



Patient Lateral Transfer Devices



Effective August 1, 2021 through July 31, 2024

Products and Services Available

This category includes non-mechanical lateral patient transfer products specifically designed to transfer patients side-to-side from one location to another.

This category does not include transfer safety belts, products used specifically by physical or occupational therapists, mattresses or patient bathing systems. These products may be found in the related categories.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Arjo, HoverTech, Medline, S2S Global, Sage and Wy'East.
- A PMDF/PA is not required with Pelstar due to a single tier offering.

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 Arjo, HoverTech, Pelstar, S2S Global and Wy'East are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Medline's agreement is available to select acute and non-acute healthcare facilities; see Exhibit B-2 for details.
- Sage's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Arjo's new agreement pricing offers an overall 1.6% savings compared to its expiring agreement.
 - HoverTech's new agreement pricing has an overall 1.0% increase compared to its expiring agreement.
 - Medline's new agreement pricing offers an overall 1.6% savings compared to its expiring agreement.
 - Pelstar's new agreement pricing is flat compared to its expiring agreement.
 - S2S Global's new agreement pricing is flat compared to its expiring agreement.
 - Sage's new agreement pricing offers an overall 1.5% savings compared to its expiring agreement.
 - S2S is the low-cost supplier on crossed items.
- Arjo offers discount on demo products and no-charge clinical webinars as value-adds.
- HoverTech offers an extended warranty, Air Supply placement program, trade-in/conversion program, no-charge loaner units for repairs and the Healthcare Ergonomics Lifting Program as value-adds.
- Pelstar offers a discount on conference admission as a value-add.
- Wy'East offers no-charge Totalift education and a complimentary head rest included in Totalift purchase as value-adds.
- HoverTech, Pelstar and Wy'East offer an early payment discount.
- S2S Global offers grandfathering of current pricing.
- Available through distribution: Arjo, HoverTech, Medline, S2S, Sage, Wy'East
- Available direct: Arjo, HoverTech, Pelstar, Medline, S2S, Sage, Wy'East

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-NS-1500	PP-MM-643
	PP-NS-1501	PP-MM-645 AS-MM-645
	PP-NS-1503	PP-MM-649
	PP-NS-1502	PP-MM-648
	PP-NS-1506 AS-NS-1506	PP-MM-653 AS-MM-653
 <small>Now part of Stryker.</small>	PP-NS-1504 AS-NS-1504	PP-MM-650
	PP-NS-1505	PP-MM-654

HoverTech, Pelstar and Wy'East Medical are small business enterprises (SBE).

Pelstar [acquired](#) McAuley Medical in 2021.

Current agreements with Airpal (PP-MM-642), Handicare (PP-MM-644), Human Care (PP-MM-646), Joerns Healthcare (PP-MM-647), Sloan Medical (PP-MM-651) and Tollos (PP-MM-652) expire July 31, 2021.

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



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Supplier Contact Information

- Arjo Inc.: George Cramer, 704.614.2201, george.cramer@arjo.com
- D.T. Davis Enterprises Ltd., t/a HoverTech International: Stacey Bailey, 610.694.9600 x104, sbailey@hovermatt.com
- Pelstar LLC: John McAuley, 603.227.7287, john@mcauleymedical.com
- Medline Industries Inc.: Derrick Fitchena, 773.771.2021, dfitchena@medline.com
- SVS LLC d/b/a S2S Global: Anita Zado, 704.931.3836, anita.zado@s2s-global.com
- Sage Products LLC, a corporate affiliate of Stryker Sales LLC: Greg Corbett, 815.455.4700, greg.corbett@stryker.com
- WyEast Medical: Susan Ahmann, 503.657.3101, susana@wyeastmed.com

Note: Supplier contact information is current as of June 24, 2021. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Mobility Aids: Canes, walkers and bath and toilet assists
- Patient Beds, Mattresses and Therapeutic Surfaces – Purchase: Bed frames, mattresses, mattress overlays and therapeutic surfaces for critical care beds, birthing beds, low beds, medical-surgical beds, bariatric beds and accessories for purchase
- Patient Beds, Mattresses and Therapeutic Surfaces – Rental: Bed frames, mattresses, mattress overlays and therapeutic surfaces for critical care beds, birthing beds, low beds, medical-surgical beds, bariatric beds and accessories for rental
- Patient lifts: Mechanical devices used to assist healthcare workers in transferring patients from one location to another when a patient is unable to actively assist with the transfer or complete the transfer on their own
- Physical Therapy Products and Exercise Equipment: Physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability

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.