

# Proven Large-Scale Supply Partner for N95 Respirators

## What's Available

- Molded and Folded
- NIOSH-Approved N95
- FDA-Authorized Non-NIOSH Alternatives  
Certified CE  
NMPA Certified



## Case Study

# Delivering a Reliable, Consistent Supply of Respirators for the State of Michigan

Amid extremely high demand and a mirage of supply, the State of Michigan, in response to the COVID-19 pandemic, was competing with other states, healthcare systems, federal agencies, and other countries to acquire large quantities of vital personal protective equipment (PPE).

During this time, the State of Michigan engaged Superior Business Solutions to source critically needed PPE, most crucially, large quantities of N95 NIOSH-approved respirators.

Relying on its previously established experience sourcing international production, Superior Business Solutions vetted reputable, capable production facilities and instituted verification practices before, during, and after production to assure consistent, timely, large-scale, no-surprise, PPE deliveries to the

State of Michigan. Production contracts are executed directly with factories, and payments go directly to the factories. There are no production brokers or tiers of middlemen involved. End-to-end security-sealed shipping helps ensure the products produced are the product delivered.

## Results

- **Performance at Scale:**  
7,000,000 NIOSH-Approved N95 and FDA-authorized non-NIOSH respirators delivered
- **Repeatable Performance:**  
22 production contracts fulfilled
- **Reliable Supply:**  
No factory-cancelled production contracts
- **Consistent Quality:**  
100% of delivered products met specifications

# How We Do It

## Factory Selection

- We review and document the factory's registrations, manufacturing and quality assurance certifications, product certifications, and other independent, third-party verifications
- We inspect the factory's raw materials, inventory levels, and purchase orders, prior to contracting to ensure it has or will have the appropriate raw materials necessary to fulfill the production contract

## Contracting

- We contract directly with the factory, making sure there are no brokers or middlemen involved
- We pay the factory directly to ensure there are no agents, brokers, or middlemen to take or hold funds and impair or prevent delivery of finished goods

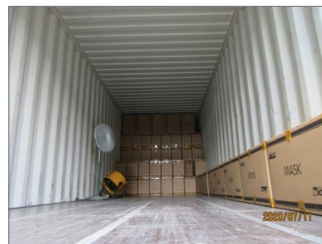
## Verification & Assurance

- We document and record the identification of the shipping container
- We witness and record the loading of the shipping container
- We select, open, and visually inspect a random sample of cartons, product packaging, labeling, and individual products during loading to provide assurance of contracted production
- We witness and record the closing of the container
- We security-seal lock the doors to the container
- We witness the shipping company's acquisition of the container
- We maintain security-sealed shipping to final destination

We witness and record the loading, closing and securing of the shipping container.



1/4 Loaded



1/2 Loaded



Fully Loaded



Security-Sealed