



# Floor Care Equipment



Effective March 1, 2020 through February 28, 2023

## Products and Services Available

This category includes industrial-grade cleaning equipment, such as scrubbers, burnishes, vacuums and extractors, used for the maintenance of hard and soft surfaces.

Floor cleaning services are not included.

## How to Operationalize These Agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

## Aggregation Opportunities

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

## Class of Trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
  - Diversey's new agreement pricing has an overall 2.0 percent increase compared to its expiring agreement.
  - Nilfisk's new agreement pricing has an overall 1.0 percent increase compared to its expiring agreement.
  - Tennant's new agreement pricing (on capital purchases only) has an overall 10.6 percent increase compared to its expiring agreement.
  - Nilfisk is the low-cost supplier.
- Tennant offers a 2 percent early payment discount.
- Available through distribution: Diversey, Nilfisk, Tennant
- Available direct: Nilfisk, Tennant

## Supplier Contact Information

- Diversey Inc.: Rebecca Grupp, 612.597.0343, [rebecca.grupp@diversey.com](mailto:rebecca.grupp@diversey.com)
- Nilfisk Inc.: Scott Keller, 763.2188.9915, [scott.keller@nilfisk.com](mailto:scott.keller@nilfisk.com)
- Tennant Sales & Service Company: Todd McClelland, 616.260.1117, [todd.mcclelland@tennantco.com](mailto:todd.mcclelland@tennantco.com)

**Note:** Supplier contact information is current as of December 1, 2019. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

## Related Categories

- Environmental and Facility Management Services: Third-party outsourcing of environmental services
- Flooring Products and Services: Carpet, resilient floors (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf and related sporting arena-type flooring
- Housekeeping Products: Products used to disinfect and clean general surface areas and flooring
- Paper and Janitorial Supply Distribution: Distributors who provide products and services in the janitorial and sanitary supply arena; contracted pricing from manufacturers' agreements (e.g., floor care equipment) are extended to contracted distributors

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

- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-FA-796	PP-FA-566
	PP-FA-795	PP-FA-568
	PP-FA-797 AS-FA-797	PP-FA-567 AS-FA-567

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