Message

Sent: 3/31/2020 1:41:05 PM

To: Michael McCormack [/o=ExchangeLabs/ou=Exchange Administrative Group

(FYDIBOHF23SPDLT)/cn=Recipients/cn=ca6d8bb86c4148e7bea42ca21f35969b-Michael McC]; Coakley, Kimberly

Subject: RE: ADG Proposal for PAPRs for Corona Response

Hi Kim,

Nice to meet you.





PROGRAM MANAGER

Jo-Anne Labonte

adg.com airbossdefense.com

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De : Michael McCormack **Envoyé :** 31 mars 2020 13:32

À : Coakley, Kimberly <

Objet: FW: ADG Proposal for PAPRs for Corona Response

Kim, let me introduce you to Jo-Anne. She is our PM and will be handling the cost, schedule and performance aspects of the contract.

Jo-Anne meet Kim. Kim meet Jo-Anne.

v/r Mike

From: Coakley, Kimberly <

Sent: Tuesday, March 31, 2020 1:19 PM

To: Michael McCormack | South of the control of the

Cc: Ansani, Sam <

Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Mike,

Attached is a copy with the correct POP starting today.

Thank you,

Kimberly Coakley
Contracting Officer
Incident Support Section
Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS



From: Michael McCormack
Sent: Tuesday, March 31, 2020 12:32 PM
To: Coakley, Kimberly <
Cc: Ansani, Sam <
Subject: RE: ADG Proposal for PAPRs for Corona Response
Thank you. I will introduce our Program Manager for this program to you over the next day or so to coordinate.
v/r
Mike
From: Coakley, Kimberly <
Sent: Tuesday, March 31, 2020 12:22 PM
To: Michael McCormack >; Ossei-Boateng, Linda <
Cc: Ansani, Sam <
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Mike,

Thank you, Fully executed contract is attached. Please submit your advanced payment invoice to FEMA fiancé email (listed in the contract) and copy us.

Thank you

Kimberly Coakley Contracting Officer Incident Support Section

Department of Homeland Security/FEMA DHS/FEMA/MS/OCPO/AOD/ISS



From: Michael McCormack

Sent: Tuesday, March 31, 2020 11:48 AM

To: Ossei-Boateng, Linda <

Cc: Ansani, Sam < >; Coakley, Kimberly <

Subject: RE: ADG Proposal for PAPRs for Corona Response

Good morning Linda and TEAM FEMA. Thank you so much for your faith and confidence in AirBoss Defense Group.

Enclosed you will find the signed contract from our side. Please forward me the fully executed copy when you guys are complete.

We have not changed a word just signed.

Thanks

v/r

Michael

Michael McCormack Chief Strategy Officer



From: Ossei-Boateng, Linda <

Sent: Tuesday, March 31, 2020 10:36 AM

To: Michael McCormack

Cc: Ansani, Sam < ; Coakley, Kimberly <

Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Good Morning Mike,

Please see the award for signature. Thank You

Linda Ossei-Boateng

Contract Specialist
Incident Support Section
Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS

From: Michael McCormack Sent: Tuesday, March 31, 2020 10:00 AM To: Ansani, Sam >; Ossei-Boateng, Linda < : Webb. Jeffrey < Cc: Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response That's great news. Every hour increases our ability to deliver and we appreciate everything you, Kim & Linda are doing. M From: Ansani, Sam < Sent: Tuesday, March 31, 2020 9:53 AM To: Michael McCormack >; Ossei-Boateng, Linda < Webb, Jeffrey < Cc: Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** Almost done From: Michael McCormack Sent: Tuesday, March 31, 2020 9:52 AM To: Ossei-Boateng, Linda < >; Webb, >; Ansani, Sam < Jeffrey < Cc: Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response Great, any updates as of now (~10am)? From: Ossei-Boateng, Linda < Sent: Tuesday, March 31, 2020 8:32 AM To: Michael McCormack ; Webb, Jeffrey >; Ansani, Sam < Cc: Coakley, Kimberly Subject: RE: ADG Proposal for PAPRs for Corona Response [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Good Morning,

Thanks for your patience, we're working on getting this out to you.

Linda Ossei-Boateng

Contract Specialist Incident Support Section

Department of Homeland Security/FEMA

DHS/FEMA/MS/OCPO/AOD/ISS

From: Michael McCormack

Sent: Tuesday, March 31, 2020 6:26 AM

To: Ansani, Sam < >; Webb, Jeffrey <

Cc: Coakley, Kimberly < ______>; Ossei-Boateng, Linda <

Subject: RE: ADG Proposal for PAPRs for Corona Response

Good Morning all. Let's set of goal of getting this on contract by 9am.

Mike

From: Ansani, Sam <

Sent: Monday, March 30, 2020 6:23 PM

To: Webb, Jeffrey

Cc: Coakley, Kimberly < ________; Ossei-Boateng, Linda < Michael McCormack < _______

Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Jeff- is there anyway you can complete your reviews tonight?

From: Michael McCormack

Sent: Monday, March 30, 2020 6:20 PM

To: Ansani, Sam <

Cc: Coakley, Kimberly <

Webb, Jeffrey <

Subject: Re: ADG Proposal for PAPRs for Corona Response

Thank you also Kim & Linda.

We here at AirBoss are trying our hard too to save lives. Working 3 shifts 24hours/day with only a verbal from the WH and millions in commitments and growing.

V/R

Michael

On Mar 30, 2020, at 6:13 PM, Ansani, Sam < > wrote: [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** Most of the hard work was done by my 2 very hard working partners Kim and Linda. From: Michael McCormack Sent: Monday, March 30, 2020 6:11 PM To: Ansani, Sam Cc: Coakley, Kimberly < >; Ossei-Boateng, Linda < Webb, Jeffrey < Subject: Re: ADG Proposal for PAPRs for Corona Response Thanks & we truly appreciate everything. On Mar 30, 2020, at 6:10 PM, Ansani, Sam < wrote: [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** I am working as hard as I can to make this happen, trust me From: Michael McCormack Sent: Monday, March 30, 2020 6:08 PM To: Ansani, Sam < Cc: Coakley, Kimberly ; Ossei-Boateng, Linda < Webb, Jeffrey < Subject: Re: ADG Proposal for PAPRs for Corona Response Ok but that's even more reason to finish tonight. We need to pay vendors to realize the ramp to save folks. Is there anything else we can do? On Mar 30, 2020, at 6:06 PM, Ansani, Sam < wrote: **EXTERNAL EMAIL** ** This message was sent by someone outside of the organization ** Mike, to level set expectations, it will take anywhere from 48-72hours to see the funds in your company's account after FEMA initiate the transfer. From: Michael McCormack **Sent:** Monday, March 30, 2020 6:04 PM To: Ansani, Sam

; Ossei-Boateng, Linda < Cc: Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response That's not ideal but understandable. We were counting on the money tomorrow. It was part of why we agreed upon coming down s because we need the money tomorrow. What else can we do? M From: Ansani, Sam < Sent: Monday, March 30, 2020 6:00 PM To: Michael McCormack < Cc: Coakley, Kimberly < ; Ossei-Boateng, Linda < Subject: RE: ADG Proposal for PAPRs for Corona Response [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** Michael, we are in a good place now, lets call it a day & continue tomorrow since my finance folks are unavailable. From: Michael McCormack Sent: Monday, March 30, 2020 5:58 PM To: Ansani, Sam < Subject: RE: ADG Proposal for PAPRs for Corona Response Any News? From: Michael McCormack Sent: Monday, March 30, 2020 5:32 PM To: Ansani, Sam < Subject: RE: ADG Proposal for PAPRs for Corona Response You are the man. From: Ansani, Sam Sent: Monday, March 30, 2020 5:32 PM To: Michael McCormack Subject: RE: ADG Proposal for PAPRs for Corona Response [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** Yes. working with finance now From: Michael McCormack Sent: Monday, March 30, 2020 5:30 PM To: Ansani, Sam < Subject: RE: ADG Proposal for PAPRs for Corona Response

Are we good you and I?

From: Ansani, Sam <

Sent: Monday, March 30, 2020 5:09 PM

To: Michael McCormack
Subject: FW: ADG Proposal for PAPRs for Corona Response

Importance: High

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

FYSA

Sam,

As we discussed, here is the plan of action.

- 1) **Negotiate contract for full amount of proposal**. 100K PAPRs; 1250 pallets of HE filters; and 1000 sustainment kits. Mr. Costello has confirmed the proposal is technically acceptable and the price is fair and reasonable to the government. We are agreeing to an which will need to be documented in accordance with FAR 32.202. This order does not include items already delivered.
- 2) Ratify for items already delivered. As for the items already delivered, they will require ratification. It is my understanding from reviewing emails from Mr. McCormack that he understood that his company was operating at risk, and that the agreement was in draft form up until this point. That being said, FEMA did benefit from the delivery, and we can reimburse ADG for the items delivered at the prices quoted (since we have determined they are reasonable). The number of items provided are quite small relative to the entire order: 50 PAPRs and 1 pallet of filters.

Please explain to Mr. McCormack that we have to treat these as two separate actions, and that we will be working to reimburse him for the items already delivered. If he has any concerns, please have his counsel call me directly at

I understand that there will be additional orders that originated from the WH. I recommend that we track all of these and work up 1 group ratification, so we don't duplicate effort.

I'm standing by for review of the award package.

Respectfully,

Jeff

Jeffrey D. Webb

FEMA/DHS
Office of Chief Counsel – Procurement and Fiscal Law Division 500 C Street, SW, 3rd Floor
Washington, DC 20472

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intended recipient, you are hereby notified that any dissemination, distribution, use or copying of this message is strictly prohibited. If you have received this in error, please reply immediately to the sender and delete this message.

From: Ansani, Sam < Sent: Monday, March 30, 2020 12:39 PM To: Ingol, Lester >; McCreary, Bryan < ; Villamizar, Frank ; Lara Jr, Rafael « >; Webb, Jeffrey Cc: Coakley, Kimberly < >; Ossei-Boateng, Linda · Subject: FW: ADG Proposal for PAPRs for Corona Response Importance: High Folks, we need to respond to this guy one way or the other... ASAP From: Michael McCormack Sent: Monday, March 30, 2020 12:35 PM To: Ansani, Sam < ; Coakley, Kimberly < Cc: Ossei-Boateng, Linda < Subject: RE: ADG Proposal for PAPRs for Corona Response Importance: High Anything you can share? People are going crazy on my side? A timeline today? I tried to call but left you a voice mail. If there is someone I can call or do anything? v/r Mike From: Michael McCormack Sent: Monday, March 30, 2020 10:42 AM To: Ansani, Sam < ; Coakley, Kimberly Cc: Ossei-Boateng, Linda < Subject: RE: ADG Proposal for PAPRs for Corona Response Sam, here are some photos of the filter line coming up to speed and training the 3rd shift folks. Any ETA on the award with our inputs? Thanks M From: Michael McCormack Sent: Monday, March 30, 2020 9:05 AM To: Ansani, Sam < Cc: Ossei-Boateng, Linda < ; Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response Great here is the ACH transfer data too, for the advance payment.

I'm standing by if there are any questions.

From: Ansani, Sam Sent: Monday, March 30, 2020 7:29 AM To: Michael McCormack Cc: Ossei-Boateng, Linda < ; Coakley, Kimberly · Subject: RE: ADG Proposal for PAPRs for Corona Response [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** Working on it this AM From: Michael McCormack Sent: Monday, March 30, 2020 6:20 AM To: Ansani, Sam < Cc: Ossei-Boateng, Linda < >; Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response Clocked back in Sam and ready whenever you guys are. M From: Michael McCormack Sent: Sunday, March 29, 2020 6:50 PM To: Ansani, Sam < Cc: Ossei-Boateng, Linda < ; Coakley, Kimberly Subject: RE: ADG Proposal for PAPRs for Corona Response Thanks & understood, but obviously the sooner the better for us because our company is significantly exposed as we have leaned forward to help save lives. First thing in the morning would be OK too. M From: Ansani, Sam < Sent: Sunday, March 29, 2020 6:47 PM To: Michael McCormack Cc: Ossei-Boateng, Linda < ; Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response **[EXTERNAL EMAIL]** ** This message was sent by someone outside of the organization ** It wont be today but I'm very hopeful... maybe tomorrow From: Michael McCormack Sent: Sunday, March 29, 2020 6:45 PM To: Ansani, Sam <

Subject: RE: ADG Proposal for PAPRs for Corona Response

I did not loop in the TF because I don't think we need them anymore, but I'm glad too if you think it would help us get this done today.

I defer to you.

Standing by.

M

From: Ansani, Sam

Sent: Sunday, March 29, 2020 6:43 PM

To: Michael McCormack <

Cc: Coakley, Kimberly <

Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Thank you Sir!

From: Michael McCormack

Sent: Sunday, March 29, 2020 6:41 PM

Subject: RE: ADG Proposal for PAPRs for Corona Response

Importance: High

OK Sam here is the Chronology

On Sunday, March 22nd the CEO of ADG received a phone call directly from the White House Task Force for Corona. Dr. Hatfield and Mr. Navarro asked ADG how many PAPRs did we have on the shelf? And how fast could we deliver 100K?

Sunday night, ADG returned the call to the WHO TF and presented the data of how fast we could execute. We were directed to write up a proposal with all of the assumptions and Terms & Conditions to be successful

On Monday March 23rd, I submitted on behalf of ADG the Enhance White Paper (EWP) to Christopher Abbott of the WH Task Force.

On Tuesday March 24th, I answered several questions from the Task Force with respect to the asks for assistance and other questions from OMB (Brian McCormack).

On Wednesday March 25th, I updated the EWP and resubmitted it to Christopher Abbott at the Task Force. At 1131hrs on Wednesday, I received a phone call from Mr. Navarro and Dr. Hatfield telling me that "your government appreciates what you can do, and now we need you to trust your government and begin to execute." "We will get you on contract as quick as we can. Everything you have requested is ok". After the call, ADG met internally and started implementing the plan as presented in the EWP.

On Thursday March 26th, ADG made its first delivery under this effort. Later in the day, I started working with Robert Costello of FEMA to coordinate support to this contract.

On Friday March 27th, I began to work with you (Sam Ansani) to complete the contract. I also began to work details with Linda Ossei-Boateng.

On Saturday March 28th, I was working with Linda on the details of the contract.

On Sunday March 29th, I began to work with you again and later in the afternoon received a draft of the order for our review. The significant items of concern were shared with FEMA:

- Advance Payment of State o
- I&A at Origin via Certificate of Conformance by ADG. FOB Origin
- Proposed schedule 13 weeks not 3 or 4 weeks
- Berry & NIOSH Waivers

Μ

From: Michael McCormack

Sent: Sunday, March 29, 2020 5:30 PM

To: 'Ansani, Sam' <

Cc: 'Coakley, Kimberly' <

Subject: RE: ADG Proposal for PAPRs for Corona Response

Importance: High

Hi Sam, I just met with the entire team and we have a few issues with the draft that we would like to address before we go final

- As I mentioned and referred in our proposal, we will need a sizeable payment to keep all the small businesses going due to the size of this order and we request NET 7 payment terms by electronic means of billing and payment
- All Shipments are Inspection & Acceptance at Origin via ADG CoC, and FOB Origin (NOTE: we have 2 facilities working this one in Landover, MD and Charleston, SC)
- Period of Performance mirrors proposal schedule

<image001.png>

- Section D Insert reference quote: FlexAir Powered Air-Purifying Respirator (PAPR) w/ High Efficiency (HE) Filters and Loose Fitting Hood Quote Date Rev 1 March 25th submitted by AirBoss (attached again)
- CLIN 0002 should be a Pallet(PAL) for 480 Instead of Unit of Measure is Each
- Work performed at the Contractor Site revised to Contractor and Sub Contractor Sites
- Billing FEMA Electronic Transferable preferable.
- B.8 Change invoice Monthly To Change invoice Upon Presentation for (I&A Origin) Shipment
- Remove. B.11 No -Meeting No Kick-off meeting
- Waivers not included Would like to have the removals of the Berry Amendment and NIOSH requirement included on the PO
- C.6 FOB Origin Only
- Removal. C-9 Section 508 Compliance

Please let me know if this can be done today and I will call you shortly to discuss.

Thanks M From: Michael McCormack Sent: Sunday, March 29, 2020 1:28 PM To: Ansani, Sam Cc: Coakley, Kimberly < ; Ossei-Boateng, Linda < Subject: RE: ADG Proposal for PAPRs for Corona Response I can get a list of the countless small businesses we have working on this effort that have requested the money up front too due to the impacts of Corona on the banking world and the time constraints. This was all factored in to our request as the prime. M From: Michael McCormack Sent: Sunday, March 29, 2020 1:22 PM To: Ansani, Sam < Cc: Coakley, Kimberly < >; Ossei-Boateng, Linda < Subject: RE: ADG Proposal for PAPRs for Corona Response No we are not a small business. Thanks. When we briefed the folks in the White House we told them this what we would need in order to fund a rapid program of this magnitude. M From: Ansani, Sam < Sent: Sunday, March 29, 2020 1:21 PM To: Michael McCormack Cc: Coakley, Kimberly < ; Ossei-Boateng, Linda « Subject: FW: ADG Proposal for PAPRs for Corona Response [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** Thx. Ill send to my legal dept. for guidance. Are you a Small Business? From: Michael McCormack Sent: Sunday, March 29, 2020 1:18 PM To: Ansani, Sam < Cc: Coakley, Kimberly < ; Ossei-Boateng, Linda · Subject: RE: ADG Proposal for PAPRs for Corona Response See Section 2.3 page 7 for the payment terms we based our effort on.

Sent: Sunday, March 29, 2020 1:15 PM

From: Ansani, Sam

To: Michael McCormack -

; Ossei-Boateng, Linda < Cc: Coakley, Kimberly < Subject: RE: ADG Proposal for PAPRs for Corona Response [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** at time of award. Do you have anything in writing? I wasn't aware of From: Michael McCormack < Sent: Sunday, March 29, 2020 1:00 PM To: Ansani, Sam < Cc: Coakley, Kimberly >; Ossei-Boateng, Linda < Subject: RE: ADG Proposal for PAPRs for Corona Response I acknowledge this is a draft, and thank you. Upon first pass, I do not see any mention of the advance payment portion of our quote. Is that something we have to outline under B? upon award and NET 7 for all deliveries. We requested Please advise M From: Ansani, Sam Sent: Sunday, March 29, 2020 12:50 PM To: Michael McCormack Cc: Coakley, Kimberly < Ossei-Boateng, Linda Subject: RE: ADG Proposal for PAPRs for Corona Response Importance: High [EXTERNAL EMAIL] ** This message was sent by someone outside of the organization ** Hello Mike-This is the "DRAFT" Purchase order as you requested. For your awareness, This is not a contract until its fully executed by both parties, please acknowledge. Thx From: Michael McCormack Sent: Sunday, March 29, 2020 12:24 PM To: Ansani, Sam Subject: RE: ADG Proposal for PAPRs for Corona Response Hi Sam. It was great speaking with you again today and thank you for taking care of the American people. Please send the draft or final today. v/r

Mike

From: Michael McCormack

Sent: Friday, March 27, 2020 1:46 PM

To: Ansani, Sam <

Subject: ADG Proposal for PAPRs for Corona Response

Hi Sam. Like I shared with you for the past couple of weeks we have been in conversations with the White House Task Force for the Corona Virus. We were asked at very senior levels how much and how fast we could go to provide PPE. We prepared a response and provide that to the WH Task Force. On Wednesday of this week, we were notified by the Task Force that the intent of the USG was to execute.

We began to execute, in fact we delivered some equipment Thursday. We have issued 100s of Purchase Orders and are going to 3 shifts 24x7 starting on Monday to meet this demand and help save lives. We were asked "to trust your government and execute". We have and will continue to do so.

It has now been a couple of days and we are moving mountains but still no contract. We are just getting nervous now to the significant expenditures we have made in good faith.

Please advise if you need to know more.

v/r Michael

Michael McCormack Chief Strategy Officer

<image002.png>

From: Ansani, Sam <

Sent: Friday, March 27, 2020 1:33 PM

To: Michael McCormack -

Subject: RE: Test Email with ADG

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Michael...yes see my contact info below

Sam Ansani Branch Chief, Incident Support & Field Operations United States Department of Homeland Security DHS FEMA/MS/OCPO/AOD

Fax: Office:

Email:

From: Michael McCormack <

Sent: Friday, March 27, 2020 1:30 PM

To: Ansani, Sam <

Subject: Test Email with ADG

Hi Sam, we just spoke just making sure I copied your email correctly before sending everything.

Thanks Mike

Michael McCormack Chief Strategy Officer

<image003.png>

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