

Message

From: Hart, Hailey E. EOP/WHO [REDACTED]@who.eop.gov]
Sent: 3/18/2020 4:45:39 PM
To: Padula, Nick [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=6b0e8f84784c43699204e15c643e5ce9-usd27389]
CC: Shoultz, David [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=0e0cf5fdacfe43d29250f1c0a7ddd376-usd24339]; Volante, Monica [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=a79fea2a81e74d29aea9c86019d4d077-310288860]
Subject: RE: (Technical Specs and Intended Use Details) Post-Call Follow-up: State of Ventilators and Suggested Course of Action

Nick,

Thank you so much for all of the below information -- very helpful. I have shared with NEC and NSC.

We will keep in touch.

Best,

Hailey Hart

White House Office of Public Liaison

C: [REDACTED]

From: Padula, Nick [REDACTED]@philips.com>
Sent: Wednesday, March 18, 2020 9:11 AM
To: Hart, Hailey E. EOP/WHO [REDACTED]@who.eop.gov>
Cc: Shoultz, David [REDACTED]@philips.com>; Volante, Monica [REDACTED]@philips.com>
Subject: [EXTERNAL] (Technical Specs and Intended Use Details) Post-Call Follow-up: State of Ventilators and Suggested Course of Action
Importance: High

Hailey, I want to thank you and the team again for the call yesterday. As promised, we wanted to get you an email with more along the lines of **Intended Use** and **Technical Specs**. Please see below:

- Attached, spec sheets for V30, V60, Trilogy EVO, Trilogy EV300. A "menu" so to speak of our Critical care ventilator offerings.
- Bullet point explanation below of each platform.
- Attached spreadsheet with List prices for each platform.
- **Schedule of delivery for by Platform. (not yet provided)
- Resend of COVID-19 White Paper to help with "beyond vents" needs

Philips family of Respiratory/ Ventilation Solutions:

Trilogy Evo and EV300 Combined Non-Invasive and Invasive ventilator- Manufactured in Pittsburgh, PA

The EV300 (hospital) and EVO (Home-Care) were specifically designed in conjunction with the Bio-Medical Advanced Research and Development Authority (BARDA) for a new “stockpile” ventilation platform. Philips was awarded the contract in 2014 to design and manufacture a ventilator capable of Invasive and Non-Invasive ventilation, Infant-Adult and, Acute-Care through Home-Care. The result was the launch of the Trilogy EVO platform. The EVO was designed for Home-Care use and was released in Dec 2019 while the EV300 was designed for institutional use and was released on March 1, 2020.

The Trilogy Evo and EV300 ventilator delivers enhanced performance in noninvasive (NIV) and invasive (IV) ventilation, so patients can be treated with a single device throughout their hospital stay, regardless of changing conditions. Comprehensive, advanced NIV auto-titrating therapy modes include AVAPS-AE, and invasive ventilation is available with single- and dual-limb circuits and leak compensation. The Trilogy Evo and EV300 ventilators are designed to treat the varying needs of respiratory insufficiency throughout the patient’s stay. The platform boasts an industry leading 15-hr battery and unprecedented 70,000 hr blower replacement making it the best in class for transport and cost-of-ownership.

The user interface on the Evo and EV300 ventilators was designed to be consistent across the platform while customized to the specific care environment in which its being used. The Evo ventilator offers a screen lock function allowing home caregivers to ensure the safety of the patient while the EV300 offers a patient demographic preset function allowing for quick ventilation in emergent situations. The EV300 version also includes an oxygen blending module and oxygen analyzer within the hospital setting.

Since this is a new product introduction, we are currently building inventory for the product “release” for sale at the end of March/ beginning of April. This is an estimate but we believe the time from order to receipt of product will be 10 to 12 weeks for the EV300 platform from order to delivery. These will also be managed on a FIFO basis.

V60 NIV Ventilator – Manufactured in Carlsbad, Ca.

The V60 is the leading acute care ventilator for Non-Invasive (mask) ventilation. This Vent is used to non-invasively ventilate patients with a spontaneous drive to avoid intubation. The V60 Ventilator is a microprocessor-controlled, bilevel positive airway pressure (BiPAP) ventilatory assist system that provides noninvasive positive pressure ventilation (NPPV) and invasive ventilator support for spontaneously breathing adult and pediatric patients.

The V60 provides ICU-grade NIV performance with enhanced monitoring and alarms, treatment for a wide range of clinical severities and patients from pediatric to adult, and the flexibility for intra-hospital transport with an internal six-hour smart battery. The Philips Respironics V60 uses auto-adaptive technology to help ensure patient synchrony and therapy acceptance. Improved signal processing technology is finely tuned for both adult and pediatric patients.

This product is also affected by the global demands of the COVID-19 health crisis. The V60 is also 6 to 8 weeks from order to receipt by customers. This is also being managed of a FIFO basis.

V30 NIV Ventilator – Manufactured in Pittsburgh , PA

The V30 Auto is our mid-to-low acuity offering with hospital-grade alarms, a 7-hr battery and nine different modes to support to a variety of respiratory-compromised patients.


The V30 is an excellent choice for NIV applications where minimal or no oxygen supplementation is needed, such as:

- NIV on the general floors,
- OSA patients on the general floors
- PACU and interventional areas, during and after procedures for patients with potential OSA and those with diagnosed OSA who may have new pressure needs because of the effect of analgesics or sedatives
- Patients with compromised control and regulation of breathing.

In addition, the V30 Auto uses the same NIV accessories as high-acuity devices, reducing the need for dedicated inventory. This includes bacteria filters, external humidifiers, NIV circuits, and masks. Because the V30 Auto uses terminology that is identical to the Philips-Respironics EV300 and V60 ventilators, clinicians who are familiar with one can easily use the others, reducing the training time.

This product is also affected by the global demands of the COVID-19 health crisis. The V30 is also 6 to 8 weeks from order to receipt by customers. This is also being managed of a FIFO basis.

As shared yesterday, the demand is considerable and currently building relative to orders, globally. What would be of great help and have been asking others this in an effort to plan and build, if we can get line-of-sight to what is actually needed, we can get with manufacturing and build a tailored finished goods plan and with a scheduling agreement that will provide more granularity of what can be built and shipped, when. I know this is a different than normal request, yet have found it to be the only way as it will further help us to drive manufacturing processes. In terms of being candid, almost everything made has been or in the process of being shipped. If we can get an idea of what you will need, we can build that plan to ensure that as finished goods come off the line. For example, can plan on what can be sent immediately and what can be done in phases as this will be a longitudinal response and with belief we will see this again over the seasons.

Again, if you need any more information, we are at your disposal and will prioritize your call or meeting request above all others... 

Best Regards,

Nick Padula
Dave Shultz
Monica Volante

Vice President, Health & Human Services

Philips, 1050 K Street NW, Suite 900, Washington, DC 20001

Mobile: [REDACTED] [REDACTED]@philips.com - >www.usa.philips.com/a-w/government<

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