

Value First has received several inquiries regarding the short supply of Personal Protective Equipment (PPE) and we wanted to address our members questions and concerns. Most of these products are manufactured in China, so the plant closings combined with the surge in demand has created a massive supply issue. Our Value First/Vizient contracts provide price protection for our members; however, that doesn't resolve a supply shortage.

Virtually all PPE products have been put on preemptive allocation by medical supply distributors. This has been done to manage the existing supply of product, recognizing that there has been a significant increase in demand. Distributors are taking additional steps to manage supply, such as not making PPE products available to new customers and reserving the supply for their existing customers. Both Medline and McKesson, along with other medical suppliers are working directly with their *existing* customers and allocating their supplies based on historical purchasing volumes. At this time, we strongly urge our members to work closely with their medical supply distributor to address the specific needs of their communities.

Our advice to members is the following:

1. *Secure the supply you currently have.* We are hearing from members that their PPE products are being used when they aren't needed, or product is going out the door.
2. *Work closely with your med supply distributor.* If there is an outbreak in a facility / city, they are the ones most likely to be able to secure additional supply through their distribution network.
3. *Reach out to a larger health system if you have a working relationship with them.* They are likely dealing with the same shortages, but in a crisis, they may be able to help.
4. *Continue looking at alternative places to secure products - Grainger, Amazon, etc.* Most of these places are back ordered, but you could place an order now and it would be fulfilled at some point in the future.
5. *If your community experiences an outbreak contact your state's Department of Health.* In the event of an outbreak, the Department of Health may be able to assist in acquiring additional supplies of PPE.

Once again, we are encouraging our members to work closely with their distributors. I have attached links to [Medline](#) and [McKesson](#) for information that they have shared with their customers.

On a different note, our partners at [Clorox Pro](#) have provided the following information in the attached link on cleaning and prevention in our communities.

Please do not hesitate to reach out to me if you have additional questions.

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