



# Batteries and Battery Products



Effective December 1, 2018 through November 30, 2021

## Products and Services Available

This category includes batteries and battery products, including rechargeable, non-rechargeable, disposable, button cell and specialty medical batteries.

## How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 1b with Duracell.
- A PMDF/PA is not required with Energizer due to single tier offering.
- A PMDF/PA is required at Tier 2 or higher with Rayovac and S2S Global.

## Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Duracell, Rayovac and S2S Global.
- Aggregation is not application with Energizer due to single tier offering.

## Class of Trade

- Agreements with Duracell, Rayovac and S2S Global are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Energizer is allowed for acute care and non-acute healthcare facilities.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
  - Energizer allows for pricing reviews (increases/decreases > 10 percent) based on supply chain or raw materials costs.
- Financial analysis reveals:
  - Duracell's new agreement pricing has an overall 8.6 percent increase compared to its expiring agreement pricing.
  - Energizer's new agreement pricing has a 10.2 percent increase overall compared to its expiring agreement pricing.
  - S2S Global is the low-cost supplier.
- Rayovac offers an early payment discount of 2 percent on orders paid within 30 days of product shipment, invoice receipt or acceptance, whichever date is later.
- Rayovac has a \$500 minimum order fee on direct orders.
- Available through distribution: Duracell, Energizer, Rayovac, S2S Global
- Available direct: Rayovac, S2S Global

## Supplier Contact Information

- Duracell Distributing Inc.: Bob Maycock, 803.329.1827, [maycock.re@duracell.com](mailto:maycock.re@duracell.com)
- Energizer LLC: Raymond Glaser, 314.985.2088, [raymonda.glaser@energizer.com](mailto:raymonda.glaser@energizer.com)
- Rayovac a division of Spectrum Brands Inc.: Cara Hinrichs, 608.275.4717, [cara.hinrichs@spectrumbrands.com](mailto:cara.hinrichs@spectrumbrands.com)
- SVS LLC dba S2S Global: Chris McCaw, 704.931.3836, [chris\\_mccaw@premierinc.com](mailto:chris_mccaw@premierinc.com)

**Note:** Supplier contact information is current as of October 3, 2018. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

## Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [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.
- [PDF value analysis toolkit:](#) A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference:](#) An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Awarded Suppliers		
Supplier	New Contract	Expiring Contract
<b>DURACELL®</b>	PP-MM-685	PP-MM-333
<b>Energizer</b>	PP-MM-684	PP-MM-332 AS-MM-332
<b>RAYOVAC</b>	PP-MM-687	New
<b>S2S GLOBAL</b>	PP-MM-688 AS-MM-688	New

The current agreement with Artisan Power (PP-MM-331) expires November 30, 2018.

**ASCEND®:** This category has been designated as base. Visit the [ASCEND portal](#) for ASCEND launch materials.