

# COVID-19 Opportunities



Thank you to the Diversity Leaders who shared opportunities & resources at our virtual event on April 22, 2020!

Western Regional Minority Supplier Development Council  
Visit us online at [www.wrmsdc.org](http://www.wrmsdc.org)

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# WRMSDC COVID-19 Opportunities

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**Before contacting any reps, please  
carefully read and follow each  
corporation’s directions.**



AT&T is diligently seeking suppliers across the county who provide Personal Protective Equipment (PPE), to support our technicians, retail agents and contact center employees. To date, our company has ordered millions of units of hand sanitizer, surface disinfectant, cloth face covers, gloves (grades from nitrile 3-5mil all the way to food service), hand soap, and towels.

Given the large quantities our company needs, we continue to look for additional sources that will be able to provide us reliable products, at fair prices, in large volumes. Again, AT&T Sourcing teams are seeking volumes in the “millions of units per week.”

Below is a very specific list of our current needs, however items needed to support AT&T employees continues to evolve. As of April 16, 2020, AT&T is seeking:

- 1) **Hand sanitizer - personal size**
  - a. gel form, not liquid form, i.e. pump not spray
  - b. size: 6oz - 12oz bottle
  - c. meeting FDA Covid-19 formulation requirements
  - d. volume target: ~100,000 units per week
  - e. price target: ~30-50 cents per ounce
- 2) **Hand sanitizer - gallon size**
  - a. gel form, not liquid form, i.e. pump not spray
  - b. jugs with pump tops
  - c. meeting FDA Covid-19 formulation requirements
  - d. volume target: ~2,000 units per week
  - e. price target: ~15-30 cents per ounce
- 3) **Surface disinfectant**
  - a. already diluted, i.e. not concentrate
  - b. trigger spray bottles, i.e. not aerosol cans
  - c. 24oz-32oz or gallon jugs
  - d. volume target: ~15,000 units per week
  - e. price target: ~15-30 cents per ounce
- 4) **Gloves**
  - a. Type:
    - i. Nitrile of 2-5 mil thickness
    - ii. vinyl, form fitting food-service, or
    - iii. hybrid-vinyl, looser fitting food-service
    - iv. *not latex, due to allergy issues*
  - b. Size: only M/L/XL, no x-small, small, or XXL
  - c. volume target: ~5,000,000 gloves per week, i.e. gloves not pairs of gloves
  - d. price target: ~5-15 cents per glove, i.e. not per pair

## 5) Liquid soap

- a. dish-type preferred, i.e. more concentrated like Palmolive, Dawn, etc.
- b. Small bottles preferred, i.e. 3oz-8oz that fits in a pocket/hand
- c. volume target: ~60,000 units per week
- d. price target: ~30-40 cents per ounce

## 6) Cloth face covers

- a. Sewn
- b. dual ply or more
- c. soft, stretch, blend and/or moisture wicking material
- d. washable
- e. volume target: ~600,000 units per week
- f. price target: ~1-2 dollars per cover

## 7) Paper towels

- a. Heavier shop-type towels
- b. volume target: ~60,000 rolls/packs of 200 ASAP plus ~15,000 rolls/packs of 200 per week
- c. price target: ~3-5 dollars per roll/pack of 200

**Contact:** please email [g05792@att.com](mailto:g05792@att.com)

**Suppliers:** If you choose to proceed with the AT&T PPE Opportunity, please follow these instructions *exactly*:

**In one email and staying within the scope of sourcing's ask (in excel file – [click here to access the file](#)), please send the completed excel file, and if you are offering the wipes and/or hand sanitizers, include the **safety sheet(s)** (manufacturers and/or company's) and send back to me.**

*Any further details needed will be identified by our sourcing team – after I send over the referral, they are in control of the process.*

### **\*Specs for Goggles Needed (see spreadsheet):**

1. **Impact vs. Non-Impact** - Impact rated eye protection will have a plus symbol (+).
2. **Chemical Splash and Dust Protection** - Eyewear that meets ANSI Z87.1 requirement for droplet (splash) or dust protection will be marked with a code that begins with the letter "D". For example:
  - ✚ Eyewear that protects from droplets and splashes is marked with "D3"
  - ✚ Eyewear that provides dust protection is labeled "D4"
  - ✚ Eyewear that provides fine dust protection is labeled "D5"
  - ✚ It should have a rating of Z87+ D3 D4

### **Additional Resources:**

<https://about.att.com/pages/COVID-19.html>

<https://about.att.com/pages/COVID-19.html#businesses>



## COVID-19 OPPORTUNITIES

**Contact:** David Feldman, Manager, Supplier Diversity - [dfeldman@chevron.com](mailto:dfeldman@chevron.com)

There is a severe and increasing disruption to the global supply of personal protective and medical equipment. Multiple efforts across the organization to meet Chevron internal demand for products such as sanitizer and overall disinfecting products, thermometers and screening devices, gloves, masks, and protective gowns, ventilators, nebulizers, hemodialysis machines, COVID-19 testing kits among others.

To meet this unprecedented demand, we are combining efforts with all internal and external within our reach to identify additional supply sources to meet the overwhelming global requirements for products within this category. Priority for most of these products are given to medical and retail/grocery market segments, thus limiting the supply.

Increasing regulations, logistics challenges and export barriers are adding additional complexity to this already challenging environment. China has been imposing some regulations for the export of PPE products. In addition, President Trump issued a memorandum effective April 3, 2020, prohibiting the export of PPE. This memorandum includes (a) N-95 Filtering Facepiece Respirators, (b) Other Filtering Facepiece Respirators (c) Elastomeric, air-purifying respirators and appropriate particulate filters/cartridges; (d) PPE surgical masks, (e) PPE gloves or surgical gloves. The memorandum affected several purchase orders already in progress. Later last week, The U.S. Gov't named the energy sector as "critical infrastructure" industry and included export of PPE for the use of Chevron overseas employees or workers at Chevron operated overseas facilities, to fit within the "critical infrastructure" exclusion. Since then, we have revised exports of some of these categories.

Locations requesting support for PPE include all of our North American based businesses and the following international operations: Angola, Nigeria, Kazakhstan, Kuwait, Singapore, France, UK, Mexico and Central America.

The demand for PPE has created a surge in prices and requests for upfront payments for big-value orders in this space.

**\*Note from WRMSDC:** COVID-19 Opportunities highlighted in yellow



**Contact:** Lisa Roben - [lisa\\_rob@comcast.com](mailto:lisa_rob@comcast.com)

**Register in our portal:** [www.comcast-nbcunisuppliers.com](http://www.comcast-nbcunisuppliers.com)

### **Response during COVID-19:**

- ✚ Consistent communication – updates with our suppliers
- ✚ Focus on maintaining the network and assisting customers
- ✚ Essentials services are being conducted
- ✚ Supporting businesses by participating in virtual sessions such and supporting our community partners

### **Opportunities during the next six months:**

- ✚ PPE Supplies
- ✚ Security Surveillance Monitoring
- ✚ Vegetation Management
- ✚ Fiber Optic Splicing Services

### **How to prepare for what is next:**

- ✚ Stay connected, educate with thoughtful solutions
- ✚ Become certified with the Supplier Clearinghouse if you are not already
- ✚ Social distance and Social Media

### **Additional Resources:**

- ✚ **Internet Essentials:** <https://www.internetessentials.com/>
- ✚ **Comcast Ventures (support for small business):**  
<https://medium.com/comcast-ventures/covid-19-resources-and-tools-3d98be9900dc>
- ✚ **Diverse Certification:** <http://www.thesupplierclearinghouse.com/apply.html>
- ✚ **Comcast Business Webinars:**  
<https://corporate.comcast.com/press/releases/comcast-business-webinar-series-support-businesses>

# CSAA Insurance Group, a AAA Insurer

**Contact:** Salvador Peinado, Jr - [Salvador.Peinado@csaa.com](mailto:Salvador.Peinado@csaa.com) | (408) 466-6611

## **COVID-19 Opportunities List**

- ✚ N95 masks
- ✚ Hand sanitizer
- ✚ Nitrile gloves
- ✚ Wipes

## **Rules of engagement in this new world**

- ✚ Process did not change

## **Intake process and/or payment terms**

- ✚ Onboarding process unchanged. Payment terms Net 30, although we are open to Net NOW.



Mandates require agencies and departments place 25 percent of their total annual contract dollars with the state certified SB community and 3 percent with the DVBE community. Last fiscal year, statewide departments awarded approximately \$10.5 billion in contracts with \$2.2 billion going to SBs/MBs and \$336 million going to DVBEs.

Visit our website at [www.caleprocure.ca.gov](http://www.caleprocure.ca.gov). for more information regarding certification requirement and benefits. If you have any issues getting registered/certified you can email [OSDShelp@dgs.ca.gov](mailto:OSDShelp@dgs.ca.gov).

**COVID-19 Procurements**

The California Office of Emergency Services is reviewing proposals from businesses interested in supporting California’s response to COVID-19. A list of needed supplies is available on this site. Please visit <https://covid19supplies.ca.gov/> to complete your interest form. Items Needed:

Ventilators	Surgical Masks	Goggles	Examination Gloves	N95 Respirators (Disposable)
Coveralls (Hospital and EMS)	Surgical or Exam Gowns	Face Shields (Disposable)	Hand Sanitizers	Wipes
Test Kits	Swabs	Viral Testing Media		

DGS uses the following website [custserv@dgs.ca.gov](mailto:custserv@dgs.ca.gov) to extract small listing to share will state small business advocate to share with their department buyers.

**COVID-19 Resources**

Please check these links at regular intervals, as guidance continues to evolve:

- ✚ Official public health information, California Department of Public Health: <https://www.cdph.ca.gov/>
- ✚ The latest information on business assistance, Governor’s Office of Business and Economic Development website: <https://business.ca.gov/coronavirus-2019/>
- ✚ Resources for employers and workers, Labor and Workforce Agency website: <https://www.labor.ca.gov/coronavirus2019/>

**Resources for Business**

<https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/How-to-do-business-with-the-state-of-California>

- ✚ [How to do Business with California State Government](#)
- ✚ [Apply for a SB and/or DVBE Certification](#)
- ✚ [Register to do business with the State of California](#)
- ✚ [Get help from a SB/DVBE Advocate](#)
- ✚ [Find local government agencies that accept the state's certifications](#)
- ✚ [Prompt Payment Program Assistance](#)

**What the State Department Are Buying - [Click Here](#)**

Additional questions can be sent to [custserv@dgs.ca.gov](mailto:custserv@dgs.ca.gov)





FEDERAL RESERVE BANK  
OF SAN FRANCISCO

**Contact Sourcing Team:** Lynn Reddrick and Amina Yusuf - [sfsourcing@sf.frb.org](mailto:sfsourcing@sf.frb.org)

**Six Office Locations:** San Francisco (main office); Los Angeles; Seattle (Renton); Salt Lake City, Phoenix; Portland (small office)

Click here for the link to the [Supplier Information Page](#)

**PPE Needs**

- ✚ Surgical masks: 30,000 Minimum
- ✚ FDA-registered and NIOSH-approved N95 masks or similar FDA/NIOSH-approved respirators: 10,000 Minimum \*
- ✚ Cloth masks (reusable): 6,000 (multiple vendors) \*\*
- ✚ Medical grade gloves: 15,000 size M & L, 1,000 size S and XL \*\*
- ✚ Sanitizing/disinfectant wipes: 2,000 (use 80 wipes per container for estimate) \*\*\*
- ✚ Hand Sanitizer (8 oz. bottle): 2,000 Minimum At least 60% alcohol, 75% isopropyl alcohol
- ✚ Personal Thermometers: 2,500 Minimum

Testing certificates, links and info on the producer required. Bank must vet all respirators before purchase.

\*\* Must meet FDA glove standards

\*\*\* Must be on the list of EPA approved disinfectants for COVID-19 (EPA List ) and this (List) of disinfectant products.

**Payment:**

- Purchasing Card (majority of orders)
- Invoices paid net immediate upon approval



## KAISER PERMANENTE COVID-19 NEEDS

- ✚ Shopping List:
  - ❖ Surgical Masks, Isolation Masks, Sanitary Masks, N95s (prefer clinical NIOSH, but industrial okay too)
  - ❖ Face Shields, Protective Goggles (Vented)
  - ❖ Gowns/Exam Gloves
  - ❖ Thermometers and Stethoscopes
  - ❖ Hand Sanitizer
  - ❖ Cleaning Products
  - ❖ Clorox or Bleach Wipes
  
- ✚ Vendor Name:
- ✚ Vendor Contact Information: Name, cell and E-mail
- ✚ Collect Vendor W-9 and VOID Copy of Invoice with Remittance Address shown (for quick vendor setup if a lead is determined to be viable)
- ✚ Product Manufacturer Name:
- ✚ Manufacturer Part Number:
- ✚ Quantity Available for Shipment (each):
- ✚ When available for shipment (date):
- ✚ Price per each:
- ✚ Freight
  - ❖ Are we taking possession of items at point of origin (e.g. KP is handling shipping)?
  - ❖ Are we taking possession at the KP delivery location (e.g. Supplier is handling shipping)?
  
- ✚ Get Product Pictures and Packaging/Specifications/Certifications (FDA, NIOSH as applicable):
  - ❖ Sterile: Need FDA Certification:
    - ✓ Copy of the Establishment Registration Number or Firm Establishment Number
    - ✓ Copy of Device Listing along with the regulation number of the specific device
  - ❖ Non-Sterile: Product certifications as required
  - ❖ Product Expiration dates?
  
- ✚ Intake process: Complete the COVID19 Vendor Information Form – [click here to access](#)
- ✚ Payment terms – Currently net 30, but under review
- ✚ Contact person with contact info – Once complete, submit this form to [Ask.BuytoPay@kp.org](mailto:Ask.BuytoPay@kp.org)

FUTURE OPPORTUNITIES
<b>Category</b>
HVAC Maintenance
HVAC Filters
Window Washing
MRO Supplies
Cleaning -Specifically misting and fogging services
Janitorial Supplies (Sanitizing spray, face guards, face masks)
RULES OF ENGAGEMENT
<b>All suppliers will need to undergo CBRE's Global Risk Management Process (Background Check) prior to commencement of services</b>
1. Supplier submits proposal or participates in RFP process
2. Upon award, CBRE to request pertinent information for GRMS background check process
3. If services are applicable- supplier's employees must undergo MUFG fingerprinting process in order to gain building access and commence work Supplier works with CBRE to begin process
4. Once GRMS background check is completed; CBRE to draft contract for supplier signature
5. Once signed contract is received; CBRE to add supplier to CBRE payment system for invoice processing
6. Set up invoicing process, training ( <b>Minimum 60-day payment terms</b> )
CONTACT INFORMATION
<p>Sourcing Director - CBRE_MUFG Account            Elaine Carter  <a href="mailto:Elaine.Carter@unionbank.com">Elaine.Carter@unionbank.com</a>            415-609-9903</p>

