FRAMEWORK OVERVIEW

The HealthTrust Europe (HTE) Disposable Drapes and Gowns framework agreement enables customers to reap the clinical and cost benefits of reducing the number of products while maintaining and often improving clinical efficiency.

The framework is accessible via Mini-Competition or Direct Award and can be accessed for drapes and gowns or either drapes or gowns separately. The framework was awarded in October 2014 and runs for four years until the end of September 2018 however the resulting awards from a Mini-Competition will run for a minimum of two years with two further extension options of one year and are able to run past the overarching framework expiry date.

This framework agreement offers customers a fully compliant and fully managed Mini-Competition process with comprehensive clinical support and contract management from the outset and throughout the term of contract. Access to the framework via Direct Award is available until the framework expiry date in September 2018.

Each of the appointed suppliers has been rigorously vetted in terms of their quality and all products meet the quality standard EN13795 which lays out the minimum standards of barrier efficiency, cleanliness, linting and material strength.

- Reduce costs even when switching from re-usable gowns
- Improve clinical efficiency and familiarity of products
- All key drapes and gowns suppliers available via a compliant route
- Full range of gown protection levels, size and material thickness
- Face masks and other accessories also available
- Clinically led mini-competition process
- Tried and tested table-top evaluation process
- Dedicated and specialised contract support
SERVICES INCLUDED

The framework agreement covers a vast range of drapes, gowns, equipment covers, facemasks and accessories. All protection levels from standard to fully impervious are available as well as all sizes and material thicknesses from 30gsm to heavy duty 68gsm. A fully managed mini-competition and implementation process gives our customers the peace of mind that the complex process of tendering their drapes & gowns requirements will not take them away from their many other responsibilities.

We at HTE understand the importance of full clinical engagement in order for projects to be successful and our mini-competition process reflects this. The tendered specification will be clinically driven and quality will be weighted appropriately to ensure that the clinical objectives are met.
## FRAMEWORK SUPPLIERS

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<tr>
<th>Drapes</th>
<th>Equipment Covers</th>
<th>Examination Gowns</th>
<th>Surgeon Gowns</th>
<th>Accessories</th>
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**Framework Status Key:**

- ✓ Provider available against this Lot
- × Provider not available against this Lot
## BENEFITS

**Reduce Costs even when switching from re-usable gowns:**  
HTE has demonstrated that there are significant cost-benefits available for customers who want to switch from re-usable to single-use gowns even when taking into account the additional clinical waste cost.

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**Reduce the number of SKU’s used:**  
By undertaking a mini-competition you will be able to reduce the number of product codes used which results in greater familiarity of products and consistency of usage.

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**Free to access:**  
No fee to take advantage of the fully managed mini-competition process.

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**Full range of gown protection levels, sizes and material strength:**  
All protection levels are available from standard gowns to fully impervious, along with all sizes from small to XXL and lengths from standard to XX long. The framework allows access to a wide range of material thicknesses from 30gsm to heavy duty 68gsm.

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**Facemasks and other accessories are also available:**  
Facemasks, scrub-suits, caps and other accessories are also available via the HTE Disposable Drapes and Gowns framework.

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**Clinically led mini-competition process:**  
At HTE we heavily weight quality in our tenders and insist that clinicians lead the project from the outset. This ensures that clinical objectives are met and implementation and uptake does not become an issue.
ACCESS TO THE FRAMEWORK

Access to the framework is via Direct Award or Mini-Competition and customers can access either drapes or gowns or both simultaneously. The customer must contact the Customer Care Team to log their interest and the Category Manager will be in touch to discuss the requirement. Existing HTE members should speak to their HTE Account Manager for further details.

If you decide to access the framework via mini-competition, the Category Manager and HTE Clinical Specialist will arrange to meet with you to fully discuss your requirements and explain the tender process. In order to begin the mini-competition tender we would need to identify the clinicians that will lead the project, a full list of drapes/gowns currently used along with the cost and volume information for each product.
FAQS

How long does the mini-competition process take?
From initial meetings to full implementation should take no more than 3 months. This is very much dependent on clinicians being available and required information being provided in a timely manner. HTE will provide a project management document which will track progress and any delays.

What support do we have after the mini-competition has been completed?
Full contract support and supplier management will be provided once the mini-competition has been completed. This support will also be available if the contracts are accessed via Direct Award. Monthly meetings are advisable for the first few months after implementation and quarterly thereafter.

Who will you need to speak to or meet with to begin the process?
In order to implement the project as quickly as possible it is important to ensure that all stakeholders are fully informed of the project and process. We will require initial meetings with both the customer’s procurement and clinical teams before the mini-competition is published and further meetings with the clinical teams to approve specifications and arrange dates for the quality evaluations.

Given that the mini-competition will be clinically led and heavily weighted towards quality how do you ensure that the project achieves savings?
Suppliers tendering for the business will still submit their best possible prices even if quality is weighted heavier than price. The key aspect of favouring quality over price is that the specification is adhered to and the products are actually used once the award is made.

How long does the contract run for?
The contract runs for an initial two years with two further one-year extension options available. Prices are fixed for the duration of the contract.

What aspects are scored during the tender?
The headline aspects are price and quality but the quality section consists of 17 different sections which can each be individually weighted between 0% and 30% depending on the customers’ requirements. These are: ease of application, overall size and fit, conformability, prevention of strikethrough, fluid management, material strength, effectiveness of adhesive edges, overall protection, ease of use, comfort, implementation, training and education, quality management, trials, customer service/clinical support and product offering.