for a confirmed order of 5000 N95 Maks, 10000 3PLY masks, 1000 Goggles	Confirmed order delivered in 24 hours	27-Mar-20
Andhra Pradesh Govt	Shared details for suppliers of: <ul style="list-style-type: none"> · masks & PPE 	Procurement begun for PPE	26-Mar-20
Rajasthan Govt	Shared details for suppliers of: <ul style="list-style-type: none"> · thermometer · masks · ventilators 	State govt yet to start procurement process	26-Mar-20
Jammu and Kashmir Govt	Shared details for suppliers of N95 masks and ventilators	State govt yet to start procurement process	26-Mar-20

NEW MANUFACTURING SUPPLIERS

Sanitizers	Masks	Ventilators
Bira	Madura Group	Vaish Industries
Simba	Jay Garments	Padmani VNA
Sula	Welspun	Mahindra- Already working with Skanray
Fena Detergents	Pearl International	Syrma
Loreal	Kajal Bagworks	Sterlite Technologies
AB InBev	Akash Vasant	Hero
Indian Sugar Mills Association	DNM	Ducom Instruments
All India Distellers Association	SRC Creations	Maruti- already working with AgVA
WIMWI Foods Pvt. Ltd	MasterG	Karkhana
Hero Moto Corp.	Pals Plush	
	AGMACO	
	Ambica Profiles	
	Carbon Hubs	
	Bulk MRO	
	Bluemineral	
	Paramount Products	

LOGISTICS INITIATIVE

Total Queries: 338

Resolved: 245

Pending : 82

Not Actionable : 11

- Whatsapp group of 95 Members including GoI officials and representatives from some of the biggest logistics players such as Fedex, BlueDart, UPS, DP World
- Platform serves as a Logistics Aggregation and Logistics Policy Information Portal
- Stakeholder Consultation & feedback on National E-Pass System through platform

Medion Healthcare: facilitated movement passes for Medion Healthcare to enable delivery of 23 ventilators across 3 states

GE Healthcare: 3 production sites for ventilators were facing shutdown in Bangalore – issue resolved in 6 hours

Goods Moved Across Locations

Arterial Blood Gas Analyzer & Consumables	69
Medical Devices	47
PPE Kits	39
Medical Equipment	31
Mask and Mask Components	31
Diagnostic Kits	25
Ventilators & Components	17
Multiple	11
Sanitizers	10
COVID Testing Kit	10
Others	9
Medicine	9
Food Items	6
Medicines	1
Laptops and PCs	1
Covid Testing Kits	1

Origin Location

Tamil Nadu	85
Delhi	49
Haryana	39
Maharashtra	23
Karnataka	22
China	13
Madhya Pradesh	11
West Bengal	11
Gujarat	9
Multiple	8
Uttar Pradesh	7
Kerala	5
Rajasthan	5
Telangana	4
Punjab	3
Singapore	2
Hong Kong	2
Himachal Pradesh	2
Dadra & Nagar Haveli and Daman and Diu	2
Uttarakhand	1
Karnataka	1
Bihar	1
Bengal	1
Germany	1
Goa	1
USA & Taiwan	1

HIGHLIGHTS

- Worked with **Maruti to resolve movement of workers and factory operations** in UP, for manufacturing components of ventilators
- **Successfully facilitated Gyrodrive with medical certification** of their ventilator design.
- Helped **Adi Grafix, supplier of Labels for Sanitizers with curfew passes**
- Helped **Johnson & Smith Co.**, a manufacturer of Sanitizers with issue of **curfew passes** to ferry employees
- Connected **Ginni Consumers to Industries Department**, Government of Uttarakhand to expedite issuance of their **drugs license**
- Worked with **Urbanbuddha LLP** in obtaining **permissions for intra-city travel** in Karnataka for manufacturing and transportation of raw materials.
- MSF placed a second order today for 1,000 goggles. Invest India is working with them to facilitate the issue.
- Working with **Javi Forward Enterprises Pvt. Ltd.**, manufacturing 50k masks, to match them with buyers after resolving their factory operation issue.

CSR

Govt. Funds accepting COVID-19 donations identified	31
Connections made for COVID-19 Donations	37
Tech Incubators reached out to for CSR Funding Support	289
Indicative Pipeline of Donations	INR 40.8 Cr
Actual Donations	INR 19.9 Cr
No. of COVID-19 Technology Solutions received	84
Pfizer: donated 50k N95 Masks to healthworkers in Delhi & Maharashtra	
Pfizer: provided 5 high quality ventilators to 3 hospitals in Maharashtra	
Pfizer: providing groceries with 15 days supply in 2 talukas of Goa	

Note: The numbers on this report are dynamic due to a daily fluctuating supply * N95 Masks – 2.36L; ** Some suppliers awaiting CDSCO approval; *** Including supply PPE kits and parts such as gloves, gowns

Disclaimer: This report has been curated for information purposes only. Invest India does not confirm any information on the suppliers. The information is provided by the suppliers and quantity, price, availability, specifications etc. has not been verified by Invest India. Invest India shall not be held responsible for the accuracy of such information. Any reference to any entity or third party or company shall not to be considered as an endorsement or a recommendation.