

**SupplyNZ Situation Report as at Friday 17<sup>th</sup> April**

1. 78 on the Register (26 registrations in 8 days in the week finishing Friday 17<sup>th</sup> April). See public register [here](#).
2. We have seen an increase in enquiry through *SupplyNZ* over the last week as a result of referrals from the Ministry of Health. Based on feedback we've received from registrants; the Ministry of Health are referring any suppliers who don't meet their pre-requisites for large-scale production, to *SupplyNZ*. We contact all registrants the day after they register on the website and the system is working very well.
3. Five new international makers / suppliers have registered on *SupplyNZ* this week. These businesses are based in Australia, UK and the Netherlands and supply products including gloves, gowns, masks, goggles, medical ventilators, CPAPs, high-flow oxygen equipment and more.
4. We have facilitated 14 new introductions this week between *SupplyNZ* registrants.
5. Key questions registrants want answered:
  - (i) Can *SupplyNZ* connect me directly with District Health Boards and/or the Ministry of Health? We have suggested that registrants contact MoH and District Health Boards individually, using contact details [here](#).

**6. Key observations this week:****Makers (New Zealand manufacturers)**

- (a) There is clearly a lot of people in New Zealand who want to contribute to our supply chain efforts and pivot their existing businesses to meet demand.
- (b) These local makers and manufacturers are unable to progress their business models as they require forward orders and / or have gaps in their supply chain that make it difficult to deliver their product to market.

**Suppliers**

- (c) A large majority of suppliers on our register are those with existing international supply contacts in China, Korea, Australia and the US.

**Purchasers**

- (d) While New Zealand purchasers would prefer New Zealand product, they also want a good quality product that is easy to source and use.
- (e) We anticipate the demand for PPE will increase in the private sector in the coming weeks as businesses re-open under alert level 3. This week, we had one large New Zealand corporate and one Government subsidiary register their interest in PPE.

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