



# Room Environment Infection Prevention Products



Effective August 1, 2021 through July 31, 2024

## Products and Services Available

This category includes ultraviolet, electrostatic spray or other germicidal irradiation disinfectant light and hydrogen peroxide vapor equipment which is used to kill bacteria in healthcare facilities.

## How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Bioquell, Diversey, Finsen, Patho3gen, Surfacide, Tru-D, UVDI and UV-Concepts.
- A PMDF/PA is not required with MSI Defense and TMG due to single tier offerings.
- Service agreements may be required.

## 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 Diversey, Finsen, MSI Defense, Patho3gen, Surfacide TMG, Tru-D, UVDI and UV-Concepts are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Bioquell's agreement is allowed for select acute care and non-acute healthcare facilities and college and universities; see Exhibit B-2 for details.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with Bioquell, Finsen, MSI Defense, Patho3gen, Surfacide TMG, Tru-D, UVDI and UV-Concepts.
- Diversey's pricing is firm for 12 months; thereafter, seller may increase pricing one time up to 5% in aggregate.
- Financial analysis reveals:
  - Diversey's new agreement pricing offers an overall 0.9% savings compared to its expiring agreement.
  - MSI Defense's new agreement pricing is flat compared to its expiring agreement pricing.
  - Pathogen's new agreement pricing has 9.7% savings compared to its expiring agreement pricing.
  - Surfacide's new agreement pricing offers an overall 2.1% savings compared to its expiring agreement.
  - TMG's new agreement pricing is flat compared to its expiring agreement pricing.
  - Tru-D's new agreement pricing is flat compared to its expiring agreement pricing.
  - UVDI's new agreement pricing is flat compared to its expiring agreement pricing.
  - UV-Concept's new agreement pricing offers an overall 2.1% savings compared to its expiring agreement.
- Due to the multiple factors that contribute to total cost of ownership (capital investment, service and maintenance, consumables, software, warranty, freight), a supplier comparison is not available.
- TMG offers a rent-to-own program and online implementation and support as value-adds.
- UVDI offers trade-up and trade-in programs as value-adds.
- Finsen, MSI Defense and UV-Concepts offer early payment discounts.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
 bioquell <small>An Ecolab Solution</small>	PP-FA-896	New
	PP-FA-905	PP-MM-673
	PP-FA-897	New
	PP-FA-898	CO-FA-219
	PP-FA-899	PP-FA-810
	PP-FA-900	PP-MM-501
	PP-FA-901	PP-FA-816
	PP-FA-902	PP-MM-503
	PP-FA-903 AS-FA-903	PP-MM-497 AS-MM-497
	PP-FA-904	PP-FA-842

MSI Defense, Tru-D and UV-Concepts are small business enterprises (SBE). UVDI is a minority-owned business enterprise (MBE).

Current agreements with American Green Technology (PP-MM-496), Halosil (PP-MM-499), TOMI Environmental Solutions (PP-MM-502) and Xenex Disinfection Services (PP-MM-504) expire July 31, 2021.

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



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## Other Key Value and Terms (Continued)

- Finsen has a \$100,000 large order threshold.
- Surfacide has a \$2,000,000 large order threshold.
- TMG has a 25-unit large order threshold.
- Available through distribution: Diversey, Finsen, Patho3gen, Tru-D
- Available direct: Bioquell, Finsen, MSI Defense, Patho3gen, Surfacide, TMG, Tru-D, UVDI, UV-Concepts

## Supplier Contact Information

- Bioquell Inc.: Ed Striefsky, 215.682.0225, [ed.striefsky@bioquell.com](mailto:ed.striefsky@bioquell.com)
- Diversey Inc.: Rebecca Grupp, 612.597.0343, [rebecca.grupp@diversey.com](mailto:rebecca.grupp@diversey.com)
- Finsen Technologies Inc.: Karen Donahue, 813.902.0014, [karen.donahue@finsentech.com](mailto:karen.donahue@finsentech.com)
- MSI Defense Solutions LLC: David Holden, 704.660.8348, [dholden@msidefense.com](mailto:dholden@msidefense.com)
- Patho3gen Solutions: Amanda Evans, 727.300.1069, [amanda@patho3gen.com](mailto:amanda@patho3gen.com)
- Surfacide LLC and Surficide Services LLC: Kelsey Budd, 608.370.2405, [kelsey.budd@surfacide.com](mailto:kelsey.budd@surfacide.com)
- TMG International LTD dba TMG Health Technologies: Thomas Coy, 440.546.0794, [tcoy@tmghealthtech.com](mailto:tcoy@tmghealthtech.com)
- Tru-D SmartUVC LLC: Andy Wells, 901.774.5771, [andywells@tru-d.com](mailto:andywells@tru-d.com)
- UltraViolet Devices Inc. (UVDI): Beth Crippen, 727.776.2935, [beth.crippen@uvdi.com](mailto:beth.crippen@uvdi.com)
- UV-Concepts Inc.: Chris Clark, 541.668.3314, [chrisc@uvconcepts.com](mailto:chrisc@uvconcepts.com)

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

## Related Categories

- Automated Endoscopic Reprocessor: Automated systems used for cleaning, disinfecting or sterilizing by chemical immersion of heat-sensitive complex design medical instruments, such as flexible endoscopes, camera heads or cables
- Instrument Containers: Containers used for storage and sterilization of surgical instruments
- Low Temperature Sterilization: Low temperature gas sterilizers that achieve sterilization by a process where gas, usually hydrogen peroxide or peracetic acid, is mixed with radio-frequency or microwave energy
- Gas Plasma Sterilizers: Sterilization where gas, usually a hydrogen peroxide or peracetic acid, is mixed with radio frequency or microwave energy. Plasma produced consists of a reactive cloud, which interacts and disrupts the life functions of microorganisms.
- Sterilization Assurance: Products used to indicate if conditions of sterilization have been met
- Steam Sterilizers: Sterilization involving the exposure of instruments to heat transferred from saturated steam
- Sterilization Pouches: Packaging used to provide effective sterility maintenance for single or limited-sized instruments and medical devices
- Washers and Decontaminators: Units designed to remove blood, bone, fat and other organic debris that can adhere to the instrument or device surfaces allowing for the growth of microorganisms

## 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.