



Landscaping and Grounds Maintenance Services



Effective November 1, 2021 through October 31, 2024

Products and Services Available

This category includes lawn, turf, golf courses, professional resort and tree care maintenance service and treatment companies. Services include consulting, design, build, installation, excavation, exterior maintenance, tree-care services, lawn care chemicals and weed control.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required with either supplier due to single tier offerings.
- Member agreements are required with both suppliers to determine the scope of services.

Aggregation Opportunities

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

Class of Trade

Agreements are 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 both suppliers.
- Financial analysis varies by service package. **Pricing is locally negotiated.**
- Available direct: BrightView and Grounds Control

Supplier Contact Information

- BrightView Landscapes LLC: Kelly Plaza, 314.258.5079, kelly.plaza@brightview.com
- Grounds Control USA: Kenny Jackson, 843.609.6055, kjackson@groundscontrolusa.net

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

Related Categories

- Parking Management, Equipment and Services: Parking management (snow/ice removal, valet, concierge, wheelchair assistance/transportation, lot/garage security), design and layout
- Pest Elimination Services: Treatment and elimination of pests

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.

Contracted Suppliers

Supplier	New Contract	Expiring Contract
BrightView	PP-SV-329	PP-SV-190
GROUNDS CONTROL USA <small>your property, our priority</small>	PP-SV-330	PP-SV-191

Grounds Control is a women-owned business enterprise (WBE).

The current agreement with Facility Source (PP-SV-193) expires October 31, 2021.

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in PremierConnect®.



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The following tools and resources within this toolkit are designed to assist you through the value analysis process:

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Visit [Supply Chain News](#) for all of the latest supply chain updates.

Why Premier's Participating Member Designation Form (PMDF) and price activation (PA) are important

- Ensures member and supplier agreement for both appropriate price tier(s) and applicable facilities
- Enables member visibility to the PMDF/PA status in the Supply Chain Advisor catalog at the contract and price tier level.
- Enables transmission of PMDF/PA information to SpendAdvisor® and Global Healthcare Exchange (GHX).
- Provides price tier visibility for boarded distributors (i.e., distributors with direct access to Supply Chain Advisor on all contracts where they were selected as a distributor).

Have questions regarding these agreements or looking for someone to review a quote? Reach out to Premier's [Portfolio Advisors](#).

At Premier, our portfolio advisors aid members in product identification and selection by developing tools and resources to help members evaluate products and clinical practice. By acting as a technical consultant, the portfolio advisors conduct product line and cost analysis to help members improve utilization, clinical and financial outcomes and optimize Premier agreements.

PremierConnect communities

- [Supply Chain News community](#): This community features a rolling feed with updates on contract launches, portfolio books, webinars, supplier promotions, group buys and industry updates. Content is organized according to Premier's service lines making service-line specific information quick and easy to find.
- [Disaster Preparedness and Response community](#): This community contains disaster training protocols, checklists, playbooks and supplier resources to help members prepare in advance of a disaster.

Premier Solution Center

The Premier Solution Center is a central point of contact for all Premier-related questions. Its phone lines are staffed weekdays from 7 a.m. to 7 p.m. CT. Premier Solution Center can be reached at 877.777.1552 or solutioncenter@premierinc.com. Pricing and other contract information may be accessed through Premier's Supply Chain Advisor® catalog at <https://premierconnect.premierinc.com>.



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Category Information

Landscaping and grounds maintenance are a critical part of a facility's appearance and reputation. From helping patients recover to projecting a positive image to visitors, a vibrant landscape contributes to an overall positive feeling about the facility. However, landscaping is more than just curbside appeal.

Irresponsible landscape practices can impact water resources, wildlife and environmental health. Responsible lawn care and landscaping practices that are sensitive to the environment and public health can provide a variety of environmental benefits, including:

- Reduction of dust and air pollution
- Reduction of high temperatures and noise levels in urban areas
- Creation of critical shelters and food for wildlife
- Reduction of energy usage for heating and cooling of buildings
- Filtration of pollutants
- Reduction of erosion, stream sedimentation, flooding and runoff of pollutants into local waterways
- Reduction of the risk of pesticide exposure to children, adults, pets and wildlife
- Building of healthy soil
- Attraction of wildlife and beneficial insects

Fertilization

Healthy, fertilized grass develops dense roots that hold the soil, preventing it from running off and polluting local water sources. However, to work correctly, fertilizer needs to be applied at the appropriate time of the year. Early fall is the best time to fertilize because most of the fertilizer applied during that time period goes straight into the grass. In the past, a second, later application – in early November – also was recommended. It was thought that this second application helped grass to become greener earlier in the spring. [Researchers at the University of Minnesota](#) have recently discovered that when fertilizer is applied in November, most of the nitrogen never gets to the grass. Instead, it runs off the surface of the soil or leaches into groundwater. It is now recommended that a lawn gets fertilized once around Labor Day, and then additional applications (depending on the quality of the soil), at the first mowing in spring, around Memorial Day and the first week of August. The spring applications should be lighter applications (half-pound of nitrogen per 1,000 square feet) than the first fall time fertilization.

Source: *Supplier websites*

Industry Guidelines and Resources

Press Ctrl and click on the blue hyperlink for more information. Hyperlinks are current as of the time of launch.

Pesticide Environmental Stewardship Program (PESP)

[Ten guiding principles for responsible lawn care and landscaping](#)

The Landscaping Initiative created guidelines that are based on ten environmental guiding principles:

- Learn about your lawn.
- Choose the right plant for the right spot.
- Build healthy soil and use fertilizer responsibly.
- Reduce waste and recycle nutrients.
- Attract and protect wildlife.
- Manage yard pests responsibly.
- Use water wisely.
- Mow and prune responsibly.
- Prevent landscape pollution.
- Reduce stormwater runoff.



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Product and Service Offering

For a complete list of contracted products, please see Supply Chain Advisor® for more details. Press Ctrl and click on the supplier name to visit supplier websites.

	<u>BrightView</u>	<u>Grounds Control</u>
Landscape maintenance services		
General consulting, design, build and installation	✓	✓
Excavation	✓	✓
Exterior maintenance – Grass mowing, plant pruning, edging, seasonal coloring (plant replacement)	✓	✓
Water management – Equipment installation, irrigation winterizing and de-winterizing	✓	✓
Emergency services	✓	✓
Tree care services		
General consulting, design, build and installation	✓	✓
Excavation	✓	✓
Pruning and general maintenance	✓	✓
Tree removal	✓	✓
Preservation	✓	✓
Cable line and bracing	✓	✓
Snow removal services		
Snow and ice service removal	✓	✓
Architectural-related products		
Hardscapes – Brick, concrete, gravel, pavers, rock, stone	✓	✓
Mulch, straw	✓	✓
Lawn care chemical products		
Bug control	✓	✓
Fertilizer	✓	✓
Lime	✓	✓
Weed control	✓	✓



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Critical Specifications

Premier considered the criteria below when making contract award decisions. These are the recommended variables for evaluation in service selection. All information comes directly from supplier responses to Premier's Request for Information.

	BrightView	Grounds Control
Critical Criteria		
Geographic coverage	National	National
Years in business	82	33
Number of contracted healthcare facilities	1,000	50
Number of employees	21,000	36
Percent of business outsourced	15%	99%
Toll-free customer service support	24/7	24/7



Product and Service Review

Factors influencing the decision to move suppliers through the contracting process focused on committee member discussions and [critical specifications](#).

When conducting a review in your facility, consider:

- Services offered, including both regularly scheduled services (mowing, edging, fertilization, aeration and reseeding), and seasonal services (irrigation system maintenance, vegetation removal, lawn curbing and rock removal)
- Frequency that landscape maintenance is performed
- Landscape size – This is especially important for facilities requiring snow removal services. Larger areas accumulate more snow and therefore require more planning documentation before the job begins. Large areas will also need more expensive equipment to perform the tasks of both landscape maintenance and snow removal.
- Products and services included in snow removal service (deicing, salt, sand)
- Warranties on hardscapes and plants
- Environmentally friendly chemicals and products
- Additional fees, such as permits or snowfall overages
 - Permit costs vary depending on the landscape design. For example, a design incorporating a gazebo, pool and fountain requires (for each structure) an average cost of \$100 to \$200 per permit, respectively.
 - Some service providers set a limit on the number of snow removal sessions they will cover per season, billing additional visits at a higher price. Some providers charge additional fees if snow exceeds a certain height.
- Company's experience, professional affiliations, timeliness and reliability – Timeliness is especially important for snow removal. States and municipalities have increasingly enacted laws requiring snow clearing from walkways. Business owners are subject to fines ranging from \$50 to \$500 per day if snow is not cleared on commercial property. Even in areas where snow removal is not required by law, businesses may be liable for injuries related to slipping and falling.

Consider speaking with the following influencers and decision makers:

- Facilities and maintenance directors
- Landscaping and grounds directors



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Supplier Tiers

BrightView Expiring Tiers (PP-SV-190)	
Total purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required

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BrightView New Tiers (PP-SV-329)	
Total purchases (per calendar year)	
Tier 1	Locally negotiated

Grounds Control Expiring Tiers (PP-SV-191)	
Total purchases (per calendar year)	
Tier 1	Locally negotiated

→

Grounds Control New Tiers (PP-SV-330)	
Total purchases (per calendar year)	
Tier 1	Locally negotiated



Financial Analysis

Financial analysis varies by service package. **Pricing is locally negotiated.**

NOT FOR DISTRIBUTION



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Terms and Conditions

	BrightView	Grounds Control
Diversity status	N/A	WBE
Electronic PA/PMDF	Not required due to single tier	Not required due to single tier
Additional documents	Members are recommended to create a Scope of Services (Exhibit G) that they will be locally negotiating with the contractor. Exhibit A-3 Price List will be the document used to price out the locally negotiated rates for the services described within the Scope of Services. After Exhibit A-3 has been completed, both member and contractor should sign and fax Exhibit A-3 to both contractor and Premier.	Members are recommended to create a Scope of Services (see Exhibit I) that they will be locally negotiating with the contractor. Exhibit A-3 Price List will be the document used to price out the locally negotiated rates for the services described within the Scope of Services. After Exhibit A-3 has been completed, both member and contractor should sign and fax Exhibit A-3 to both contractor and Premier.
Aggregation	Allowed for multi-facility systems, group purchasing organizations and established networks	Allowed for multi-facility systems, group purchasing organizations and established networks
Class of trade	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers
Local negotiation	Allowed	Allowed
Price protection	Firm for the term of the agreement	Firm for the term of the agreement
Direct/distribution	Direct	Direct
Payment terms	Within 30 days of services	Within 60 days of service delivery or invoice receipt, whichever date is later
Early payment discount	None	2% if paid within 30 days of service delivery or invoice receipt, whichever date is later
Electronic payments	Electronic fund transfers, purchase cards and credit cards allowed at not added cost	Electronic fund transfers, purchase cards and credit cards allowed at not added cost
Minimum order	None	None
Guaranteed delivery time	Locally negotiated	Locally negotiated
Ordering instructions See Exhibit H for details.	Contact supplier representative	Contact supplier representative



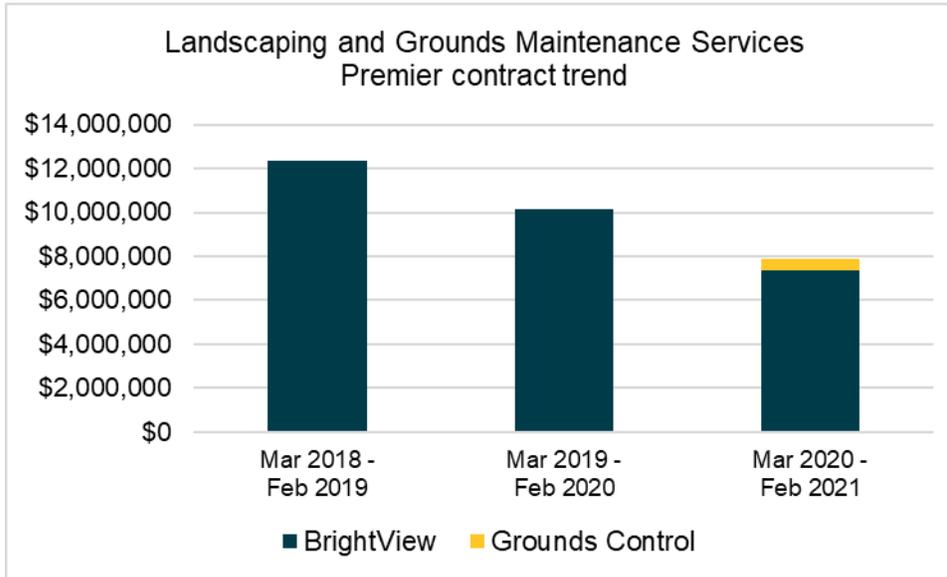
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Market Highlights



Source: Premier SARA database

Sourcing Summary

Landscaping and Grounds Maintenance Services	
Committee:	Purchased Services – All contract award decisions for the Purchased Services portfolio are decided upon by this team of dedicated professionals
Suppliers invited to participate:	<ul style="list-style-type: none"> Blackstone Consulting BoydSCO Holdings Brightview Landscapes Grounds Control USA LandCare USA Pacific Facility Solutions
Contracted suppliers:	<ul style="list-style-type: none"> Brightview Landscapes Grounds Control USA

About the Purchased Services Committee:

The sourcing process is overseen by the Purchased Services Committee, composed of 17 Premier member representatives throughout all regions of the United States. The committee includes professionals from contract administration, supply chain management, value analysis, network operations and dedicated purchased services oversight.

Information contained in this document is current as of August 1, 2021.