

Soaps, Lotions and Waterless Hand Rinses

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes cleansing products such as alcohol rubs, hand rinses, foams, sprays and lotions. This product category also contains some lotions that are intended for moisturizing purposes only.

Class of trade

- DebMed, Ecolab and GOJO are available to specified acute care and non-acute healthcare facilities.

DebMed	Eric Mahon	443.521.1606	eric.mahon@scj.com
Ecolab	Joseph Saunders	817.306.9303	joe.saunders@ecolab.com
GOJO	Chris Wood	704.256.9005	woodc@gojo.com

Note: Supplier contact information is current as of June 1, 2020. 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 DebMed, EcoLab and GOJO.

Aggregation opportunities






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

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- DebMed, Ecolab and GOJO offer dispenser incentives. See the value-adds section in the value analysis toolkit for details.
- DebMed, Ecolab and GOJO offer growth and conversion incentives. See the value-adds section in the value analysis toolkit for details.
- DebMed offers 1 percent savings overall compared to the expiring agreement.
- Ecolab offers 3 percent savings overall compared to the expiring agreement.
- GOJO offers 1 percent savings overall compared to the expiring agreement.
- GOJO offers grandfathered pricing.
- GOJO offers a 2 percent early payment discount.
- **Ecolab is the low-cost supplier on crossed items.**
- Available through distribution: DebMed, Ecolab and GOJO
- Available direct: DebMed and Ecolab

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

Awarded suppliers

Supplier	New	Expiring
 CARIE BOYD'S PRESCRIPTION SHOP	CO-NS-135	New
	PP-NS-1085	PP-NS-851*
 Dynamic DIAGNOSTICS, INC. <small>Medical Products - Smart Services</small>	CO-NS-136	New
	PP-NS-1084 AS-NS-1084	PP-NS-849 AS-NS-849
	CO-NS-105	New
	PP-NS-1086	PP-NS-850

*STERIS assigned their contract to DebMed effective August 8, 2016.

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

Update April and May 2020: Carie Boyd's Prescription Shop, Dynamic Diagnostics Inc. and GoBioMed Inc. were added to the category. These products are being added to the Premier contract to provide additional product options during the COVID-19 pandemic. See the category update documents for more information.

Update February 2018: Premier has announced a new Non-healthcare Soaps, Lotions and Waterless Rinses category effective February 1, 2018. Non-healthcare members currently purchasing through GOJO's Tier 5 on PP-NS-1086 should transition to GOJO's non-healthcare agreement PP-FA-673.

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.
- [Clinical primer](#): A PDF basic clinical information document to educate those new to the category products and their functions.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- Category update: A PDF update document providing information about new supplier(s) added to the category. These documents are unable to be edited.
 - [Carie Boyd's Prescription Shop](#)
 - [Dynamic Diagnostics Inc.](#)
 - [GoBioMed](#)

Related categories

- **Hand Hygiene Monitoring Systems:** Systems that automatically and continuously monitors staff members' compliance with defined hygiene and infection protocols
- **Housekeeping Products:** Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution:** Distributors of jan/san products including soaps and lotions
- **Personal Care Kits and Components:** Individual products/groups of products packaged in a standard or customized kit as part of the patient admission process
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Hand Preps:** Solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures