



Society for Healthcare Organization Procurement Professionals

PPE Shortages and Counterfeits

A boots on the ground update with practical takeaways

INTRODUCTION

- The Society for Healthcare Organization Procurement Professionals (SHOPP) is an independent, non-profit entity created to improve quality and efficiency in post-acute care.
- The goals of SHOPP:
 - Support the data-driven, ethical evaluation of products and solutions that achieve meaningful and financially responsible healthcare outcomes.
 - Bridging the gap between clinical and financial operations through enhanced education of the Procurement Professional
 - SHOPP aims to be at the forefront for all expense related data throughout the industry. Provide your data to assist in these efforts





Society for Healthcare Organization Procurement Professionals

*JOIN US FOR AN
EXCLUSIVE WEBINAR!*

A roundtable discussion featuring:

"PPE Shortages and Counterfeits"

*A boots on the ground update with
practical takeaways*

WHEN: Thursday, May 7th,
4pm EST

REGISTER TODAY!



HEATH BODDY
President & CEO
Nebraska Healthcare
Association



MICHAEL GREENFIELD
President & CEO
Prime Source Healthcare
Solutions



ELI OSCHEROWITZ
Director of Purchasing and
Plant Operations
Beecan Health

Commentary by Ari Stawis

LET'S ADDRESS THESE QUESTIONS

- Which items are hardest to obtain now?
- What's the most updated PPE information regarding China and other countries?
- How to identify counterfeit products
- What do I do with the government aide products if it isn't exactly what I need?
- What's next?



SHORTAGE OF PRODUCTS: **GOWNS!**

- How did we get here
 - Same material as 3-ply masks
 - Shipping
- Understand the different in gowns
 - Plastic
 - Spun bond polypropylene
 - Levels
 - Reusable
- What are the components to consider with sourcing products?
 - Delay in delivery and China's vacation
 - Color of gowns
 - Certificates- are they really needed?
 - Success stores from other countries

Beware of Scams During COVID-19: Supply Offers from Vendors or Others May Not Be Legitimate

Providers are receiving vendor emails or other contact offering PPE supplies, and some may not be legitimate vendors or businesses. Please beware that some offers are scams and are not credible businesses.

Please always rely on the Centers for Disease Control and Prevention (CDC) guidance for any supplies or related products necessary for your facilities.

[The Federal Trade Commission \(FTC\) has also provided general advice on avoiding scams related to the Coronavirus.](#) This includes:

- Don't click on links from sources you don't know. They could download viruses onto your computer or device.
- Watch for emails claiming to be from the Centers for Disease Control and Prevention (CDC) or experts saying they have information about the virus. For the most up-to-date information about the Coronavirus, visit the Centers for Disease Control and Prevention (CDC) and the World Health Organization (WHO).
- Ignore online offers for vaccinations. There currently are no vaccines, pills, potions, lotions, lozenges or other prescription or over-the-counter products available to treat or cure Coronavirus disease 2019 (COVID-19) — online or in stores.

Questions to Use to Help Verify True Vendors and Identify Scams

Providers are receiving vendor emails or other contacts offering PPE supplies, and some may not be legitimate vendors or businesses. Below are lists of questions to help safeguard your facility and organization from potential scam and fraudulent vendors.

Ask yourself:

Who is this Company?

1. Why have I never heard of the company before?
2. Where is this company based?
3. Is the price unusually attractive?
4. Why does this vendor have the product when no one else can get it?
5. Do they want you to pay by cash, credit card, or money order?
6. Are they asking personal business information by email?

What Products are they Offering, and is it Too Good to be True?

7. Are they asking or pressuring you to buy now, before supplies are gone?
8. Are they offering something for "Free" if you buy the product?
9. Do they tell you not to worry about a contract?
10. Does it sound too good to be true, during this crisis situation?

Can you verify their information online?

11. Where is the email address from? Legitimate businesses have their own addresses and do not use gmail, yahoo, etc.
12. Does the organization have a website and they cannot be found on Google?
13. Does the URL match the brand name?
14. Does the website use HTTPS or an SSL certificate?
15. The information about their product contains a lot of hype and exaggerations, but few specific details about when, where, why, how much, etc.
16. Does the website content appear to be infused with grammar or spelling errors?
17. Does a whois lookup (<https://www.whois.net/>) on the domain name help prove its ownership?
18. Is the SSL certificate EV or OV validated?
19. How many years has the domain been in use?
20. Does the website have reliable contact details and inbound links?

Ask the company:

21. What is the link to your company website?
22. Send me information about these products, prior to me considering purchasing.
23. Send me your Employee Identification Number (EIN) so that I can look up your company information.
24. Are you listed with the Better Business Bureau (BBB)? Please provide your information there (www.bbb.org).
25. Are you a business partner of AHCA/NCAL? Please provide proof of partnership.

COUNTERFEIT OF PRODUCTS

- Consistently look at CDC website for updates
- https://www.ahcancal.org/facility_operations/disaster_planning/Documents/Avoid-COVID-Scams.pdf
- Masks
 - 3M vs generic
 - N95's vs KN95 (Oh Canada!)
 - Coming availability of 3M
- Gowns
 - Plastic is NOT isolation
 - Other countries
 - Israel
 - Mexico
 - Others



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HELPING EACH OTHER

TAKING ACTION TOGETHER

SHOPP SHARING

- Practical handling of PPE from Government
 - What if the products or sizes don't match my need?
- SHOPP sharing
 - <https://forms.gle/jp6pDm1hfm67x1gv9>
 - Working with associations and designated reps

KEY TAKEAWAYS

- Understand the differences in gowns
- How to identify counterfeits
- TNA- Temporary nursing assistants
- SHOPP sharing. Take advantage!

SHOPP SHARE



SHOPP SHARE

SHOPP has launched this initiative to help healthcare facilities and essential healthcare workers share and exchange surplus or ill-fitting government supplied PPE.



CONTACT A SHOPP SHARE LIAISON
TODAY FOR MORE INFORMATION
818.919.0395
203.815.6432

WWW.SHOPP.ORG

QUESTIONS



Feel free to reach out with any questions, including how to become a SHOPP member today.



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