



Room Environment Infection Prevention Products



Effective February 1, 2018 through January 31, 2021

Products and services available

This category includes ultraviolet germicidal irradiation disinfectant light and hydrogen peroxide vapor equipment which is used to kill bacteria in healthcare facilities.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with suppliers offering more than one tier.
- Xenex requires a Letter of Participation.

Aggregation opportunities

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

Class of trade

- Agreements with Aerobiotix, American Green, Clorox, Surfacide, TOMI, Tru-D and Xenex are available to acute care, non-acute healthcare and non-healthcare facilities.
- Halosil's agreement is available to select acute care and non-acute healthcare facilities. See Appendix A in the value analysis toolkit for specific class or trade availability.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Clorox's new agreement pricing has an overall 5.6 percent increase compared to its expiring agreement pricing.
 - Steris' new agreement pricing offers 16.0 percent savings on capital equipment and an increase of 0.2 percent on consumable products compared to its expiring agreement pricing.
 - Surfacide's new agreement pricing is flat compared to its expiring agreement pricing.
 - Tru-D's new agreement pricing is flat compared to its expiring agreement pricing.
 - Xenex's new agreement pricing is flat compared to its expiring agreement pricing.
 - Pricing scenarios reveal the low-cost supplier varies by scenario.
- Aerobiotix offers a 2 percent discount on orders paid within 10 days.
- Aerobiotix offers clinical consulting, a bulk purchase program, large capital purchase, a capital product consignment program and purchase volume rebate as value-adds. See the value-add section in the value analysis toolkit for details.
- American Green offers a 2 percent discount on orders paid within 10 days.
- Clorox offers loyalty rewards, operating room standardization incentives and a trade up/trade-in program as value adds. See the value-add section in the value analysis toolkit for details.
- Halosil offers a 1 percent discount on orders paid with 30 days.
- Halosil offers HaloFogger purchase incentives and a new customer starter pack as value-adds. See the value-add section in the value analysis toolkit for details.
- Steris has a large order threshold of \$100,000.

Awarded suppliers

| Supplier | New contract | Expiring contract |
|---|------------------------|-------------------|
| AEROBIOITIX BETTER AIR FOR HEALTHCARE. | PP-MM-495 | New |
| VIDASHIELD™ | PP-MM-496 | New |
| CLOROX | PP-MM-497 AS-MM-497 | PP-MM-301 |
| Diversey™ | PP-MM-673 | New |
| Halosil™ INTERNATIONAL | PP-MM-499 | New |
| STERIS® | PP-MM-500 | PP-MM-299 |
| surfacide® UNMATCHED VISION | PP-MM-501 | PP-MM-297 |
| TOMI™ ENVIRONMENTAL SOLUTIONS | PP-MM-502 | New |
| Tru-D SmartUVC | PP-MM-503 | PP-MM-296 |
| XENEX® GERM-ZAPPING ROBOTS™ | PP-MM-504 | PP-MM-341 |

Aerobiotix, TOMI and Tru-D are small business enterprises (SBE).

The current agreement with Getinge (PP-MM-295) expires January 31, 2018. The agreement with Air M.D. expired October 31, 2017.

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

Update: Diversey was added to the category effective May 1, 2018, through January 31, 2021.

Update: The contract with Aerobiotix Inc. in the Room Environment Infection Prevention category was terminated and expired November 23, 2018.



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Other key value and terms (continued)

- Steris offers a purchase volume/unit rebate. See the value-add section in the value analysis toolkit for details.
- Surfacide has a large order threshold of \$2,000,000
- TOMI has a large order threshold of \$400,000.
- Tru-D offers a discount on consumables. See the value-add section in the value analysis toolkit for details.
- Available through distribution: American Green, Clorox, Halosil, Tru-D
- Available direct: Aerobiotix, American Green, Clorox, Halosil, Steris, Surfacide, TOMI, Tru-D, Xenex

Supplier contact information

- Aerobiotix: Jessica Lalich, 888.978.7087, jlalich@aerobiotix.com
- American Green: Frank Matera, 972.955.8024, fmatera@vidashield.com
- Clorox: John Stamper, 864.640.6909, john.stamper@clorox.com
- Divrsey: Carolyn Cooke, 651.260.0988, carolyn.cooke@diverse.com
- Halosil: David St. Clair, 302.454.8102, dstclair@halosil.com
- Steris: Jon Parnell, 616.510.0678, jon_parnell@steris.com
- Surfacide: Gunner Lyslo, 603.670.8007, gunner@surfacide.com
- TOMI: Elizabeth Battaglia, 310.275.2255, ebattaglia@tomiesinc.com
- Tru-D: Andy Wells, 901.774.5771, andywells@tru-d.com
- Xenex: Nita Schweitzer, 210.853.2827, nita.schweitzer@xenex.com

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

Related categories

- Gas Plasma Sterilizers: Sterilization where gas, usually a hydrogen peroxide or peracetic acid, is mixed with radio frequency or microwave energy. Plasma produced consists of a reactive cloud, which interacts and disrupts the life functions of microorganisms.
- Sterilization Assurance: Products used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide (EO), gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- Steam Sterilizers: Sterilization involving the exposure of instruments to heat transferred from saturated steam.
- Sterilization Pouches: Packaging used to provide effective sterility maintenance for single or limited sized instruments and medical devices. Pouches are available for steam, EO and gas plasma sterilization.

Full launch content and additional resources available in Supply Chain Advisor

- 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.
- 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.
- Category update: A PDF update document providing information about new supplier(s) added to the category. This document is unable to be edited.