

Products and services available

This category includes ice and water dispensing machines, stand-alone water dispenser units, under-counter healthcare grade refrigeration/freezers and related services.

Class of trade

- The agreement with Follett is available to healthcare and healthcare-related classes of trade including acute care, non-acute healthcare and retail pharmacies.
- The agreement with Scotsman is available to acute care, non-acute healthcare and non-healthcare facilities.

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Scotsman	Jeff Biel	847.215.4459	jeff.biel@scotsman-ice.com

Note: Supplier contact information is current as of September 6, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Follett's new agreement pricing has up to a 5.6 percent increase compared to its expiring agreement pricing.
- Scotsman offers free freight delivery on orders over \$50,000 for new construction.
- **Follett is the low-cost supplier on crossed items.**
- Available through distribution: Scotsman
- Available direct: Follett and Scotsman

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [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.

Related categories

- **General Laboratory, Products, Equipment and Services:** General laboratory products, such as refrigerators and freezers, used for the storage of blood and laboratory reagents
- **Pharmacy Refrigerators:** Medical-grade refrigerator models
- **Stainless Steel Equipment, Storage System and Mobile Carts:** Cabinetry, casework, casegoods, food service, mobile transport carts (ice carts), shelving, scrub sinks, and tables

Awarded suppliers

Supplier	New	Expiring
FOLLETT	PP-FA-596 AS-FA-596	PP-FA-442 AS-FA-442
Scotsman	PP-FA-597	New

Financial considerations:

- Maintenance and repair costs
- Cost of accessories, like filters that need to be changed every six months

Patient safety and satisfaction:

- Ice types offered
- Storage
- Ease of cleaning
- Antimicrobial parts
- Water filtration systems
- Maximum daily production rate
- Energy and water consumption

Roadblocks to conversion:

- Capital budget constraints
- Brand loyalty