

## CATEGORY RESOURCE GUIDE

# Surface disinfecting wipes

### Included in this document

(Click to view each section)

#### Market landscape

##### Manufacturing insights

- [Product overview](#)
- [Selection factors](#)
- [OEM and manufacturing locations](#)
- [Raw materials](#)
- [Regulatory and approvals](#)
- [Non-awarded suppliers](#)

##### Logistics insights

- [Transportation/shipping](#)
- [Product storage](#)

##### Utilization insights

- [Clinical contract support resources](#)

##### Building supply assurance

- [Potential supply vulnerabilities](#)
- [Conservation strategies](#)
- [Supply chain programs](#)
- [Planning for disruptions](#)

### Vizient award overview

#### Awarded suppliers

MS7120 – Professional Disposables  
International  
MS7212 - Gojo

#### Distribution

Distributed through the following distribution channels:

Medical-surgical  
Dietary  
Facilities management



Want to receive weekly Supply Assurance updates?

Update your preferences through our [Subscription Manager](#) by selecting Supply Assurance Weekly Digest.

Questions? Contact [supplyassurance@vizientinc.com](mailto:supplyassurance@vizientinc.com), [pharmacyquestions@vizientinc.com](mailto:pharmacyquestions@vizientinc.com), [novaplus@vizientinc.com](mailto:novaplus@vizientinc.com).

**DISCLAIMER:** THE INFORMATION CONTAINED IN THIS DOCUMENT IS INTENDED FOR INFORMATIONAL PURPOSES ONLY AND IS IN NO WAY INTENDED TO BE A SUBSTITUTE FOR OR IN ANY MANNER TO BE CONSTRUED AS MEDICAL OR CLINICAL ADVICE. VIZIENT IS COMPILING INFORMATION AND EMERGING PRACTICES FROM MEMBERS TO AID IN KNOWLEDGE TRANSFER DURING CRITICAL SUPPLY EVENTS. THE INFORMATION CONTAINED HEREIN HAS NOT BEEN INDEPENDENTLY VERIFIED, RESEARCHED, OR INVESTIGATED AND SHOULD NOT BE CONSTRUED AS ADVICE OR A RECOMMENDATION. DECISIONS REGARDING WHETHER AND HOW TO UTILIZE ANY OF THESE PRACTICES SHOULD BE MADE BY HEALTH CARE PROVIDERS, AT THEIR OWN RISK, WITH CONSIDERATION OF INDIVIDUAL CIRCUMSTANCES. AS INFORMATION IS CHANGING RAPIDLY, VIZIENT ENCOURAGES YOU TO ALWAYS REFER TO THE CDC, YOUR STATE'S DEPARTMENT OF HEALTH, AND YOUR LOCAL PUBLIC HEALTH AUTHORITY FOR GUIDANCE. VIZIENT DOES NOT PROVIDE LEGAL, REGULATORY, OR MEDICAL ADVICE AND DISCLAIMS LIABILITY OR RESPONSIBILITY FOR THE ACCURACY, COMPLETENESS, AND/OR CLINICAL EFFICACY AND SAFETY FOR THE PRODUCTS OR PROCESSES CONTAINED HEREIN. MEMBERS SHOULD SEEK THEIR LEGAL COUNSEL'S ADVICE ON LOCAL, STATE, AND FEDERAL LEGAL/REGULATORY MATTERS.

### Making supply uncertainty a thing of the past, not the future

To help members maintain supply assurance for essential products, Vizient shares insights via [category resource guides](#) on [vizientinc.com](http://vizientinc.com). These category-specific documents contain comprehensive manufacturing, logistics and utilization insights to help members source supplies with confidence. Category resource profiles are one way we're [building supply assurance together](#).

## Market landscape

The demand for surface disinfectant wipes has been increasing steadily, driven by factors such as rising awareness of infection prevention, stricter regulations in healthcare settings and the global COVID-19 pandemic. The market is expected to continue growing in the coming years.

The market has experienced challenges related to raw material shortages, increased demand during the pandemic and logistics disruptions. These challenges can impact the availability of wipes and lead to price fluctuations.

## Manufacturing insights

### Product overview

Surface disinfecting wipes are commonly used in healthcare settings to clean and disinfect various surfaces, equipment, and high-touch areas. Product formula types include the following:

- Low/high quaternary ammonia wipes
- Alcohol-free quaternary wipes
- Sodium hypochlorite (bleach) wipes
- Hydrogen peroxide wipes

### Selection factors

- Effectiveness against target pathogens: The wipe should be effective against a wide range of microorganisms commonly found in healthcare settings, including bacteria, viruses and fungi. Look for wipes that have been tested and proven to kill or inactivate these pathogens.
  - Non-awarded supplier Diversey recommends that each healthcare facility evaluates the key healthcare-associated pathogens most common to healthcare-associated infections (HAIs) and outbreaks in its facility. The product selected should be effective against these microorganisms: Vegetative bacteria (such as *S. aureus*, *Enterococcus*, *Escherichia coli*, coagulase-negative *Staphylococcus*, *Pseudomonas aeruginosa*, *Klebsiella* species, *Enterobacter* species) are the pathogens that cause the vast majority of HAIs (~80%). Diversey recommends disinfectants that are effective against these pathogens. ([Source](#))
- Spectrum of activity: The wipe should have a broad spectrum of activity, effective against both gram-positive and gram-negative bacteria, as well as enveloped and non-enveloped viruses.
- Kill times and wet contact time: The contact time required for the wipe to effectively kill or inactivate pathogens is an important consideration. Some wipes may require longer contact times than others.
- Compatibility with surfaces: The wipe should be compatible with a wide range of surfaces commonly found in healthcare settings, such as stainless steel, glass, plastic and medical equipment. Ensure that the wipe does not cause damage, discoloration or corrosion to the surfaces being disinfected.
- Safety: Consider the safety profile of the wipe, including any potential hazards or adverse effects. Does the product have acceptable toxicity and flammability ratings? Is the minimum level of personal protection equipment (PPE) required?
- Ease of use: The wipe should be easy to use and convenient for healthcare professionals. Consider factors such as the size of the wipe, packaging, dispensing mechanism, odor, shelf life, water-solubility, works in organic matter and one-step. Are the directions for use simple and clear?
- Environmental considerations: Consider wipes that are biodegradable, made from sustainable materials, or have reduced packaging waste.
- Regulatory compliance: Ensure that the selected wipe complies with relevant regulatory standards and guidelines for healthcare established by the Environmental Protection Agency (EPA).

## **OEM and manufacturing location**

See [transportation/shipping section](#).

## **Raw materials**

Chemicals, non-woven material (resin), plastic packaging (low density polyethylene [LDPE]), water

The latest manufacturing insights are available [here](#).

## **Regulatory and approvals**

[Centers for Disease Control and Prevention \(CDC\) Guideline for Disinfection and Sterilization in Healthcare Facilities, 2008](#)

[Centers for Medicare and Medicaid Services \(CMS\) Tag F441](#)

[Selected EPA-registered disinfectants](#)

## **Non-awarded suppliers**

Clorox Healthcare wipes: bleach, hydrogen peroxide, alcohol-free quat

Metrex CaviWipes: bleach, hydrogen peroxide, quat + alcohol, alcohol

Diversey: bleach, hydrogen peroxide, alcohol-free quat, quat + alcohol

Medline MicroKill: bleach, alcohol-free quat, quat + alcohol, alcohol

## **Logistics insights**

### **Transportation/shipping**

The countries that have traditionally been among the top producers of LDPE are the U.S., China, Germany and France.

Majority of PDI sales go through distribution.

PDI and GOJO products are made in the U.S.

Nice-Pak (PDI) manufactures in Orangeburg, N.Y.; Jonesboro, Ark.; and Mooreville, Ind. Distribution centers are located in Kansas, New York and Indiana.

See additional freight update [here](#).

### **Product storage**

Typical shelf life is 11 months to 24 months from date of manufacture (PDI).

## **Utilization insights**

### **Clinical contract support resources**

[Disinfection & Sterilization](#)

[CDC Healthcare-Associated Infections](#)

## Building supply assurance

### Potential supply vulnerabilities

Surface disinfecting wipes must comply with various regulatory standards and guidelines, such as those set by the (EPA). Changes in regulations or the introduction of new requirements can impact the availability and production of disinfecting wipes.

Surface disinfecting wipe supply could also be affected by raw material shortages, increased demand, manufacturing capacity constraints and logistics challenges.

### Conservation strategies

Because predicting the next supply shortage is impossible, it is important that healthcare providers not only adopt and implement care practice strategies to conserve critical products and supplies, but it is equally as important to sustain leading practices that will help ensure the availability of essential products post recovery and in the future. For example, some hospitals have reported decreasing their intravenous solution use by as much as 50% in some care areas by continuing to adhere to the conservation strategies implemented during the recent shortages.

Additionally, with other products and services:

- Assess and identify all hospital services.
- Identify and list critical products, supplies, and resources required to sustain operation of those areas identified and ranked in the first step.
- Maintain the internal planning team document with accurate information. Review and update the document on a routine basis with current employee contact information. If a team member no longer works in the organization, identify the replacement and communicate the information to all stakeholders.
- Communicate practice changes and procedures frequently to staff and stakeholders.
- Hold regularly scheduled planning meetings in the absence of a supply chain shortage or event. This will help to ensure that identified processes and protocols remain relevant and any issues requiring revisions and/or updates are addressed in advance of a shortage or disaster.

If your organization has implemented conservation strategies for surface disinfecting wipes, or any other category, share your information [here](#). The information you share will be anonymous unless you grant Vizient permission to share.

## Supply chain programs

### Diversity

Gojo Industries is a Vizient diversity supplier. Vizient's Supplier Diversity Program supports the development of minority-, woman-, disability-, LGBT- and veteran-owned business enterprises that meet high-quality standards. We also strive to work with suppliers who proactively seek strategic partnerships with diverse companies. For more information click [here](#).

## Planning for disruptions

### Best practice strategies

Vizient offers the following best practices to help members manage disruptions. These suggestions are available to help you gain insight on how the industry is managing supply challenges.

#### If your inventory is low

Vizient is committed to bringing hospitals, manufacturers, distributors and the industry together to talk about this issue and any long-term implications. We feel continued dialogue around the issue by experts – hospitals, manufacturers, distributors and industry – will be crucial to ultimately arriving at a solution to vexing issue. During critical supply periods, members should continue to order their normal levels of products in order to ensure continued availability for all institutions.

If you begin to experience a shortage:

- Evaluate your current supply.
- Contact your local supplier representative and report exactly how many days' supply you have left.

- If you are not getting a response from suppliers, contact Vizient so we can facilitate communication between member and supplier; provide whether you are ordering direct or through distribution (medical/surgical or pharmacy), and indicate supplier and distributor (if applicable) when you contact Vizient.
- We encourage you to continue the conversation within your organization, with your peers and with the manufacturers and distributors to identify ways to manage your ongoing needs.
- Submit inquiries to [disasterresponse@vizientinc.com](mailto:disasterresponse@vizientinc.com).

### **Expedite supply resolution**

To expedite resolution for supply issues, contact your local supplier and provide the following information:

- The description and item number of the product that is experiencing a shortage
- Whether you are purchasing directly or through an Authorized Distributor
- Days' supply remaining in your inventory

### **If expanding your facility**

We suggest members notify suppliers when expanding their facilities to assist in planning and anticipate increases in allocations. You should consider notifying your suppliers of at least three months ahead of the completion of your facility to ensure sufficient capacity.

## **Building supply assurance together**

Collaboration among suppliers, distributors, members and Vizient strengthens the assurance of supply for all stakeholders. Our wealth of experience, actionable data and predictive planning helps to strengthen supply assurance. Further, our work with stakeholders focuses on improving supply chain risk mitigation as we collaborate to enhance data, increase supply visibility and expand inventory access.

Four themes keep us centered and are the pillars of our supply chain assurance efforts: insights, access, enablement and advocacy. [Learn more about our supply assurance strategy](#).

In the event of a supply disruption, Vizient will publish a [product disruption brief](#) to the [Supply Assurance webpage](#). Curated by Vizient experts, these documents provide a summary of current conditions and strategies to manage product-level disruptions.

In addition to our disruption briefs, Vizient also compiles all known disruptions into the monthly [Supply Update Executive Summary](#) which tracks all supply chain disruptors, including current market challenges, category-specific product updates and recovering markets.

Whether a supply disruption is the result of a natural or human-made disaster, it is imperative that members are informed. The [Vizient Disaster Preparedness webpage](#) was developed to help providers meet supply chain needs before, during and after an event. The Supply Update section of the guide is updated on a frequent and routine basis with communication from all awarded suppliers that have manufacturing facilities in areas impacted by a disaster. Additionally, a status update list of those manufacturers whose operations have been affected, as well as a list of impacted product(s), will be maintained and updated as that information is received from supplier.

### **The importance of an internal planning team**

Identifying an internal planning team is imperative to managing supply, mitigating risks and sustaining operations during a supply shortage. According to [the Supply Chain Disaster Preparedness Manual](#) developed by the CDC, internal teams should consist of representatives from supply chain, purchasing, emergency management, each clinical/care delivery area, inventory staff, receiving and distribution staff. Relative to medication and solutions, Vizient member feedback indicated the pharmacy department as an integral member to the internal team, as clinical/pharmacy practice changes may occur. Additional members may include the facilities safety manager, security, risk management, legal, marketing and communications, and public relations.

A simple internal team planning document will help to identify, contact and quickly convene relevant team members. See the sample below:

Name	Title	Department/role	Phone	Email

Once an internal team is identified, additional considerations before beginning the development and implementation of a recovery plan include the following:

- The team's goals
- The responsibilities of each planning team member
- Other department/team members who may need to be involved
- Frequency of team meetings
- How the goal/mission be accomplished
- How information will be documented and communicated to the broader audience
- A current framework for success either within your facility or from a leading organization

### Stakeholder communication

During supply chain product disruptions, it is vital that accurate and timely information is disseminated to internal and external stakeholders. The following actions should be considered in an effort to facilitate and ensure informed decisions:

- Designate the point person or persons who will be responsible for developing, disseminating and monitoring all communications coming from the internal planning team.
- The internal planning team should collaborate key messages/information to stakeholders, such as changes in policies and/or practice changes.
- Clearly communicate the roles and responsibilities of all staff based on the agreed upon recovery plan. If there are changes to the plan at any time, timely communication of those changes will help to increase risk mitigation and minimize interruption of patient care.
- Establish communication mechanisms for information exchange. Examples include but are not limited to regularly scheduled briefings and meetings, in-services, staff trainings, live/recorded webinars, memos and emails.
- Determine the frequency of reminders and updates regarding supply disruption status and anticipated resolution.
- Frequent updates and reminders after a supply disruption has been mitigated or eliminated help to ensure ongoing success and sustainability of best practices.

### Supply management and logistics

A leading practice identified in managing recent shortages is a centralized management approach of impacted product codes. A key responsibility of the internal planning group is to identify all affected product codes and to determine the amount of supply on hand, expected and any allocation protocols implemented by the supply source. Once the current product status is determined, the following actions are recommended:

- Update and maintain an accurate inventory list. Each care area that utilizes any product code on the inventory list should identify a point person to collect on hand and usage levels on an agreed upon frequency. That information should be

reported back to the internal planning team. Inventory can either be managed by care delivery areas or in a centralized manner.

- Identify space in the facility to store, manage and distribute product. Designate authorized personnel responsible for maintaining the inventory (expiration dates temperature, ventilation, utilization, equipment maintenance and repair, etc.).
- Develop and seek approval for the inventory management protocol and communicate this information to all stakeholders.
- Update and maintain accurate purchase order and allocation protocols from the contracted supplier and your group purchasing organization (GPO).
- Update and maintain accurate emergency contact information for all suppliers as well as internal stakeholders. This process should be done at least every six months.
- Review the inventory management status on an agreed upon frequency with the internal planning group. Assess for barriers to its effectiveness, implement any changes necessary and communicate those changes to all stakeholders.

### **Planning for all levels of care and ancillary products**

Feedback from lessons learned indicated the need to include all levels of care and ancillary products, if applicable, in the conservation plan. If your provider system has children's hospitals, ambulatory surgery centers, outpatient clinics and/or long-term care facilities, utilization and logistics of products and supplies must be incorporated into the plan. Additionally, it is vital that ancillary products are considered when contemplating allocations and purchase orders. For example, during the recent drugs and solutions shortages, as large volume solution bags went on back order, smaller volume bags, compounding products, and syringes also went on back order because of practice changes. Therefore, conservation planning should include actual and the additional ancillary products that may be required to sustain a clinical and/or operational practice change



To learn more, please contact:  
Kylie Taylor, Dir., Assurance.,  
[supplyassurance@vizientinc.com](mailto:supplyassurance@vizientinc.com).

As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.