

# Disposable Non-Sterile Protective Apparel

Premier's [Nursing Committee](#) is pleased to announce new agreements in Disposable Non-Sterile Protective Apparel have been awarded to incumbents Cardinal Health 200, LLC; Halyard Sales, LLC (formerly Kimberly-Clark); Medline Industries, Inc. and Tronex International, Inc.; and to new suppliers Encompass Group, LLC; ICP Medical, LLC and Welmed Inc.

This category includes non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats/jackets, head gear/caps and shoe covers.

## Related categories:

- **Exam Gloves:** Exam gloves used to provide barrier protection from exposure to blood or bodily fluids
- **Reusable Textiles and Services:** Apparel, robes, surgical textiles, etc.
- **Sterile Packs and Gowns:** Standardized drapes and gowns used during surgical procedures
- **Surgical and Isolation Masks:** Masks used as protective attire covering the mouth and nose

## Considerations when disposable protective apparel:

Financial considerations	User safety and satisfaction	Roadblocks to conversion
<ul style="list-style-type: none"> <li>• Value-adds</li> <li>• Early payment discounts</li> <li>• Minimum orders</li> </ul>	<ul style="list-style-type: none"> <li>• AAMI level offerings</li> <li>• Sizes available</li> <li>• Coverage options</li> </ul>	<ul style="list-style-type: none"> <li>• Existing supplier relationships</li> <li>• Clinical preference</li> </ul>

## The following tools and resources within this toolkit are designed to assist you through the value analysis process:

- **Clinical information:** Basic understanding of protective apparel
- **Product offerings:** Chart of contracted products
- **Critical specifications:** Supplier responses to committee questions
- **Product review tips:** Items to look at when comparing products
- **Supplier tiers, financial highlights, market highlights, value-adds and terms and conditions** for the agreements

## Additional resources:

- **Executive summary:** A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- **Modifiable value analysis toolkit:** A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- **Product cross reference:** An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

## Awarded Suppliers

Ctrl + click on supplier name for more information.

### Disposable Non-Sterile Protective Apparel

Supplier	New	Expiring
<a href="#">Cardinal</a>	PP-NS-892	PP-NS-726
<a href="#">Encompass</a>	PP-NS-895	New
<a href="#">Halyard</a>	PP-NS-893	PP-NS-728
<a href="#">ICP</a>	PP-NS-896	New
<a href="#">Medline</a>	PP-NS-891	PP-NS-727
<a href="#">S2S Global</a>	PP-S2-001J AS-S2-001J	PP-NS-751
<a href="#">Tronex</a>	PP-NS-894	PP-NS-729
<a href="#">Welmed</a>	PP-NS-897	New

**S2S offers gowns, coveralls, scrubs, coats, shoe covers and caps. See the [PremierPro® products launch document](#) for details.**

Note: Encompass and Welmed are small businesses (SBE) and Tronex is minority-owned (MBE)

**These agreements are effective December 1, 2015, through November 30, 2018.**

## Portfolio Highlights

- A Participating Member Designation Form (PDMF) or [electronic price activation](#) (PA) is required for Tier 2 or higher with all suppliers.
- Aggregation is allowed for multi-facility systems, GPOs and established networks.
- Pricing is firm for the term with all suppliers.
- **Financial analysis** reveals that compared to the expiring agreements:
  - Cardinal's new agreement offers an 8.1 percent savings overall.
  - Halyard's new agreement offers flat pricing overall.
  - Medline's new agreement offers flat pricing overall.
  - Tronex's new agreement offers 12.4 percent savings overall.
- Tronex is the overall low-cost supplier on crossed items.
- Agreements are available to acute care, continuum of care and [Premier REACH™](#) members.

# Clinical Information

Protective apparel is intended for use in the adult patient population as well as for the healthcare worker to serve as protective covering that helps prevent exposure to body fluids and in the reduction/spread of contagious diseases due to blood/fluid borne pathogens.

Healthcare-associated infections (HAI) are infections that patients acquire while receiving healthcare treatment for other conditions. According to [The Centers for Disease Control and Prevention](#) (CDC) patients who acquire an HAI prolong their stay and require additional diagnostic and therapeutic interventions.

The CDC has a list of [guidelines](#) to help prevent healthcare-associated infections. They are:

- Wear a gown that is appropriate to the task to protect skin and prevent contamination of clothing during procedures/patient-care activities when contact with blood, body fluids, secretions or excretions is anticipated.
- Remove gown and perform hand hygiene before leaving the patient's environment.
- Do not reuse gowns, even for repeated contacts with the same patient.
- For patients in isolation units: Put on gown upon entry into the room. Remove gown and perform hand hygiene before leaving the patient's environment. After gown removal, ensure that your clothing and skin do not contact potentially contaminated surfaces.

To meet guidelines set forth by the [Association for the Advancement of Medical Instrumentation](#) (AAMI), protective apparel must achieve minimum performance standards for strength, barrier performance and fluid resistance. Level one is the lowest level of protection while level four is the highest level, offering impervious protection and therefore is impenetrable by fluids and bacteria. [Infection Control Today](#) reports that in order to determine the correct level of protection, a clinician should answer the following questions:

- What type of procedure is being performed?
- How long will the procedure last?
- How much fluid will be present during the case?
- What is the clinician's role in the procedure?

## AAMI PB70 Guidelines<sup>1</sup>

ANSI/AAMI PB70 Barrier Performance	Test Method	Test Definition	Requirement
Level 1	Water Resistance: Impact Penetration AATCC42	AATCC 42 Measures the resistance of fabrics to the liquid penetration of water by impact	Water Impact ≤ 4.5g
Level 2	Water Resistance: Impact Penetration AATCC42	AATCC 42 Measures the resistance of fabrics to the liquid penetration of water by impact	Spray Impact ≤ 1.0g
	Water Resistance Hydrostatic Pressure AATCC 27	AATCC 127 Measures the resistance of fabrics to the liquid penetration of water by impact under constant and increasing hydrostatic pressure	Hydrostatic Pressure ≥ 20cm
Level 3	Water Resistance: Impact Penetration AATCC42	AATCC 42 Measures the resistance of fabrics to the liquid penetration of water by impact	Spray Impact ≤ 1.0g
	Water Resistance Hydrostatic Pressure AATCC 27	AATCC 127 Measures the resistance of fabrics to the liquid penetration of water by impact under constant and increasing hydrostatic pressure	Hydrostatic Pressure ≥ 50cm
Level 4	Viral Penetration ASTM F1671	ASTM F1671 Measures the resistance of fabrics by bloodborne pathogens using viral penetration under continuous liquid contact	Totally Impervious

<sup>1</sup> Association for the Advancement of Medical Instrumentation. **Liquid Barrier Performance and Classification of Protective Apparel and Drapes Intended for use in Health Care Facilities.** ANSI/AAMI PB70:2003. Arlington, VA: AMMI, 2003.

**Note: While all AAMI Level 4 gowns must have ASTM 1671 tested material not all gowns made with ASTM 1671 qualify for AAMI Level 4 status.** AAMI level four gowns must meet other criteria such as full closure back, impervious sealed seams, seams that were also tested for ASTM 1671, critical zone testing and manufacturing standards. The manufacturers, including S2S, offer gowns with this tested material as another option for wearer protection in the general healthcare setting and any pandemic situations.

Sources: Premier, [Association for the Advancement of Medical Instrumentation](#), [Centers for Disease Control and Prevention](#), [Infection Control Today](#), [Premier Safety Institute](#)®

# Product Offering

Product images are a representation of products included in this category. For a complete list of contracted products, see Supply Chain Advisor® for more details. Press ctrl + click on supplier name to visit supplier websites.

Coveralls	Aprons	Gowns	Jackets	Scrubs	Head gear	Shoe covers
						

	Overall product offering						
	<a href="#">Cardinal</a>	<a href="#">Encompass</a>	<a href="#">Halyard</a>	<a href="#">ICP</a>	<a href="#">Medline</a>	<a href="#">Tronex</a>	<a href="#">Welmed</a>
Coveralls	✓	✓	✓	N/A	✓	✓	N/A
Disposable non-sterile aprons	✓	N/A	✓	N/A	✓	✓	N/A
Disposable non-sterile gowns	✓	✓	✓	✓	✓	✓	✓
Disposable non-sterile lab coats/jackets	✓	✓	✓	✓	✓	✓	✓
Disposable non-sterile scrubs	✓	✓	✓	✓	✓	✓	✓
Head gear/caps	✓	✓	✓	✓	✓	✓	✓
Shoe covers	✓	✓	✓	✓	✓	✓	✓
<a href="#">Latex-free products</a>	✓	✓	✓	✓	✓	✓	✓

ICP niche offerings		
Rapid Refresh™ PPE organizer	BootieButler® automatic shoe cover system	Rapid Refresh privacy curtain
		

## Product Offering (continued)

	Isolation gowns subcategory						
	Cardinal	Encompass	Halyard	ICP	Medline	Tronex	Welmed
<b>AAMI-rated isolation gowns</b>	Up to level 3	Up to level 3	Up to level 3	Level 2 & 3	Up to level 3	Up to level 3	Up to level 3 (level 4 TBD)
<b>Chemotherapy gowns</b>	✓	N/A	✓	✓	✓	✓	✓
<b>Polypropylene Spunbond (PPSB) in both standard and light weight versions</b>	✓	✓	✓	N/A	✓	✓	✓
<b>Spunbond Meltblown Spunbond in standard, heavy and light weight versions</b>	✓	✓	✓	✓	✓	✓	✓
<b>Polyethylene (PE) and chlorinated polyethylene (CPE)</b>	✓	✓	✓	✓	✓	✓	✓
<b>PE-coated impervious PPSB material</b>	✓	✓	✓	✓	✓	✓	✓
<b>Fluid resistant, impervious tie-type gowns</b>	✓	✓	✓	N/A	✓	✓	✓
<b>Fluid-resistant and impervious overhead-style and/or thumb-hook gowns</b>	✓	✓	✓	✓	✓	✓	✓

# Critical Specifications

Premier's [Nursing Committee](#) considered the criteria below when making contract award decisions. These are recommended variables for clinician evaluation in product selection. All information comes directly from supplier responses to Premier's Request for Information.

	Cardinal	Encompass	Halyard	ICP
<b>Product information</b>				
Food and Drug Administration (FDA) clearance	FDA exempt	Yes	Yes	Yes
Recalls within the last three years	No	No	No	No
Backorders within the last two years	No	No	No	Yes
Shelf life	≥ 3 years	≥ 3 years	≥ 3 years	≥ 3 years
<b>Clinical criteria</b>				
Variety of gown design options offered: ties, tape tabs, or hook and loop neck closures? Elastic wrists, knit cuffs, and thumb loops? Full back and over-the-head half back? Blue, yellow, and white colors?	All gown designs; Blue, yellow and white colors	All gown designs; Blue, yellow and white colors	All gown designs; Blue, yellow and white colors	Limited gown designs; Blue, yellow and white colors
Plastic film gowns use material that passes ASTM F1670 and ASTM F1671	Yes	Yes	Yes	Yes
Chemotherapy gowns are FDA approved	Yes	Not applicable	Yes	Yes
Initial and ongoing support	Experienced team to lead implementation and training, In-service training and live support by a local team, Post implementation clinical consulting for system optimization	Experienced team to lead implementation and training, In-service training and live support by a local team, e-learning to support optimal use and ongoing education, Post implementation clinical consulting for system optimization	Experienced team to lead implementation and training, In-service training and live support by a local team, e-learning to support optimal use and ongoing education, Post implementation clinical consulting for system optimization	Experienced team to lead implementation and training, In-service training and live support by a local team, Post implementation clinical consulting for system optimization
<b>Supplier attributes</b>				
<a href="#">ISO registered</a>	Yes	Yes	Yes	No
Manufacturing locations	Dominican Republic	China	USA, China	China, Missouri, Illinois, Tennessee
Sales representatives (Full-time employees)	> 100	41 to 60	> 100	5 to 20
Clinical representatives (Full-time employees)	11 to 20	5 to 10	11 to 20	1 to 4

## Critical Specifications (continued)

Premier's [Nursing Committee](#) considered the criteria below when making contract award decisions. These are recommended variables for clinician evaluation in product selection. All information comes directly from supplier responses to Premier's Request for Information.

	Medline	Tronex	Welmed
<b>Product information</b>			
Food and Drug Administration (FDA) clearance	Yes	Yes	Yes
Recalls within the last three years	No	No	No
Backorders within the last two years	No	No	No
Shelf life	≥ 3 years	≥ 3 years	≥ 3 years
<b>Clinical criteria</b>			
Variety of gown design options offered: ties, tape tabs, or hook and loop neck closures? Elastic wrists, knit cuffs, and thumb loops? Full back and over-the-head half back? Blue, yellow, and white colors?	All gown designs; Blue, yellow and white colors	All gown designs; Blue, yellow and white colors	All gown designs; Blue, yellow and white colors
Plastic film gowns use material that passes ASTM F1670 and ASTM F1671	Yes	Yes	Yes
Chemotherapy gowns are FDA approved	Yes	No	Yes
Initial and ongoing support	Experienced team to lead implementation and training, In-service training and live support by a local team, e-learning to support optimal use and ongoing education, Post implementation clinical consulting for system optimization	Experienced team to lead implementation and training, In-service training and live support by a local team, e-learning to support optimal use and ongoing education, Post implementation clinical consulting for system optimization	Experienced team to lead implementation and training, In-service training and live support by a local team, Post implementation clinical consulting for system optimization
<b>Supplier attributes</b>			
<a href="#">ISO registered</a>	Yes	Yes	No
Manufacturing locations	China, Thailand, US	China, Thailand	China
Sales representatives (Full-time employees)	> 100	5 to 20	5 to 20
Clinical representatives (Full-time employees)	> 30	1 to 4	1 to 4

# Product Review

Product factors influencing the [Nursing Committee's](#) decision to move suppliers through the contracting process focused on committee member discussions and [critical specifications](#).

## When conducting a product review in your facility, consider:

- Product sizing options
- Ease of use and user comfort
- Gown designs and AAMI level offerings
- Product packaging for conserving space

## Consider speaking with the following influencers and decision makers:

- Nursing staff
- Infection control
- Patient care

## To review disposable protective apparel in your facility, contact:

Cardinal: Dan Clark, 847.887.5513, [daniel.clark@cardinalhealth.com](mailto:daniel.clark@cardinalhealth.com)  
 Encompass: Tom Sweatt, 817.233.8064, [tom.sweatt@encompassgroup.net](mailto:tom.sweatt@encompassgroup.net)  
 Halyard: Janis Harvey, 770.587.8388, [janis.harvey@hyh.com](mailto:janis.harvey@hyh.com)  
 ICP: Liz MacLeod, 314.447.6224, [lmacleod@icpmedical.com](mailto:lmacleod@icpmedical.com)  
 Medline: Mark Parry, 704.962.2111, [mparry@medline.com](mailto:mparry@medline.com)  
 Tronex: Edmund Tai, 973.335.2888 x129, [etai@tronexcompany.com](mailto:etai@tronexcompany.com)  
 Welmed: Michael Moore, 312.836.3742, [michaelmoore@welmed.us](mailto:michaelmoore@welmed.us)

Note: Supplier contact information is current at time of launch. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

# Supplier Tiers

Cardinal <u>expiring</u> tiers (PP-NS-726)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$300,000
Tier 3	\$300,000 to < \$1,000,000 OR ≥ 80% participation
Tier 4	\$1,000,000 to < \$3,500,000
Tier 5	≥ \$3,500,000
Tier 6	< \$50,000 AND ≥ 90% participation
Tier 7	\$50,000 to < \$150,000 AND ≥ 90% participation
Tier 8	\$150,000 to < \$1,000,000 AND ≥ 90% participation
Tier 9	≥ \$1,000,000 AND ≥ 90% participation

→

Cardinal <u>new</u> tiers (PP-NS-892)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$300,000
Tier 3	\$300,000 to < \$1,000,000 AND ≥ 80% participation
Tier 4	\$1,000,000 to < \$3,500,000
Tier 5	≥ \$3,500,000

New supplier →

Encompass <u>new</u> tiers (PP-NS-895)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$250,000
Tier 3	\$250,000 to < \$1,000,000
Tier 4	≥ \$1,000,000

# Supplier Tiers (continued)

Halyard <u>expiring</u> tiers (PP-NS-728)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$300,000
Tier 3	\$300,000 to < \$1,000,000 OR ≥ 80% participation
Tier 4	\$1,000,000 to < \$3,500,000
Tier 5	≥ \$3,500,000

→

Halyard <u>new</u> tiers (PP-NS-893)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$300,000
Tier 3	\$300,000 to < \$1,000,000 OR ≥ 80% participation
Tier 4	\$1,000,000 to < \$3,500,000
Tier 5	≥ \$3,500,000

New supplier →

ICP <u>new</u> tiers (PP-NS-896)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$250,000
Tier 3	\$250,000 to < \$500,000
Tier 4	\$500,000 to < \$1,000,000
Tier 5	≥ \$1,000,000

Medline <u>expiring</u> tiers (PP-NS-727)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$300,000
Tier 3	\$300,000 to < \$1,000,000 OR ≥ 80% participation
Tier 4	\$1,000,000 to < \$3,500,000
Tier 5	≥ \$3,500,000

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Medline <u>new</u> tiers (PP-NS-891)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	\$50,000 to < \$300,000
Tier 3	\$300,000 to < \$1,000,000 OR ≥ 80% participation
Tier 4	\$1,000,000 to < \$3,500,000
Tier 5	≥ \$3,500,000

Tronex <u>expiring</u> tiers (PP-NS-729)	
Total product purchases (per calendar year)	
Tier 1	< \$10,000
Tier 2	\$10,000 to < \$100,000
Tier 3	\$100,00 to < \$500,000 OR ≥ 80% participation
Tier 4	≥ \$500,000

→

Tronex <u>new</u> tiers (PP-NS-894)	
Total product purchases (per calendar year)	
Tier 1	< \$10,000
Tier 2	\$10,000 to < \$100,000
Tier 3	\$100,00 to < \$500,000 OR ≥ 80% participation
Tier 4	≥ \$500,000

New supplier →

Welmed <u>new</u> tiers (PP-NS-897)	
Total product purchases (per calendar year)	
Tier 1	< \$50,000
Tier 2	≥ \$50,000 OR ≥ 50% participation

# Financial Analysis

The financial analyses include the following:

- Incumbent new agreement pricing compared to incumbent expiring agreement pricing
- Supplier new agreement pricing – differential between tiers
- Supplier to supplier comparison – Medline as the base

Cross reference performed by product planning staff and validated by suppliers.

Calculations are based upon overall Premier utilization. **Individual savings will vary.**

Notes: Weighted financial analysis considers the impact of each product increase/decrease in proportion to the aggregated Premier member purchase volume. Non-weighted financial analysis considers every product equally regardless of volume purchased.

When conducting an analysis, product quantity values are adjusted to represent the total number of consumable units for unit of measures (UOM). Using the same quantity of measurement values creates consistency for all calculations within a category.

## Cardinal expiring agreement pricing compared to new agreement pricing (weighted)

Old Tier 1/ New Tier 1	Old Tier 2/ New Tier 2	Old Tier 3/ New Tier 3	Old Tier 4/ New Tier 4	Old Tier 5/ New Tier 5	
9.5% savings	9.5% savings	9.5% savings	9.5% savings	9.8% savings	
Old Tier 6/ New Tier 5	Old Tier 7/ New Tier 5	Old Tier 8/ New Tier 5	Old Tier 9/ New Tier 5	Overall	
10.8% savings	7.2% savings	4.2% savings	2.2% savings	<b>8.1% savings</b>	

## Halyard expiring agreement pricing compared to new agreement pricing (weighted)

Old Tier 1/ New Tier 1	Old Tier 2/ New Tier 2	Old Tier 3/ New Tier 3	Old Tier 4/ New Tier 4	Old Tier 5/ New Tier 5	Overall
0%	0%	0%	0%	0%	<b>0%</b>

## Medline expiring agreement pricing compared to new agreement pricing (weighted)

Old Tier 1/ New Tier 1	Old Tier 2/ New Tier 2	Old Tier 3/ New Tier 3	Old Tier 4/ New Tier 4	Old Tier 5/ New Tier 5	Overall
0%	0%	0%	0%	0%	<b>0%</b>

## Tronex expiring agreement pricing compared to new agreement pricing (weighted)

Old Tier 1/ New Tier 1	Old Tier 2/ New Tier 2	Old Tier 3/ New Tier 3	Old Tier 4/ New Tier 4	Overall
14.5% savings	11.9% savings	11.7% savings	11.5% savings	<b>12.4% savings</b>

## Financial Analysis (continued)

Supplier new agreement pricing – tier differential (weighted)				
Supplier	Tier 1 to Tier 2	Tier 2 to Tier 3	Tier 3 to Tier 4	Tier 4 to Tier 5
Cardinal	4.2% savings	3.5% savings	2.4% savings	1.3% savings
Encompass	1.8% savings	1.8% savings	1.8% savings	N/A
Halyard	15.2% savings	2.2% savings	1.6% savings	1.4% savings
ICP	3.8% savings	2.7% savings	2.7% savings	2.6% savings
Medline	3.0% savings	2.1% savings	2.3% savings	2.7% savings
Tronex	2.8% savings	1.8% savings	0.8% savings	N/A
Welmed	9.0% savings	N/A	N/A	N/A

Supplier <u>new</u> agreement pricing compared to Medline (M) <u>new</u> agreement pricing (weighted)							
Supplier (S)	M Tier 1/ S Tier 1	M Tier 2/ S Tier 2	M Tier 3/ S Tier 3	M Tier 4/ S Tier 4	M Tier 5/ S Tier 5	Overall	Percent of spend
Cardinal	4.8% lower	7.2% lower	8.3% lower	9.0% lower	8.1% lower	<b>7.4% lower</b>	97.5%
Halyard	<b>39.6% higher</b>	<b>19.8% higher</b>	<b>19.8% higher</b>	<b>20.4% higher</b>	<b>22.0% higher</b>	<b>24.4% higher</b>	84.3%
ICP	<b>42.9% higher</b>	<b>40.4% higher</b>	<b>36.7% higher</b>	<b>33.1% higher</b>	<b>37.0% higher</b>	<b>38.1% higher</b>	42.7%
Supplier (S)	M Tier 1/ S Tier 1	M Tier 2/ S Tier 2	M Tier 3/ S Tier 3	M Tier 4/ S Tier 4	M Tier 5/ S Tier 4	Overall	Percent of spend
Encompass	<b>18.3% higher</b>	<b>18.8% higher</b>	<b>19.6% higher</b>	<b>20.5% higher</b>	<b>24.0% higher</b>	<b>20.2% higher</b>	55.8%
Tronex	28.2% lower	28.9% lower	28.7% lower	27.9% lower	25.8% lower	<b>27.9% lower</b>	86.2%
Supplier (S)	M Tier 1/ S Tier 1	M Tier 2/ S Tier 2	M Tier 3/ S Tier 2	M Tier 4/ S Tier 2	M Tier 5/ S Tier 2	Overall	Percent of spend
Welmed	<b>7.9% higher</b>	6.8% lower	4.8% lower	2.8% lower	0%	<b>1.3% lower</b>	84.9%

# Value-adds

ICP	
See Exhibit J Value Adds for more details	
<b>Multi-category incentive</b>	If a member is purchasing ICP's products pursuant to another group purchasing contract entered into with Premier in another product category, then the member will automatically be moved to the next higher volume tier level starting at Tier 2, regardless of product purchases per calendar year (i.e. if a member currently utilizes ICP Medical products in another category, member would move to the next tier level in Disposal Non-Sterile Protective Apparel category).
<b>Sole vendor incentive</b>	If member agrees in writing to purchase solely disposable non-sterile protective apparel from ICP for the term of this agreement not to exceed 3 years, then member will be granted the next tier level pricing.
<b>Direct shipment incentive</b>	Member is eligible to receive additional discounts off of Tier 5 for direct container shipments. Discount to be determine based on volume and term commitment.
<b>No-charge PPE organizers</b>	<p>If a member purchases ICP's disposable gowns, they will receive standard double column PPE organizers (ICP-10-004) at no charge based on the tier level they are purchasing in.</p> <ul style="list-style-type: none"> <li>• 2 PPE organizers per year for Tier 2</li> <li>• 3 PPE organizers per year for Tier 3</li> <li>• 4 PPE organizers per year for Tier 4</li> <li>• 6 PPE organizers per year for Tier 5</li> </ul>
<b>Large order PPE incentive</b>	If member purchases a quantity of 30 PPE organizers at one-time, the member will receive 1 PPE organizer at no charge.
<b>Bootie Butler incentive</b>	<p>If a member purchases ICP's Bootie Butler shoe covers (ICP-SCSP100 or ICP-SCPE200) with a written one-year commitment, they will receive Bootie Butler shoe covers (ICP-BB1110, ICP-BB2110, ICP-BB3110 or ICP-BB4110), at no charge based on the tier level they are purchasing in.</p> <ul style="list-style-type: none"> <li>• 1 Bootie Butler (ICP-BB1110, ICP-BB2110, ICP-BB3110 or ICP-BB4110) for Tier 3</li> <li>• 2 Bootie Butler (ICP-BB1110, ICP-BB2110, ICP-BB3110 or ICP-BB4110) for Tier 4</li> <li>• 3 Bootie Butler (ICP-BB1110, ICP-BB2110, ICP-BB3110 or ICP-BB4110) for Tier 5</li> </ul>
<b>Large order Bootie Butler incentive</b>	If member purchases a quantity of 5 Bootie Butlers (ICP-BB1110, ICP-BB2110, ICP-BB3110 or ICP-BB4110), the member will receive 7 percent off.
Tronex	
See Exhibit J Value Adds for more details	
<b>Conversion incentive</b>	<p>Any member who converts <math>\geq 80</math> percent of their business to Tronex during the initial six months of this agreement will be eligible for a <b>3 percent rebate</b>.</p> <p>This rebate is contingent on the member committing to Tronex for the full term of the contract and maintaining <math>\geq 80</math> percent volume commitment for the entire duration. The rebate will be paid to the member on a quarterly basis. Tronex shall pay the rebate to the member within 30 days following the end of the applicable quarter.</p>

# Terms and Conditions

	Cardinal	Encompass	Halyard	ICP
Diversity status	N/A	SBE	N/A	N/A
Electronic PA/PMDF	Required for Tier 2 or higher	Required for Tier 2 or higher	Required for Tier 2 or higher	Required for Tier 2 or higher
Aggregation	Allowed for multi-facility systems, GPOs and established networks	Allowed for multi-facility systems, GPOs and established networks	Allowed for multi-facility systems, GPOs and established networks	Allowed for multi-facility systems, GPOs and established networks
Continuum of care/ Premier REACH	Allowed	Allowed	Allowed	Allowed
Local negotiation	Allowed	Allowed	Allowed	Allowed
Direct/distribution	Through authorized distributors	Direct and through authorized distributors	Through authorized distributors	Direct and through authorized distributors
Price protection	Firm for the term	Firm for the term	Firm for the term	Firm for the term
Payment terms*	Per authorized distributor	Within 60 days of product delivery, invoice receipt or acceptance, whichever date is later	Per authorized distributor	Within 30 days of product delivery, invoice receipt or acceptance, whichever date is later
Early payment discount*	None	2% if paid within 30 days of product delivery, invoice receipt or acceptance, whichever date is later	Per authorized distributor	None
Electronic payments*	Per authorized distributor	Electronic fund transfers at no additional cost	Per authorized distributor	Electronic fund transfers, credit cards and purchase cards at no additional cost
Acceptance*	Per authorized distributor	Within 10 business days of delivery	Per authorized distributor	Within 10 business days of delivery
Minimum order*	Per authorized distributor	No minimum for purchase. Member pays freight costs for orders <20 cases	Per authorized distributor	None
Shipping terms*	Per authorized distributor	Transportation and insurance for orders ≥20 cases paid by seller, title and risk of loss transfer on delivery	Per authorized distributor	Transportation and insurance paid by seller, title and risk of loss transfer on delivery
Freight management*	Per authorized distributor	Will accommodate	Per authorized distributor	Will accommodate
Guaranteed delivery time*	Per authorized distributor	5 days	Per authorized distributor	7 days
Clinical/in-service training	Included in product price	Included in product price	Included in product price	Included in product price
Returned goods policy*	Per authorized distributor	Returns must be made within 3 months of purchase. Returns subject to 15% restocking fee.	Per authorized distributor	Returns must be made within 90 days. 15% restocking fee within 30 days, 25% within 60 days, 40% within 90 days.
Ordering instructions*	Phone: 800.365.6407 Fax: 501.945.3351 Web: <a href="http://www.cardinalhealth.com">www.cardinalhealth.com</a>	Phone: 800.245.4636	Phone: 844.425.9273 (844.HALYARD) Fax: 877.754.6746	Fax: 314.429.8626 Phone: 800.405.3044 Email: <a href="mailto:accounting@icpmedical.com">accounting@icpmedical.com</a>

\* For orders through distributors, terms are negotiated between authorized distributor and member.

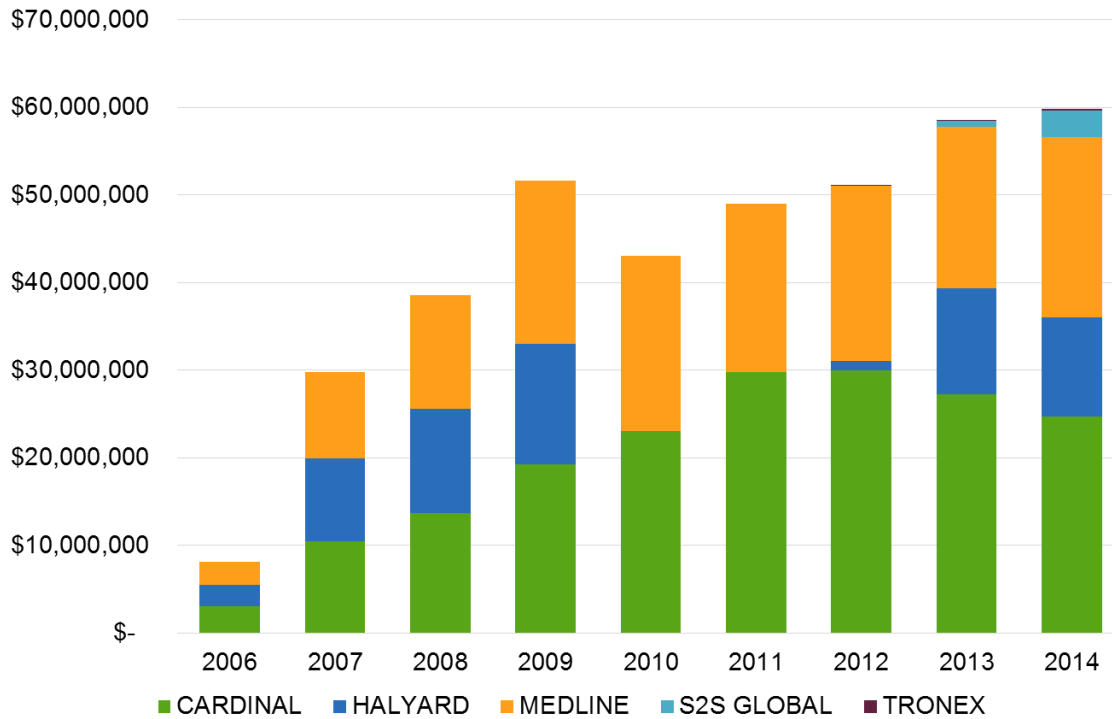
# Terms and Conditions (continued)

	Medline	Tronex	Welmed
Diversity status	N/A	MBE	SBE
Electronic PA/PMDF	Required for Tier 2 or higher	Required for Tier 2 or higher	Required for Tier 2 or higher
Aggregation	Allowed for multi-facility systems, GPOs and established networks	Allowed for multi-facility systems, GPOs and established networks	Allowed for multi-facility systems, GPOs and established networks
Continuum of care/ Premier REACH	Allowed	Allowed	Allowed
Local negotiation	Allowed	Allowed	Allowed
Direct/distribution	Direct and through authorized distributors	Direct and through authorized distributors	Direct and through authorized distributors
Price protection	Firm for the term	Firm for the term	Firm for the term
Payment terms*	Within 30 days of product delivery, invoice receipt or acceptance, whichever is later	Within 60 days of product delivery, invoice receipt or acceptance, whichever date is later	Within 60 days of product delivery, invoice receipt or acceptance, whichever date is later
Early payment discount*	None	1% if paid within 10 days of product delivery, invoice receipt or acceptance, whichever date is later	2% if paid within 30 days of product delivery, invoice receipt or acceptance, whichever date is later
Electronic payments*	Electronic fund transfers, purchase cards and credit cards at no additional cost	Electronic fund transfers, purchase cards and credit cards at no additional cost	Electronic fund transfers, purchase cards and credit cards at no additional cost
Acceptance*	Within 10 business days of delivery	Within 10 business days of delivery	Within 10 business days of delivery
Minimum order*	Full cases quantities	No minimum to purchase. Member pays freight costs on orders <50 cases	None
Shipping terms*	Transportation and insurance paid by seller, title and risk of loss transfer on delivery	Transportation and insurance for orders ≥ 50 cases paid by seller, title and risk of loss transfer on delivery	Transportation and insurance paid by seller, title and risk of loss transfer on delivery
Freight management*	Will accommodate	Will accommodate	Will accommodate
Guaranteed delivery time*	3 days	10 days	7 to 10 days
Clinical/in-service training	Included in product price	Included in product price	Included in product price
Returned goods policy*	Returns must be within 6 months. Up to 30% restocking fee may apply.	Products must be returned within 90 days. Returns subject to 25% restocking fee.	Products must be returned within 90 days of purchase. Returns must be in full, unopened cases.
Ordering instructions*	Phone: 800.MEDLINE Web: <a href="http://www.medline.com">www.medline.com</a>	Phone: 800.833.1181 Fax: 973.335.2900 Email: <a href="mailto:masante@tronexcompany.com">masante@tronexcompany.com</a> EDI	Phone: 312.836.3742 (ask for Cynthia or customer service) Fax: 847.589.8545 Email: <a href="mailto:cynthia@welmed.us">cynthia@welmed.us</a> EDI or GHX

\* For orders through distributors, terms are negotiated between authorized distributor and member.

# Market Highlights

**Premier contract trend**



Source: Premier CAMS

# Sourcing Summary

Disposable Non-Sterile Protective Apparel		
Committee:	Nursing – all contract decisions for the Nursing portfolio are decided upon by this team of dedicated professionals	
Suppliers invited to participate:	<ul style="list-style-type: none"> <li>Alimed</li> <li>Allcare</li> <li>Alleset</li> <li>Broadline Medical</li> <li>Cardinal Health</li> <li>Encompass Group</li> <li>Goodhealth medical</li> <li>Halyard (Kimberly-Clark)</li> <li>ICP Medical</li> </ul>	<ul style="list-style-type: none"> <li>Innovative Healthcare Corporation</li> <li>Medline</li> <li>MedWare</li> <li>Owen &amp; minor</li> <li>PlatinumCode</li> <li>Precept Medical</li> <li>Tidi Products</li> <li>Tronex</li> <li>Welmed</li> </ul>
Awarded suppliers:	<ul style="list-style-type: none"> <li>Cardinal</li> <li>Encompass</li> <li>Halyard</li> <li>ICP Medical</li> </ul>	<ul style="list-style-type: none"> <li>Medline</li> <li>Tronex</li> <li>Welmed</li> </ul>

## About the Nursing Committee:

The 16 voting members of the Nursing Committee come from all geographic regions of the United States and represent the full diversity of Premier entities. Facilities are urban and rural, teaching and non-teaching, acute and non-acute. Individually, the committee members' years of healthcare experience range from 16 to 35, with a median 26 years in the industry. Clinical backgrounds include nursing, infection control, value analysis, clinical integration and clinical education. The committee is rounded out with professionals from positions in administration and materials management.

**Information contained in this document is current as of September 1, 2015.**

## Why price activation/PMDF is important:

In addition to ensuring member and supplier agreement for both appropriate price tier(s) and applicable facilities, price activation (PA)/PMDF also enables:

- Member visibility to the PA/PMDF status in the Supply Chain Advisor catalog at the contract and price tier level.
- Transmission of PA/PMDF information to SpendAdvisor® and Global Healthcare Exchange (GHX).
- Price tier visibility for boarded distributors (i.e. distributors with direct access to Supply Chain Advisor on all contracts where they were selected as a distributor).

# Questions

For questions about these agreements, please contact your local Premier representative or the Premier Solution Center at 877.777.1552 or [solutioncenter@premierinc.com](mailto:solutioncenter@premierinc.com). Pricing and other contract information may be accessed through Premier's Supply Chain Advisor® catalog at <https://premierconnect.premierinc.com>.

**Value analysis toolkits:** The goal of the value analysis toolkits is to expedite value analysis processes of Premier supplier offerings within member facilities by leveraging the existing work already completed by the Premier member committees as part of the standard negotiations process. Certain contracted products and/or services may still require a trial within your IDN, regional collaborative or facility. While some members may still choose to complete ad hoc value analysis work at their facility, we hope that these enhanced documents will give you the critical information gathered in our in-depth sourcing process as well as related resources to move you to trial more efficiently.

As in your own facilities, depth of material will depend on who was awarded, their market share, healthcare-associated conditions and concerns commonly associated with procedures in which the product/service is used, and the ability to share member conversion/usage experiences.