



Effective August 1, 2021 through July 31, 2024

## Products and Services Available

This category includes devices designed to assist walking or improve the mobility of people with an impairment. They include, but are not limited to, crutches, canes, walkers, wheelchairs and motorized scooters. This category also includes other devices to assist in activities of daily living including shower chairs, support bars, commode chairs, etc.

## 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 Cardinal and Medline are available to select classes of trades; see each supplier's Exhibit B-2 for details.
- S2S Global's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
  - Cardinal new agreement pricing has an overall 2.2% increase compared to its expiring agreement.
  - Medline's new agreement pricing has an overall 0.2% increase compared to its expiring agreement.
  - S2S Global's new agreement pricing has an overall 15.3% increase compared to its expiring agreement.
- Medline offers grandfathering of current pricing.
- Available through distribution: Cardinal, Medline, S2S Global
- Available direct: Medline, S2S Global

## Supplier Contact Information

- Cardinal Health 200 LLC: David Smith, 949.842.9543, [david.smith08@cardinalhealth.com](mailto:david.smith08@cardinalhealth.com)
- Medline Industries Inc.: Derrick Fitchena, 773.771.2021, [dfitchena@medline.com](mailto:dfitchena@medline.com)
- SVS LLC dba S2S Global: Anita Zado, 704.931.3839, [anita\\_zado@s2s-global.com](mailto:anita_zado@s2s-global.com)

**Note:** Supplier contact information is current as of May 1, 2021. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

## Related Categories

- Physical Therapy Products and Exercise Equipment: Physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring movement and functional ability (including rollators)
- Stretchers: Stretchers and stretcher accessories, including treatment and transport-stretcher chairs

## 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.
- 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.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
CardinalHealth	<b>PP-NS-1490</b>	PP-NS-1145
MEDLINE	<b>PP-NS-1491</b> <b>AS-NS-1491</b>	PP-NS-1114 AS-NS-1144
S2S GLOBAL	<b>PP-NS-1492</b> <b>AS-NS-1492</b>	PP-NS-1143 AS-NS-1143

The current agreement with Medwheels (PP-NS-1151) expires July 31, 2021.

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