

2nd April 2020

Dear Colleagues,

As we have all got used to working from home by now, a new virtual reality has emerged in addition to the Social and Personal ones. It is clear after discussing with many colleagues in the UAE, MEA and Europe that the **priorities** for our industry in general:

- 1- Protect employees and families
- 2- Ensure business continuity in support of Patients and HCPs
- 3- Ensure an adequate supply-chain steadiness considering the global changes

Measures taken by companies:

Most companies and on a global perspective have been trying to get a grip on the moving dynamics and some of the measures taken in addition to the above include:

- 4- Reallocating human and financial resources
 - a. Cost containment/Cutting expenses
 - b. Cancelling activities/events (De-facto)
 - c. Hiring freeze
 - d. Reassignment of tasks and responsibilities
- 5- Production protection and ramp up / reallocation as needed
 - a. Prioritizing COVID-19 -related products and production
 - i. Ventilators
 - ii. PPE's
 - iii. IVD's
 - iv. Critical Care

Impact on Members:

Companies businesses were impacted differentially depending on geographies and nature of the products offerings and level of and the impact has in general been directly proportional to the emergent situation:

- 1- Businesses related to elective surgeries and non-urgent care saw varying degrees of negative impact from severe to very severe
- 2- Businesses related to continuous essential treatments have been mildly affected and may however witness issues with supply chain and logistics
- 3- Businesses directly related to the effect and consequences of COVID-19 like critical care products, PPE's, respiratory and blood related products and which have a different type of pressure of overdemand and supply chain with huge increases of both usage and anticipatory and strategic stockpiling.

Initiatives

We are in direct contact with the authorities and ask you to let us know if we can support your company in any way shape or form to help you conduct your business and support our communities.

We have already reached out to the Healthcare Authorities in UAE/KSA and continuing to do so with other countries to offer our support where possible.

We are launching some initiatives to keep the Healthcare Authorities aware of the services our members can offer to support them in these difficult times.

On the other hand, our Secretariat Team is very active keeping all committees active and up to date with latest developments and Alerts.

Stay safe and keep the patient first

Sincerely,



Rami Rajab
Chairman, Mecomed