



Patient and Public Ground Transportation Vehicles



Effective November 1, 2019 through October 31, 2022

Products and Services Available

This category includes shuttle busses, handicap accessible vehicles, full-sized vans and school, municipality and prison buses. Vehicles are available for purchase or lease.

How to Operationalize This Agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offering.

Aggregation Opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.

Class of Trade

Agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Other Key Value and Terms

- Pricing is firm for the first 12 months of the agreement. Thereafter, seller may increase pricing each contract year by up to 3 percent on a line item basis compared to the price in effect during the prior contract year.
- Sonny Merryman offers a 2 percent discount on orders paid within 30 days.
- There is a large order threshold of at least 10 vehicles, minimum of additional \$750 per vehicle discount.
- Orders paid by credit card will be subject to an additional fee of up to 2.95 percent.
- Available direct: Sonny Merryman

Supplier Contact Information

Sonny Merryman Inc.: Jordan Wray, 434.485.8905, jordan@sonnymerryman.com

Note: Supplier contact information is current as of August 2, 2019. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related Categories

- **Parking Management, Equipment and Services:** Parking management (snow/ice removal, valet, concierge, wheelchair assistance/transportation, lot/garage security), parking lot equipment, revenue control equipment, procurement and installation project management, claims processing, system design and layout
- **Vehicle Rental Services:** Rental vehicles (including cars (economy, compact, intermediate, standard, full, premium, luxury), sports utility vehicles (SUVs), vans and trucks) for business and personal use

Full Launch Content and Additional Resources Available in Supply Chain Advisor

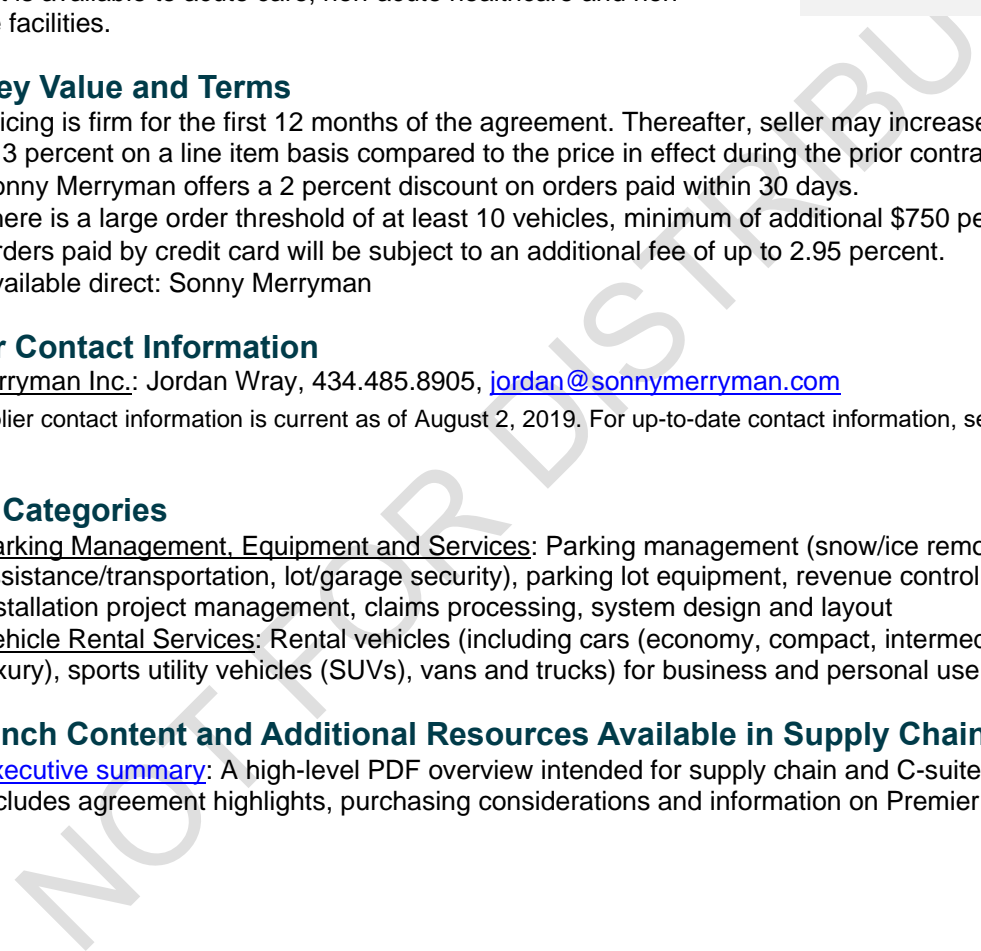
- **Executive summary:** A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.

Contracted Supplier		
Supplier	New Contract	Expiring Contract
	PP-MM-757	New

Sonny Merryman is a small business enterprise (SBE).

Current agreements with Capitol Coachworks (PP-AC-133) and TESCO (PP-AC-132) expire October 31, 2019.

ASCEND®: There is no ASCEND award in this category.





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Category Information

Shuttle buses are used by many different classes of trade, including churches, airports, schools, community centers and healthcare facilities. Buses are often considered safer than 15-passenger vans. Buses are built to meet [federal rollover standards](#) not required of vans. Dual rear wheels on buses also improve stability. Brakes, axles and other suspension components are bigger on buses than on vans.

A commercial driver's license (CDL) is required for any vehicle that carries more than 15 passengers including the driver, has a gross vehicle weight rating (GVWR) of more than 26,000 pounds or has air brakes. Most shuttle or minibuses used for churches, nursing homes, airport shuttles or rural transit applications will not exceed the 26,000 pound GVWR or have air brakes. They can, however, easily have capacity for more than 15 passengers including the driver and, if so, a CDL is required.

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

- [Product offering](#)
- [Critical specifications](#)
- [Product review tips](#)
- [Supplier tiers](#)
- [Financial analysis](#)
- [Terms and conditions](#)
- [Market highlights](#)

Sources: Supplier websites

Industry Guidelines and Resources

Press ctrl + click on blue hyperlink for more information.

Baierl The Difference Between a Cargo Van and a Cutaway Van	Cutaway vans, often referred to as box trucks, are usually incomplete vans made by manufacturers such as Ford and General Motors. Second-stage manufacturers later add specific equipment to complete the vehicle and meet certain regulation standards (e.g. ambulance requirements).
Federal Motor Carrier Safety Administration (FMCSA) Passenger Carrier Safety Information	FMCSA works with the passenger carrier industry to increase passenger safety and reduce crashes involving buses, motorcoaches and other commercial passenger vehicles. FMCSA provides a wide range of educational materials and technical assistance to operators and drivers to improve understanding of safety requirements.
Federal Register National Highway Traffic Safety Administration (NHTSA)	<p>The NHTSA was established by the Highway Safety Act of 1970 to help reduce the number of deaths, injuries and economic losses resulting from motor vehicle crashes on the nation's highways.</p> <p>The administration carries out programs relating to the safety performance of motor vehicles and related equipment; administers the state and community highway safety program with the Federal Highway Administration (FHWA); regulates the Corporate Average Fuel Economy program; investigates and prosecutes odometer fraud; carries out the National Driver Register Program to facilitate the exchange of State records on problem drivers; conducts studies and operates programs aimed at reducing economic losses in motor vehicle crashes and repairs; performs studies, conducts demonstration projects and promotes programs to reduce impaired driving, increase seat belt use and reduce risky driver behaviors; and issues theft prevention standards for passenger and non-passenger motor vehicles.</p>
U.S. Department of Transportation (USDOT) Buy America	Requires that federal tax dollars used to purchase steel, iron and manufactured goods used in a transit project are produced domestically in the U.S. in a sufficient and reasonably available amount and is of satisfactory quality. Read the fact sheet for more information.



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Product Offering

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

	<u>Sonny Merryman</u>
Full size vans	
Handicap accessible vehicles	✓
Heavy-duty small bus (e.g. 30 ft. long, 22-30 seats, 7-year 200,000 mile service life requirement)	
Heavy-duty large bus (e.g. 35-48 ft. long (60 - articulated), 27-40 seats, 12-year 500,000 mile service life requirement)	
Light-duty mid-size bus, cutaways and modified vans (e.g. 25-35 ft. long, 16-25 seats, t-year 150,000 mile service life requirement)	✓
Light-duty small bus, cutaways and modified vans (e.g. 16-28 ft. long, 10-22 seats, 4-year 100,000 mile service life requirement)	✓
Medium-duty and purpose built bus (e.g. 30 ft. long, 22-30 seats, 7-year 200,000 mile service life requirement)	✓
School/municipality/prison buses	✓
Shuttle buses	✓
Van up-fitted with wheelchair accessibility	✓





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Critical Specifications

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

	Sonny Merryman
Product Information	
Recalls within the last three years	Yes; Dodge minivan (BraunAbility) brake line relocation on units shipped before 7.18.18
Backorders within the last two years	N/A
Backorder notification	Email, phone
Critical Criteria	
Vehicles available for lease only, purchase only or both	Lease and/or purchase
Maintenance agreement required	No, members will not need to sign a maintenance agreement
Capital equipment preventative maintenance is included at no added cost during the warranty period	No
Hybrid/electric vehicle options available	Yes
Vehicles available with three-point belt passenger seats	Yes
Advanced technology options	Yes; automatic vehicle location, on-vehicle radio, on-vehicle surveillance system, back-up warning device, obstacle detection system, electronic passenger counters, global positioning systems, wireless access capability
Accessibility options	Yes; high floor, low floor, lift-equipped, ramp-equipped, kneeling buses (hydraulic lift system that lowers the bus on one or more tires, dropping door height closer to the curb)
Vehicles meet the Federal Transit Administration's Buy America certification	Yes
Branding solutions to your vehicles	Yes; logos, decals, customization, full body wraps
Minimum number of passengers vehicles can hold	5 (Braun minivan)
Maximum number of passengers vehicles can hold	32 (Starcraft XL)
Offers reporting capabilities and software services to Premier members	Yes
Can provide replacement parts for vehicles	Yes
Can provide replacement parts for vehicles already owned by a Premier member	Yes
Supplier Attributes	
Manufacturing locations	Evington, VA; Chesapeake, VA; Bristow, VA; Ashland, VA
Sales representatives – acute care (full-time employees)	< 5
Sales representatives – alternate site (full-time employees)	< 5



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Product Review

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

When conducting a review in your facility, consider:

- Vehicle features your facility needs
- Accessibility (wheelchair lifts, ramps, hydraulic lift systems)
- Fuel options (gasoline versus hybrid/electric vehicle)
- Bus/van size (minimum/maximum number of passengers allowed in vehicle)
- Branding capabilities (logos, decals, customization)
- Reporting/software services offered
- Quantity of buses needed
- Staffing (drivers) and whether a commercial drivers license (CDL) is required
- Vehicle maintenance
- [Medicare and Medicaid reimbursement](#)
 - For Medicaid-approved care, Medicaid will cover transportation and related medical expenses to attend medical appointments as part of their non-emergency medical transportation coverage.

Consider speaking with the following influencers and decision makers:

- Facilities directors
- Risk management
- Support services



Supplier Tiers

New supplier →

Sonny Merryman New Tiers (PP-MM-757)	
Total Product Purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required



Financial Analysis

Financial analysis is not available at the time of launch.



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Terms and Conditions

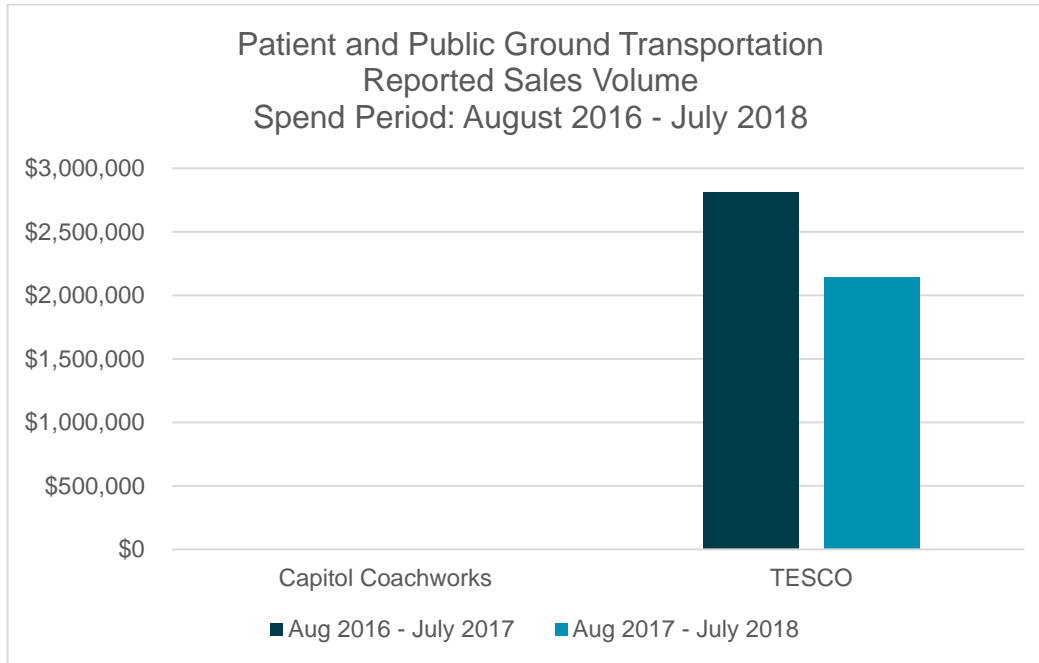
	Sonny Merryman
Diversity status	SBE
Electronic PA/PMDF	Not required due to single tier offering
Aggregation	Allowed for multi-facility systems, group purchasing organizations and established networks of facilities
Class of trade	Allowed for acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers
Local negotiation	Allowed
Price protection	Firm for the first 12 months of the agreement; thereafter seller may increase pricing by up to 3% on a line item basis each contract year
Direct/distribution	Direct
Payment terms	Installation required: 50% of purchase price due within 60 days of product delivery or invoice receipt, whichever date is later; remaining balance due within 30 days of product acceptance No installation required: Within 60 days of product acceptance or invoice receipt, whichever date is later
Early payment discount	2% if paid within 30 days
Electronic payments	Electronic fund transfers allowed at no added cost; credit card payments allowed but subject to an additional credit card fee of ≤ 2.95%
Shipping terms	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member
Freight management	Will accommodate at no added cost
Acceptance	Within 60 days of product installation or delivery
Minimum order	None
Large order threshold	≥ 10 vehicles, minimum of additional \$750/vehicle discount
Guaranteed delivery time	Locally negotiated
User training	Provided at no additional cost
Installation	Included in product price
Replacement parts	Seller will ship in-stock replacements the day of request if received before 2 pm EST; requests received after 2 pm EST will ship the next day. Seller will provide an estimated time frame for delivery for requests for replacement parts not in stock.
Additional warranties See Exhibit G for details.	Seller's bus body manufacturers may offer an extended component warranty package in addition to their base-body coverage. Seller is offering an extended drive-train warranty package for both the Ford and Chevrolet chassis.
Returned goods policy See Exhibit H for details.	Vehicles may not be returned after acceptance unless otherwise authorized by seller.
Ordering instructions See Exhibit I for details.	Orders may be placed directly to Jordan Wray, National Sales Manager, via phone or email: Phone: 757.675.0022 Email: jordan@sonnymerryman.com



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Market Highlights



Source: Premier SARA database

NOT FOR DIS



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Sourcing Summary

Patient and Public Ground Transportation	
Committee:	Materials Management – All contract award decisions for the Materials portfolio are decided upon by this team of dedicated professionals
Suppliers invited to participate:	<ul style="list-style-type: none"> • Capitol Coachworks • Sonny Merryman • TESCO
Contracted supplier:	<ul style="list-style-type: none"> • Sonny Merryman

About the Materials Management Committee:

The Materials Management Committee consists of 17 distinguished representatives with different leadership roles within the hospital environment, such as contracting, purchasing, value analysis, business intelligence, supply chain, clinical roles, biomedical engineers and procurement. Average experience of the committee members is 24 years. The committee member facilities are in all regions of the U.S. and include both rural and urban settings, as well as several teaching facilities. In total, these facilities represent more than 35,000 beds.

- Premier used an eRFP process when sourcing this portfolio. RFIs (requests for information) were sent to the vendors listed in the table above.
- Vendors moving to the final bid process successfully met the Materials Management Committee's primary areas of focus for this category.

Information contained in this document is current as of August 2, 2019.

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. Pricing and other contract information may be accessed through Premier's Supply Chain Advisor® catalog at <https://premierconnect.premierinc.com>.