



# Hard Copy Document Shredding and Offsite Storage Services



Effective February 1, 2023 through January 31, 2026

## Products and Services Available

This category includes onsite and offsite shredding, removal of confidential/secured hard copy paper and related files, destruction, offsite storage and temporary secured document storage units. Products include secured/locked bags, bins, trash cans, offsite storage boxes and totes.

This category was previously sourced as two separate categories: Hard Copy Document Shredding and Media Destruction Services AND Offsite Storage Services.

## How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with NRC, RIC and Shred America.
- A PMDF/PA is not available with Stericycle because there are no pricing tiers associated with the agreement.
- A member agreement is required with NRC and Stericycle; see Stericycle's Exhibit K-9 for details.
- A member agreement may be required with RIC and Shred America to determine scope of service.

## Aggregation Opportunities

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

## Class of Trade

- Agreements with NRC, RIC and Shred America are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Stericycle's agreement is available to healthcare facilities.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with NRC, RIC and Shred America.
- With Stericycle, pricing is firm for 12 months for agreements less than 60 months and firm for 18 months for 60-month agreements; then pricing may increase annually up to 4%.
- Financial analysis reveals:
  - NRC's new agreement pricing has an overall 4% increase compared to its expiring agreement.
  - RIC's new agreement pricing is flat compared to its expiring agreement pricing.
  - Shred America's new agreement pricing is flat compared to its expiring agreement pricing.
  - Stericycle's new agreement pricing is locally negotiated.
- Shred America offers training, audits and webinars as value-adds; see Exhibit I for details.
- Stericycle offers custom resources as value-adds; see Exhibit I for details.
- NRC and Shred America offer shredding and storage services. Stericycle offers shredding services.
- RIC offers consulting services (such as auditing past invoices to recover overpayments).
- Some suppliers offer key performance indicators; see NRC's Exhibit K, Shred America's Exhibit K and Stericycle's Exhibit L for details.
- Indemnification and limitation of liability vary by supplier; see the terms and conditions section of the value analysis toolkit.
- Detailed information about what to consider when converting to a new supplier can be found in the service review section of the value analysis toolkit.
- Available direct: NRC, RIC, Shred America, Stericycle

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
NRC	PP-SV-382	PP-SV-246
RIC RELIANCE INFORMATION CONSULTING	PP-SV-380	PP-SV-247
SHRED AMERICA PAPER SHREDDING PATRIOTS	PP-SV-379	PP-SV-310
Stericycle	PP-SV-381	PP-SV-224

Shred America is a veteran-owned business enterprise (VET).

The current agreement with Rapid Shred (PP-SV-225) expires January 31, 2023.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



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## Supplier Contact Information

- National Records Centers (NRC) Inc.: Jim Johnson, 614.582.0359, [jjohnson@nationalrecordscenters.com](mailto:jjohnson@nationalrecordscenters.com)
- Reliance Information Consulting (RIC) LLC: Ian Griffin, 414.750.1586, [igriffin@ricpartners.com](mailto:igriffin@ricpartners.com)
- Shred America LLC: Ray Barry, 864.809.9111, [ray@shredamerica.com](mailto:ray@shredamerica.com)
- Stericycle Inc.: Stacy Ford Werth, 858.210.9328, [sford@stericycle.com](mailto:sford@stericycle.com)

**Note:** Supplier contact information is current as of November 1, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

## Related Categories

- Enterprise Content Management: Systems that help facilitate, store, organize, access and manage facilities' unstructured content, which includes forms, documents, emails, media, records, policies and other materials
- Equipment Recycling and eWaste Management Services: Liquidation and disposal services for excess medical equipment, including Web-enabled liquidation, as well as electronics and metal recycling
- Waste Management Products and Services: Waste removal, regulated medical waste disposal and recycling

## 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.

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