



Reusable Surgical Linen and Gown Reprocessing Services



Effective January 1, 2020 through December 31, 2022

Products and Services Available

This category includes reusable surgical linen and gown reprocessing services. Sterile gowns and linens are provided to a facility. After a surgical procedure, soiled gowns and linens are collected, taken offsite for cleaning, assembly and sterilization and then delivered back to the facility for use.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Novo.
- A PMDF/PA is not required with Sterile Surgical Systems (Repaul Textiles) due to its single tier offering.

Aggregation Opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with both 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 both suppliers.
- [Financial analysis](#) reveals that Novo's new agreement pricing is flat compared to its expiring agreement pricing.
- A supplier comparison is not applicable because the two suppliers service different areas.
 - Novo services facilities within a 300-mile radius of Florida, North Carolina, Ohio, Tennessee and Utah.
 - Sterile Surgical Systems (Repaul Textiles) services Washington State.
- Novo offers nurse consultants, waste savings and a no-charge lost instrument return program as [value-adds](#).
- Novo charges a 3 percent delivery fee for all services rendered.
- Sterile Surgical Systems (Repaul Textiles) has a \$50 minimum billable amount per delivery.
- Available direct: Novo, Sterile Surgical Systems (Repaul Textiles)

Supplier Contact Information

- [Novo Health Services LLC](#): Diane Courtney-Shaner, 813.792.6318, dshaner@novohealthservices.com
- [Repaul Textiles LLC \(Sterile Surgical Systems\)](#): Gregory Gicewicz, 360.352.9431, gregory@sterilesurgical.com

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

Purchased Services Field Team

The Purchased Services Field Team is available to help you with these agreements.

- East Coast: Michele Sines, 301.582.9053, michele_sines@premierinc.com
- Midwest: David Starbuck, 502.836.8520, david_starbuck@premierinc.com
- West Coast: Jeff Little, 281.734.3421, jeff_little@premierinc.com

Related Categories

- [Reusable Textiles and Textile Services](#): Reusable textile products, such as bedding, robes, bath rugs, towels, surgical textiles (such as gowns and drapes), patient apparel, hamper bags and incontinence products
- [Sterile Packs and Gowns](#): Standardized disposable surgical drapes and gowns used during surgical procedures

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 Suppliers		
Supplier	New Contract	Expiring Contract
NOVO Health Services The Healthcare Linen Professionals	PP-SV-239	PP-SV-133
Sterile Surgical Systems Reusable Sterile Surgical Textiles and Full Service Healthcare Laundry	PP-SV-240	New

The current agreement with Aramark (PP-SV-132) expires December 31, 2019.

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



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Clinical Information

Investing in reusable surgical linen and gowns reduces waste, contributing significantly to efforts to reduce the cost of care.

According to The Joint Commission, the average U.S.

hospital spends between \$44 and \$68 per ton to dispose of waste. Most American hospitals generate about 6,600 tons of waste per day. Using that waste model, a 2005 study from Phillips & Associates Inc. found that if a 300-bed hospital were to use disposable surgical products rather than reusables, they would incur additional costs of upwards of \$250,000.

The environmental impact is not limited to a product's end of life. As commercial laundries continue to make technological advances in equipment and efficiency, the environmental impact of reusable textiles continues to lessen. For example, washing a pound of healthcare textiles years ago required as much as three gallons of water. Today, as little as three-quarters of a gallon of water is needed to launder those same textiles. In [multiple science-based life cycle environmental studies](#), reusable surgical gowns and drapes demonstrate substantial sustainability benefits over the same disposable product in natural resource energy, water, carbon footprint, volatile organics and solid wastes.

Life cycle cost is also important. While both reusable and disposable isolation gowns provide equivalent levels of protection, the median lifespan of a reusable gown is approximately 64 washes whereas disposable isolation gowns are single-use items.

Healthcare workers benefit from reusable uniforms' heat insulation, breathability and moisture management. In a [study by the Hohenstein Institute](#), researchers measured whether reaction speed and error rate for workers in the operating room were affected by wearing disposable or reusable clothing. The results showed significant differences in the reaction time and error rate associated with the two clothing systems. The volunteers who were provided with high-quality reusable clothing generally performed better than those wearing simple disposable clothing. They had a quicker reaction time to optical and acoustic stimuli and a lower error rate. Both have a crucial effect on performance and so, potentially, on the success of a surgical intervention. Patients also enjoy the comfort of reusable textiles – 72 percent of patients say cloth is more comfortable than paper.

Sources: [Healthcare Facilities Today, Moving \(back\) to reusables in the OR, Operating rooms are seeing the value in switching from disposable to reusable textiles](#), [Textile Rental Services Association – Comparative life cycle assessment of reusable vs. disposable textiles](#), [The Business Case for Greening the OR, University of Maryland Medical Center case study](#)

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

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

Industry Guidelines and Resources

Press ctrl + click on blue hyperlink for more information.

<p>Association for the Advancement of Medical Instrumentation (AAMI) AAMI ST65 Processing of reusable surgical textiles for use in healthcare facilities (2013)</p>	<p>This recommended practice provides guidelines for the proper handling, processing and preparation of reusable surgical textiles – either onsite or off-site – for use in healthcare facilities. It specifically addresses design criteria for functional work areas, personnel considerations, receiving and handling of soiled surgical textiles, laundry processing considerations, transport of both soiled and clean surgical textiles, laundry equipment, quality control and regulatory considerations.</p>
<p>AAMI AAMI PB70 Liquid barrier performance and classification of protective apparel and drapes intended for use in healthcare facilities (2012)</p>	<p>This standard establishes a system of classification for protective apparel and drapes used in healthcare facilities based on their liquid barrier performance and specifies related labeling requirements and standardized test methods for determining compliance. The standard is intended to ultimately assist end-users in determining the type of protective product most appropriate for a particular task or situation. 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.</p>



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Service Offering

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>Novo</u>	<u>Sterile Surgical Systems (Repaul Textiles)</u>
AAMI level gowns	✓ Level 2, 3, 4	✓ Level 1, 2, 3, 4
Bariatric products		✓
Back table and instrument stand covers	✓	✓
Laparotomy and lithotomy drapes	✓	✓
Pediatric products	✓	✓
Surgical towels	✓	✓

Note: Both suppliers offer individual products and products configured in various packs.

	Organisms that the sterilization process disinfects	
	<u>Novo</u>	<u>Sterile Surgical Systems (Repaul Textiles)</u>
Acinetobacter baumannii	✓	✓
Clostridium difficile	✓	✓
Escherichia coli	✓	✓
HIV/AIDS	✓	✓
Klebsiella pneumoniae	✓	✓
Listeria monocytogenes	✓	✓
Methicillin-resistant staphylococcus aureus (MRSA)	✓	✓
Pseudomonas aeruginosa	✓	✓
Salmonella enterica	✓	✓
Staphylococcus aureus	✓	✓



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Critical Specifications

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

	Novo	Sterile Surgical Systems (Repaal Textiles)
Service Information		
Reprocessing centers are compliant with all Food and Drug Administration (FDA) regulations	Yes	Yes
Recalls within the last three years	No	No
Assembles custom gown and/or drape packs	Yes	Yes
Process for return of items mistakenly included in soiled linens	Identifies and returns items	Items are tagged, bagged and returned to customer
Quality inspection for flaws in fabric	Hand-inspects each product on a light table; tests products at cycle intervals	Looks for holes, stains, seams, ties, frayed collars, lint, patches, size patches, snaps
Average life cycle of products	Varies, depending on product	Average 50 turns
Tracking products	RFID technology assigns packs to customer location and creates report	Via marking a grid
Penalties for product loss/damages	Yes	Yes
Service frequency	Daily or as mutually agreed upon	6 days per week
Custom reports	Sales tracing, usage reports, waste savings reports	Usage by type, date, item, etc.
Supplier Attributes		
Geographic coverage	National	Regional – Puget Sound region of Western Washington
Number of reprocessing centers	5 – Florida, North Carolina, Ohio, Tennessee, Utah	1 – Washington
Serviceable area for each reprocessing center	300-mile radius	100 miles
Years of experience	25	28
Number of healthcare clients	5	15
Staff training	In-service training is held with staff to introduce packs and processes	None
Sales representatives (full-time employees)	1 to 20	1 to 20
Clinicians	1	0
Toll-free customer service support	None	None



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Service Review

Factors influencing the [Purchased Services 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:

- Number of surgical cases per day and the amount of linen that would be required
- Thickness, breathability, cut, sizes and comfort of the gowns
- Availability of gowns that meet [AAMI level standards](#)
- Location of linen collection bins in the facility
- Proper sterilization of linen according to the [Environmental Protection Agency](#) and the [Centers for Disease Control and Prevention](#)
- Facility's location in relation to the service provider
- Liability for any damage/loss concerning the linens and gowns
- Frequency of pickup and delivery

Consider speaking with the following influencers and decision makers:

- Operating room leadership
- Infection control



Supplier Tiers

Novo Expiring Tiers (PP-SV-133)	
Total Purchases (per calendar year)	
Tier 1	< \$100,000
Tier 2	\$100,000 to < \$300,000
Tier 3	\$300,000 to < \$850,000
Tier 4	≥ \$850,000

→

Novo New Tiers (PP-SV-239)	
Total Purchases (per calendar year)	
Tier 1	< \$100,000
Tier 2	\$100,000 to < \$300,000
Tier 3	\$300,000 to < \$850,000
Tier 4	≥ \$850,000

New supplier →

Sterile Surgical Systems (Repaul Textiles) New Tiers (PP-SV-240)	
Total Purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required



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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

A supplier comparison is not applicable because the two suppliers service different areas.

- Novo services facilities within a 300-mile radius of Florida, North Carolina, Ohio, Tennessee and Utah.
- Sterile Surgical Systems services Washington State.

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

Novo <u>New</u> Agreement Pricing Compared to Novo <u>Expiring</u> Agreement Pricing (Weighted)				
Tier 1/Tier 1	Tier 2/Tier 2	Tier 3/Tier 3	Tier 4/Tier 4	Overall
0%	0%	0%	0%	0%

Supplier New Agreement Pricing – Differential Between Tiers				
Supplier	List Price to Tier 1	Tier 1 to Tier 2	Tier 2 to Tier 3	Tier 3 to Tier 4
Novo	2.60% savings	3.29% savings	3.96% savings	4.60% savings
Sterile Surgical Systems (Repaul Textiles)	14% savings	N/A	N/A	N/A



Value-adds

Supplier Value-Add Programs	
Novo	
See Exhibit J Value Adds for more details.	
Nurse consultants	Novo has on staff nurse consultants that can assist in surgical kit/pack assessment, procedural kit requirements, reusable versus disposable recommendations, training and in-service relative to the use of reusable surgical products.
Waste savings	Novo assists members in understanding the waste savings (in both weight and dollars) they are realizing by using reusables in the operating room versus disposables. Member realizes a reduction in medical waste disposal costs expenditures, along with the elimination of all corrugated boxing. Members are also provided with quarterly waste savings reports specific to their facility that provides the weight of medical waste eliminated from going to the landfill.
No-charge lost instrument return program	Members realize a savings from the no-charge lost instrument return program. Instruments found in returned, soiled reusable linens are collected, cleaned, itemized, valued and returned on a weekly basis to the hospital.



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Terms and Conditions

	Novo	Sterile Surgical Systems (Repaul Textiles)
Diversity status	N/A	N/A
Electronic PA/PMDF	Required at Tier 2 or higher	Not required – Single tier offering
Aggregation	Allowed for multi-facility systems, GPOs and established networks of facilities	Allowed for multi-facility systems, GPOs and established networks of facilities
Class of trade	Allowed for acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers
Local negotiation	Allowed	Allowed
Price protection	Firm for term of agreement	Firm for term of agreement
Direct/distribution	Direct	Direct
Payment terms	Paid within 45 days of service delivery or invoice receipt, whichever is later	Paid within 30 days of service delivery or invoice receipt, whichever is later
Early payment discount	None	None
Electronic payments	Electronic fund transfers, purchase cards and credit cards allowed at no added cost	Electronic fund transfers allowed at no added cost
Shipping terms	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member 3% delivery fee charged to member for all services rendered	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member
Minimum order	None	No minimum purchase order requirement; however, the minimum billable amount per delivery is \$50; orders > \$50 will be invoiced at their billable rate
Guaranteed delivery time	Locally negotiated	2 days
Returned goods policy See Exhibit H or section 6.1 for details.	Products may only be returned for credit if made within 5 days of delivery; 15% restocking fee may apply	Members have 10 business days from delivery date to inspect and accept/reject products; rejected products can be returned at member's option for full credit of purchase price or product replacement
Ordering instructions See Exhibit I for details.	Send orders to local processing facility by email, fax or phone; contact information for local processing facilities is listed on Exhibit I	Contact Gregory Gicewicz at 360.352.9431 or gregory@sterilesurgical.com



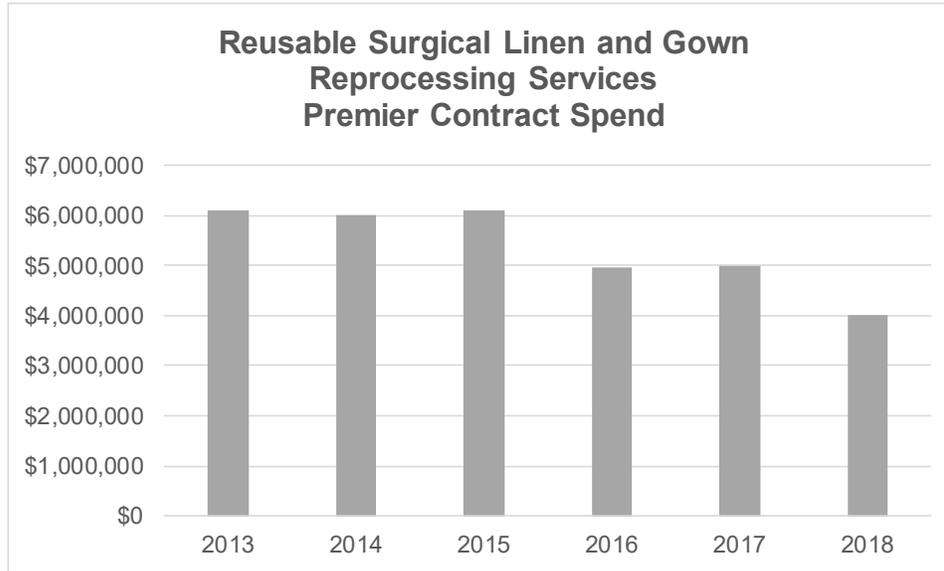
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Market Highlights



Source: Premier SARA database

Sourcing Summary

Reusable Surgical Linen and Gown Reprocessing Services	
Committee:	Purchased Services – All contract award decisions for the Purchased Services portfolio are decided upon by this team of dedicated professionals.
Suppliers invited to participate:	<ul style="list-style-type: none"> • Angelica Textile Services • Novo Health Services • Paris Healthcare Linen • Prudential Overall Supply • Sterile Surgical Systems (Repaul Textiles) • Westport Linen Services
Contracted suppliers:	<ul style="list-style-type: none"> • Novo Health Services • Sterile Surgical Systems (Repaul Textiles)

About the Purchased Services Committee:

The sourcing process is overseen by the Purchased Services Committee, composed of 20 Premier member representatives throughout all regions of the United States. The committee includes professionals from contract administration, supply chain management, value analysis, network operations and dedicated purchased services oversight.

Information contained in this document is current as of August 1, 2019.



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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>.

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