



Water Treatment Products, Systems and Services



Effective April 1, 2020 through March 31, 2023

Products and Services Available

This category includes water treatment that makes water more acceptable for end use (drinking, industrial equipment or medical equipment). This includes domestic water filters, products and services specific to cooling towers and boilers, chemical applications, detailed system audits and diagnostics used to prescribe the best chemical, programs that lead to water and energy savings, asset preservation and increased plant reliability and safety.

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 with all suppliers are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Chem Aqua, Garratt-Callahan and Med Water Systems.
- Pricing is firm for 12 months with ChemTreat and Nalco; thereafter price adjustments will be based on the formula in each supplier's Exhibit A-1 or 4 percent, whichever is lower.
- Financial analysis reveals:
 - Chem Aqua's new agreement pricing has an overall 3 percent increase compared to its expiring agreement.
 - ChemTreat's new agreement pricing has an overall 8.3 percent increase compared to its expiring agreement.
 - Garratt-Callahan's new agreement pricing has an overall 4.9 percent increase compared to its expiring agreement.
 - Nalco's new agreement pricing has an overall 0.2 percent increase compared to its expiring agreement.
- Based on pricing scenarios:
 - ChemTreat is the low-cost supplier for cooling water chemical programs.
 - Chem-Aqua is the low-cost supplier for boiler water chemical programs.
 - Chem-Aqua is the low-cost supplier for total fixed monthly cooling and boiler price.
- ChemTreat offers discounts on per-pound purchases, monitoring services, projects and utility audits as value-adds.
- Garratt-Callahan offers a water safety program, assistance with unused chemicals, fixed billing, training and equipment cost support as value-adds.
- Med Water Systems offers reduced consumable pricing, service price, lease pricing and installation fees as value-adds.
- Nalco offers discounts on project labor per hour, cooling tower cleaning services, legionella testing, water safety audits, chemical feed equipment, automation controllers, coil cleaning and IDN equipment as value-adds.
- Chem Aqua, Garratt-Callahan and Med Water Systems offer early payment discounts.
- Available through distribution: Med Water Systems (Puerto Rico only)
- Available direct: Chem Aqua, ChemTreat, Garratt-Callahan, Med Water Systems, Nalco

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
CHEMAQUA	PP-FA-799	PP-FA-583
ChemTreat	PP-FA-800	PP-FA-587
Garratt CALLAHAN	PP-FA-801	PP-FA-584
MED WATER SYSTEMS	PP-FA-803	New
NALCO Water An Ecolab Company	PP-FA-802	PP-FA-586

Garratt-Callahan is a small business enterprise (SBE).

Current agreements with H-O-H Water Technology (PP-FA-585) and Pall (PP-FA-588) expire March 31, 2020.

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



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Supplier Contact Information

- Chem-Aqua Inc.: Mary McClellan, 314.496.4354, mary.mcclellan@nch.com
- ChemTreat Inc.: Cassia Conners, 804.935.2000, cassiag@chemtreat.com
- Garratt-Callahan Company: John Reseland, 412.721.5292, jreseland@g-c.com
- Med Water Systems LLC: Mike Buckley, 801.598.7656, mike.buckley@medwatersystems.com
- Nalco Company LLC: Nikhil Sheth, 331.237.2891, nikhil.sheth@ecolab.com

Note: Supplier contact information is current as of March 20, 2020. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related Categories

- Energy Services: Procurement, Efficiency and Renewable: Performance-based supply-side energy management services
- Pool and Spa Products: Products that assist in maintaining balanced pool and spa chemistry

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.

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