

Maintenance, Repair and Operations

Effective May 1, 2017

Expires April 30, 2022

Products and services available

This category includes suppliers that specialize in the distribution of maintenance, repair and operations (MRO). MRO items include cleaning and office supplies, industrial supplies (compressors, pumps, valves), daily operational supplies (gaskets, lubricants, repair tools), consumables for laboratories and construction materials for plumbing, electrical and information technology (IT).

Class of trade

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

AirSupply Tools	Nichole Neher	858.831.0980	nichole@airsupplytools.com
Grainger	Pam Huwar	281.546.0240	pam.huwar@grainger.com
The Part Works	Cylisa Brown	206.438.8600	cylisa@thepartworks.com

Note: Supplier contact information is current as of March 5, 2018. 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 or higher with The Part Works.
- A PMDF/PA is required for Tiers 1 and 2 with Grainger for all members except those who were previously affiliated with Grainger's expiring MRO contract PP-FA-437.
- A PMDF/PA and Exhibit L Committed Grainger Value Program and Participation Form is required for Tier 3 with Grainger for all members.
- A PMDF/PA is not required with AirSupply Tools due to its single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Grainger and The Part Works.
- Aggregation is not applicable with AirSupply Tools due to its single tier offering.

Other key value and terms

- AirSupply Tool's pricing is firm for 36 month. Pricing may change for every 12-month period thereafter, but may not exceed 2 percent on any line item.
- AirSupply Tools offers v-belt savings, calibration assistance and no-charge engineering services as value-adds.
- Grainger's pricing is firm for 12 months and subject to annual adjustments thereafter. Grainger will aim to limit price increases to no more than 3.5 percent in the aggregate for first annual adjustment, 4 percent in the aggregate for second annual adjustment, 4.5 percent in the aggregate for third annual adjustment and 5 percent in the aggregate for fourth annual adjustment.
- Grainger's new agreement pricing offers an overall 2.2 percent savings compared to its expiring agreement.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-590	New
	PP-FA-591	PP-FA-437
	PP-FA-594	SD-FA-028

AirSupply Tools is a small business enterprise (SBE). The Part Works is a woman-owned business (WBE).

Current agreements with SupplyWorks (PP-FA-440) and Mayer Electric (PP-FA-439) expire April 30, 2017.

Agreements with Graybar (PP-FA-438) and WESCO (PP-FA-441) have been renewed in the new Electrical and Plumbing Building Materials category.

Financial considerations:

- Minimum order requirements
- Catalog pricing
- Discount off list price

Patient safety and satisfaction:

- Purchasing and inventory software
- Custom catalogs

Roadblocks to conversion:

- Local relationships
- Product availability
- Partnerships with suppliers (specialty parts suppliers, for example)

Other key value and terms (continued)

- Grainger offers a committed value program. Qualifying members have the opportunity to receive growth incentives, additional discounts and access to the Hot List Program. See Exhibit L Committed Grainger Value Program (GVP) and Participation Form for more details.
- The Part Works' pricing is firm for 12 months. Pricing may change for every 12-month period thereafter, but may not exceed 3 percent in aggregate across any specific category.
- The Part Works' new agreement pricing offers an overall 0.3 percent savings compared to its expiring agreement.
- The Part Works has a \$50 minimum order requirement.
- **Grainger is the low-cost supplier on crossed items.**
- Available direct: AirSupply Tools, Grainger, The Part Works

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

- **Can Liners:** Can liners used throughout healthcare facilities, including those used for standard waste, infectious waste, soiled linen, infectious linen and food service: both rack covers and bags
- **Electrical and Plumbing Building Materials:** Electrical and plumbing products and services used to assist in new, retrofit and renovation projects.
- **Fire, Life Safety, Security Systems and Services:** Fire, life safety and security systems, products and the related scheduled and unscheduled services (e.g. design, installation, repair, and general on call maintenance)
- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Furniture, Systems, Caseloads, Seating and Accessories:** Furnishings, furniture, cabinetry, caseloads, multiple seating, ergonomics, fabrics, artwork, related accessories, restoration and repair
- **Housekeeping Products:** Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring