



Effective May 1, 2022 through April 30, 2025

## Products and Services Available

This category includes suppliers that specialize in the distribution of maintenance, repair and operations (MRO). MRO items include general daily operational products, door hardware and securities, electrical and telecommunications equipment and materials, fasteners, heating/ventilation/air conditioning (HVAC), lamps/ballast and fixtures, plumbing, power generation equipment, hand, power and pneumatic tools, safety equipment, personal protective equipment (PPE) and related 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 Turtle & Hughes.
- A PMDF/PA is required at Tiers 1 and 3 with Grainger except for members who have previously been affiliated to Grainger's expiring MRO contract PP-FA-591; a PMDF/PA is required at Tiers 2, 4 and 5 for all members.
  - To participate in one of the Committed Grainger Value Programs, the member must submit the applicable participation form (found on Exhibit L Healthcare Committed Grainger Value Program and Participation Form, Exhibit M Healthcare Committed Plus Grainger Value Program and Participation Form or Exhibit N Non-healthcare Committed Grainger Value Program and Participation Form) by July 31, 2022, or for new members, within 90 days of completing a PMDF.
- A PMDF/PA is required at **all tiers** with HD Supply.
- A PMDF/PA is not required with SupplyFORCE due to a single tier offering.

## Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Grainger, SupplyFORCE and Turtle & Hughes.
  - Grainger may review aggregation groups whose annual volume with seller exceeds \$1 million for program modification.
- Aggregation is allowed for multi-facility systems and established networks of facilities with HD Supply.

## Class of Trade

Agreements with all suppliers 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 and/or discounts are firm for the term of the agreement with HD Supply, SupplyFORCE and Turtle & Hughes.
  - With SupplyFORCE, if there is an unusual increase in costs of raw materials/manufacturing of  $\geq 8\%$ , prices may increase.
- Pricing is firm for six months with Grainger; then market basket products and pricing are updated semi-annually.
- Financial analysis reveals:
  - Grainger's new agreement pricing has a 5.3% increase compared to its expiring agreement.
  - Turtle & Hughes' expiring agreement was based on line-item pricing, and its new agreement has a discount off of list price; therefore an analysis is not available.
  - Due to the high level of customization in distribution categories, there is no supplier comparison.
- Grainger offers additional category discounts, a Hot List and a consolidation growth rebate as value-adds; see Exhibits A-1, L, M and N for details.
- HD Supply offers in-unit appliance delivery services as a value-add.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
<b>GRAINGER</b>	PP-FA-987	PP-FA-591
<b>HD SUPPLY</b>	PP-FA-992	New
<b>SUPPLYFORCE</b>	PP-FA-990	New
<b>TURTLE &amp; HUGHES</b>	PP-FA-991	SD-FA-035

SupplyFORCE is a small business enterprise (SBE). Turtle & Hughes is a woman-owned business enterprise (WBE).

Current agreements with AirSupply Tools (PP-FA-590), MSA Safety (CO-FA-218) and The Part Works (PP-FA-594) expire April 30, 2022.

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



Effective May 1, 2022 through April 30, 2025

## Other Key Value and Terms (Continued)

- SupplyFORCE will conduct activities designed to deliver total cost savings as a value-add; see Exhibit I for details.
- SupplyFORCE offers a 1% early payment discount.
- HD Supply has a \$150 minimum order requirement for freight free shipping.
- Grainger, HD Supply and SupplyFORCE offer national coverage.
- Turtle & Hughes offers multi-regional coverage in California, Connecticut, Massachusetts, New Jersey, New York, Pennsylvania and Texas.
- Products purchased under Grainger's agreement are for members' "own use" and may not be resold.
- Available through distribution: SupplyFORCE
- Available direct: Grainger, HD Supply, SupplyFORCE, Turtle & Hughes

## Supplier Contact Information

- WW Grainger Inc.: Scott Peebles, 706.586.8110, [scott.peebles@grainger.com](mailto:scott.peebles@grainger.com)
- HD Supply Facilities Maintenance Ltd: Billy Thomas, 904.239.1331, [billy.thomas@hdsupply.com](mailto:billy.thomas@hdsupply.com)
- SupplyFORCE.com LLC: David McGowan, 770.833.5905, [dcgwan@supplyforce.com](mailto:dcgwan@supplyforce.com)
- Turtle & Hughes Inc.: Randy Roessle, 732.574.3600, [randy@turtle.com](mailto:randy@turtle.com)

**Note:** Supplier contact information is current as of January 16, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

## Related Categories

- Can Liners: Can liners used throughout healthcare facilities, including those used for standard waste, infectious waste, soiled linen, infectious linen and food service
- Electrical and Plumbing Building Materials: Electrical and plumbing products and services used to assist in new, retrofit and renovation projects
- Fire and Life Safety Products and Services: Products used to protect and facilitate the emergency evacuation of a building
- Floor Care Equipment: Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- Furniture, Systems, Casegoods, Seating and Accessories: Furnishings, furniture, cabinetry, casegoods, multiple seating, ergonomics, fabrics, artwork, related accessories, restoration and repair
- Housekeeping and Laundry Products: Chemical products and accessories related to general housekeeping cleaning and disinfecting and laundry
- Security Systems and Services: Security products and services, such as identification badging, access control, closed-circuit television (CCTV) cameras, property protection, security training and emergency operations center (EOC) training

## 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.