



Minority business growth:

A MU Health Care Value Analysis Win



TRONEX
HEALTHCARE

Committed to Corporate Citizenship

Diversity

Tronex has a rich history in embracing and celebrating the unique differences and strengths of every individual, regardless of gender, race, age, nationality, or creed. As a global brand, their commitment to diversity is through action. Their fundamental beliefs are to commit to fostering equal opportunities and encourage diversity and inclusion across the entire supply chain.

Sustainability

As a leading global brand and provider of disposable PPE (Personal Protective Equipment) Tronex is fully committed to developing sustainable and environmentally friendly solutions. These include strict adherence to clean air, water, and energy best practices in manufacturing, utilizing recyclable packaging as a standard practice, increasing the use of biodegradable products and renewable sources whenever possible, and ensuring operational and transportation efficiencies to reduce waste and pollution, ultimately striving in all ways to help safeguard our customers and the environment.

Background - Tronex International, Inc., is a world-class corporation that offers a full range of advanced disposable infection-control products to leading national healthcare systems founded in 1989. Their business philosophy is built on a simple premise:

...it is Tronex's firm belief that a company's success is measured not in financial gain but in the invaluable opportunity to give back to others and be a positive influence locally, nationally, and globally, requiring a constant focus and awareness of the privilege, responsibility, and opportunity they have to fulfill their mission to serve mankind.

The evolution of our partnership - Tronex is an Asian-American, Minority-Owned Business Enterprise (MBE) certified by the state of New Jersey and the National Minority Supplier Development Council (NMSDC). They are continually ranked as one of the top privately held and diverse-owned businesses in the U.S. as well as in New Jersey.

In our continued search for minority business opportunities, Laura Roth, (UM Strategic Sourcing Specialist) identified Tronex as a viable candidate to provide personal protective equipment (PPE) to MU Health Care. Our patient care value analysis team (VAT) performed an analysis that determined their Isolation Gowns were superior to our current goods and the pricing was competitive. Tronex's long history of being committed to *sustainability and diversity* was a factor as well. Today they are a Tier 2 supplier (defined as a majority owned and operated minority supplier that sells their products through a non-minority distributor). Their sales should approach nearly \$100K with other product opportunities potentially to be considered in the future. Currently these products are distributed by Medline, who are also committed to growing our minority spend.

Tronex is a multiple award winning organization, including: Supplier of the Year Class IV Regional Award

Presented by the NMSDC and NY&NJ MSD, where Tronex was recognized for business growth, support of other minority businesses and contributions and a commitment to their community.

NMSDC Minority Business Leadership Award

Presented by the NMSDC, where Tronex has been recognized for their corporate partnership and performance excellence by Marriott International, Inc., as an NMSDC "Success Story."



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