



Facilities and Environmental Services Portfolio Overview and Resources

Updated December 2017



New CMS requirement for water management program

By: Jim Venker, Senior Director, Facilities, Construction and Environmental Services, Premier Inc.

On June 2, 2017, the [Department of Health & Human Services Centers for Medicare and Medicaid \(CMS\)](#) released a memorandum requiring Medicare-certified healthcare facilities to reduce risks associated with *Legionella* and other waterborne pathogens in their building water systems.

CMS memo summary

[The document](#) states that Medicare-certified facilities must institute preventative measures to minimize the growth and transmission of *Legionella* and other waterborne pathogens to maintain certification. As of June 2, 2017, the facilities subject to this requirement include hospitals, critical access hospitals (CAHs) and long-term care (LTC). Effective immediately, CMS expects the listed healthcare facilities to have water management policies and procedures to control *Legionella* and other waterborne pathogens. In short, healthcare facilities are required to:

1. Conduct a facility risk assessment to identify where *Legionella* bacteria and other waterborne pathogens could grow and spread in water systems;
2. Implement a water management plan that considers the practices outlined in the [ASHRAE 188 standard](#) and the [Centers for Disease Control and Prevention Legionella toolkit](#), and
3. Specify testing protocols and acceptable ranges for control measures, and document the results of testing and corrective actions taken when control limits are not maintained.

What does this mean to you and your organization?

- Your current water management program will most likely not meet these requirements.
- Do not overreact. This is not a mandate for water treatment.
- Get help. Independent and competent third-party professionals have expertise evaluating programs, facilities and compliance strategies.
- This mandate requires your immediate attention.

CMS will immediately begin reviewing policies, procedures and reports documenting water management implementation results and verifying compliance with these requirements during future surveys and inspections.

How to tell if you meet the requirements

While this memorandum conveys a clear sense of urgency with respect to implementation, performing risk assessments and developing water management programs take time and a good understanding of *Legionella*. It's important to methodically define needs and ensure that you have a well-defined plan moving forward.

Costs to comply with these new mandates are to be expected, but expenses can be controlled through careful preparation, organization, and convening a water management team that includes competent professionals from multiple disciplines. Proactive prevention that ensures compliance is always more cost effective than non-compliance, ineffective compliance or reacting to cases of Legionnaires' disease at your facility.



Learn more:

Review the [Water Treatment Products, Systems and Services category](#) to learn more about Premier contracted suppliers in this area.

Overview of Premier, Inc.

Premier, Inc. is a leading healthcare improvement company, uniting an alliance of approximately 3,900 U.S. hospitals and 150,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide.

➤ **Our mission:**

To improve the health of communities

➤ **Our vision:**

Through the collaborative power of the Premier alliance, we will lead the transformation to high-quality, cost-effective healthcare.

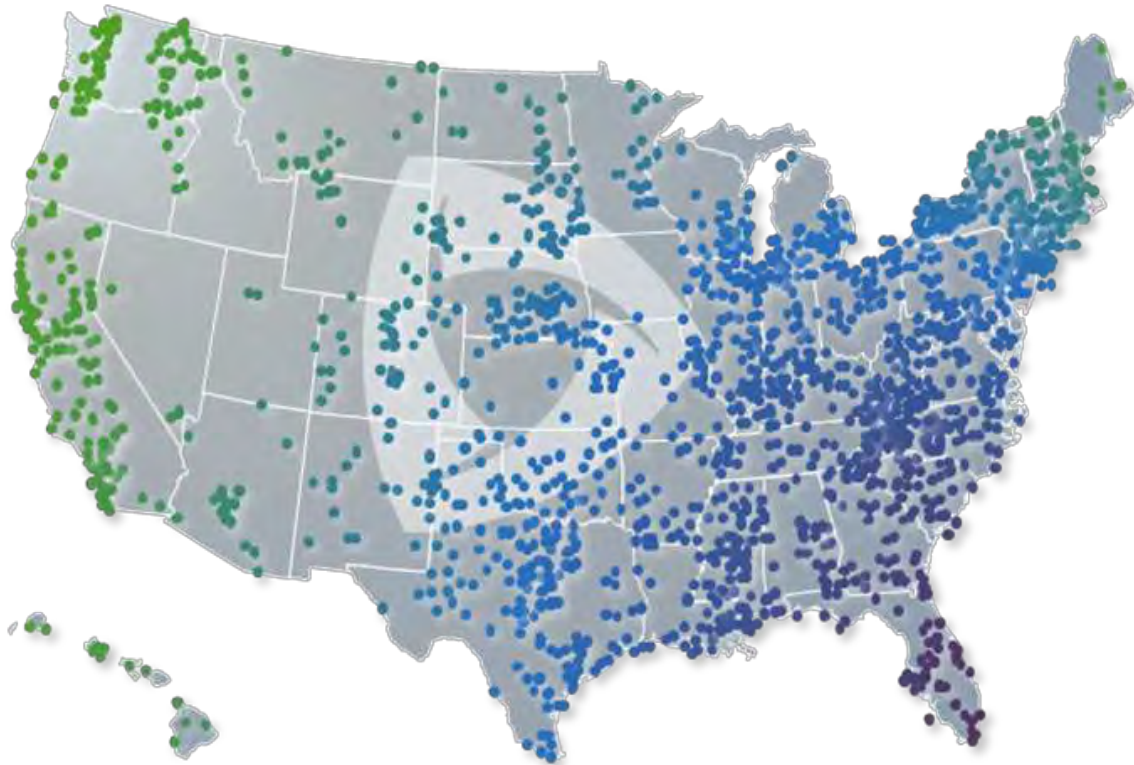
➤ **How do we do it?**

Through our people, our data and our ability to connect healthcare organizations across the country.

Our people are dedicated to making healthcare better. We are passionate about what we do. We show the utmost integrity in our work. We seek out innovative ideas. And we focus on respect for each other.

Our database is one of the deepest and most comprehensive in the industry, with data on approximately 40 percent of U.S. hospital discharges and approximately \$50 billion in group purchasing volume.

Our ability to connect is our trademark. It's how we share best practices. It's how we solve pressing issues. It's how and why we build new technologies. Only by working together can we overcome today's fragmented system and really drive improvement.





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^A ASCEND contract numbers are included where applicable. For materials that support ASCEND agreements, please visit the [ASCEND portal](#).

^D Diverse suppliers with contracts awarded through the national committee (PP) and suppliers with contracts awarded through the Premier Supplier Diversity Committee mid-contract cycle (SD) are noted below the awarded suppliers table on each executive summary.

Air Filtration Products

Effective September 1, 2015

Expires August 31, 2018

Products and services available

This category includes the various types of air filtration products used to assist in the heating, ventilation and air conditioning systems' air quality purification. Equipment used to contain potentially contaminated air during projects is also included.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Camfil	David Blackwell	806.773.8408	dave.blackwell@camfil.com
HEPACART	Mark Farnsworth	913.789.9590	mfarnsworth@hepacart.com
Koch	Regina McAnally	502.634.4796	rmcanally@kochfilter.com
Tri-Dim	Duane Colwell	800.458.9835	d.colwell@tridim.com

Note: Supplier contact information is current as of May 21, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with HEPACART, Koch and Tri-Dim.
- A PMDF/PA is not required with Camfil due to their single tier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with HEPACART, Koch and Tri-Dim.
- Aggregation is not applicable with Camfil due to their single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Camfil allows grandfathering throughout the first 12 months of the agreement.
- Camfil offers a discount for large purchase orders and a guarantee on its premium product line as value-adds.
- Camfil does not provide installation services.
- HEPACART has an entire line of portable infection control carts.
- Koch's new agreement pricing has up to a 2.0 percent increase compared to its expiring agreement pricing.
- **Koch is the low-cost supplier.**
- Installation for Koch air filters is provided by an authorized distributor at an additional cost.
- Koch offers various value-adds including discounts for large orders, a conversion incentive and filtration training.
- Tri-Dim allows grandfathering throughout the term of the agreement.
- Tri-Dim's new agreement pricing offers up to a 3.57 percent savings compared to its expiring agreement pricing.
- Tri-Dim offers a discount for large purchase orders as a value-add.
- Tri-Dim provides installation at an additional cost.
- Available through distribution: HEPACART, Koch, Tri-Dim
- Available direct: Camfil, HEPACART, Koch, Tri-Dim

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-488	New
	PP-FA-489	New
	PP-FA-490 AS-FA-490	PP-FA-352 AS-FA-352
	PP-FA-491	PP-FA-353

Financial considerations:

- First time cost vs. lifetime filter cost

Patient safety and satisfaction:

- [ANSI/ASHRAE standard 52.2-2007](#)
- Initial static pressure of filter vs. pressure drop of in-use filter

Roadblocks to conversion:

- Retrofit expenses
- Specialized units in areas like operating rooms
- Storage constraints
- Current stock of filters
- Installation services

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Energy Efficiency Services:** Performance-based contracts that aim to achieve budget-neutral methods of funding facility improvements, whereby downstream savings offset investment costs
- **HVAC Equipment, Controls and Service:** Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services necessary to provide proper comfort, air quality, ventilation and room air distribution throughout a facility and mobile transportation vehicles
- **Maintenance, Repair and Operations:** Distribution of maintenance, repair and operations (MRO) products

Architectural Flooring Products and Services

Effective December 1, 2015

Expires November 30, 2018

Products and services available

Types of flooring in this category include carpet, resilient (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf (AstroTurf®) and related sporting arena-type flooring systems.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Armstrong	David Roperti	717.672.7254	dloperiti@armstrongflooring.com
BBL	Ronald Small	704.562.6478	rgs1414@aol.com
Ecore	Mark Huxta	484.571.4051	mark.huxta@ecoreintl.com
Forbo	Scott Reeder	913.620.3005	scott.reeder@forbo.com
Johnsonite	James Bourgeois	225.205.4519	james.bourgeois@tarkett.com
Mannington	Kathy Griffel	904.742.4883	kathy_griffel@mannington.com
Shannon	Dale Carson	407.414.7933	dalec@shannonspecialtyfloors.com
Shaw	Deborah Smith	704.249.6758	deborah.k.smith@shawinc.com
Tandus	James Bourgeois	225.205.4519	james.bourgeois@tarkett.com

Note: Supplier contact information is current as of October 10, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Forbo, Johnsonite, Mannington, Shannon and Shaw
- A PMDF/PA is not required with Armstrong, BBL nor Tandus due to single tier offerings.





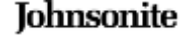




Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- According to Premier pricing scenarios, BBL is the low-cost supplier for luxury vinyl tile.
- Forbo's new agreement pricing has an overall 2.3 percent increase compared to its expiring agreement.
- Forbo offers various construction services
- Johnsonite's new agreement pricing has an overall 2.4 percent increase compared to its expiring agreement.

Awarded suppliers

Supplier	New	Expiring
 Armstrong	PP-FA-562	New
 BBL FLOOR	PP-FA-501	New
 ecore	PP-FA-553	New
 Forbo	PP-FA-495	PP-FA-372
 Johnsonite	PP-FA-496	PP-FA-374
 MANNINGTON	PP-FA-497	PP-FA-375
 SHANNON	PP-FA-500	New
 Shaw FLOORS	PP-FA-498	PP-FA-377
 Tandus FLOORING	PP-FA-499	PP-FA-378

BBL is a small business enterprise (SBE).

Current agreements with Graniti Vicentia (PP-FA-373), Mondo America (PP-FA-376) and Pawling (SD-FA-021) expire November 30, 2015.

July 2016 – Ecore International was awarded a technology breakthroughs award for its rubber-backed resilient flooring. For details, see the [technology breakthroughs contract announcement](#).

August 2016: Armstrong Flooring was added to the category effective August 1, 2016. For details, see the [category update document](#).

Financial considerations:

- Freight costs
- Installation costs
- Minimum orders
- Warranties

Patient safety and satisfaction:

- Type of flooring offered and its certifications
- Recycling
- Antimicrobial properties

Roadblocks to conversion:

- Existing product standards (i.e. carpet tiles)

Other key value and terms (continued)

- Mannington's new agreement pricing has an overall 0.7 percent increase compared to its expiring agreement.
- Shaw's new agreement pricing has an overall 0.6 percent increase compared to its expiring agreement.
- According to Premier pricing scenarios, Shaw is the low-cost supplier for carpet.
- Tandus' new agreement pricing has an overall 2.7 percent savings compared to its expiring agreement.
- Tandus has different minimum order requirements per product line. See the value analysis toolkit for details.
- Available through distribution: Johnsonite, Mannington (resilient flooring only), Shannon (Puerto Rico only), Shaw, Tandus
- Available direct: BBL, Forbo, Johnsonite, Mannington (carpet only), Shannon (United States only), Tandus

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Category update](#): A PDF update document providing information about new supplier Armstrong Flooring added to the category. This document is unable to be edited.
- [Ecore technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthroughs awarded suppliers added to the category. This document is unable to be edited.

Related categories

- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring

Ceiling Tiles, Panels and Systems

Effective September 1, 2016

Expires August 31, 2019

Products and services available

This category includes ceiling structural suspension systems, decorative and acoustical ceiling tiles and associated materials.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Armstrong	Jill Crager	717.396.4063	jacrager@armstrong.com
CertainTeed	Bernard Shalvey	704.779.7337	bernard.g.shalvey@saint-gobain.com
USG	Christine Skelton	630.880.8046	cskelton@usg.com

Note: Supplier contact information is current as of April 1, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Armstrong and CertainTeed.
- A PMDF/PA is not required with USG due to its single tier offering.

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- Armstrong's agreement offers up to 21.3 percent discount off of list price.
- CertainTeed's agreement offers up to 12.8 percent discount off of list price.
- USG's new agreement pricing offers between a 5.1 percent to 24.0 percent savings compared to its expiring agreement pricing, depending on your facility's geographic location.
- **CertainTeed is the low-cost supplier.**
- Available through distribution: Armstrong, CertainTeed, USG
- Available direct: USG

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Awarded suppliers

Supplier	New	Expiring
 Armstrong	PP-FA-555	New
 CertainTeed	PP-FA-554	New
 USG	PP-FA-538	New

Financial considerations:

- Often prices as part of a construction project and locally negotiated
- Installation costs

Product considerations:

- Sound transmission
- Green/recycled content options
- Material composition

Roadblocks to conversion:

- Local relationships
- Tile patterns may differ among suppliers
- Aesthetics

Ceiling Tiles, Panels and Systems

Effective September 1, 2016

Expires August 31, 2019

Related categories

- **Gypsum Board and Drywall:** Gypsum wall, ceiling and cement boards, joint treatment systems and related finishing products (e.g. textures, plasters, setting compounds, exterior sheathing)
- **Maintenance, Repair and Operations:** Distribution of maintenance, repair and operations (MRO) product

Clinical Headwalls

Effective April 1, 2016

Expires March 31, 2019

Products and services available

This category includes clinical headwall systems and wall hanging accessories.

Class of trade

- Agreements with Amico and Hospital Systems are available to acute care, continuum of care and Premier REACH™ members.
- Hill-Rom's agreement is available to acute care and long-term care facilities only.

Amico	Mark Kelton	905.764.0800	mkelton@amico.com
Hill-Rom	Kirill Andrienko	812.222.0373 x101	kandrienko@wittrockhc.com
Hospital Systems	Kathie Campbell	925.427.7800	kcampbell@hsiheadwalls.com

Note: Supplier contact information is current as of August 3, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Amico and Hospital Systems.
- A PMDF/PA is required with Hill-Rom.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Amico and Hospital Systems.
- Aggregation is not applicable with Hill-Rom due to its single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Amico's new agreement pricing offers a 0.5 percent savings compared to its expiring agreement pricing.
- Amico offers a multi-category discount as a value-add.
- **Based on pricing scenarios, Amico and Hill-Rom are the low-cost suppliers.**
- Hill-Rom's new agreement pricing offers a 0.2 percent savings compared to its expiring agreement pricing.
- Hill-Rom offers a multi-category discount as a value-add.
- Hospital Systems offers up to an 18 percent discount off of list price.
- Available direct: Amico, Hill-Rom, Hospital Systems

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-FA-535	PP-FA-397
	PP-FA-536	PP-FA-398
	PP-FA-537	New

Hospital Systems is a woman-owned business enterprise (WBE).

Effective January 9, 2017, Hill-Rom has assigned its clinical headwalls agreement PP-FA-536 to Wittrock Enterprises.

Financial considerations:

- Installation and user training costs

Patient safety and satisfaction:

- Medical gas tubing misconnections
- Easy to clean surfaces

Roadblocks to conversion:

- Class of trade restrictions
- Capital budget constraints

Clinical Headwalls

Effective April 1, 2016

Expires March 31, 2019

Related categories

- **Furniture and Systems, Casegoods, Seating and Accessories:** Furnishings, furniture, cabinetry, casegoods, and seating
- **Medical Gas Pipeline Equipment, Services and Accessories:** Capital equipment, such as alarms, compressors, gauges, manifolds, outlets and pumps, that delivers gas through a facility
- **OR Lights and Booms:** Overhead surgical lights and ceiling-mounted columns or racks that are designed to hold equipment that is needed for surgical procedures

Conveying Systems: Elevators, Escalators and Other Products and Services

Effective November 1, 2015

Expires October 31, 2018

Products and services available

This category includes elevators, escalators (vertical and horizontal), automated walkways, dumbwaiters and freight elevators. Subcategories include new equipment, modernization, electronic/automatic controls and maintenance/services such as remote elevator monitoring (REM) eService and 24-hour telecom links.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

KONE	Bruce Norden	309.743.5058	bruce.norden@kone.com
Otis	Justin Leslie	404.605.8401	justin.leslie@otis.com
ThyssenKrupp	Jeff Jaudes	972.365.6128	jeff.jaudes@thyssenkrupp.com

Note: Supplier contact information is current as of February 10, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for the Premier discount.
- Otis requires that the member initializes Exhibit J Addendum to Maintenance Agreement and attaches Exhibit K Service and Maintenance Scope of Work for the sale to be recognized.

Aggregation opportunities



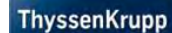
Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Other key value and terms

- Pricing is firm for the term of agreement with KONE.
- KONE's new agreement has flat pricing for service agreements compared to the expiring agreement.
- KONE offers new customer savings as a value-add.
- Pricing is firm for 12 months with Otis. Price adjustments will be based on the Producer Price Index and will not exceed 5 percent of the price within the previous 12 months with Otis.
- Otis's new agreement pricing offers up to 2 percent savings compared to the expiring agreement pricing.
- Otis offers new units for large IDNs, new customer upfront savings and new equipment purchase warranty and installation service extension as value-adds.
- **According to the pricing scenario, Otis is the low-cost supplier.**
- Pricing is firm for 12 months ThyssenKrupp. Price adjustments will be based on the Producer Price Index and will not exceed 4 percent of the price within the previous 12 months with ThyssenKrupp.
- ThyssenKrupp's new agreement has flat pricing for service agreements compared to the expiring agreement.
- ThyssenKrupp offers various services, such as site reviews and modernization reviews, as value-adds.
- Available direct: KONE, Otis, ThyssenKrupp

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-494	PP-FA-356
	PP-FA-493	PP-FA-354
	PP-FA-492	PP-FA-355

Financial considerations:

- Savings opportunities for early payment discounts, contract extension discounts and new customer deals
- Additional fees (permits, travel, overtime, etc.)

Product and service considerations:

- Equipment service and maintenance is not proprietary; all vendors can service other vendor's equipment

Roadblocks to conversion:

- Multi-year service/maintenance agreements with no termination language

Full launch content and additional resources available

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Electrical and Plumbing Building Materials

Effective May 1, 2017

Expires April 30, 2022

Products and services available

This category includes electrical and plumbing products and services used to assist in new, retrofit and renovation projects.

Products in this category were previously included in the Maintenance, Repair and Operations (MRO) category.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Crescent Electric	Debra McCashin	216.739.6060	debbie.mccashin@cesco.com
Graybar	Tim Malone	314.573.7175	timothy.malone@graybar.com
WESCO	Dave LeFebvre	724.331.7358	dlefebvre@wesco.com

Note: Supplier contact information is current as of February 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term of agreement with Crescent Electric.
- Crescent Electric offers a rebate as a value-add.
- Pricing is firm for the term of agreement with Graybar if the Premier total annual sales volume exceeds 20 percent growth over the previous 12-month period. If 20 percent growth is not achieved, agreement is firm for 12 months; pricing may change annually thereafter, but may not exceed 2 percent on any line item.
- Graybar's new agreement pricing offers an overall 2.87 percent savings compared to its expiring agreement.
- Pricing is firm for 12 months with WESCO; thereafter WESCO can revise net prices annually by no more than 5 percent in the aggregate.
- WESCO's new agreement pricing offers an overall 0.7 percent savings compared to its expiring agreement.
- **Graybar is the low-cost supplier on crossed items.**
- Available direct: Crescent Electric, Graybar, WESCO

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

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Awarded suppliers

Supplier	New	Expiring
	PP-FA-592	New
	PP-FA-593	PP-FA-438*
	PP-FA-595	PP-FA-441*

*Graybar and WESCO previously had agreements in the Maintenance, Repair and Operations (MRO) category.

Financial considerations:

- Catalog pricing
- Discount off of list price

Product and service considerations:

- Custom catalogs
- Time to deliver products
- Storage limitations

Roadblocks to conversion:

- Local relationships
- Partnerships with general contractors

Electrical and Plumbing Building Materials

Effective May 1, 2017

Expires April 30, 2022

Related categories

- **Fire, Life Safety, Security Systems and Services:** Fire, life safety and security systems, products and the related scheduled and unscheduled services (e.g. design, installation, repair, and general on call maintenance)
- **Maintenance, Repair and Operations (MRO):** Suppliers that specialize in the distribution of MRO-related items

Exam Room Furniture Equipment

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes furniture designed for exam rooms in physician offices, surgery centers, imaging centers, dialysis centers and acute care settings. Items include exam and procedure tables, stools, chairs, table top sterilizers, carts and mobile desks.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Brewer	Patrick Destafanis	262.251.9530	pdestafanis@brewercompany.com
First Healthcare	Paul Smith	800.881.3149	psmith@firstproducts.com
Midmark	Scott Hirst	661.618.4510	shirst@midmark.com
MTI	Doug Jones	801.875.8656	doug.jones@mti.net
TransMotion Mecalid	Tom Lorick	352.854.2929	tom.lorick@wincomfg.com

Note: Supplier contact information is current as of December 30, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.






Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Brewer, First healthcare, MTI and TransMotion Medical.
- Aggregation is allowed for members who own, lease or manage multi-facility systems with Midmark at Tiers 3 and 4. Other aggregation opportunities may be considered for Tier 2.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Installation will be at an additional cost with Brewer. Products will be installed by authorized distributor.
- First Healthcare's new agreement pricing has a 3 percent increase compared to its expiring Wall Desks and Patient Charting Equipment and Supplies agreement pricing.
- Installation will be at an additional cost with First Healthcare. Products will be installed by seller.
- Midmark's new agreement pricing has a 2.1 percent increase compared to its expiring agreement pricing.
- Installation with MTI is included in product price.
- TransMotion Medical's new agreement pricing offers a 1.5 percent savings compared to its expiring agreement pricing.
- Installation with Winco is included in product price.
- **Midmark and MTI are the low-cost suppliers based on the exam room table pricing scenarios. See financial analysis section of the value analysis toolkit for details.**
- Available through distribution: Brewer, Midmark, MTI

Awarded suppliers

Supplier	New	Expiring
	PP-MM-462	New
	PP-MM-459	PP-MM-241*
	PP-MM-460	PP-AC-095
	PP-MM-461	New
	PP-MM-463	PP-AC-096

Brewer, First Healthcare, MTI and TransMotion Medical are small business enterprises (SBE).

* First healthcare was a Premier contracted supplier in the Wall Desks and Patient Charting Equipment and Supplies category.

Current agreements with Clinton Industries (PP-AC-094) and UMF Medical (SD-AC-005) expire March 31, 2017.

Financial considerations:

- Early payment discounts
- Pricing

Patient safety and satisfaction:

- Disinfection and sterilization
- Barrier-free tables
- Bariatric and pediatric products

Roadblocks to conversion:

- Capital budget constraints

Other key value and terms (continued)

- Available direct: First Healthcare, MTI, TransMotion Medical

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related categories

- **Adult and Pediatric Exam Table Paper:** Paper products used to protect exam tables and the patient
- **Furniture and Systems, Caseworks, Seating and Accessories:** Furnishings, furniture, cabinetry, case goods, multiple seating, ergonomics, fabrics, artwork, related accessories, restoration and repair
- **Modular Casework, Storage Systems and Mobile Carts:** Manufactured/modular casework, mobile computer carts, storage systems, warming cabinets and medical transport carts
- **Stainless Steel – Equipment, Storage Systems and Mobile Transport Carts:** Cabinetry, casework, casegoods, food service, mobile transport carts, shelving, IV and specialty stands, scrub sinks, and tables

Products and services available

This category includes fire, life safety and security systems products and the related scheduled and unscheduled services (e.g. design, installation, repair and general on call maintenance).

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Cintas	Erika Rosenberger	708.924.7102	rosenbergere@cintas.com
Critical System Solutions	Melissa Morlan	813.618.4787	melissa.morlan@criticalsystemsolutions.com
IDenticard	Ann Bordeianu	978.439.3116	ann_bordeianu@bradycorp.com
ODS	Rafe Wilkinson	804.521.7897	rafe@ods-security.com
Siemens	Dana "Dino" Coliano	972.207.2832	dino.coliano@siemens.com

Note: Supplier contact information is current as of July 19, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

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

Other key value and terms






- Product pricing is firm for the term of agreement with all suppliers.
 - Siemens' labor prices (Exhibit A-3c) are firm for 12 months; thereafter may increase by no more than 3 percent per line item and are held firm for the following 24 months.
- Cintas' new agreement pricing offers an overall 0.7 percent savings compared to its expiring agreement.
- Critical System Solutions has a large order threshold of \$25,000.
- Siemens' new agreement pricing offers an overall 19.2 percent savings on security-related products and services and a 4.0 percent increase on fire-related products and services compared to its expiring agreement.
- Siemens has a large order threshold of \$2,000,000.
- Products are available direct from all suppliers.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-FA-521	PP-FA-382
	PP-FA-522	New
	PP-FA-523	New
	PP-FA-524	New
	PP-FA-525	PP-FA-385

Critical System Solutions and ODS Security are small business enterprises (SBE).

Current agreements with Odyssey Technologies (PP-FA-383), Pop-A-Lock (PP-FA-384) and Allegion (PP-FA-390) expire December 31, 2015.

Financial considerations:

- Installation and maintenance costs
- Large order thresholds

Product and service considerations:

- Compatibility with interfaces of other manufacturers

Roadblocks to conversion:

- Local relationships
- In-house services

Related categories

- **HVAC Equipment, Controls and Services:** Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services
- **Total Building Environment Systems and Controls:** Space controllers, zone sensors and overall monitoring/system training

Products and services available

This category includes furnishings, furniture, cabinetry, casegoods, seating, ergonomics, fabrics, related accessories, restoration and repair. Products are available for multiple settings including patient room, education, and hospitality.

Class of trade

- Agreements with all suppliers except Herman Miller are available to acute care, continuum of care and Premier REACH™ members.
- Herman Miller's agreement is available to healthcare facilities only.

Allseating	Chris Binnendyk	905.502.3203	chris@allseating.com
Durfold	Jim Warren	601.922.4144	jwarren@durfold.com
Haworth	Donna Minarik	616.393.3572	donna.minarik@haworth.com
Herman Miller	Ross Westlake	404.939.1641	ross_westlake@hermanmiller.com
Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Krueger (KI)	Kelli Plamann	920.468.2719	kelli.plamann@ki.com
Nat. Office Furniture	Melissa Fuller	812.481.6479	melissa.fuller@nationalofficefurniture.com
NK Medical	Angela Hastings	716.759.7200 x206	ahastings@novummed.com
Steelcase	Steven Knippen	630.806.5537	sknippen@steelcase.com
Stryker	Ed Harris	941.234.8699	ed.harris@stryker.com

Note: Supplier contact information is current as of September 6, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

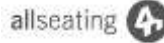






How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Allseating, Durfold, Haworth, Herman Miller, Krueger, National Office Furniture, NK Medical, Steelcase and Stryker.
- Hill-Rom requires a PMDF/PA at all tiers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with all suppliers.
- Hill-Rom and Stryker allow aggregation for systems that can influence purchasing decisions.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-463	New
	PP-FA-464	PP-FA-312
	PP-FA-460	PP-FA-313
	PP-FA-455	PP-FA-314
	PP-FA-459	New
	PP-FA-461	PP-FA-316
	PP-FA-465	New
	PP-FA-456	SD-FA-018
	PP-FA-458	PP-FA-318
	PP-FA-457	PP-FA-319

Durfold is a woman-owned business enterprise (WBE) and NK Medical is a small business enterprise (SBE).

Current agreements with The HON Company (PP-FA-315) and OFS (PP-FA-317) expire December 31, 2014.

Financial considerations:

- Installation
- Price protection
- Value-adds

Patient safety and satisfaction:

- Cleaning and infection control
- [OSHA ergonomic standards](#)
- Bariatric, pediatric and behavioral health offerings

Roadblocks to conversion:

- Capital budget constraints
- Aesthetics

Other key value and terms

- Pricing is firm for the term of agreement with Allseating, Durfold, Krueger, National Office Furniture and NK Medical.
 - While price protection varies for list price with Haworth, Herman Miller, Hill-Rom and Steelcase, discounts are firm for the term of agreement.
 - Pricing is firm for 12 months with Stryker.
- Durfold's new agreement pricing compared to its expiring agreement pricing has up to an 8.0 percent increase.
- Haworth's new agreement pricing compared to its expiring agreement pricing offers up to an 8.6 percent greater discount off of list price.
- Herman Miller's new agreement pricing compared to its expiring agreement pricing ranges from a 1.3 percent less discount off of list price to a 2.0 percent greater discount off of list price.
- Hill-Rom offers an additional percentage discount for large single orders as a value-add.
- Krueger's new agreement pricing compared to its expiring agreement pricing has up to a 5.4 percent increase.
- Krueger offers additional discounts for offers an additional percentage discount for large single orders as a value-add.
- NK Medical allows members to aggregate products with its other Premier contract PP-WC-107 Cribs, Bassinets, Youth Beds and Related Products as a value-add.
- Steelcase's new agreement pricing compared to its expiring agreement pricing ranges from a 29 percent lesser discount off of list price to a 14 percent greater discount off of list price.
- Stryker's new agreement pricing compared to its expiring agreement pricing ranges from a 5.9 percent increase to a 1.9 percent savings.
- Available through distribution: Allseating, Haworth, Herman Miller, Krueger, National Office Furniture, NK Medical, Steelcase
- Available direct: Durfold, Hill-Rom, Krueger, National Office Furniture, NK Medical, Stryker

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the value analysis toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related categories

- **Exam Room Furniture:** Furniture designed for exam rooms
- **Modular Casework, Storage Systems and Mobile Carts:** Manufactured/modular casework, mobile computer carts, storage systems, warming cabinets and medical transport carts
- **Stainless Steel – Equipment, Storage Systems and Mobile Transport Carts:** Cabinetry, casework, caseloads, food service, mobile transport carts, shelving, IV and specialty stands, scrub sinks, and tables

Gypsum Board and Drywall

Effective September 1, 2016

Expires August 31, 2019

Products and services available

This category includes gypsum wall, ceiling and cement boards, joint treatment systems and related finishing products (e.g. textures, plasters, setting compounds, exterior sheathing).

Class of trade

Agreement is available to acute care, continuum of care and Premier REACH™ members.

USG	Christine Skelton	620.880.8046	cskelton@usg.com
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Note: Supplier contact information is current as of April 1, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to USG's single tier offering.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.

Other key value and terms

- Pricing is firm through December 2017; thereafter price adjustments can occur based on the Producer Price Index and shall not exceed a 10 percent adjustment per line item.
- USG's new agreement offers flat pricing compared to the expiring agreement pricing.
- USG offers a 9.1 percent discount off of list price.
- All pricing is based on a minimum delivered quantity of 100 pieces of gypsum board.
- Products are available direct and through authorized distributors.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.


Full launch content and additional resources available

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Related categories

- **Ceiling Tiles, Panels and Systems:** Ceiling structural suspension systems, decorative and acoustical ceiling tiles and associated materials
- **Maintenance, Repair and Operations:** Distribution of maintenance, repair and operations (MRO) products
- **Paint and Related Sundries:** Coatings (paints, primers, sealers, wood undercoats, acrylic block filters, varnishes, urethanes, sanding-sealers, oil stains, deck sealers, epoxies) and sundries (brushes, ladders)

Awarded supplier

Supplier	New	Expiring
	PP-FA-531	PP-FA-412

Financial considerations:

- Often priced as part of a construction project and locally negotiated
- Labor rates and installation costs

Product considerations

- Durability
- Indoor air quality concerns and dust control products
- Mold control
- Fire resistance

Roadblocks to conversion:

- Local relationships

High Density Mobile Storage Systems

Effective April 1, 2015

Expires June 30, 2018

Products available

Products in this category include solid steel shelving, rotary storage systems and related high density storage accessories.

The purpose of high density storage systems is to save space, maximize storage capacity, cut costs, make room for people, accommodate growth, consolidate operations, avoid moving, improve workflow and productivity, reduce supply inventories, prevent misfiling, control unauthorized access and pilferage, and eliminate clutter.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

LogiQuip	Bobby Oliver	210.317.9621	bobby.oliver@logiquip.net
Montel Aetnastak	John Plewa	321.777.0464 x240	jplewa@montel.com
Quantum	Elizabeth Faller	305.479.4711	elizabethf@quantumstorage.com
Spacesaver	Tammy Lee	920.563.0771	tlee@spacesaver.com

Note: Supplier contact information is current as of November 6, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Quantum and Spacesaver suppliers.
- A PMDF/electronic PA is not applicable with LogiQuip and Montel due to single-tier offerings.

Aggregation opportunities





Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms

- Pricing is firm for the term with LogiQuip, Montel and Quantum.
- Pricing with Spacesaver is firm for the first 12 months of the agreement.
- Overall weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing with:
 - Montel is flat.
 - Spacesaver is 4.1 percent higher.
- Spacesaver was the low-cost supplier in two of three pricing scenarios.
- Montel was the low-cost supplier in the cantilever shelving pricing scenario.
- Available through distribution: LogiQuip and Spacesaver
- Available direct: LogiQuip, Montel and Quantum.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 LOGIQUIP Healthcare Storage Solutions	PP-MM-324	New
 MONTEL The Intelligent Use of Space	PP-MM-325	PP-FA-329
 QUANTUM ®	PP-MM-326	New
 Spacesaver	PP-MM-327	PP-FA-330

LogiQuip, Montel and Quantum are small business enterprises (SBE).

Financial considerations:

- Installation
- Warranties
- Space utilization/conservation

Product considerations:

- Configurable decorative finishes and shelving options
- Manual and mechanized shelving
- Amount of physical exertion necessary to adjust shelving
- Safety mechanisms for operator protection

Roadblocks to conversion

- Existing agreements and storage solutions used in your facility

High Density Mobile Storage Systems

Effective April 1, 2015

Expires June 30, 2018

Full launch content available

- [Modifiable value analysis toolkit](#): A Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use this PDF value analysis toolkit.
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Related categories

- **Clinical Headwalls**: Products such as vertical and horizontal headwalls for general care and acute care settings, patient service columns and over bed lighting systems
- **Furniture and Systems, Casegoods, Seating and Accessories**: Furnishings, furniture, cabinetry, case goods, multiple seating, ergonomics, fabrics, related accessories, restoration and repair
- **Modular Casework, Storage Systems and Mobile Carts**: Non-stainless steel modular casework, mobile carts, storage systems, warming cabinets, wire shelving and work centers
- **Stainless Steel Equipment, Storage Systems and Mobile Carts**: Manufacturers of stainless steel cabinetry, casework, foodservice, mobile transport carts, shelving, IV and specialty stands, scrub sinks and tables

HVAC Equipment, Controls and Services

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category includes chillers, air handlers, condensing units, roof top units, generator sets, control systems, rental equipment (disaster preparedness), maintenance and services necessary to provide proper comfort, air quality, ventilation and room air distribution throughout your facility and mobile transportation vehicles.

Services include planning and design, installation, operation and maintenance, and restoration and modernization.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

- Trane's agreement is available to healthcare facilities, colleges and universities only.

Carrier	Debbie Kiely	407.497.1035	debbie.kiely@carrier.utc.com
Daikin	Mark Kearschner	704.340.1520	mark.kearschner@daikinapplied.com
Trane	Iona Canada	615.870.4548	icanada@trane.com

Note: Supplier contact information is current as of September 21, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 with Daikin.
- A PMDF/PA is **required at all tiers** with Trane.

Aggregation opportunities

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

Other key value and terms

- Product multipliers are firm for the term of agreement with both suppliers.
- Both Daikin and Trane offer chillers, air handlers, condensing units, roof top units, coils, control systems, rental equipment and maintenance and services.
- Daikin agrees to grandfather pricing for members whose pricing is more favorable under their current tier structure when compared to the prices under their new qualifying tier as of the effective date of this agreement and upon submission of the PMDF. In addition, if a member currently has a locally negotiated price for a particular product that is lower than such pricing under this agreement, the member shall have the right to sustain their locally negotiated product pricing throughout the term of this agreement. Seller shall require an amendment of any such member agreement to extend locally negotiated pricing.
- Daikin's new agreement pricing offers up to a 4.0 percent savings compared to its expiring agreement pricing.
- **According to a Premier pricing scenario, Daikin is the low-cost supplier.**
- Trane's new agreement pricing has up to a 0.003 percent increase compared to its expiring agreement.
- Available through distribution: Daikin
- Available direct: Daikin, Trane

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-613	New
	PP-FA-512	PP-FA-387
	PP-FA-513	PP-FA-386

Current agreements with Phoenix Controls (PP-FA-389) and Lennox International (PP-FA-388) expire December 31, 2015.

Update October 2017: Carrier Corporation was added to the category effective October 1, 2017. For details see the category update document.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Category update](#): A PDF update document providing information about new supplier(s) added to the category. This document is unable to be edited.

Related categories

- **Air Filtration Products:** Air filtration devices used to assist in HVAC systems' air quality purification and control processes
- **Energy Services: Procurement, Efficiency and Renewable:** Performance-based contracts that aim to achieve budget-neutral methods of funding facilities improvements, whereby downstream savings offset investment costs
- **Total Building Environment Systems and Controls:** Space controllers, zone sensors and overall monitoring/system training

Interior and Exterior Signage

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes interior and exterior signage that support building and/or brand recognition, spatial orientation and cognitive mapping. Signage may support informational, directional, identifying and regulatory messaging.

This category was previously sourced as Exterior Signage.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

2/90	Shannon Dusendang	616.656.4310	shannondusendang@290signs.com
Mandeville	Jeanne Mandeville	401.834.9003	jeanne@mandevillesign.com
MDM	Steve Austin	800.359.6741 x110	steve.austin@mdmcommercial.com
South Water	Noah Pettit	630.607.6297	npettit@southwatersigns.com

Note: Supplier contact information is current as of June 15, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at all tiers with 2/90 Sign.
- A PMDF/PA is required at Tier 2 or higher with MDM and South Water.
- A PMDF/PA is not required with Mandeville due to its single tier offering.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 2/90 Sign, MDM and South Water.
- Aggregation is not applicable with Mandeville due to its single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 2/90 Sign Systems offers a free assessment, additional discount when bundling subcategories of services, a no-charge one-year service agreement and a waived minimum order fee as value-adds.
- 2/90 Sign Systems has a \$100,000 large order threshold.
- Mandeville's new agreement pricing offers savings on sign permit fees, sign installation and sign maintenance compared to its expiring agreement. See financial analysis section of the value analysis toolkit for details.
- Mandeville offers an extended warranty and a free initial project consultation as value-adds.
- MDM Commercial offers members a discount on an extended warranty as a value-add.
- Available through distribution: 2/90 Sign Systems
- Available direct: 2/90 Sign Systems, Mandeville, MDM Commercial, South Water Signs

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-575	New
	PP-FA-577	PP-FA-480
	PP-FA-578	New
	PP-FA-579	CC-FA-010

2/90 Sign Systems, Mandeville Sign and MDM Commercial are small business enterprises (SBE).

The current agreement with Grafton Data Systems (SD-FA-029) expires February 28, 2017.

Financial considerations:

- Installation fees
- Permit fees
- Repair and maintenance

Product considerations:

- Size, type, materials used and illumination options
- City zoning codes and regulations

Roadblocks to conversion:

- Geographic area
- Local relationships
- Local sign ordinances

Interior and Exterior Signage

Effective March 1, 2017

Expires February 29, 2020

Full launch content and additional resources available

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Maintenance, Repair and Operations

Effective May 1, 2017

Expires April 30, 2022

Products and services available

This category includes suppliers that specialize in the distribution of maintenance, repair and operations (MRO). MRO items include cleaning and office supplies, industrial supplies (compressors, pumps, valves), daily operational supplies (gaskets, lubricants, repair tools), consumables for laboratories and construction materials for plumbing, electrical and information technology (IT).

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

AirSupply Tools	Nichole Neher	858.831.0980	nichole@airsupplytools.com
Grainger	Stan Solowski	212.658.1999	stan.solowski@grainger.com
The Part Works	Cylisa Brown	206.438.8600	cylisa@thepartworks.com

Note: Supplier contact information is current as of December 6, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with The Part Works.
- A PMDF/PA is required for Tiers 1 and 2 with Grainger for all members except those who were previously affiliated with Grainger's expiring MRO contract PP-FA-437.
- A PMDF/PA and Exhibit L Committed Grainger Value Program and Participation Form is required for Tier 3 with Grainger for all members.
- A PMDF/PA is not required with AirSupply Tools due to its single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Grainger and The Part Works.
- Aggregation is not applicable with AirSupply Tools due to its single tier offering.

Other key value and terms

- AirSupply Tool's pricing is firm for 36 month. Pricing may change for every 12-month period thereafter, but may not exceed 2 percent on any line item.
- AirSupply Tools offers v-belt savings, calibration assistance and no-charge engineering services as value-adds.
- Grainger's pricing is firm for 12 months and subject to annual adjustments thereafter. Grainger will aim to limit price increases to no more than 3.5 percent in the aggregate for first annual adjustment, 4 percent in the aggregate for second annual adjustment, 4.5 percent in the aggregate for third annual adjustment and 5 percent in the aggregate for fourth annual adjustment.
- Grainger's new agreement pricing offers an overall 2.2 percent savings compared to its expiring agreement.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-590	New
	PP-FA-591	PP-FA-437
	PP-FA-594	SD-FA-028

AirSupply Tools is a small business enterprise (SBE). The Part Works is a woman-owned business (WBE).

Current agreements with SupplyWorks (PP-FA-440) and Mayer Electric (PP-FA-439) expire April 30, 2017.

Agreements with Graybar (PP-FA-438) and WESCO (PP-FA-441) have been renewed in the new Electrical and Plumbing Building Materials category.

Financial considerations:

- Minimum order requirements
- Catalog pricing
- Discount off list price

Patient safety and satisfaction:

- Purchasing and inventory software
- Custom catalogs

Roadblocks to conversion:

- Local relationships
- Product availability
- Partnerships with suppliers (specialty parts suppliers, for example)

Other key value and terms (continued)

- Grainger offers a committed value program. Qualifying members have the opportunity to receive growth incentives, additional discounts and access to the Hot List Program. See Exhibit L Committed Grainger Value Program (GVP) and Participation Form for more details.
- The Part Works' pricing is firm for 12 months. Pricing may change for every 12-month period thereafter, but may not exceed 3 percent in aggregate across any specific category.
- The Part Works' new agreement pricing offers an overall 0.3 percent savings compared to its expiring agreement.
- The Part Works has a \$50 minimum order requirement.
- **Grainger is the low-cost supplier on crossed items.**
- Available direct: AirSupply Tools, Grainger, The Part Works

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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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: both rack covers and bags
- **Electrical and Plumbing Building Materials:** Electrical and plumbing products and services used to assist in new, retrofit and renovation projects.
- **Fire, Life Safety, Security Systems and Services:** Fire, life safety and security systems, products and the related scheduled and unscheduled services (e.g. design, installation, repair, and general on call maintenance)
- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Furniture, Systems, Caseloads, Seating and Accessories:** Furnishings, furniture, cabinetry, caseloads, multiple seating, ergonomics, fabrics, artwork, related accessories, restoration and repair
- **Housekeeping Products:** Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring

Products and services available

This category includes capital equipment that delivers gas throughout a facility. The following subcategories are included: alarms, compressors, gauges, manifolds, outlets and pumps (vacuum and air systems).

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Allied	Terri Workes	314.268.1605	workest@alliedphi.com
Amico	Tyler Patterson	905.764.0800	tpatterson@amico.com
Boehringer	Ben Grounds	800.642.4945	bgrounds@boehringerlabs.com
Ohio Medical	Christine Drewry	847.855.6320	christine.drewry@ohiomedical.com

Note: Supplier contact information is current as of August 3, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Allied, Amico and Ohio Medical.
 - Amico requires Exhibit A-2(b) Letter of Commitment for members purchasing pipeline products.
- A PMDF/PA is not required with Boehringer due to its single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Allied's new agreement pricing offers an overall 0.1 percent savings compared to its expiring agreement pricing.
- Allied offers additional discounts on medical gas equipment products and outside wall equipment products as value-adds.
- Allied has a \$50 per purchase order minimum order requirement.
- Amico offers a multi-category discount as a value-add.
- Boehringer offers a large order dollar threshold and a no-charge assessment as a value-add.
- Boehringer has a \$50 minimum order requirement.
- Ohio Medical's new agreement pricing offers between flat pricing and a 2.7 percent savings, depending on the product subcategory, compared to its expiring agreement pricing.
- Ohio Medical offers continuing education units as a value-add.
- Ohio Medical has a \$25 minimum order requirement.
- **Allied is the low-cost supplier on crossed items.**
- Available through distribution: Allied, Amico, Ohio Medical

Awarded suppliers

Supplier	New	Expiring
	PP-FA-571	PP-FA-422
	PP-FA-572	New
	PP-FA-573	New
	PP-FA-574	PP-FA-423

* Allied Healthcare and Boehringer are small business enterprises (SBE).

Financial considerations:

- Installation fees
- Raw materials (copper, steel)

Safety considerations:

- ISO standards
- National Fire Protection Association codes

Roadblocks to conversion:

- Capital budget constraints
- Systems/parts not interchangeable between suppliers

Other key value and terms (continued)

- Available direct: Allied, Amico, Boehringer, Ohio Medical

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Bulk Oxygen:** Bulk oxygen, carbon dioxide, hydrogen, nitrogen, nitrous oxide and other medical gases
- **Clinical Headwalls:** Clinical headwall systems and wall hanging accessories
- **Cylinder Gases:** Rental purchases and associated services for cylinder gases

Modular Casework, Storage Systems and Mobile Carts

Effective July 1, 2015

Expires June 30, 2018

Products and services available

This category includes non-stainless steel modular casework, mobile carts, storage systems, wire shelving and work centers.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members with all suppliers except Herman Miller and InterMetro.
- Agreements with Herman Miller and InterMetro are available to healthcare facilities only.

Groupe Lacasse	Benjamin Wagenmaker	312.670.9100	benjamin.wagenmaker@groupelacasse.com
Herman Miller	Kim Blume	803.808.0168	kim_blume@hermanmiller.com
InterMetro	Bill Daggett	214.842.4259	bill.daggett@metro.com
Lakeside	Patrick Kline	414.902.6487	pkline@elakeside.com
MASS Medical	Aubrey Guezuraga	913.438.8835	ag@massmedical.com
Solaire	Dan Schroeder	616.430.4950	dschroeder@solaiomedical.com
Stanley (Innerspace)	Walt Beasley	919.306.2031	walter.beasley@sbdinc.com

Note: Supplier contact information is current as of August 3, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with suppliers offering more than one tier, except Lakeside
- A PMDF/PA is required at all tiers with Lakeside.







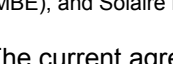
Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers except InterMetro.
- Aggregation is allowed for facilities that are owned, leased or managed with InterMetro.

Other key value and terms

- Pricing and discounts are firm for the term of agreement with Groupe Lacasse, InterMetro, Lakeside, Mass Medical and Solaire.
 - Discounts are firm for the term with Herman Miller. List price is firm for six months and may not increase more than an average of 5 percent in any 12-month period after January 1, 2016.
 - Pricing with Lakeside is firm for 12 months. Thereafter, prices may increase up to 3 percent for each subsequent 12-month period.
 - Pricing with Stanley is firm for 18 months. Thereafter seller may implement a one-time increase by no more than 3 percent on a line-item basis.
- Groupe Lacasse's new agreement has flat pricing compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-485	PP-FA-349 (Neocase)
	PP-FA-481	PP-FA-346
	PP-FA-482	PP-FA-347
	PP-FA-483	PP-FA-348
	PP-FA-484	New
	PP-FA-486	New
	PP-FA-487	PP-FA-350

MASS Medical is a minority-owned business enterprise (MBE), and Solaire is a small business enterprise (SBE).

The current agreement with Steelcase (PP-FA-351) expires June 30, 2015.

Financial considerations:

- Installation
- Value-adds

Product considerations:

- Reconfigurable systems for utilization needs
- Pre-installed security
- Ergonomics
- Infection control

Roadblocks to conversion:

- Capital budgeting constraints

Other key value and terms (continued)

- Herman Miller's new agreement pricing offers up to a 2 percent greater discount than its expiring agreement pricing.
- Herman Miller has a multi-category (furniture and modular casework) tier advantage as a value-add.
- InterMetro's new agreement pricing has a 4.2 percent increase compared to its expiring agreement pricing.
- Lakeside's new agreement pricing offers a 3.8 percent savings compared to its expiring agreement pricing.
- Lakeside has a multi-category (furniture and modular casework) tier advantage as a value-add.
- MASS Medical has a larger single purchase order discount as a value-add.
- Stanley's new agreement pricing offers a 2.2 percent savings compared to its expiring agreement pricing.
- Available through distribution: Groupe Lacasse, Herman Miller, Lakeside, MASS Medical, Solaire
- Available direct: Groupe Lacasse, InterMetro, Lakeside, MASS Medical, Solaire, Stanley

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Related categories

- **Clinical Headwalls:** Vertical and horizontal headwalls, patient service columns and over-bed lighting systems
- **Furniture and Systems, Casegoods, Seating and Accessories:** Furniture, cabinetry, casegoods, seating, and related accessories
- **High Density Mobile Storage Systems:** Solid steel shelving, rotary storage systems and related high density storage accessories
- **Stainless Steel Equipment, Storage Systems, and Mobile Transport Carts:** Stainless steel cabinetry, casework, mobile carts, shelving, IV and specialty stands, scrub sinks and tables

Nurse Call Systems

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes the manufacturers of the hardware, software, and accessories, along with the associated professional services for installation and support, used to provide electronic communication between patients and caregivers in both acute care as well as continuum of care environments.

Advanced optional components might include alerts, hallway alert lighting and device integration with other wireless communication technologies.

Class of trade

- Rauland and West-Com agreements are available to acute care, continuum of care and Premier REACH™ members.
- Hill-Rom is available to acute care and long-term care facilities and will allow other non-acute facilities on a case by case basis.

Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Rauland	Tony Hackett	847.212.5694	tony.hackett@ametec.com
West-Com	Marc Peters	800.761.1180	mpeters@westcall.com

Note: Supplier contact information is current as of August 1, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with West-Com.
- Hill-Rom requires a PMDF and purchase order for Tier 2 or higher, in the event the member has not previously signed a PMDF. Direct purchases through Hill-Rom require a master agreement between the member and Hill-Rom.
- Rauland does not require PMDF due to per purchase order/project tier requirements.

Aggregation opportunities

- Aggregation is not applicable with Rauland due to per purchase order/project tier requirements.
- Hill-Rom allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions to meet single order tiers.
- West-Com allows aggregation for multi-facility systems, GPOs and established networks with all suppliers.

Other key value and terms

- Rauland and West-Com offer firm pricing for the term of the agreement.
- Hill-Rom's pricing is firm for 12 months; thereafter may increase up to 2.9 percent in aggregate or percent change in CPI.

Awarded suppliers

Supplier	New	Expiring
 A HILLENBRAND INDUSTRY	PP-IT-140	PP-IT-077
	PP-IT-141	PP-IT-079
	PP-IT-142	PP-IT-080

Rauland is a small business (SBE).

Financial considerations:

- Warranty
- Installation
- Biomedical and technical training
- Maintenance fees
- Minimum order requirements
- Large order discounts

Product considerations:

- Ability to interface to paging systems/medical equipment
- Emergency/STAT functionality
- Third-party software requirements for writing reports
- Scalability
- Automatic locator functionality

Roadblocks to conversion:

- Existing supplier relationships

Other key value and terms (continued)

- Hill-Rom's agreement offers a 1 percent savings overall compared to the expiring agreement.
- Rauland's agreement offers a 12 to 15 percent increase overall, depending on system, compared to the expiring agreement.
- West-Com's agreement offers a 1 percent increase overall compared to the expiring agreement.
- Scenario analysis reveals Rauland is the low-cost supplier for scenario 1 (hardware only). West-Com is the low-cost supplier for scenario 2 (hardware only).
- Available through distribution: Hill-Rom, Rauland and West-Com
- Available direct: Hill-Rom and Rauland

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

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Related category

- **Physiological Monitoring Systems:** Systems that continuously monitor a patient's physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure so that changes can be identified and treated if necessary.

Paint and Related Sundries

Effective March 1, 2016

Expires February 28, 2019

Products and services available

This category includes coatings (paints, primers, sealers, wood undercoats, acrylic block filters, varnishes, urethanes, sanding-sealers, oil stains, deck sealers, epoxies) and sundries (brushes, ladders).

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

National Paint Alliance	Christopher Ehninger	602.686.0892	christopher.ehninger@dunnedwards.com
PPG	Andy Burns	305.389.5630	aburns@ppg.com

Note: Supplier contact information is current as of November 27, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with both suppliers.

Aggregation opportunities

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

Other key value and terms

- National Paint Alliance and PPG offer comparable pricing. Both are low-cost suppliers.
- Pricing is firm for the term of agreement with National Paint Alliance.
- National Paint Alliance offers a first order discount, annual rebate and employee discount as value-adds.
- National Paint Alliance has a \$500,000 large order threshold.
- PPG offers free product delivery, support services and an employee discount as value-adds.
- Pricing is firm for 12 months with PPG; thereafter, if mutually agreed upon, prices may increase not to exceed 5 percent of the line item contract price during the previous 12-month period.
- PPG's new agreement pricing offers an overall 0.6 percent savings compared to its expiring agreement pricing.
- Available direct: National Paint Alliance, PPG

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.



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Related category

- Maintenance, Repair and Operations:** Distribution of maintenance, repair and operations (MRO) products

Awarded suppliers

Supplier	New	Expiring
	PP-FA-534	New
	PP-FA-532	PP-FA-391

Financial considerations:

- Value-adds
- Large order thresholds
- Employee discount program

Product considerations:

- Volatile organic compounds (VOCs)
- Where a surface is location and the type of surface to be painted

Roadblocks to conversion:

- Geographic coverage
- Local relationships

Pneumatic Tube Systems and Services

Effective May 1, 2017

Expires April 30, 2020

Products and services available

This category includes products used in pneumatic tube systems, such as stations, blower assemblies, diverters, carriers, gauges, control centers, panels and tubing (both small tube systems to move paper and specimens and large tube systems for municipal waste, laundry and organic material).

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Memios	Dan McKenzie	336.664.5256	dmckenzie@memios.com
Pevco	Nancy Hofman	410.931.8800	nhofmann@pevco.com

Note: Supplier contact information is current as of March 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Memios.
- A PMDF/PA is not required with Pevco due to their single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Memios.
- Aggregation is not applicable with Pevco due to their single tier offering.

Other key value and terms



- Pricing is firm for the term of agreement with both suppliers.
- Memios provides large trash and laundry tubing systems.
- Pevco provides small tube systems (used to move paper and specimens).
- Available through distribution: Pevco
- Available direct: Memios

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

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Awarded suppliers

Supplier	New	Expiring
	PP-FA-580	New
	PP-FA-581	New

Pevco is a small business enterprise (SBE).

The current agreement with Swisslog (PP-FA-424) expires April 30, 2017.

Financial considerations:

- Improved turnaround time when used properly
- Time, labor and supply expense of lost or delayed medications or specimens
- Installation costs

Employee and patient safety

- Leak-proof containers
- Infection control
- Security requirements
- Some substances should not be delivered via pneumatic tube

Roadblocks to conversion:

- Construction budget constraints
- Ability to service/provide replacement parts for other manufacturers' pneumatic tube systems

Roofing Products, Systems and Services

Effective June 1, 2015

Expires May 31, 2018

Products and services available

Products in this category include built-up roof systems, single ply and multi membranes, tar pitch, polyvinyl-chloride (PVC), plastics, modified asphalt systems (cold and hot), solar and green roofing, caulking, tuck pointing, flashing, shingles and waterproofing.

Services include design, water proofing, installation, repair, preventive/predictive maintenance and emergency response.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Garland	Adrian Stitts	423.718.4496	astitts@garlandind.com
Johns Manville	Eric Smith	916.230.1536	eric.smith@jm.com
Simon	Cyndi Strunk	330.998.6500	cstrunk@simonroofingproducts.com
Tremco	Russ Sylvester	719.208.9639	jsylvester@tremcoinc.com

Note: Supplier contact information is current as of December 6, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Garland and Simon Roofing.
- A PMDF/PA should be used with Johns Manville if member wants to purchase an extended warranty/guarantee.
- **A PMDF is required at all tiers with Tremco. For members wanting to electronically price activate for this agreement, a signed PMDF is also required.**

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Garland, Simon and Tremco.
- Aggregation is not applicable with Johns Manville due to single tier offering.

Other key value and terms

- Financial analysis includes discounts off list price and pricing scenarios. All incumbent suppliers offer flat or greater discounts than their expiring agreements. See the value analysis toolkit for details.
- Discounts off of list price are firm for the term of agreement with Garland. List price may change once per calendar year.
- Garland offers a life cycle costing analysis at no cost and building envelope assessments at an additional 1 percent discount as value-adds.
- Pricing is firm for seven months with Johns Manville.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-475	PP-FA-341
	PP-FA-476	New
	PP-FA-477	PP-FA-345
	PP-FA-478	PP-FA-342

Current agreements with Team Roofing (PP-FA-343) and Nations Roof (PP-FA-344) expire May 31, 2015. Team Roofing and Nations Roof are installers only, and this sourcing cycle was not open to installation-only suppliers.

There is no ASCEND® award in this category.

Financial considerations:

- Energy cost savings opportunities
- Maintenance agreements

Product and service considerations:

- Types of roofing offered
- Testing requirements

Roadblocks to conversion:

- Local relationships
- Geographic service coverage

Other key value and terms

- Johns Manville offers a variety of services at no charge, including continuing education units and design tools, as value-adds.
- Pricing is firm for the term of agreement with Simon.
- Simon offers a roof evaluation report and roof/waterproofing asset management system with any roof repair as value-adds.
- Discounts off of list price are firm for the term of agreement with Tremco. List price may change once per calendar year.
- Tremco offers free training and preliminary inspections as value-adds.
- Available through distribution: Johns Manville
- Available direct: Garland, Simon, Tremco

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

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Related categories

- **Energy Efficiency Services:** Performance-based contracts that aim to achieve budget-neutral methods of funding facilities improvements, whereby downstream savings offset investment costs
- **HVAC Equipment, Controls and Services:** Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services

Stainless Steel Equipment, Storage Systems and Mobile Carts
Effective March 1, 2015
Expires June 30, 2018
Products available

This category includes manufacturers of stainless steel cabinetry, casework, foodservice, mobile transport carts, shelving, IV and specialty stands, scrub sinks and tables.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Blickman	Rob Freedman	973.330.0561	r.freedman@blickman.com
Lakeside	Patrick Kline	414.902.6487	pkline@elakeside.com
MASS Medical	Aubrey Guezuraga	913.579.6899	ag@massmedicalstorage.com
Pedigo	Brenda Gillas	800.822.3501 x103	brenda.gillas@pedigo-usa.com

Note: Supplier contact information is current as of February 18, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with MASS Medical and Pedigo.
- A PMDF/electronic PA is required for **all** tiers with Lakeside.
- A PMDF/electronic PA is not applicable with Blickman due to a single tier offering.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms

- Pricing is firm for the term with Blickman and MASS Medical.
- Pricing is firm for 12 months with Pedigo and 6 months with Lakeside.
- Weighted financial analysis reveals when compared to expiring agreement pricing, new agreement pricing overall with:
 - Lakeside offers 2.7 percent savings overall.
 - MASS Medical is flat.
 - Pedigo is 2.6 percent less favorable
- MASS Medical offers an additional 2 percent discount on orders over \$25,000.
- Available direct and through distribution: Blickman, Lakeside, MASS Medical and Pedigo

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-310	New
	PP-MM-311	PP-FA-326
	PP-MM-313	SD-FA-022
	PP-MM-312	PP-FA-327

Blickman and Pedigo are a small business enterprise (SBE). MASS Medical is a minority-owned business enterprise (MBE).

The agreement with MASS Medical expired June 30, 2015.

Financial considerations:

- Installation costs
- Warranties
- Payments and shipping terms

Product considerations:

- [Specialty Steel Industry of North America \(SSINA\) design guidelines](#) for the selection and use of stainless steel
- [ASTM](#) standards
- Utility carts with ergonomic design features
- Assembly requirements

Roadblocks to conversion:

- Class of trade specific product offerings such as food and culinary offerings

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Clinical Headwalls**: Vertical and horizontal headwalls, patient service columns and over-bed lighting systems
- **Furniture and Systems, Casegoods, Seating and Accessories**: Furniture, cabinetry, casegoods, seating, and related accessories
- **High Density Mobile Storage**: Solid steel shelving, rotary storage systems and related high density storage accessories
- **Modular Casework, Storage Systems and Mobile Carts**: Non-stainless steel modular casework, mobile carts, storage systems, warming cabinets, wire shelving and work centers.

Total Building Environment, Systems and Controls Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category includes space controllers, zone sensors, overall monitoring and system training. Services include planning and design, installation, operation and maintenance, restoration and modernization, energy management software installation/user licensing, and monitoring software.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

- Trane's agreement is available to healthcare facilities, colleges and universities only.

Blue Pillar	Todd Krause	443.864.2007	todd.krause@bluepillar.com
Siemens	Dino Coliano	972.207.2832	dino.coliano@siemens.com
Trane	Iona Canada	615.870.4548	icanada@trane.com

Note: Supplier contact information is current as of September 29, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Blue Pillar and Siemens
- A PMDF/PA is **required at all tiers** with Trane.

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of agreement with Blue Pillar and Trane.
- For Siemens, product prices are firm for the term of agreement. Labor prices are firm for 12 months.
- Blue Pillar offers monitoring services, a site survey and asset inventory list and membership in the Customer 360 Program as value-adds.
- Siemens' new agreement pricing has an overall 3.0 percent increase compared to its expiring agreement pricing.
- Trane's new agreement pricing offers an overall 5.0 percent savings compared to its expiring agreement pricing.
- Siemens and Trane have large order thresholds.
- Available direct: Blue Pillar, Siemens, Trane

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Awarded suppliers

Supplier	New	Expiring
 Blue Pillar	PP-FA-509	New
SIEMENS	PP-FA-510	PP-FA-381
 TRANE	PP-FA-511	PP-FA-380

Blue Pillar is a small business enterprise (SBE).

Financial considerations:

- Labor and service costs

Product considerations:

- Open architecture versus proprietary systems

Roadblocks to conversion:

- Supplier relationships
- Some systems and controls may be proprietary

Total Building Environment, Systems and Controls Effective January 1, 2016

Expires December 31, 2018

Related categories

- **Energy Services: Procurement, Efficiency and Renewable:** Performance-based contracts that aim to achieve budget-neutral methods of funding facilities improvements, whereby downstream savings offset investment costs
- **Fire, Life Safety, Security Systems and Services:** Fire, life safety and security systems products and the related scheduled and unscheduled services
- **HVAC Equipment, Controls and Services:** Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services

Wall and Door Covering and Protection

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category includes wall and door coverings that provide increased protection for daily use and high-impact areas. Products include wallpaper, handrails, chair rails, corner guards, bumper rails, wall panels, bed locators and door protectors.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Inpro	Allison Lange	800.222.5556 x5102	alange@inprocorp.com
Koroseal	Michele Lucas	330.666.7600	mlucas@koroseal.com
Pawling	Heather Coldrick	845.373.6050	hcoldrick@pawling.com

Note: Supplier contact information is current as of November 6, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Pawling.
- A PMDF/PA is required at **all tiers** with Inpro.
- A PMDF/PA is not required with Koroseal due to its single tier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Inpro and Pawling.
- Aggregation is not applicable with Koroseal due to its single tier.

Other key value and terms




- Pricing is firm for the term of agreement with Koroseal and Pawling.
 - Pricing is firm for 24 months with Inpro; thereafter a mutually agreed upon price increase of no more than 3 percent per line item can occur.
- Inpro offers a 41.6 percent and 44.2 percent discount off of list price, depending on tier placement.
- Koroseal offers a 52 percent discount off of list price.
- Pawling offers a 35 percent, 40 percent, 50 percent and 55 percent discount off of list price, depending on tier placement.
- Available direct: Inpro, Koroseal, Pawling

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-FA-541	New
	PP-FA-540	New
	PP-FA-539	New

Pawling is a small business enterprise (SBE).

Financial considerations:

- Additional hardware needed to install products
- Shipping and insurance costs
- Early payment discounts
- Restocking fees

Patient safety and satisfaction:

- Types and strength of wall and door protection needed
- Cleaning and infection control

Roadblocks to conversion:

- Aesthetics
- Suppliers' ability to retrofit and color match

Wall and Door Covering and Protection

Effective February 1, 2016

Expires January 31, 2019

Related categories

- **Architectural Flooring Products and Services:** Carpet, resilient flooring (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf (AstroTurf®) and related sporting arena-type flooring systems
- **Furniture and Systems, Casegoods, Seating and Accessories:** Furniture, cabinetry, casegoods, seating, ergonomics, accessories, restoration and repair

Wall Art and Mirrors

Effective May 15, 2016

Expires April 30, 2019

Products and services available

This category includes artwork and mirrors available for lease or purchase. Suppliers in this category also offer free consultation and design services.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Ambiance Group	Ginny Wilson	615.353.0723	ginnyw@ambianceart.com
ARCH Design	Kaulene Henson	314.447.3300 x118	kaulene@archframing.com
Artistic Framing	Troy Thomas	847.808.0200	troy@artisticframing.com
Great American	Paul Burton	781.341.2900	paul@greatamericanart.com
RAO	Rich Lutz	800.445.7065	rich@rao.com
Robert Smith	Robert Smith	704.905.0257	robert.douglass.smith@gmail.com

Note: Supplier contact information is current as of July 6, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required with suppliers due to single tier offerings, however price activation is recommended.

Aggregation opportunities






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

Other key value and terms

- Discount off of list price is firm for the term of agreement with all suppliers.
- Ambiance Group offers a 36 percent discount off of list price.
- Ambiance Group offers additional services free of charge, including evaluation of existing artwork, master planning and image sampling as value-adds.
- ARCH Design offers a 50 percent discount off of list price.
- ARCH Design offers various design services and shipping services free of charge as value-adds.
- Available direct: Ambiance Group, ARCH Design, Artistic Framing

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 THE AMBIANCE GROUP	PP-AC-125	New
 ARCH DESIGN	PP-AC-126	New
 ARTISTIC FRAMING	PP-AC-127	New
 GREAT AMERICAN ART	PP-FA-602	New
	PP-FA-603	New
Robert Smith	PP-FA-604	New

Great American Art, RAO Contract Sales Inc. and Robert Smith Fine Art were added to the category effective July 1, 2017. For details, see the [category update document](#).

Financial considerations:

- Pricing
- Early payment discounts
- Shipping costs
- Free design and consultation services

Product considerations:

- Suppliers will work with your facility to find mirrors and artwork that support your organization's overall branding strategy
- Availability of artwork by local artists

Roadblocks to conversion:

- Aesthetics
- Outsourced interior design services

Wall Art and Mirrors

Effective May 15, 2016

Expires April 30, 2019

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Category update](#): A PDF update document providing information about new supplier(s) added to the category. This document is unable to be edited.

Related category

- **Furniture and Systems, Casegoods, Seating and Accessories:** Furnishings, furniture, cabinetry, casegoods, seating, ergonomics, fabrics, related accessories, restoration and repair

Water Treatment Products, Systems and Services

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes water treatment that makes water more acceptable for end use (drinking, industry or medicine). This includes domestic water filters, products and services specific to cooling towers and boilers, chemical applications, detailed system audits and diagnostics used to prescribe the best chemical, programs that lead to water and energy savings, asset preservation and increased plant reliability and safety.

Class of trade

Agreements with all suppliers are available to acute care, non-acute healthcare and non-healthcare facilities.

- Nalco's agreement is available to healthcare, education and commercial real estate only.

Chem-Aqua	Mary McClellan	314.496.4354	mary.mcclellan@nch.com
ChemTreat	Cassia Connors	804.935.2000	cassia@chemtreat.com
Garratt-Callahan	John Reseland	412.721.5292	jreseland@g-c.com
H-O-H	Paul Gleason	847.358.7400	pgleason@hohwatertechnology.com
Nalco	Michael Backode	630.305.2900	mbackode@nalco.com
Pall	Tom Knox	770.668.6045	tom_knox@pall.com

Note: Supplier contact information is current as of August 3, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Chem-Aqua customers whose pricing is more favorable under their current tier when compared to the prices under their new qualifying tier will receive grandfathered pricing
- Chem-Aqua's new agreement pricing offers 0.5 percent savings compared to its expiring agreement pricing.
- Chem-Aqua offers a new accounts incentive, annual service agreement incentive, no-charge services, discounted water management plan and unused chemical conversion plan as value-adds.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-583	PP-FA-431
	PP-FA-587	New
	PP-FA-584	PP-FA-432
	PP-FA-585	New
	PP-FA-586	PP-FA-433
	PP-FA-588	New

Garratt-Callahan and H-O-H are small business enterprises (SBE).

The current agreement with Water Engineering Services (PP-FA-434) expires March 31, 2017.

Financial considerations:

- Installation, repair and maintenance
- Injection administration equipment
- Water treatment systems can decrease downtime and loss of efficiency caused by corrosion and scale deposits

Product and service considerations:

- Configurability
- EPA and OSHA guidelines
- Environmentally-friendly initiatives
- Routine inspections reduce employee safety hazards and extend equipment life

Roadblocks to conversion:

- Costs to switch out pumps
- Local water conditions
- Different in the location on injection points
- Prior proprietary chemicals used
- Some equipment may be proprietary and unable to be serviced by a different supplier

Other key value and terms (continued)

- Chem-Treat offers instant savings, reporting, utility audits and a discount on special projects as value-adds.
- Garratt-Callahan's new agreement pricing is flat compared to its expiring agreement pricing.
- Garratt-Callahan offers a conversion incentive, handling of unused chemicals, training, equipment cost support and a no-cost engineering study as value-adds.
- H-O-H offers no-charge laboratory studies and conversion assistance with unused chemicals as value-adds.
- Nalco's new agreement pricing offers 3.3 percent savings compared to its expiring agreement pricing.
- Nalco offers an unused chemical conversion plan as a value-add.
- Pall offers a turnkey aqua plan program as a value-add.
- Pall provides domestic water filters only.
- **According to various pricing scenarios, Chem-Aqua, ChemTreat, H-O-H and Garratt-Callahan are the low-cost suppliers. See the financial analysis section in the value analysis toolkit for details.**
- Products with all suppliers are available direct.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Related categories

- **Energy Services – Procurement, Efficiency and Renewable:** Performance-based supply-side energy management services
- **Pool and Spa Care Products and Services:** Products that assist in maintaining balanced pool and spa chemistry

Appliances and Related Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes refrigerators, freezers, dishwashers, stove ranges, ovens, microwaves, laundry machines (washers and dryers), and water heaters and softeners.

Class of trade

Agreement is available to acute care, continuum of care and Premier REACH™ members.

Sears	Dave Bradlaw	817.637.2098	dave.bradlaw@searshc.com
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Note: Supplier contact information is current as of November 6, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required.
- To set up a new account, call 866.362.7682 or email csfadm@searshc.com and **specify that you will be purchasing off of the Premier GPO national agreement and price list.**

Aggregation opportunities

Aggregation is not applicable due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement.
- Financial analysis reveals that, depending on product subcategory, Sears offers between an average of 3.62 percent and an average of 33.86 percent savings over sears.com website pricing.
- Sears has a \$10,000 large order threshold.
- Sears has a \$60 delivery fee for up to three items. There is an additional per piece charge over three items.
- Products are available direct from Sears.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.


Full launch content and additional resources available

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Related category

- **Ice Machines and Water Dispensing Products and Services:** Ice and water dispensing machines, stand-alone water dispenser units and under-counter healthcare grade refrigeration/freezers, and related services

Awarded supplier

Supplier	New	Expiring
	PP-AC-103	New

There is no ASCEND® award in this category.

Financial considerations:

- Warranties
- Service and maintenance
- Delivery and installation fees
- Total cost of appliance

Product considerations:

- Energy efficiency
- Appliance features

Roadblocks to conversion:

- Capital budget constraints
- Outsourced services

Can Liners

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes can liners used throughout healthcare and non-healthcare facilities. Can liners are used to store and transport various types of waste, including standard waste, infectious waste, biohazardous waste, chemotherapy waste, soiled linen, infectious linen and food service.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

EcoSafe/Plastic Solutions	Geoff Woodley	604.560.5133	geoff@ecosafezerowaste.com
Heritage/Novolex	Chris Thompson	610.220.0363	chris.thompson@novolex.com
I.B.S.	Matt O'Doherty	800.835.0366	matto@pittplastics.com

Note: Supplier contact information is current as of May 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Heritage/Novolex and EcoSafe/Plastic Solutions
- A PMDF/PA is not required with I.B.S. due to single tier offering.

Aggregation opportunities




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

Other key value and terms

- Pricing is firm for the term of agreement with EcoSafe/Plastic Solutions.
- Pricing with Heritage/Novolex and I.B.S. is firm for a six-month period, after which seller will give 180 day pricing with six-month changes.
- Heritage/Novolex's new agreement pricing offers 3.8 percent savings compared to its expiring agreement pricing.
- I.B.S.'s new agreement pricing has a 0.9 percent increase compared to Intoplast's expiring agreement and offers a 5 percent savings compared to Pitt's expiring agreement.
- I.B.S. offers a 3 percent rebate for members purchasing over \$600,000 annually.
- I.B.S. has a minimum order of 194 cases. Orders of less than 194 cases are subject to a fee of \$5 per case and freight costs.
- **I.B.S. is the low-cost supplier on crossed items.**
- Available through distribution: EcoSafe/Plastic Solutions, Heritage/Novolex, I.B.S.
- Available direct: I.B.S.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-601	New
	PP-FA-599	PP-FA-444
	PP-FA-600 AS-FA-600	PP-FA-466** PP-FA-445** AS-FA-445**

*I.B.S. is a minority-owned business enterprise (MBE).

**Intoplast and Pitt Plastics merged together and are operating under one company as I.B.S.

ASCEND: This category has been designated as base. Visit the [ASCEND portal](#) for ASCEND launch materials.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Maintenance, Repair and Operations:** Distribution of maintenance, repair and operations (MRO) and renewable energy related products
- **Medical and Surgical Products Distribution:** Distributors of medical and surgical products, such as IV therapy items, janitorial and sanitation materials, suture and endomechanical products and private label goods
- **National Foodservice Distribution:** Distributors of foodservice products and services including food, culinary equipment and supplies
- **Office Supplies:** Paper, toner, routine office supplies, furniture, janitorial and sanitation supplies
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena
- **Pharmacy Bags:** Patient belonging bags, re-closable bags, clear bags, colored bags
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles, hamper bags and incontinence products
- **Waste Management Products and Services:** Consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposals, regulated medical waste disposal, bioremediation and other waste streams

Clinical Equipment Repair and Maintenance Services

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes the third-party outsourcing of clinical biomedical engineering, which includes the repair, maintenance and diagnostic services of clinical equipment. Equipment management programs and parts-only service agreements are also included.

This category was previously sourced as Clinical Engineering.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Aramark	Kameron DeMarco	407.310.9365	demarco-keaton@aramark.com
Conquest	Laci Yocum	866.900.9404	lyocum@conquestimaging.com
GE	Curtis Marks	919.280.1614	curtis.marks@med.ge.com
Northfield	Julie Lindsay	336.314.2220	jlindsay@northfieldrepair.com
PartsSource	Kate Shafer	330.954.1578	kshafer@partssource.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Remi	Michael Van Derveer	704.602.0878	mvanderveer@theremigroup.com
RS&A	David Conrad	800.320.4332	dconrad@rsainc.net
Siemens	Roger Lindgren	901.237.7665	roger.lindgren@siemens.com
Trisonics	April Lebo	717.939.6860	alebo@trisonics.com

Note: Supplier contact information is current as of June 12, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- All suppliers, except PartsSource, require a signed member agreement.
- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Northfield and Siemens.
- GE requires PMDF/PA at all tiers.
- PMDF/PA is not applicable with Aramark as there are no tiers associated with that agreement.
- PMDF/PA is not required with Remi as their tiers are based on Premier aggregate spend.
- Conquest Imaging, PartsSource, Philips, RS&A and Trisonics have a single tier. PA/PMDF is not required.

Awarded suppliers

Supplier	New	Expiring
	PP-SV-125	PP-MM-238
	PP-SV-107	New
	PP-SV-124	PP-MM-240
	PP-SV-108	New
	PP-SV-123	New
	PP-SV-122	New
	PP-SV-120	New
	PP-SV-110	New
	PP-SV-111	New
	PP-SV-112	New

Northfield is a woman-owned business enterprise (WBE). RS&A and Trisonics are small business enterprises (SBE).

The current agreement with Modern Medical (PP-MM-239) expires September 30, 2016.

Remi Group has terminated their agreement effective April 3, 2017.

Financial considerations:

- Additional fees (24/7 coverage, adding equipment to inventory, restocking, OEM maintenance)
- Value-adds

Service considerations:

- Type of service (onsite/offsite full service, depot repairs, parts only)
- Uptime guarantees
- Maintenance completion thresholds

Roadblocks to conversion:

- Geographic coverage
- Facilities with in-house clinical biomedical engineering teams

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Aramark and Northfield.
- GE and Siemens allow aggregation for multi-facility systems.
- Aggregation is not applicable with Remi as their tiers are based on Premier aggregate spend.
- Conquest Imaging, PartsSource, Philips, RS&A and Trisonics have a single tier. Aggregation is not applicable.

Other key value and terms

- Pricing and discount percentages are firm for the term of agreement with all suppliers, except Aramark and PartsSource.
 - Aramark shall provide best available pricing for the member's custom design solution at the time the member enters into an agreement.
- Conquest Imaging's new agreement offers 15 percent savings compared to list price.
- Northfield Medical's new agreement offers 28.6 percent savings on Tier 1 compared to list price.
- Northfield Medical offers a 2 percent early payment discount.
- Philips offers 32 percent savings compared to list price.
- Philips offers multiple value-adds, including an exterior body parts package, preferred labor rates and in-house engineering value-adds.
- RS&A offers a 2 percent early payment discount.
- Trisonics offers 5 percent savings on parts compared to list price.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Clinical equipment repair and maintenances guide](#): A best practice guide written by Premier staff and subject matter experts to help you negotiate service agreements.

Related category

- **Support Services Outsourcing – Facilities Operations**: Third-party outsourcing of facilities management services (housekeeping, linen services, plant operations and patient transport)

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Products and services available

This category includes infant, child and youth beds, cribs, and bassinets designed for intensive care use and/or use with the general pediatric patients within various acute healthcare setting areas.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Amico	Erica Berlin	905.764.0800	eberlin@amico.com
HARD Manufacturing	Laurie Greco	716.893.1800	greco@hardmfg.com
Homewood	Donald Delewese	614.766.4862	ddelewese@homewoodhealthcare.com
NK Medical/Novum	Antonio Caravello	716.759.7200	acaravello@novummed.com
Pedigo	Tom Hillebrand	800.246.4586	t.hillebrand@pedigo-usa.com
Pro-Medical	Charlie Pacelli	877.941.7167	charlie@promedical1.com

Note: Supplier contact information is current as of January 1, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with HARD Manufacturing and Homewood. A PMDF or electronic price activation is not required for Amico, NK Medical/Novum or Pro-Medical due to single tiers.

Aggregation opportunities

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

Other key value and terms







- Pricing is firm for the term of the agreement with all suppliers
- Homewood, NK Medical/Novum and Pro-Medical offer value-adds
- Available through distribution: Amico, NK Medical/Novum and Pedigo
- Available direct: Amico, HARD Manufacturing, Homewood, NK Medical/Novum, Pedigo and Pro-Medical

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-MM-362	New
	PP-MM-363	New
	PP-MM-357	PP-WC-110
	PP-MM-359	PP-WC-107
	PP-MM-360	PP-WC-108 AS-WC-108
	PP-MM-364	New

*NK Medical/Novum, Homewood and Pedigo are small business enterprises (SBE).

**Pro-Medical is a woman owned business (WBE).

Current agreements with Naturepedic (PP-WC-113) and Suburban (PP-WC-109) expire March 31, 2016.

Financial considerations:

- Pricing
- Replacement parts
- Value-add opportunities
- Product life expectancy
- Warranties

Patient safety and satisfaction:

- Meets safety standards
- Appropriate for patient age
- Durability and easily cleaned

Roadblocks to conversion:

- Capital budget constraints
- Conversion costs
- Standardization

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Related categories

- **Patient Beds, Mattresses and Therapeutic Surfaces – Purchase:** Bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, birthing beds, low beds, medical-surgical beds, bariatric beds and accessories for purchase.
- **Patient Beds, Mattresses and Therapeutic Surfaces – Rental:** Bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, low beds, medical-surgical beds, bariatric beds and accessories for rental.

Custom Whiteboards

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category is open to the manufacturers of custom whiteboards. These whiteboards can be used in healthcare to improve patient, family and staff communication; education for easy updates/announcements, display of calendar due dates and recognition of achievements; with athletic departments and teams to illustrate plays, post practice and game times and the starting lineup; restaurants to post menus, daily specials, promote happy hours, post employee schedules and track inventory; and in corporations and government for brainstorming, communication, charts and graphs, goals and policies. Accessories include markers, erasers, stands, mounts, magnets and cleaners.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Chameleon	Matthew Green	615.656.3280	matt@chameleonwhiteboard.com
Clarus	Kevin Froehlich	817.541.8147	kevin@clarusglassboards.com
Viscot	Gary Pieringer	973.887.9273	b32@viscot.com

Note: Supplier contact information is current as of September 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Viscot.
- A PMDF/PA is not required with Chameleon or Clarus due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Viscot.
- Aggregation with Chameleon and Clarus is not applicable due to single tier offerings.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Chameleon offers a free insert (front-sided print) at no added charge with the purchase of a custom board (\$32 value).
- **Pricing scenarios reveal Chameleon is the low-cost supplier.**
- Available through distribution: Clarus
- Available direct: Chameleon, Clarus, Viscot

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.




Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related category

- **Office Supplies and Business Services:** Routine office supplies plus products and services that help run your business, including paper, toner, break room/janitorial supplies, technology, furniture, print service and promotional products

Awarded suppliers

Supplier	New	Expiring
	PP-MM-598 AS-MM-598	New
	PP-MM-599	New
	PP-MM-600	New

Clarus is a small business enterprise (SBE).
Viscot is a veteran-owned business enterprise (VET).

ASCEND®: This category has been designated as base. Visit the [ASCEND portal](#) for ASCEND launch materials.

Products and services available

This category includes performance-based supply-side energy management services, such as performance of real-time, online reverse energy auctions, energy procurement and energy efficiency services that help facilities identify, evaluate and implement energy-saving measures. Brokers, wholesalers and direct utility providers who provide energy services, such as natural gas, electricity, oil, gasoline and sustainable and renewable power (wind, solar, etc.) are also included.

This category was previously sourced as three separate categories: Energy Efficiency Services, Procurement of Energy and Renewable Energy Products and Services.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

- Trane's agreement is available to healthcare facilities, colleges and universities only.

Brogdon	Nick Lafferty	303.638.9829	nlafferty@thebrogdongroup.com
Hospital Energy	Mark Mininberg	203.668.3522	mark@hospitalenergy.com
Next Generation Fuel	Dawn Lindsey	888.410.6448	dawn@nxtgenfuel.com
NRG	Woo Han	713.537.3094	woo.han@nrg.com
Trane	Iona Canada	615.870.4548	icanada@trane.com

Note: Supplier contact information is current as of October 10, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Brogdon Group, Hospital Energy and NRG.
- A PMDF/PA is required at **all tiers** with Trane.

Aggregation opportunities





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

Other key value and terms

- Fee percentages are firm for the term of agreement with all suppliers.
- Brogdon offers grandfathering language: If a member currently has a locally negotiated price that is lower than this agreement's pricing, the member has the right to sustain their locally negotiated pricing.
- Hospital Energy's new agreement pricing is flat compared to its expiring agreement pricing.
- **Hospital Energy, NRG and Trane are the low-cost suppliers in natural gas procurement.**
- **NRG is the low-cost supplier in electricity procurement.**

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-526	New
	PP-FA-527	PP-FA-435
	SD-FA-033	New
	PP-FA-530	New
	PP-FA-528	PP-FA-396

Brogdon is a small business enterprise (SBE).

Update April 2017: Next Generation Fuel has been added to this category with a SEEDS™ agreement effective May 1, 2017.

Current agreements with EnerNOC (PP-FA-392), Healthcare Energy Solutions (PP-FA-393), MSW Power (PP-FA-357), Performance Services (PP-FA-394) and Siemens (PP-FA-395) expire December 31, 2015.

Financial considerations:

- Savings through energy efficiency and aggregate pricing
- Carbon offsets
- Credits, grants and loan programs available for renewable energy

Service considerations:

- Types of energy
- Procurement options
- Environmentally-friendly initiatives

Roadblocks to conversion:

- Government regulations (regulated versus non-regulated states)

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

Floor Care Equipment

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes industrial grade cleaning equipment, such as scrubbers, burnishes, vacuums and extractors, used for the maintenance of hard and soft surfaces.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Diversey	Hector Espailat	954.465.0838	hector.espailat@sealedair.com
Nilfisk	Kim Waldvogel	630.207.9100	kim.waldvogel@nilfisk.com
Tennant	Todd McClelland	800.804.5414	todd.mcclelland@tennantco.com

Note: Supplier contact information is current as of November 16, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of agreement with all suppliers.
- Diversey offers a multi-category opportunity. See the value-add section of the value analysis toolkit to see how that value-add impacts tier placement.
- Nilfisk's new agreement pricing has an overall 9.1 percent increase compared to its expiring agreement pricing.
- Tennant's new agreement pricing offers an overall 1.1 percent savings compared to its expiring agreement pricing.
- **Diversey is the low-cost supplier on crossed items.**
- Available through distribution: Diversey, Nilfisk, Tennant
- Available direct: Tennant

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-566	New
	PP-FA-568	PP-FA-418 AS-FA-418
	PP-FA-567 AS-FA-567	PP-FA-417

Financial considerations:

- Proper cleaning and maintenance can extend flooring life
- Warranties
- Replacement parts and accessory expenses

Patient safety and satisfaction:

- OSHA and infection control guidelines
- Environmentally-friendly cleaners
- High efficiency particulate air (HEPA) filters

Roadblocks to conversion:

- Supplier and distributor relationships
- Some pads may be proprietary to equipment
- Facilities may outsource environmental services

Floor Care Equipment

Effective March 1, 2017

Expires February 29, 2020

Related categories

- **Architectural Flooring Products and Services:** Carpet, resilient floors (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf and related sporting arena-type flooring
- **Housekeeping Products:** Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena. Contracted pricing from manufacturers' agreements (e.g., floor care equipment) are extended to contracted distributors

Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

Products and services available

This category includes an automatic identification hand hygiene monitoring solution for meeting stringent hand hygiene compliance requirements. This system automatically and continuously monitors staff members' compliance with defined hygiene and infection protocols. Using the data the system collects and analyzes hospital managers or administrators can easily run detailed reports that calculate compliance rates, interactions, high traffic areas and level of supplies.

Class of trade

Agreement is available to acute care, continuum of care, and Premier REACH™ members.

Biovigil	Brent Nibarger (West)	818.203.8251	bnibarger@biovigilsystems.com
	Scott Jeffery (East)	908.370.7143	sjeffery@biovigilsystems.com
DebMed	Ron Chappuis	224.567.3670	ron.chappuis@debmed.com
GOJO	Christopher Wood	330.255.6000	woodc@gojo.com

Note: Supplier contact information is current as of August 5, 2015. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required to aggregate.

Aggregation opportunities

Special price considerations are available on an individual basis for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Biovigil and DebMed have minimum order thresholds.
- Biovigil offers a 5 percent discount for paying one year's fee in advance.
- DebMed offers an annual rebate.
- GOJO requires the use of their soap/lotion/sanitizer dispensers for the hand hygiene solution.
- GOJO was the low-cost supplier in the scenario.
- Available through distribution: GOJO (after initial order)
- Available direct: Biovigil, DebMed and GOJO

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 BIOVIGIL <small>hand hygiene solutions... simplified</small>	PP-NS-858	PP-NS-750
	PP-NS-859	New
	PP-NS-860	New

Biovigil is a small business enterprise (SBE).

Financial considerations:

- Termination fees
- Hardware and software requirements
- Implementation costs
- Discounts and rebates available

Patient safety and satisfaction:

- Hospital-acquired condition reductions
- Report customization
- Monitoring options (single room, healthcare worker)

Roadblocks to conversion:

- Existing supplier relationships
- Some monitoring systems are proprietary to soaps and lotions

Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related categories

- **RFID Asset Tracking and Management Solutions:** Includes manufacturers of the hardware components and software, along with the associated professional services, used to locate and track assets wirelessly and accurately using active radio frequency identification (RFID) to assist healthcare organizations improve overall productivity, efficiency and quality.
- **Soaps, Lotions and Waterless Hand Rinses:** This category includes hand and forearm cleansing and antiseptis products used by healthcare personnel outside of the surgical suite.
- **Surgical Hand Preps:** This category includes solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures.

Hard Copy Document Shredding and Media Destruction Services

Effective August 1, 2016

Expires July 31, 2019

Products and services available

This category includes onsite and offsite shredding and the destruction of confidential hard copy paper and media, such as hard drives.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

AMS	Louis Rofrano	847.658.0497	lou@amsstoreandshred.com
Shred-it	Shelly Eddy	513.699.0825	shelly.eddy@stericycle.com

Note: Supplier contact information is current as of August 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Shred-it.
- A PMDF/PA is not required with AMS due to its single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- AMS offers a silver rebate as a value-add.
- Shred-it's new agreement pricing offers between 1.1 and 19.0 percent overall savings (depending on class of trade and type of service) compared to the Shred-it expiring agreement.
- Shred-it's new agreement pricing offers between 11.2 and 24.5 percent overall savings (depending on class of trade and type of service) compared to the Cintas expiring agreement.
- Shred-it has minimum stop charges which are outlined in Exhibit A-3 Price List. Additionally, for acute and non-acute locations in Puerto Rico and Hawaii, the minimum service charge will be \$75 for regular onsite services and \$60 for regular offsite services.
- Shred-it will apply a surcharge to facilities located in metropolitan areas (New York City, NY; Los Angeles, CA; and Washington, D.C.).
- **Shred-it is the low-cost supplier.**

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-SV-114	New
	PP-SV-115 AS-SV-115	PP-FA-404* PP-FA-406

AMS is a small business enterprise (SBE).

Current agreements with Carolina Records (PP-FA-403) and Secure Document Alliance (PP-FA-405) expire July 31, 2016.

[*In May 2014, Shred-it combined with Cintas Corporation's document shredding business.](#)

Financial considerations:

- Minimum order requirements
- Scheduled services compared to rush/unscheduled/emergency service fees
- Silver rebates

Service considerations:

- [HIPAA](#) compliance
- [National Association of Information Destruction](#) certification
- Destruction documentation requirements

Roadblocks to conversion:

- Supplier relationships
- Geographic coverage
- Cost of converting storage containers

Hard Copy Document Shredding and Media Destruction Services

Effective August 1, 2016

Expires July 31, 2019

Full launch content and additional resources available

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Related categories

- **Document Management Solutions:** Software-based solutions that organize and manage electronic and paper documents
- **Waste Management Products and Services:** Waste disposal, reusable sharps container services and recycling (of light bulbs, batteries, hard drives, backup magnetic tapes, optical media, x-rays and video/cassette tapes)

High Level Disinfectants

Effective May 1, 2017

Expires April 30, 2020

Products available

This category includes chemicals that are capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi-critical items.

Class of trade

- Agreements with Crosstex and Metrex are available to acute care, non-acute healthcare and non-healthcare facilities.
- J&J is available to acute care, city/county/ state hospital, clinical lab, hospital, physician, physician group practice, psychiatric hospital, single service, surgery center or endoscopy centers only.

Crosstex	John Sullivan	585.703.0675	jsullivan@spsmedical.com
J&J	Daniela Taylor	732.562.7554	dtaylor@its.jnj.com
Metrex	Anne-Marie Herrick	518.935.5239	anne-marie.herrick@metrex.com

Note: Supplier contact information is current as of February 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Crosstex and Metrex.
- J&J requires a PMDF for new customers. Current customers with a PMDF under PP-NS-814 are not required to submit a new PMDF.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Crosstex and Metrex.
- J&J allows aggregation for systems with facilities that are owned, leased or managed by a common headquarters with legal and financial authority.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- J&J offers a 7.7 percent increase overall compared to the expiring agreement.
- Metrex offers a conversion rebate. J&J products are available through authorized distributors.
- Crosstex is the overall low-cost supplier.
- Metrex is the low-cost supplier for suppliers with more than 50 percent of crossed spend.
- Available through distribution: Crosstex, J&J and Metrex
- Available direct: J&J

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded supplier		
Supplier	New	Expiring
	PP-NS-1034	New
	PP-NS-1032	PP-NS-814
	PP-NS-1033 AS-NS-1033	New

Financial considerations:

- Disposable test strip costs
- Value-adds e.g. conversion rebates

Patient safety and satisfaction:

- Proper ventilation
- Protocols to reduce inhalation and contact exposure
- CDC guidelines for disinfection
- Compatible materials for the solution
- Minimum soak time
- Temperature requirements
- Broad antimicrobial spectrum

Roadblocks to conversion:

- Existing supplier relationships
- Change of protocols or machines

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Automated Endoscopic Reprocessors**: Automated systems for cleaning, disinfecting or sterilization by chemical immersion of heat sensitive medical instruments of complex design (disinfectants included)
- **High Level Disinfection Reprocessing**: Reprocessing services for semi-critical and non-critical single use devices
- **Housekeeping Products**: Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Instrument Cleaners and Enzymatics**: Detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning
- **Intermediate Level Disinfectant Wipes**: Disinfectant wipes used to disinfect patient care areas and equipment in between patient use
- **Steam Sterilizers**: Products used as a final step in reprocessing reusable medical instruments in preparation for use on the next patient or to sterilize non sterile products before use
- **Sterile Reprocessing**: Third-party reprocessors that collect used, open and unused single-use surgical devices from an acute care facility – these items are cleaned, tested/inspected, tracked per number of reprocessing cycles, repackaged and sterilized



Housekeeping Products



Effective February 1, 2018 through January 31, 2021

Products and services available

This category includes products used within a facility to disinfect and clean general surface areas and flooring.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

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

Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities with all suppliers except 3M.
- 3M's agreement is available to acute care and non-acute healthcare facilities only.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Financial analysis reveals:
 - 3M's new agreement pricing has an overall 0.1 percent increase compared to its expiring agreement pricing.
 - Diversey's new agreement pricing offers an overall 2.1 percent savings compared to its expiring agreement pricing.
 - Procter & Gamble's new agreement pricing has an overall 0.1 percent increase compared to its expiring agreement pricing.
 - Spartan's new agreement pricing has an overall 0.04 percent increase compared to its expiring agreement pricing.
 - Wexford's new agreement pricing has an overall 4.5 percent increase compared to its expiring agreement pricing.
 - Betco is the low-cost supplier at access tier, and Midlab is the low-cost supplier at top tier.
- All suppliers offer various value-adds, including conversion incentives.
 - 3M and Spartan require members to fill out sign-up forms to participate in their rebate programs.
- Wexford offers a 2 percent early payment discount if paid within 30 days.
- Available through distribution: 3M, Betco, Diversey Midlab, P&G, Spartan, Wexford
- Available direct: Wexford

Supplier contact information

- 3M Company, acting through its Commercial Solutions Division: Benjamin Oberle, 651.210.6832, boberle@mmm.com
- Betco Corporation: Jeff Iverson, 419.725.3918, jiverson@betco.com
- Diversey Inc.: Hector Espailat, 954.465.0838, hector.espailat@sealedair.com
- Midlab Inc.: Steve Miller, 423.744.1129, smiller@midlab.com
- Procter & Gamble Distributing LLC: Nicolle Hazelip, 312.515.1511, hazelip.ne@pg.com
- Spartan Chemical Company Inc.: Doug Peterson, 800.537.8990, dpeterson@spartanchemical.com
- Wexford Labs Inc.: Mary Jo Thierry, 314.966.4134, mjthierry@wexfordlabs.com

Note: Supplier contact information is current as of November 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Awarded suppliers		
Supplier	New contract	Expiring contract
	PP-FA-634	PP-FA-470
	PP-FA-635	New
	PP-FA-636 AS-FA-636	PP-FA-471 AS-FA-471
	PP-FA-637	New
	PP-FA-638	PP-FA-472
	PP-FA-639	PP-FA-473
	PP-FA-640	PP-FA-474

Spartan is a small business enterprise (SBE). Wexford is a woman-owned business enterprise (WBE).

ASCEND®: This category has been designated as ridge. Visit the [ASCEND portal](#) for ASCEND launch materials.



Effective February 1, 2018 through January 31, 2021

Related categories

- Floor Care Equipment: Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- High Level Disinfectants: Chemicals that are primarily used to disinfect semi-critical items
- Intermediate Level Disinfectant Wipes: Wipes used to destroy all vegetative bacteria (but not bacterial spores)
- Laundry Products and Maintenance: Detergents, builders (water conditioning), bleaches, sour, softeners, starch, antichlor, solvent boosters, label removers, mildew inhibitors and fungicides, shop towel dyes and mat kits
- Medical and Surgical Products Distribution: Distributors of medical and surgical products, such as janitorial materials
- Office Supplies and Business Services: Routine office supplies (including janitorial products)
- Paper and Janitorial Supply Distribution: Distributors who provide products and services in the janitorial and sanitary supply arena (e.g., housekeeping products)
- Paper Towels, Tissue and Dispensers: Paper products (napkins, toilet paper, tissue, wipes) and related dispensers
- Soaps, Lotions and Waterless Hand Rinses: Cleansing products, such as alcohol rubs, hand rinses, foams, sprays and lotions

Full launch content and additional resources available in Supply Chain Advisor

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Ice Machines and Water Dispensing Products and Services

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes ice and water dispensing machines, stand-alone water dispenser units, under-counter healthcare grade refrigeration/freezers and related services.

Class of trade

- The agreement with Follett is available to healthcare and healthcare-related classes of trade including acute care, non-acute healthcare and retail pharmacies.
- The agreement with Scotsman is available to acute care, non-acute healthcare and non-healthcare facilities.

Follett	Eileen Gilson	800.523.9361	egilson@follettice.com
Scotsman	Jeff Biel	847.215.4459	jeff.biel@scotsman-ice.com

Note: Supplier contact information is current as of September 6, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 with both suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Follett's new agreement pricing has up to a 5.6 percent increase compared to its expiring agreement pricing.
- Scotsman offers free freight delivery on orders over \$50,000 for new construction.
- **Follett is the low-cost supplier on crossed items.**
- Available through distribution: Scotsman
- Available direct: Follett and Scotsman

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.



Full launch content and additional resources available

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Related categories

- **General Laboratory, Products, Equipment and Services:** General laboratory products, such as refrigerators and freezers, used for the storage of blood and laboratory reagents
- **Pharmacy Refrigerators:** Medical-grade refrigerator models
- **Stainless Steel Equipment, Storage System and Mobile Carts:** Cabinetry, casework, casegoods, food service, mobile transport carts (ice carts), shelving, scrub sinks, and tables

Awarded suppliers

Supplier	New	Expiring
	PP-FA-596 AS-FA-596	PP-FA-442 AS-FA-442
	PP-FA-597	New

Financial considerations:

- Maintenance and repair costs
- Cost of accessories, like filters that need to be changed every six months

Patient safety and satisfaction:

- Ice types offered
- Storage
- Ease of cleaning
- Antimicrobial parts
- Water filtration systems
- Maximum daily production rate
- Energy and water consumption

Roadblocks to conversion:

- Capital budget constraints
- Brand loyalty

Intermediate Level Disinfectant Wipes

Effective May 1, 2017

Expires April 30, 2020

Products available

This category includes disinfectant wipes used to disinfect patient care areas and equipment in between patient use. Some intermediate level disinfectant sprays are also included in this category.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Certol	Ryan Osmundson	303.799.9401 x284	rosmundson@certol.com
Clorox	Kate Dean	214.213.9690	kate.dean@clorox.com
Diversey	Hector Espailat	508.643.3418	hector.espailat@sealedair.com
Metrex	Anne-Marie Herrick	518.935.5239	anne-marie.herrick@metrex.com
PDI	Jennifer Marsh	800.444.6725	jennifer.rhoda@pdihc.com

Note: Supplier contact information is current as of June 2, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Certol offers a 0.6 percent increase overall compared to the expiring agreement.
- Clorox offers a 1 percent increase overall compared to the expiring agreement.
- Diversey offers a 3.0 percent savings overall compared to the expiring agreement.
- Metrex offers a 2.7 percent savings overall compared to the expiring agreement.
- PDI offer flat pricing up to 5.7 percent savings compared to the expiring agreement.
- Certol is the low-cost supplier on crossed items.
- PDI is the overall low-cost supplier.
- Available through distribution: Certol, Clorox, Diversey, Metrex and PDI
- Available direct: Certol, Diversey and PDI

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1026	PP-NS-818
	PP-NS-1027	PP-NS-817
	PP-NS-1028	PP-NS-819
	PP-NS-1029	PP-NS-816
	PP-NS-1030 AS-NS-1030	PP-NS-815 AS-NS-815

Certol is a small business enterprise (SBE).

Financial considerations:

- Brackets and installation costs
- If disinfectant dries on surface before kill time is reached, must reapply

Patient safety and satisfaction:

- CDC guidelines for disinfection
- Device/equipment certification
- Contact kill time requirements
- Active ingredients
- Percent of alcohol in the product

Roadblocks to conversion:

- Existing supplier relationships
- Conversion costs

Intermediate Level Disinfectant Wipes

Effective May 1, 2017

Expires April 30, 2020

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **High Level Disinfectants**: Chemicals that are capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi-critical items
- **High Level Disinfection Reprocessing**: Reprocessing services for semi-critical and non-critical single use devices
- **Housekeeping Products**: Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Instrument Cleaners and Enzymatics**: Detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning

Laundry Products and Maintenance

Effective January 1, 2016

Expires December 31, 2018

Products and services available

Products in this category include detergents, bleaches, builders (water conditioning), sourers (to neutralize alkalinity), softeners, starch, antichlor (chlorine neutralization), specialty products (solvent boosters, label removers, mildew inhibitors, fungicides) and shop towel dyes/mat kits. Maintenance includes energy saving programs, evaluation tools and auditing of quality, dispensing equipment, inventory and costs.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

- Ecolab's agreement is not available to marine and casino/gaming facilities.

Ecolab	Lee Derrick	980.298.3068	lee.derrick@ecolab.com
Gurtler	Jake Gurtler	708.331.255 x129	jgurtler@gurtler.com
Midlab	Steve Miller	800.467.6294 x229	smiller@midlab.com
P&G	Nicolle Hazelip	312.515.1511	hazelip.ne@pg.com
Spartan	Doug Peterson	800.537.8990	dpeterson@spartanchemical.com
State	Brian Wamser	216.931.7520	bwamser@stateindustrial.com
U.N.X.	Jessica Nobles	252.756.1373	jessica@unxinc.com

Note: Supplier contact information is current as of November 15, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.


How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Gurtler, Midlab, P&G, Spartan and State.
- A PMDF/PA is **required at all tiers** with Ecolab.
- A PMDF/PA is not required with U.N.X. due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Gurtler, Midlab, P&G, Spartan and State.
- Aggregation is not applicable with Ecolab or U.N.X. due to single tier offerings.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-514	PP-FA-365
	PP-FA-515	PP-FA-366
	PP-FA-516	PP-FA-367
	PP-FA-517	PP-FA-368
	PP-FA-518	PP-FA-369
	PP-FA-519	PP-FA-370
 U.N.X.	PP-FA-520	New

Gurtler, Spartan Chemical and U.N.X. are small business enterprises (SBE).

Current agreements with Diversey (PP-FA-364) and Swisher (PP-FA-371) expire December 31, 2015.

Financial considerations:

- Value-adds
- Shipping terms

Safety and satisfaction:

- Efficiency of products
- Environmentally-friendly products

Roadblocks to conversion:

- Facilities that outsource laundry services

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers except P&G.
 - Pricing is firm for 18 months with P&G; thereafter prices may increase by no more than 2.7 percent in aggregate and no more than 3 percent per line item.
- Ecolab's new agreement has an overall 2.0 percent increase compared to its expiring agreement.
- Gurtler's new agreement has an overall 1.4 percent increase compared to its expiring agreement.
- Midlab's new agreement has an overall 15 percent increase compared to its expiring agreement.
- **Midlab is the low-cost supplier.**
- P&G's new agreement is flat compared to its expiring agreement.
- P&G offers grandfathering. Members in the hospitality class of trade who are currently purchasing off PP-FA-368 will maintain their tier and pricing status that correlates with PP-FA-368 and all member agreements.
- P&G offers no-charge equipment and a conversion incentive as value-adds.
- Spartan's new agreement offers an overall 0.85 percent savings compared to its expiring agreement.
- State has an overall 3.5 percent increase compared to its expiring agreement.
- Available through distribution: Ecolab, Gurtler, Midlab, P&G, Spartan,
- Available direct: Ecolab, Gurtler, State, U.N.X.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena (e.g., can liners, floor care equipment, housekeeping products, paper towels and tissue, soaps/lotions and related supplies)

Lawn Care Services

Effective November 1, 2015

Expires October 31, 2018

Products and services available

Products in this category include hardscapes, block, brick, concrete, gravel, pavers, rock, stone, mulch, bug control, fertilizer, lime, plant, shrubbery and tree fertilizer, soil fertilizer, weed control products and salt.

Services include consulting, design, build, installation, excavation, exterior maintenance, tree care related services and snow removal.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Brickman	Brenda Diedrick	480.577.4820	brenda.diedrick@brickmangroup.com
Northwest	Randy Ream	704.807.5416	randy.ream@northwestmgt.net

Note: Supplier contact information is current as of June 1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required with either supplier due to single tier offerings.
- Members are recommended to create a Scope of Services that they will be locally negotiating with the contractor. Member should work with contractor on specifics of the services requested; Exhibit A-3 will be the pricing document used to price out the locally negotiated rates for the services described within this Scope of Services. After Exhibit A-3 Price List has been completed, both member and contractor should sign and fax Exhibit A-3 to both contractor and Premier.

Aggregation opportunities

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



Other key value and terms

- Pricing is locally negotiated.
- Both suppliers offer landscape maintenance services, tree care services, snow removal services, architectural-related products and lawn care chemical products.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Sample request for quote](#): A sample document that defines the work activities, deliverables and timeline a lawn care service provider must execute on behalf of its client

Awarded suppliers

Supplier	New	Expiring
 BRICKMAN	PP-SV-058	PP-SV-040
 NORTHWEST COMPANIES <small>With You From The Ground Up™</small>	PP-SV-059	PP-FA-379

The Brickman Group and ValleyCrest Companies LLC merged in June 2014 and [rebranded under the name BrightView](#).

Financial considerations:

- Pricing is locally negotiated

Service considerations:

- Seasonal service requests
- Lawn care service schedule
- Environmentally-friendly chemicals

Roadblocks to conversion:

- Local relationships
- In-house lawn care maintenance
- Geographic coverage



Microfiber Products, Mats and Accessories



Effective February 1, 2018 through January 31, 2021

Products and services available

This category includes the purchase and rental of microfiber products (such as mops, towels, cloths and dusters) and accessories used for wet and dry cleaning. Mats used for entrances and ergonomics are also included.

This is a *new* Premier category. These products were previously included in the Uniforms, Mats, Microfiber and Towels category and the Reusable Textiles and Textile Services category.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Cintas, Encompass, Phoenix Textile, S2S Global and Standard Textile.
- A PMDF/PA is not required with American Dawn and Contec due to single tier offerings.

Aggregation opportunities

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

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
 - Standard Textile can alter pricing if economic conditions warrant a price adjustment.
- Financial analysis reveals:
 - Cintas' new agreement pricing offers an overall 4.4 percent savings compared to its expiring Uniforms, Mats, Microfiber and Accessories agreement pricing.
 - Phoenix Textile's new agreement pricing is flat compared to its expiring Reusable Textiles and Textile Services agreement pricing.
 - A financial analysis comparing American Dawn, Encompass and Standard Textile's new agreements to their expiring Reusable Textiles and Textile Services agreement is not available due to the difficulty in obtaining line item detail of the microfiber products in the Reusable Textiles and Textile Services category.
 - American Dawn is the low-cost supplier for direct purchases.
- Cintas offers rental of microfiber products and mats. All other suppliers offer direct purchases.
- Contec provides disposable products only. All other suppliers in this category provide reusable products.
- American Dawn, Encompass, Phoenix Textile and Standard Textile offer early payment discounts.
- American Dawn has a \$25 fee for orders less than \$200.
- Cintas has a rental minimum of \$35 per delivery.
- For orders with Encompass, freight charges apply for orders less than \$300.
- Phoenix Textile has a \$10 fee for orders less than \$100.
- Standard Textile offers grandfathering of current pricing. If member currently has a locally negotiated price for a product that is lower than such product pricing under this agreement, the member has the right to sustain their locally negotiated pricing in accordance with the terms of the locally negotiated agreement
- Available through distribution: Contec, Encompass, S2S Global
- Available direct: American Dawn, Cintas, Encompass, Phoenix Textile, Standard Textile

Awarded suppliers

Supplier	New contract	Expiring contract
	PP-FA-654	PP-FA-502
	PP-FA-656 AS-FA-656	PP-FA-466 AS-FA-466
	PP-FA-657	New
	PP-FA-658	PP-FA-504
	PP-FA-659	PP-FA-506
	PP-FA-605 AS-FA-605	New
	PP-FA-660	PP-FA-507

American Dawn is a minority-owned business enterprise (MBE). Contec and Encompass are small business enterprises (SBE). Phoenix Textile is a woman-owned business enterprise (WBE).

Premier reserves the right to add suppliers at any time during the contract cycle.

ASCEND®: This category has been designated as ridge. Visit the [ASCEND portal](#) for ASCEND launch materials



Effective February 1, 2018 through January 31, 2021

Supplier contact information

- American Dawn Inc.: Steve Berg, 612.860.6573, sberg@americandawn.com
- Cintas Corporation: John Winograd, 407.876.0039, winogradj@cintas.com
- Contec Inc.: Warwick Spencer, 864.503.8333, wspencer@contecinc.com
- Encompass Group LLC: Tom Sweatt, 817.571.8123, tom.sweatt@encompassgroup.net
- Phoenix Textile Corporation: Scott Rodgers, 800.325.1440, srodgers@phoenixtextile.com
- S2S Global: Chris McCaw, 704.816.5032, chris_mccaw@premierinc.com
- Standard Textile Co. Inc.: Norman Frankel, 513.761.9255, nfrankel@standardtextile.com

Note: Supplier contact information is current as of November 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related categories

- Housekeeping Products: Products used within a facility to disinfect and clean general surface areas and flooring
- Laundry Products and Maintenance: Detergents, builders, bleaches, sours, softeners, starch, antichlor, solvent boosters, label removers, mildew inhibitors, fungicides, shop towel dyes and mat kits
- Reusable Textiles and Textile Services: Bedding (bedspreads, blankets, sheets, pillows, mattress pads), hamper bags, terry products (bath rugs, towels, curtains, robes), shower curtains and window treatments
- Uniforms: Rental/lease and direct purchase of uniforms

Full launch content and additional resources available in Supply Chain Advisor

- Modifiable value analysis toolkit: A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- PDF value analysis toolkit: A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Mobile Storage Services

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This is a *new* Premier category. This category includes portable storage solutions, including self-storage containers, shipping containers and mobile offices. These solutions can be for purchase or rent, temporary or permanent, and are suitable for a variety of classes of trade.

Refrigerated storage solutions are not included.

Class of trade

Agreement is available to acute care, continuum of care and Premier REACH™ members.

Mobile Mini	David Pinter	480.305.4552	dpinter@mobilemini.com
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Note: Supplier contact information is current as of July 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to a single tier offering.
- A member lease agreement is required. See Exhibit H for details.

Aggregation opportunities

Aggregation is not applicable due to a single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement
- Financial analysis reveals that Premier discounts range from 5 to 20 percent savings compared to Mobile Mini's local rates, depending on the market.
- Mobile Mini offers a fuel surcharge discount and waived personal property equipment charges as value-adds.
- Mobile Mini offers storage containers in various width and lengths (up to 10 foot wide and up to 40 foot long). Optional security and convenience products, such as pre-installed shelving, pipe racks, bins, lighting, heating, ventilation and air conditioning (HVAC) and electrical hook-ups, are also available.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded supplier

Supplier	New	Expiring
<i>mobile mini</i>	PP-SV-061	New

This category was negotiated using the open sourcing process. See the value analysis toolkit for details.

Financial considerations:

- Standard service fees
- Value-adds

Patient and service considerations:

- Size of container
- Climate-control
- Security

Roadblocks to conversion:

- Facilities without a need for additional storage space

MSDS Management Services

Effective March 1, 2016

Expires February 28, 2019

Products and services available

This category includes online tools, such as on-demand compliance, electronic solutions, consulting and training, indexing, cross-referencing, storing and filing electronic records.

Class of trade

Agreement is available to acute care, continuum of care and Premier REACH™ members.

CloudSDS	Soumitra Banerjee	818.252.9447	info@cloudsds.com
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Note: Supplier contact information is current as of November 1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.

Other key value and terms

- Pricing is firm for the term of agreement
- CloudSDS offers three plans: Basic, professional and enterprise. Each plan is defined in the value analysis toolkit.
- CloudSDS offers between a 10 and 15 percent discount off of list price, depending on tier placement.
- CloudSDS offers a first responders plan and 24x7 fax back and emergency plan as value-adds.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.


Full launch content and additional resources available

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Related category

- **Housekeeping Products:** Products used within all internal facility areas to disinfect and clean general surface areas and flooring

Awarded supplier

Supplier	New	Expiring
 CloudSDS	PP-FA-533	New

CloudSDS is a minority-owned business enterprise (MBE).

The current agreement with MSDSONline (PP-FA-415) expires February 29, 2016.

Financial considerations:

- Scalable for small facilities and large systems
- Savings through the elimination of paper, binders and storage for MSDS sheets
- Prevention of fines and litigation for non-compliance

Service considerations:

- Infection control and [EPA guidelines](#)
- [OSHA Hazard Communication Safety Standard](#)
- Ease of use
- Ease of access
- Customer service support

Roadblocks to conversion:

- Unwillingness to convert to an electronic system
- MSDS management in-house

Offsite Storage Services

Effective February 1, 2017

Expires January 31, 2020

Products and services available

This category includes secure offsite storage, archiving services and temporary secured document storage units.

Class of trade

Agreements with all suppliers are available to acute care, non-acute healthcare and non-healthcare facilities.

2-20	Patrick McKillop	732.902.2658 x123	pmckillop@2-20rm.com
AMS	Louis Rofrano	847.458.3806	lou@amsstoreandshred.com
Vital Records	Danny Palo	901.363.6555	dpalo@vrcnetwork.com

Note: Supplier contact information is current as of January 27, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with AMS and Vital Records.
- A PMDF/PA is not required with AMS due to single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 2-20 and AMS do not charge permanent removal fees.
 - Vital Records charges \$1.50 per container to be removed.
- 2-20 offers conversion/permanent removal assistance as a value-add.
- 2-20 has a limitation of liability. See the terms and conditions section of the value analysis toolkit for details.
- AMS offers a silver rebate as a value-add.
- Vital Records offers conversion/permanent removal assistance as a value-add.
- Vital Records has a \$50 monthly fee for accounts that have less than 395 cubic feet of storage.
- Financial analysis reveals the following low-cost suppliers:
 - Per cubic foot per month: 2-20
 - Retrieval per container: 2-20
 - Retrieval per file: Vital Records
 - Adding a new container: Vital Records
 - Permanent removal: 2-20 and AMS (who do not charge permanent removal fees)
- Available direct: 2-20, AMS, Vital Records

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-SV-141	New
	PP-SV-143	New
	PP-SV-144	New

AMS is a small business enterprise (SBE).

Financial considerations:

- Minimum order requirements
- Additional fees
- Permanent removal and conversion assistance
- Silver rebate
- Limitation of liability

Service considerations:

- Security and protection of documents
- Quantity and size of stored items
- Length of storage needed
- Tracking methods

Roadblocks to conversion:

- Supplier relationships
- Onsite document storage
- Geographic coverage and staff's accessibility to documents

Offsite Storage Services

Effective February 1, 2017

Expires January 31, 2020

Full launch content and additional resources available

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Related categories

- **Document Management Solutions:** Software-based solutions that organize and manage electronic and paper documents
- **Hard Copy Document Shredding and Media Destruction Services:** Onsite and offsite shredding and the destruction of confidential hard copy paper and media, such as hard drives
- **Mobile Storage Services:** Portable storage solutions, including self-storage containers, shipping containers and mobile offices

Paper and Janitorial Supply Distribution

Effective November 1, 2017

Expires October 31, 2020

Products and services available

This category includes distributors who provide products and services in the janitorial and sanitary supply arena. Contracted pricing from manufacturers' agreements (e.g., can liners, floor care equipment, housekeeping products, paper towels and tissue, and soaps and lotions) are extended to these distributors.

Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities with AFFLINK, Network, Office Depot, SMA, SupplyWorks and Triple S.
- Veritiv's agreement is available to select classes of trade. See the value analysis toolkit for details.

AFFLINK	Marie Carr	214.552.8888	mcarr@afflink.com
Network	Rebecca Barraza	949.370.5280	rbarraza@networkdistribution.com
Office Depot	Gregory Beale	270.559.9256	gregory.beale@officedepot.com
SMA	Mitch Rosenfield	863.845.5628	mrosenfield@smasolutions.com
Supply Works	Frankie Lopez	423.612.3360	frankie.lopez@supplyworks.com
Triple S	Laura Shanley	978.667.7900 x139	lshanley@triple-s.com
Veritiv	Jeff Morgan	612.244.8044	jeffrey.morgan@veritivcorp.com

Note: Supplier contact information is current as of November 9, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with AFFLINK, Network, Office Depot, SupplyWorks and Triple S.
- A PMDF/PA is required at Tier 3 or higher with SMA.
- A PMDF/PA is required at all tiers with Veritiv.







Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with AFFLINK, Network, Office Depot, SMA, SupplyWorks and Triple S.
- Aggregation is allowed for only multi-facility systems with Veritiv.

Other key value and terms

- Markup percentages are firm for the term of agreement with all distributors.
- On each supplier's Exhibit A-1 Product and Pricing Terms, there is a menu of additional services that are offered and their corresponding markup.
- Markups vary per distributor. Lower markups can be achieved with increased distributor commitment. Markups for can liners, housekeeping chemicals, housekeeping products and paper towels, tissue and dispensers are shown in the value analysis toolkit.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-606	PP-FA-447
	PP-FA-607 AS-FA-607	PP-FA-451
	PP-FA-608	New
	PP-FA-609	New
	PP-FA-610	PP-FA-448
	PP-FA-611	PP-FA-452
	PP-FA-612	PP-FA-453

Triple S is a small business enterprise (SBE).

Current agreements with Hercules & Hercules (PP-FA-449) and Materials Management Services (PP-FA-450) expire October 31, 2017.

ASCEND: This category has been designated as ridge. Visit the [ASCEND portal](#) for ASCEND launch materials.

Other key value and terms (continued)

- AFFLINK offers the ELEVATE consulting program at no charge and a conversion incentive as value-adds.
- AFFLINK has a \$50 fee for orders less than \$250.
- Network offers the Health Measures Program at a discounted price and a conversion incentive as value-adds.
- Network has a minimum order requirement of two purchases per month at purchase unit of measure. Additionally, members at Tier 2 must pay a \$40 fee for orders less than \$200.
- Network has a late payment penalty of 1.5 percent per month.
- Office Depot offers an employee purchase program and coffee tastings as value-adds.
- Office Depot offers an early payment discount of 2 percent if paid within 10 days.
- SMA offers grandfathering. If a member has a locally negotiated agreement with more favorable value, the member has the right to sustain locally negotiated pricing and terms throughout term of this agreement.
- SMA offers the HealthRite service package at a 5 percent markup as a value-add.
- SMA has a \$50 small order fee for orders less than \$350.
- SMA offers early payment discounts and has late payment penalties. See the value analysis toolkit for details.
- SMA has a fee for emergency deliveries: \$75 fee during weekdays and \$150 during weekends and holidays.
- SMA has a \$4.95 per line item fee (\$29.70 per invoice maximum) for hazardous materials.
- SupplyWorks offers an electronic order incentive and a conversion rebate as value-adds.
- SupplyWorks has a \$300 minimum order requirement.
- SupplyWorks offers an early payment discount of 1 percent if paid within 10 days.
- Triple S offers a discount on fee-based services, Joint Commission compliance training models at no charge, a conversion rebate and a rebate on Perisep (c. *difficile* kill claim) as value-adds.
- Triple S has a minimum order requirement of two purchases per month at purchase unit of measure.
- Veritiv has a minimum order requirement of \$150.
- Veritiv has late payment penalties. See the value analysis toolkit for details.
- Available through sub-distributors: AFFLINK, Network, SMA, Triple S
- Available direct: Office Depot, SupplyWorks, Triple S, Veritiv

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- PDF value analysis toolkit: A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related categories

- **Can Liners:** Can liners used for standard waste, infectious waste, soiled and infectious linen and food service (both rack covers and bags)
- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring
- **Office Supplies:** Routine office supplies, paper, toner, as well as furniture and janitorial and sanitation supplies
- **Laundry Products and Maintenance:** Detergents, builders (water conditioning), bleaches, sours (used to neutralize alkalinity), softeners, starch, antichlor (chlorine neutralization), specialty products (such as solvent boosters, label removers, mildew inhibitors and fungicides) and shop towel dyes and mat kits
- **Paper Towels, Tissue and Dispensers:** Paper products (such as napkins, toilet paper, tissue, dry and wet wipes) and related dispensers
- **Soaps, Lotions and Waterless Hand Rinses:** Soaps, lotions and waterless hand rinses used in hand hygiene for healthcare workers

Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes paper towels, tissues and related dispensers.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

American Textile	Jennifer Schroeder	562.229.0036	jennifer@amtexsys.com
Georgia-Pacific	Mike Crary	651.894.2903	michael.crary@gapac.com
Kimberly-Clark	Derick Blakey	843.371.7929	derick.r.blakey@kcc.com
SCA	Rich Schwartz	732.768.4075	richard.schwartz@sca.com
Von Drehle	Anita McKinley	920.216.4050	anita.mckinley@vondrehle.com

Note: Supplier contact information is current as of June 15, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- American Textile offers a quick start discount and a dispenser conversion as value-adds.
- Georgia-Pacific's new agreement pricing offers an overall 4.8 percent savings compared to its expiring agreement pricing.
- Kimberly-Clark's new agreement pricing offers an overall 3.8 percent savings compared to its expiring agreement pricing.
- Kimberly-Clark offers a cost benefit analysis against competitive products as a value-add.
- Von Drehle's new agreement pricing offers an overall 0.1 percent savings compared to its expiring agreement pricing.
- **Von Drehle the low-cost supplier of suppliers with more than 50 percent of crossed spend.**
- Available through distribution: Georgia-Pacific, Kimberly-Clark, SCA, Von Drehle
- Available direct: American Textile

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-560	New
	PP-FA-557 AS-FA-557	PP-FA-407
	PP-FA-558	PP-FA-408
	PP-FA-561	New
	PP-FA-559	PP-FA-409

American Textile is a minority-owned business enterprise (MBE). Von Drehle is a small business enterprise (SBE).

Financial considerations:

- Dispenser acquisition options (purchase, lease, placement with disposable agreement)
- Labor for maintenance

Product considerations:

- Green/recycled options
- Ease of cleaning
- Hygiene requirements

Roadblocks to conversion:

- Repairs for dispenser change-out
- Dispensers which fit only proprietary disposables

Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

Full launch content and additional resources available (continued)

- **Product cross reference:** An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring
- **National Foodservice Distribution:** Distributors of foodservice products, including food, culinary equipment and supplies
- **Office Supplies:** Paper, toner, office supplies, furniture and janitorial and sanitation supplies
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena

Parking Management, Equipment and Services

Effective September 1, 2016

Expires August 31, 2019

Products and services available

This category includes parking management (snow/ice removal, valet, concierge, wheelchair assistance/transportation, lot/garage security), parking lot equipment, revenue control equipment, procurement and installation project management, claims processing, system design and layout.

Class of trade

Agreement is available to acute care, continuum of care and Premier REACH™ members.

E&B Parking (TownePark)	Rudy Touvell	614.207.3944	rtouvell@townepark.com
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Note: Supplier contact information is current as of November 10, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.

Other key value and terms

- Pricing is firm for the term of agreement.
- E&B's new agreement pricing has pricing increases compared to its expiring agreement pricing. Pricing increases are due to minimum wage increases.
- Members currently purchasing from E&B agreement PP-FA-413 will maintain current pricing if it is more favorable than the pricing listed in the new agreement.
- Products and services are available direct from E&B Parking Services.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.


Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related category

- **Lawn Care Services:** Landscape maintenance services, tree care services, snow/ice removal services, architectural-related products (hardscapes, mulch, straw) and lawn care chemical products

Awarded supplier

Supplier	New	Expiring
 E&B Parking	PP-FA-556	PP-FA-413

Financial considerations:

- Mix of services needed – You may receive discounts when bundling services
- Fuel surcharges
- Capital asset options
- Minimum wages

Service considerations:

- Technology upgrades
- Implementation timelines
- Service management and oversight
- Reporting and auditing

Roadblocks to conversion:

- In-house parking management
- Facilities with fully automated parking systems
- Local relationships
- Geographic coverage

Products and services available

This category includes shuttle buses, handicap accessible vehicles, full-sized vans and school, municipality and prison buses.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Capitol Coachworks	David L. Webb	240.455.0200	dwebb@capitolcoachworks.com
TESCO	Cindy Graham	855.376.9797	cgraham@tescobus.com

Note: Supplier contact information is current as of July 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher for all suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers unless annually mandated by the Federal Producer Pricing Index
- TESCO's new agreement pricing has an overall 5 percent increase compared to its expiring agreement pricing.
- TESCO offers a Ford incentive rebate as a value add.
- Based on pricing scenarios, **TESCO is the low-cost supplier.**
- Available direct: Capitol Coachworks, TESCO

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related category

- **Parking Management, Equipment and Services:** Parking management (snow/ice removal, valet, concierge, wheelchair assistance/transportation, lot/garage security), parking lot equipment, revenue control equipment, procurement and installation project management, claims processing, system design and layout

Awarded suppliers

Supplier	New	Expiring
	PP-AC-133	New
	PP-AC-132	PP-AC-088

Capitol Coachworks and TESCO are small business enterprises (SBE).

Financial considerations:

- Lease versus purchase
- Maintenance agreements
- Fuel options

Product considerations:

- Size of van/bus
- Accessibility (wheelchair lifts, ramps, etc.)

Roadblocks to conversion:

- Local Relationships
- Vehicle makes and models currently being used in the facility

Patient Beds, Mattresses and Therapeutic Surfaces – Purchase

Effective March 1, 2016

Expires February 28, 2019

Products available

This category includes bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, low beds, medical-surgical beds, bariatric beds and accessories for purchase.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Casco	Nancy Barnes	513.681.0003	nbarnes@cascomfg.com
Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
LINET Americas Inc.	Jeff Bell	919.741.3991	jeff.bell@linetamericas.com
Stryker Sales Corporation	Ed Harris	269.352.5327	ed.harris@stryker.com

Note: Supplier contact information is current as of November 7, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Linet and Stryker.
- Hill-Rom's new agreement tiers are based on commitment. A PMDF/electronic PA is required at both tiers.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with Casco and Linet.
- Aggregation is allowed for multi-facility systems and established networks of facilities able to influence purchase decisions with Hill-Rom and Stryker. 70 percent of facilities must meet desired tier requirements with Stryker.

Other key value and terms

- Tier structures have changed for all incumbent suppliers. See tiers in the toolkit referenced below for details.
- Casco offers an early payment discount.
- At time of category launch, Casco's products are non-powered and are considered replacement as they do not come standard on any manufactured frame.
- Additional value-add discounts are available from Hill-Rom and Stryker.
- Available through distribution: Linet (Canada and Puerto Rico)
- Available direct: Casco, Hill-Rom, Linet (U.S.), and Stryker.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 Casco MANUFACTURING SOLUTIONS	PP-MM-395	New
 Hill-Rom	PP-MM-397	PP-MM-195
 LINET AMERICAS	PP-MM-400	PP-MM-197
 NEXT LEVEL 11	PP-MM-467	New
 stryker	PP-MM-403	PP-MM-199

The current agreement with ArjoHuntleigh, formerly known as KCI (PP-MM-196), and Sizewise (PP-MM-198) will expire February 29, 2016.

Next Level 11 has been awarded a Technology Breakthrough contract effective June 1, 2017.

Casco is a women owned business (WBE).

Financial considerations:

- Payment terms and early payment discounts
- Shipping terms
- Warranties
- Service programs
- Training offerings
- Value-adds

Patient safety and satisfaction:

- Weight capacity
- Therapeutic attributes
- Integrated nurse call systems
- Bed alarms
- Features to prevent patient falls and entrapment

Roadblocks to conversion:

- Existing bed agreements in your facility

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Technology Breakthrough](#): A PDF update document providing information about Technology Breakthrough awarded supplier(s) added to the category. This document is unable to be edited.

Related categories

- **Cribs, Bassinets, Youth Beds and Related Products:** This category includes infant, child and youth beds, cribs, and bassinets designed for intensive care use and/or use with the general pediatric patients within various acute healthcare setting areas.
- **Patient Beds, Mattresses and Therapeutic Surfaces – Rental:** Category includes bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, birthing beds, low beds, medical-surgical beds, bariatric beds and accessories for rental.
- **Patient Lifts and Lateral Transfer Devices:** Products in this category include sit-to-stand lifts, mobile lifts, ceiling lifts, slings, patient transfer devices, non-powered standing aids, air mattresses, slide boards and sheets.
- **Skin Breakdown Prevention Products:** This category includes protective boots, heel protectors, wheelchair cushions, elbow protectors, foot drop prevention products, bed positioners and turn-and-position systems.

Patient Beds, Mattresses and Therapeutic Surfaces – Rental

Effective March 1, 2016

Expires February 28, 2019

Products and services available

This category includes bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, low beds, medical-surgical beds, bariatric beds and accessories for rental.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

ArjoHuntleigh (Formerly KCI products)	Steven Negri	620.757.5867	steven.negri@getinge.com
Custom Medical Solutions	Jason Richardson	601.829.1069	jrichardson@custommedicalsolutions.com
Freedom Medical	Bonnie Francis	610.903.0200	bfrancis@freedommedical.com
Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Sizewise Rentals	Tim McCarty	800.814.9389	tmccarty@sizewise.net
Universal Hospital Services	Tony Lacroix	706.414.8145	calacroix@uhs.com

Note: Supplier contact information is current as of August 9, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with ArjoHuntleigh, Custom Medical, Freedom Medical, and UHS.
- A PMDF/electronic PA is required for all tiers with Hill-Rom and Sizewise.

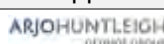





Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with all suppliers, with the exception of Hill-Rom and UHS.
 - UHS requires that facilities that are a member of a GPO must independently commit to the market share required by the desired tier.
- Aggregation is allowed for multi-facility systems or networks able to influence purchasing decisions with Hill-Rom

Other key value and terms

- All suppliers offer coverage throughout the U.S.
- Value-adds are offered by ArjoHuntleigh, Freedom Medical and Sizewise.

Awarded suppliers

Supplier	New	Expiring
 ARJOHUNTLEIGH GETINGE GROUP	PP-MM-405	PP-MM-202
 CUSTOM MEDICAL SOLUTIONS	PP-MM-406	New
 FREEDOM MEDICAL	PP-MM-407	PP-MM-200
 Hill-Rom	PP-MM-408 AS-MM-408	PP-MM-201 AS-MM-201
 SIZEWISE	PP-MM-409	PP-MM-203
 UHS Universal Hospital Services®	PP-MM-410	PP-MM-204

ASCEND®: This category has been designated as base. Visit the [ASCEND portal](#) for ASCEND launch materials.

Financial considerations:

- Pricing
- Payment terms and early payment discounts
- Shipping terms

Patient safety and satisfaction:

- Weight capacity
- Therapeutic attributes
- Features to prevent patient falls and entrapment

Roadblocks to conversion:

- Existing bed agreements in your facility
- Supplier's geographic coverage

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- **Product cross reference (coming soon)**: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Cribs, Bassinets, Youth Beds and Related Products**: Infant, child and youth beds, cribs, and bassinets designed for intensive care use and/or use with the general pediatric patients within various acute healthcare setting areas.
- **Patient Beds, Mattresses and Therapeutic Surfaces – Purchase**: Bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, birthing beds, low beds, medical-surgical beds, bariatric beds and accessories for purchase.
- **Peak Use Rental Equipment**: Rental of capital equipment, excluding patient beds.

Pest Elimination Services

Effective March 1, 2017

Expires February 29, 2020

Services available

This category includes the treatment and elimination of pests: bedbugs, cockroaches, rats, ants, mice, flies, spiders, stored product insects, stinging pests and occasional/seasonal invaders.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Ecolab	Andrew Isaacs	404.925.7709	andrew.isaacs@ecolab.com
Orkin	Robb Rebisa	404.822.6662	rebisa@rollins.com
Rentokil	Steve Justice	321.287.8929	steve.justice@rentokil.com

Note: Supplier contact information is current as of October 24, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Orkin.
- A PMDF/PA is not required with Ecolab nor Rentokil due to single tier offerings.
- A service agreement is required with all suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is locally negotiated with Ecolab and Rentokil.
 - Upon mutual agreement between Ecolab and the member, Ecolab may increase pricing no more than 3 percent on a yearly basis.
- Pricing is firm for the term of agreement with Orkin.
- Orkin's new agreement pricing offers the following compared to its expiring agreement pricing:
 - Integrated pest management solution: Up to 4.8 percent savings
 - Nursing home (per bed): Up to 6.1 percent savings
 - Hospital (per bed): Up to 6.0 percent savings.
- Orkin offers a satisfaction guarantee, reimbursement guarantee and free membership to the Association for the Healthcare Environment as value-adds.
- Available direct: Ecolab, Orkin, Rentokil

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-SV-135	New
	PP-SV-136 AS-SV-136	PP-SV-003 AS-SV-003
	PP-SV-137	New

The current agreement with Epcon Lane (PP-SV-002) expires February 28, 2017.

Financial considerations:

- Some services included at an additional charge
- Ongoing protection services can save money in the long run compared to repeat visits

Service considerations:

- Infection control guidelines
- Exposure to chemicals/pesticides
- Integrated Pest Management environmental approach
- Technician licensure/certification

Roadblocks to conversion:

- Local relationships
- Geographic coverage
- Types of pests and wildlife able to be treated
- Seasonality (less pest activity in the winter)

Pool and Spa Care Products and Services

Effective July 1, 2016

Expires June 30, 2019

Products and services available

This category includes products that assist in maintaining balanced pool and spa chemistry, such as automated dispenser systems that control water quality and chlorine feed, pool chemicals, pumps and motors, cleaning attachments, water testing, filters and covers.

Class of trade

Agreement is available to non-healthcare facilities only.

Leslie's Poolmart	Brad Lewis	615.673.5468	blewis@lesl.com
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Note: Supplier contact information is current as of July 7, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is not required due to Leslie Poolmart's single tier offering.
- When calling a store, you will be assigned an account number. Leslie's Poolmart will verify the account number and process the order. You can identify yourself with your name, address and phone number, and the store associate will be able to locate the account number. The account number will be downloaded into the store's point of sales system for subsequent purchases. **To ensure you receive the pricing and benefits negotiated on behalf of Premier, please provide your account number before ordering.**

Aggregation opportunities

Aggregation is not applicable due to Leslie Poolmart's single tier offering.


Other key value and terms

- Pricing is firm for five months; Leslie's Poolmart reserves the right to update pricing every January.
- Leslie's Poolmart offers an approximate 19 percent discount off of list price.
- Leslie's Poolmart offers free in-store labor (to repair products) and free in-store water tests as value-adds.
- Leslie's Poolmart offers free delivery and/or freight on any in-stock products where the order size is greater than \$100, excluding salt, sand, diatomaceous earth and/or special order items. Liquid chlorine and liquid acid are available via local delivery only, within 25 miles of a retail location. All orders less than \$100 placed for delivery will be assessed a shipping fee.
- Products are available direct from Leslie's Poolmart. Leslie's has over 850 store locations nationwide.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
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Awarded supplier		
Supplier	New	Expiring
	PP-AC-119	New

Financial considerations:

- Additional services provided (testing, monitoring and cleaning)

Product and service considerations:

- Energy-efficient options
- Pool and spa disinfection
- Local, state and federal health codes

Roadblocks to conversion:

- Local relationships

Reusable Textiles and Textile Services

Effective December 1, 2015

Expires November 30, 2018

Products and services available

This category includes apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, cubicle curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles, hamper bags and incontinence products.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Above the Sill	Phillip Barone	941.492.3101	phil@abovethesill.net
American Dawn	Steve Berg	612.860.6573	sberg@americandawn.com
Cube Care	Susana Robledo	305.556.8700	susana@cubecare.com
Encompass	Tom Sweatt	817.233.8064	tom.sweatt@encompassgroup.net
Hinson & Hale	Michael Hinson	336.651.2500	mhinson@hmedtech.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Phoenix	Scott Rodgers	800.325.1440 x5752	srodgers@phoenixtextile.com
Silentia	Tim Goranson	805.880.3391	tim@silentia.us
Standard	Norman Frankel	513.761.9255	nfrankel@standardtextile.com
WebbShade	Allison Benbrook	800.262.9322	awebb@webbshade.com

Note: Supplier contact information is current as of August 3, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- If a member currently has a locally negotiated price for a product that is lower than on the Premier agreement with Medline, Phoenix or Standard, the member has the right to sustain their locally negotiated pricing.
- Above the Sill offers free design assistance and free upgrade to stainless steel chain controls as value-adds.
- American Dawn's new agreement pricing offers an overall 0.9 percent savings compared to the expiring agreement.
- American Dawn waives the minimum order requirement as a value-add.
- Encompass' new agreement pricing offers an overall 2.5 percent savings compared to the expiring agreement.

Awarded suppliers

Supplier	New	Expiring
 ABOVE the SILL	PP-FA-503	New
 AMERICANDAWN	PP-FA-502	PP-FA-359
 Cube Care	SD-FA-031	New
 Encompass	PP-FA-504	PP-FA-360
 h&hmt	PP-FA-598	New
 MEDLINE	PP-FA-505	PP-FA-361
 PHOENIX	PP-FA-506	PP-FA-362
 Silentia	PP-FA-589	New
 standardtextile	PP-FA-507 AS-FA-507	PP-FA-363
 WEBB	SD-FA-030	New

Above the Sill and Phoenix Textile are woman-owned business enterprises (WBE); American Dawn is a minority-owned business enterprise (MBE); and Encompass and Hinson & Hale are small business enterprises (SBE).

WebbShade is a [SEEDS](#)™ supplier; veteran-owned business enterprise (VET) effective April 15, 2016. Cube Care is a [SEEDS](#)™ supplier; minority-owned business enterprise (MBE) effective June 15, 2016.

Silentia has been awarded a Technology Breakthrough contract effective May 1, 2017. Hinson & Hale has been awarded a Technology Breakthrough contract effective June 1, 2017.

The current agreement with ICP Medical (SD-FA-024) expires November 30, 2015.

Other key value and terms (continued)

- Encompass offers a guaranteed savings, conversion incentive, multiple product line rebate and employee purchase program as value-adds.
- Medline's new agreement pricing offers an overall 4.4 percent savings compared to the expiring agreement.
- Medline offers a guaranteed savings, conversion rebate and a variety of corporate programs as value-adds.
- Phoenix's new agreement pricing has an overall 0.2 percent increase compared to the expiring agreement.
- Phoenix offers TexTrax linen management software at no charge as a value-add.
- **Phoenix is the low-cost supplier.**
- Standard's new agreement pricing offers an overall 2.8 percent savings compared to the expiring agreement.
- Available through distribution: Encompass, Medline
- Available direct: Above the Sill, American Dawn, Encompass, Medline, Phoenix, Standard

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [SEEDS category update \(WebbShade\)](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.
- [SEEDS category update \(Cube Care\)](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.
- [Technology breakthrough category update \(Silentia\)](#): A PDF update document providing information about the Technology Breakthroughs awarded suppliers added to the category. This document is unable to be edited.
- [Technology breakthrough category update \(Hinson & Hale\)](#): A PDF update document providing information about the Technology Breakthroughs awarded suppliers added to the category. This document is unable to be edited.

Related categories

- **Reusable Surgical Linen and Gown Reprocessing Services:** Sterile drapes and gowns that are collected when soiled and delivered to the operating room once they are cleansed and sterile
- **Uniforms, Mats, Microfiber and Towels:** Rental/lease or direct purchase of uniforms, mats, microfiber and/or towels



Effective February 1, 2018 through January 31, 2021

Products and services available

This category includes ultraviolet germicidal irradiation disinfectant light and hydrogen peroxide vapor equipment which is used to kill bacteria in healthcare facilities.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with suppliers offering more than one tier.
- Xenex requires a Letter of Participation.

Aggregation opportunities

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

Class of trade

- Agreements with Aerobiotix, American Green, Clorox, Surfacing, TOMI, Tru-D and Xenex are available to acute care, non-acute healthcare and non-healthcare facilities.
- Halosil's agreement is available to select acute care and non-acute healthcare facilities. See Appendix A for specific class or trade availability.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Clorox's new agreement pricing has an overall 5.6 percent increase compared to its expiring agreement pricing.
 - Steris' new agreement pricing offers 16.0 percent savings on capital equipment and an increase of 0.2 percent on consumable products compared to its expiring agreement pricing.
 - Surfacing's new agreement pricing is flat compared to its expiring agreement pricing.
 - Tru-D's new agreement pricing is flat compared to its expiring agreement pricing.
 - Xenex's new agreement pricing is flat compared to its expiring agreement pricing.
 - Pricing scenarios reveal the low-cost supplier varies by scenario.
- Aerobiotix offers a 2 percent discount on orders paid within 10 days.
- Aerobiotix offers clinical consulting, a bulk purchase program, large capital purchase, a capital product consignment program and purchase volume rebate as value-adds. See the value-add section in the value analysis toolkit for details.
- American Green offers a 2 percent discount on orders paid within 10 days.
- Clorox offers loyalty rewards, operating room standardization incentives and a trade up/trade-in program as value adds. See the value-add section in the value analysis toolkit for details.
- Halosil offers a 1 percent discount on orders paid with 30 days.
- Halosil offers HaloFogger purchase incentives and a new customer starter pack as value-adds. See the value-add section in the value analysis toolkit for details.
- Steris has a large order threshold of \$100,000.
- Steris offers a purchase volume/unit rebate. See the value-add section in the value analysis toolkit for details.
- Surfacing has a large order threshold of \$2,000,000
- TOMI has a large order threshold of \$400,000.
- Tru-D offers a discount on consumables. See the value-add section in the value analysis toolkit for details.
- Available through distribution: American Green, Clorox, Halosil, Tru-D
- Available direct: Aerobiotix, American Green, Clorox, Halosil, Steris, Surfacing, TOMI, Tru-D, Xenex

Awarded suppliers		
Supplier	New contract	Expiring contract
AEROBOTIX BETTER AIR FOR HEALTHCARE	PP-MM-495	New
VIDASHIELD™	PP-MM-496	New
CLOROX	PP-MM-497 AS-MM-497	PP-MM-301
Halosil INTERNATIONAL	PP-MM-499	New
STERIS®	PP-MM-500	PP-MM-299
surfacing® UNMATCHED VISION	PP-MM-501	PP-MM-297
TOMI ENVIRONMENTAL SOLUTIONS	PP-MM-502	New
Tru-D SmartUVC	PP-MM-503	PP-MM-296
XENEX™ GERM-ZAPPING ROBOTS™	PP-MM-504	PP-MM-341

Aerobiotix, TOMI and Tru-D are small business enterprises (SBE).

The current agreement with Getinge (PP-MM-295) expires January 31, 2018. The agreement with Air M.D. expired October 31, 2017.

ASCEND®: This category has been designated as base. Visit the [ASCEND portal](#) for ASCEND launch materials.



Effective February 1, 2018 through January 31, 2021

Supplier contact information

- **Aerobiotix:** Jessica Lalich, 888.978.7087, jlalich@aerobiotix.com
- **American Green:** Frank Matera, 972.955.8024, fmatera@vidashield.com
- **Clorox:** Kate Dean, 214.213.9690, kate.dean@clorox.com
- **Halosil:** David St. Clair, 302.454.8102, dstclair@halosil.com
- **Steris:** Jon Parnell, 616.510.0678, jon_parnell@steris.com
- **Surfacide:** Gunner Lyslo, 603.670.8007, gunner@surfacide.com
- **TOMI:** Elizabeth Battaglia, 310.275.2255, ebattaglia@tomiesinc.com
- **Tru-D:** Andy Wells, 901.774.5771, andywells@tru-d.com
- **Xenex:** Nita Schweitzer, 210.853.2827, nita.schweitzer@xenex.com

Note: Supplier contact information is current at time of launch. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related categories

- **Gas Plasma Sterilizers:** Sterilization where gas, usually a hydrogen peroxide or peracetic acid, is mixed with radio frequency or microwave energy. Plasma produced consists of a reactive cloud, which interacts and disrupts the life functions of microorganisms.
- **Sterilization Assurance:** Products used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide (EO), gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- **Steam Sterilizers:** Sterilization involving the exposure of instruments to heat transferred from saturated steam.
- **Sterilization Pouches:** Packaging used to provide effective sterility maintenance for single or limited sized instruments and medical devices. Pouches are available for steam, EO and gas plasma sterilization.

Full launch content and additional resources available in Supply Chain Advisor

- **PDF value analysis toolkit:** A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- **Modifiable value analysis toolkit:** A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.

Sharps Disposal Containers

Effective May 1, 2017

Expires April 30, 2020

Products available

This category includes canisters designed for the safe containment of sharps medical waste, including mixed waste containers such as for pharmacy waste, chemotherapy waste and biohazard waste that are meant to be disposable and the related accessories such as wall mountings and brackets.

Class of trade

- BD is available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to acute care, non-acute healthcare and education facilities.

BD	Zachery Moore	248.377.9080	zachery.moore@carefusion.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com

Note: Supplier contact information is current as of February 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with both suppliers.

Aggregation opportunities



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

Other key value and terms

- Pricing is firm for the term of the agreement with BD.
- Covidien is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- BD's new agreement offers a 5.0 percent increase compared to the expiring agreement.
- Covidien's new agreement offers flat pricing compared to the expiring agreement.
- Covidien offers a 5 percent quick start incentive rebate.
- BD is the overall low-cost supplier on crossed items.
- Available through distribution: BD and Covidien
- Available direct: Covidien (3% direct order fee applies)

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 BD	PP-NS-1002	PP-NS-813
 COVIDIEN	PP-NS-1001 AS-NS-1001	PP-NS-812

Financial considerations:

- Equipment, repair and installation costs
- Volume differences among containers
- Value-adds, e.g. quick start rebates

Safety and patient satisfaction:

- Needlestick safety
- OSHA bloodborne pathogen requirements
- Green/recycled options
- Ease of use and accessibility
- Container will not spill contents even when dropped

Roadblocks to conversion:

- Existing supplier relationships
- Mounting and bracket conversion costs

Sharps Disposal Containers

Effective May 1, 2017

Expires April 30, 2020

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Instrument Containers**: Containers used for storage and sterilization of surgical instruments
- **Waste Management Products and Services**: Consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposal, regulated medical waste disposal, **reusable sharps container services**, recycling, bioremediation and other waste streams

Soaps, Lotions and Waterless Hand Rinses

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes cleansing products such as alcohol rubs, hand rinses, foams, sprays and lotions. This product category also contains some lotions that are intended for moisturizing purposes only.

Class of trade

DebMed, Ecolab and GOJO are available to specified acute care and non-acute healthcare facilities. GOJO's Tier 5 is available to non-healthcare facilities.

DebMed	Tom Wirostek	704.357.4255	tom.wirostek@debmed.com
Ecolab	Joseph Saunders	817.306.9303	joe.saunders@ecolab.com
GOJO	Chris Wood	330.255.6484	woodc@gojo.com

Note: Supplier contact information is current as of July 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities




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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- DebMed, Ecolab and GOJO offer dispenser incentives. See value-adds section in the value analysis toolkit for details.
- DebMed, Ecolab and GOJO offer growth and conversion incentives. See value-adds section in the value analysis toolkit for details.
- DebMed offers 1 percent savings overall compared to the expiring agreement.
- Ecolab offers 3 percent savings overall compared to the expiring agreement.
- GOJO offers 1 percent savings overall compared to the expiring agreement.
- GOJO offers grandfathered pricing.
- GOJO offers a 2 percent early payment discount.
- **Ecolab is the low-cost supplier on crossed items.**
- Available through distribution: DebMed, Ecolab and GOJO
- Available direct: DebMed and Ecolab

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1085	PP-NS-851*
	PP-NS-1084 AS-NS-1084	PP-NS-849 AS-NS-849
	PP-NS-1086	PP-NS-850

*STERIS assigned their contract to DebMed effective August 8, 2016.

ASCEND®: This category has been designated as Base. Visit the [ASCEND portal](#) for ASCEND launch materials.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Clinical primer](#): A PDF basic clinical information document to educate those new to the category products and their functions.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Hand Hygiene Monitoring Systems**: Systems that automatically and continuously monitors staff members' compliance with defined hygiene and infection protocols
- **Housekeeping Products**: Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution**: Distributors of jan/san products including soaps and lotions
- **Personal Care Kits and Components**: Individual products/groups of products packaged in a standard or customized kit as part of the patient admission process
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products**: Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Hand Preps**: Solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures

Support Services Outsourcing – Facilities Operations Effective April 1, 2016

Expires March 31, 2019

Services available

This category includes third party outsourcing of facilities management services, including housekeeping and environmental services, laundry and linen services, plant operations and patient transport.

Class of trade

- Agreements with all suppliers except Xanitos are available to acute care, continuum of care and Premier REACH™ members.
- Xanitos' agreement is available to acute care only.

ABM	Kevin Bray	813.455.4588	kbray@hhaservices.com
Aramark	Dave Canziani	562.547.0386	canziani-david@aramark.com
DSS	Calvin McCoy	678.381.1708	cmccoy@dss-staffing.com
MEDtegrity	Ed Westbury	405.203.3582	edwestbury@medtegrity.us
Rickman	Roderick Rickman	313.454.4000	prod@rickmanenterprise.com
SDB	Rhonna Endres	832.754.3044	endres@sdb.com
Southwest	Richard Mars	254.965.3145	richard@swlinen.com
Xanitos	Ron Glisk	484.654.2323	rglisk@xanitos.com

Note: Supplier contact information is current as of May 6, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Aramark and SDB
- A PMDF/PA is not required with DSS, MEDtegrity, Southwest Linen nor Xanitos due to single tier offerings.
- A PMDF/PA is not required with ABM nor Rickman because there are no pricing tiers associated with these agreements. A member agreement is required with ABM and Rickman.
- To access Premier negotiated terms and conditions, each supplier may require the completion of a separate member agreement, which is to be negotiated between the member and the supplier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers, except ABM.
- Aggregation is not allowed with ABM.

Awarded suppliers

Supplier	New	Expiring
	PP-SV-090	PP-MM-213
	PP-SV-092	PP-MM-212
	PP-SV-093	New
	PP-SV-095	New
	PP-SV-096	PP-MM-215
	PP-SV-097	New
	PP-SV-098	New
	PP-SV-099	New

* DSS and Rickman are both a minority-owned business enterprise (MBE).

Premier reserves the right to add suppliers at any time during the contracting cycle.

Financial considerations:

- Signing up for multiple services with a single supplier for reductions in total management fees

Patient safety and satisfaction:

- Use of environmentally-friendly products
- Response time
- Desired communication level

Roadblocks to conversion:

- Local relationships
- Geographic coverage
- In-house facilities operations

Support Services Outsourcing – Facilities Operations Effective April 1, 2016

Expires March 31, 2019

Other key value and terms

- Pricing is firm for the term of agreement with Aramark, SDB Contracting and Xanitos.
- Pricing is locally negotiated with ABM, DSS, MEDtegrity, Rickman and Southwest Linen.
- Due to the high degree of service customization in this category, a financial analysis is not available.
- Rickman and SDB Contracting offers a 10 percent discount off of various services as value-adds.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related category

- **Clinical Equipment Repair and Maintenance Services:** Third party outsourcing of clinical biomedical engineering (the repair, maintenance and diagnostic services of clinical equipment), equipment management programs and parts-only service agreements

Television Systems and Services

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes healthcare-grade and commercial-grade television systems and accessories (cabling, speakers). Services include interactive television programming solutions (such as education offerings, games, Internet and music) and integration between television application and networked healthcare patient and hospitality guest databases.

Class of trade

- Agreements with D&L and MDM are available to acute care, non-acute healthcare and non-healthcare facilities.
- TeleHealth's agreement is available to acute and non-acute healthcare providers only.

D&L	Matthew Chitwood	623.587.0556	matt@dlcom.net
MDM	Jaime Marini	800.359.6741 x147	jaime.marini@mdmcommercial.com
TeleHealth	Tim Archambault	910.547.8111	tim.archambault@telerent.com

Note: Supplier contact information is current as of August 3, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with D&L and TeleHealth.
- A PMDF/PA is not required with MDM due to single tier offering.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with D&L and TeleHealth.
- Aggregation is not applicable with MDM due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- All suppliers offer early payment discounts.
- Installation is available for an additional fee with D&L and MDM.
 - Installation is not included in product price with TeleHealth.
- D&L's new agreement pricing has an overall 0.7 percent increase compared to its expiring agreement pricing.
- MDM's new agreement pricing is flat compared to its expiring agreement pricing.
- TeleHealth's new agreement pricing offers an overall 0.3 percent savings compared to its expiring agreement.
- **According to pricing scenarios, TeleHealth is the low-cost supplier for televisions and D&L is the low-cost supplier for content delivery. See financial analysis section of the value analysis toolkit for details.**
- Available direct: D&L, MDM, TeleHealth

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-569	PP-FA-426
	PP-FA-563	PP-FA-428
	PP-FA-565 AS-FA-565	PP-FA-430

D&L is a small business enterprise (SBE).

Current agreements with BES (PP-FA-425), HCI (PP-FA-443), SONIFI (PP-FA-427) and TB&A (PP-FA-429) expire February 28, 2017.

Financial considerations:

- Financing options
- Installation fees
- Warranties

Product considerations:

- Software integration
- Educational/menu offerings
- Monitor sizes
- LCD and LED offerings
- Energy efficient options

Roadblocks to conversion:

- Integration into facility's pillow speakers and nurse call systems
- Some pillow speakers may be proprietary

Television Systems and Services

Effective March 1, 2017

Expires February 29, 2020

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related category

- **Patient Education and Consumer Health Content Services:** Patient education, consumer health information and population health management communication solutions in the form of print, interactive (televisions and hospital websites), mobile and integrated into electronic medical records

Uniforms, Mats, Microfiber and Towels

Effective February 1, 2015

Expires January 31, 2018

Products and services available

This category includes the rental/lease or direct purchase of uniforms, mats, microfiber and/or towels.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

- Cintas offers products to all classes of trade with the exception of hospitality branded products.

Cintas	John Winograd	407.876.0039	winogradj@cintas.com
Superior	Leslie Kogelmann	727.803.7144	lkogelmann@fashionsealhealthcare.com
UniFirst	Brent Reese	864.228.3770	brent_reese@unifirst.com
Vestagen	Bill Bold	561.573.5360	bill.bold@vestagen.com

Note: Supplier contact information is current as of August 3, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 or higher with all suppliers.
 - Cintas and UniFirst require a signed local rental agreement for all rental purchases.
- PMDF/PA is not required with Vestagen due to a single tier.

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Cintas, Superior and UniFirst.
- Aggregation is not applicable with Vestagen due to single tier.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Cintas's new agreement pricing offers between a 0.6 percent increase and a 7.1 percent savings compared to its expiring agreement pricing.
- Cintas offers rebates if certain annual volume thresholds are met.
- Cintas has a \$10 fee on orders less than \$100 for direct purchases and a \$35 weekly minimum for rental purchases.
- Superior allows grandfathering. Members may continue to purchase products from Superior for the duration of its agreement if the prices for the products currently are and remain less than the prices on Exhibit A-3.
- **UniFirst is the low-cost supplier.**
- Vestagen's new agreement pricing offers between 45 and 50 percent discount off of list price.
- Available direct: Cintas, Superior, UniFirst, Vestagen

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-466 AS-FA-466	PP-FA-328
	PP-FA-467	New
	PP-FA-468	New
	PP-FA-570	New

Note: ASCEND agreement available. Visit the [ASCEND portal](#) for information.

Update June 2017: Superior has given Premier notice of its cancellation of contract PP-FA-467 in the Uniforms, Mats, Microfiber and Towels category. The cancellation is effective June 22, 2017.

Update October 2016: Vestagen Protective Technologies was added to the category effective October 1, 2016. For details, see the [category update document](#).

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Category update](#): A PDF update document providing information about new supplier Vestagen Protective Technologies added to the category. This document is unable to be edited.

Related categories

- **Housekeeping Products:** Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Laundry Products and Maintenance:** Detergents, builders, bleaches, sours, softeners, starch, antichlor, solvent boosters, label removers, mildew inhibitors, fungicides, shop towel dyes and mat kits
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, terry products, window treatments, surgical textiles, hamper bags and incontinence products

Vending Machines and Services

Effective January 1, 2015

Expires December 31, 2017

Products and services available

This category offers refrigerated and non-refrigerated vending machines (including candy, snacks, hot and cold beverages and frozen food), products and supplies, remote monitoring systems, maintenance, inventory management, and marketing necessary for the efficient operation of the member vending program.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Gilly	Gilda Rosenberg	305.620.8081	gilda@gillyvending.com
Vendture	Danny Parker	626.791.8101	danny@eatwave.com

Note: Supplier contact information is current as of April 8, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at all tiers with all suppliers.
- Vending agreement is also required with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems that have the ability to coordinate purchasing decisions or networks of facilities established for group purchasing purposes with all suppliers.

Other key value and terms

- The program structure is held firm for the term of the agreement, unless there is an unusual increase in the cost of transportation, energy, raw materials, manufacturing, or any other event beyond the contractor's control with all suppliers.
- Vending machines and services are available direct and through authorized third-party vendors with all suppliers.
- All vending machines are the property of the contractor, and the member does not incur any expense for shipment and/or placement of machines.
- Gilly offers health and wellness programs.
- Vendture offers EatWave machines, vending machines capable of vending hot food (cooked to order, not pre-heated), cold food, snacks, drinks and other items from the same machine.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Awarded suppliers

Supplier	New	Expiring
	PP-DI-987	SD-DI-002
	PP-DI-989	New

Gilly is a minority-owned business enterprise, and Vendture is a small business enterprise.

There is no ASCEND® award in this category.

Financial considerations:

- Guaranteed commission percentages

Product and service considerations:

- Energy Star rated equipment
- Web-based remote vendor monitoring
- Web-based usage reports
- Onsite refund coupons
- 24-hour support service

Roadblocks to conversion:

- Existing contract commitment

Waste Management Products and Services

Effective June 1, 2016

Expires May 31, 2019

Products and services available

This category includes consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposal, regulated medical waste disposal, reusable sharps container services, recycling (of light bulbs, batteries, hard drives, backup magnetic tapes, optical media, x-rays, and video/cassette tapes), bioremediation and other waste streams.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members.
- Stericycle's agreement is available to acute care hospitals and facilities that are at least 51 percent directly owned by an acute care hospital.

AMS	Denise Hammer	847.658.0400	denise@amsstoreandshred.com
Clean Harbors	Bill Satz	215.801.7720	satz.william@cleanharbors.com
Curtis Bay	Todd Schaubach	757.778.7174	tschaubach@curtisbayenergy.com
Daniels	David Skinner	805.907.1160	dskinner@danielshealth.com
LBMedwaste	Roger Thielman	715.571.0099	rogert@lbmedwaste.com
Medi-Waste	Shawn Davis	402.413.7518	shawn.davis@mediwastedisposal.com
Refuse Specialists	David Schmitt	805.482.5895	dschmitt@refusespecialists.com
Rubicon	Stephen Coskery	678.906.2601	stephen.coskery@rubiconglobal.com
Specific Waste	Angela Anderson	310.508.0689	aanderson@a-solutionsinc.com
SRI	Bob Thompson	949.770.7005	bob@sri-green.com
Stericycle	Matt Battaglia	801.599.6040	mbattaglia@stericycle.com
TransChem	Donald Huey	602.513.6528	dhuey@tcenv.com

Note: Supplier contact information is current as of February 8, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers, except Curtis Bay, Rubicon and Stericycle.
- Curtis Bay does not require a PMDF/PA.
- Rubicon requires a PMDF/PA or a signed member agreement at **all tiers**.
- PMDF/PA is not available with Stericycle because there are no pricing tiers associated with this agreement. Stericycle requires a member agreement.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-543	New
	PP-FA-544	PP-FA-399
	PP-FA-545	New
	PP-FA-546	PP-FA-400
	PP-FA-547	New
	PP-FA-548	New
	SD-FA-032	New
	PP-FA-549	New
	PP-FA-550	SD-FA-026
	PP-FA-508	New
	PP-FA-551	PP-FA-402
	PP-FA-552	New

AMS, Curtis Bay, LBMedwaste, Medi-Waste, SRI and TransChem are small business enterprises (SBE). Specific Waste is a minority-owned business enterprise (MBE).

Current agreements with Gre3n Waste Removal (SD-FA-025), Heritage Environmental Services (PP-FA-401) and OnSite Sterilization (SD-FA-023) expire May 31, 2016.

Refuse Specialists is a **SEEDS**™ supplier; woman-owned business enterprise (WBE) effective February 1, 2017.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers, except Rubicon and Stericycle.
- Rubicon's pricing is based on aggregated spend across the Premier membership.
- Aggregation is locally negotiated with Stericycle.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers, except Stericycle. Pricing is locally negotiated with Stericycle.
- AMS offers rapid pay service on earned x-ray film recovery and training programs as value-adds.
- Clean Harbors offers free biennial report assistance, hazardous waste compliance reviews and site assessments as value-adds.
- Clean Harbors owns its own incineration plant, landfill, recycling plant and transportation fleet.
- Curtis Bay has minimum order requirements. See Exhibit A-3 for details.
- According to pricing scenarios, Daniels Sharpsmart is a low-cost supplier for sharps disposal.
- Daniels offers an additional discount on consulting, education and auditing services as a value-add.
- LBMedwaste offers an additional discount on confidential document destruction, pharmaceutical waste disposal, universal waste disposal and OSHA compliance programs when added to regularly scheduled services as a value-add.
- Rubicon offers waste management consulting services.
- According to pricing scenarios, Specific Waste is a low-cost supplier for sharps disposal.
- SRI offers an organic/food waste solution, the EnviroPure System. This product was awarded a Technology Breakthroughs award in 2015 by Premier's Facilities and Environmental Services Committee.
- SRI offers an additional one-year service agreement for parts and labor at no additional charge for the Enviro-Pure products installed by SRI as a value-add.
- Stericycle provides integrated waste steam solution services to larger volume generators only.
- TransChem offers municipal solid waste disposal.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Waste management guide](#): A best practice guide written by Premier staff and subject matter experts to help you negotiate service agreements.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

Related categories

- **Equipment Liquidation and Related Services:** Liquidation/disposal services for excess medical and non-medical (office, IT) equipment
- **Hard Copy Document Shredding and Offsite Storage Services:** Onsite/offsite shredding, removal and destruction of confidential/ secured hard copy paper and related files and offsite storage
- **Liquid Medical Waste Management Systems:** Systems used to pull medical waste from the operative field and collect it for disposal
- **Sharps Disposal Containers:** Canisters and mounting accessories designed for the safe containment of sharps medical waste

Financial considerations:

- How pricing is based (per pound, per container, per number of units)
- Additional fees (fuel charges, taxes)

Service considerations:

- Compliance with government regulations
- Training programs for facility staff

Roadblocks to conversion:

- Local relationships
- Service agreement obligations
- Geographic coverage
- Class of trade restrictions



Custom Contracting



Did you know that Premier offers custom contracting in particular areas of focus? See below for a list of custom contracts completed for Premier member groups and systems that are also available to you.

Contract number	Category	Supplier
CC-SV-035	Transportation/Courier	MedSpeed
CC-SV-002	Telecommunications Expense Management Services	Tangoe
CC-SV-003	Surplus Surgical Inventory Services	WestCMR
CC-SV-006	Waste Management Services	Trifecta Environmental
CC-FA-003	Electrical Products and Service	Fromm Electric
CC-FA-004	Vendor Scrub Management Services	REPSRUBS
CC-SV-009	Kanban Inventory Products and Services	Pegasus
CC-LA-002	Specialty Lab Testing Services	NeoGenomics
CC-SV-008	Logistics Management Services	TRIOSE
CC-IT-003	Technology Asset Disposition Services	Cascade
CC-IT-002	Telecommunication Services	Granite
CC-FA-009	Architectural/Retrofit Services	Kerney & Associates
CC-SV-022	Clinical Education and Assessment Services	SIMNext (Health Scholars)
CC-SV-034	Corrugated and Solid Fiber Box Manufacturing	PCA
Multiple contract numbers	HIMS Coding, Auditing and CDI Services	Multiple suppliers



Interested in learning more about these opportunities?

Contact custom_contracting@premierinc.com.

Interested in creating a custom contract for your system or member group?

Contact your Premier representative.



PP-S2-001

Through direct sourcing, [S2S Global](#) vertically integrates the supply chain and provides Premier members with factory direct products, meaningful cost savings and improved supply chain transparency. All PremierPro™ products are validated by Premier staff and member representatives.

Contract number	Product offering
PP-S2-001A	Wood products
PP-S2-001B	Stethoscopes
PP-S2-001C	Surgical and isolation masks
PP-S2-001D	Tourniquets
PP-S2-001E	Patient belonging bags
PP-OR-1401	Lap sponges, OR towels and specialty sponges
PP-NS-1056	Fall management footwear
PP-S2-001I	Exam gloves
PP-S2-001J	Disposable non-sterile protective apparel
PP-S2-001K	Mobility aids
PP-S2-001L	Ultrasound gel
PP-S2-001M	Pressure infusion bags
PP-S2-001N	Orthopedic soft goods
PP-S2-001O	Safety lancets
PP-S2-001P	Fecal occult blood

Contract number	Product offering
PP-S2-001Q	IV site management and accessories
PP-S2-001R	Single use thermometers
PP-S2-001S	Sphygmomanometers
PP-S2-001T	Otoscope tips
PP-S2-001U	Ice wraps
PP-S2-001V	Specimen bags
PP-S2-001W	Casting and splinting products
PP-S2-001X	Cohesive bandages
PP-S2-001Y	Disposable vaginal speculums
PP-NS-1068	Incontinence products
PP-OR-1427	Laryngoscope systems
PP-NS-1070	Disposable labor and delivery products
PP-FA-605	Microfiber towels, mats and accessories
PP-MM-611	Air transfer mats

S2S Global highlights

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.
- Participation is open to acute care, non-acute healthcare and non-healthcare facilities.
- Once you have made the decision to purchase, please notify your distributor of your intent to purchase these products.
- Additional savings may be achieved through direct order options.
- Speak with your Premier region director or S2S Global representative regarding trial samples and/or direct order savings options.

For more information on these products, see the [S2S Global launch document](#).

LET'S BUILD SOMETHING GREAT. YOUR PATIENTS NEED YOU.

CONSTRUCTION AND FACILITIES: IT'S TIME TO TAME THE CHAIN

Introducing Premier Capital, Construction and Facilities

A supercharged supply chain service line focused on helping you lower costs at any and every stage of your construction, renovation project or facilities management

Average savings members experience using our construction and facilities portfolio and services: 10 percent

Now more than ever you need to leverage all the resources and tools Premier can offer you. Healthcare reform can present you with several challenges when considering construction or renovation projects – while having to also reduce costs.

- With the shift to outpatient care, do you have sufficient and adequate ambulatory settings to meet the needs of your communities?
- Will your acute care facilities effectively manage value-based care, complex populations, and patient satisfaction?
- Do you need to acquire new technology and services to stay ahead?
- Are you leveraging green construction, design, and materials to reduce costs?

Whatever your current and future needs are, Premier can assist you in meeting your timeline and budget goals. Get access to the goods and services you want in your facility at a lower cost in addition to transparency into product pricing. Also keep in mind that integrating Premier in the earliest planning stages can lower the overall cost of any construction or renovation project.

A BOTTOMLESS TOOLBOX FOR PREMIER MEMBERS

-  Comprehensive suite of solutions for construction, renovation and routine capital projects
-  Lower cost with industry-leading contracted agreements, competitive pricing and aggregation opportunities
-  Transparency and visibility in product cost, tracking and spend reporting
-  Support from industry experts and collaboration with your architects, general contractors and equipment planners

13034 Ballantyne Corporate Place
Charlotte, NC 28277

T 704 357 0022

444 N Capitol Street NW
Suite 625
Washington, DC 20001-1511

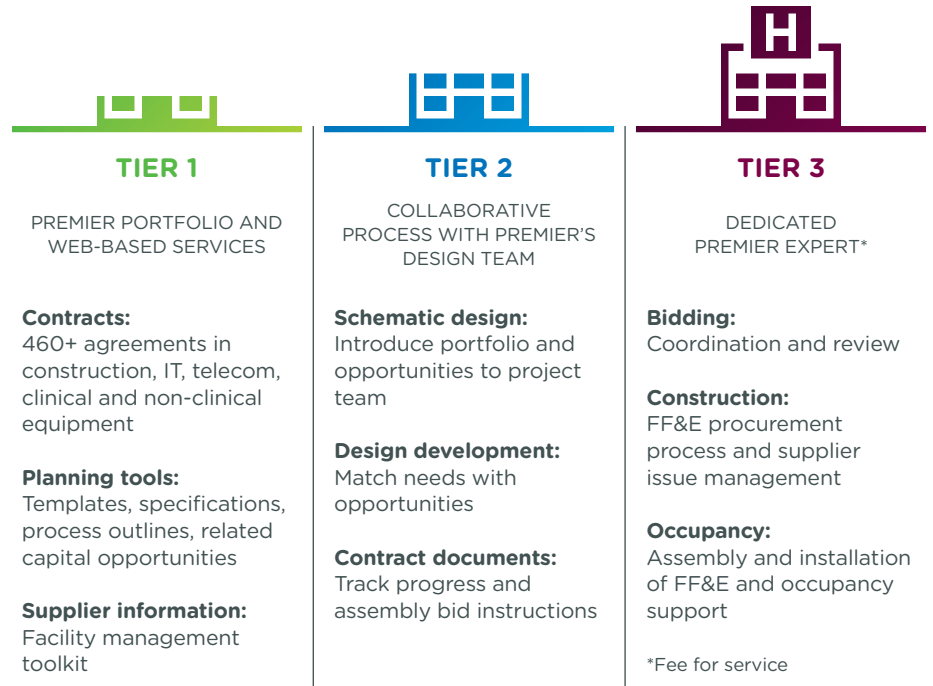
T 202 393 0860

PREMIERINC.COM

STRONG FOUNDATION - STRONGER STRUCTURE

We provide access to industry-leading agreements, vital construction expertise and a platform with resources such as sample construction contract language and the most current Construction, IT and Clinical Equipment portfolio listing. We will also establish relationships with your general contractor, architect and equipment planner, engage all stakeholders in the construction decision-making process and educate third parties about the benefits for the project owner when Premier agreements are utilized.

The more engaged your team is with Premier, the more likely you will experience savings and project integration.



About Premier, Inc.

Premier, Inc. (NASDAQ:PINC) is a leading healthcare improvement company, uniting an alliance of more than 2,900 U.S. hospitals and nearly 100,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.

TO INTEGRATE OUR COST-EFFECTIVE SOLUTIONS INTO YOUR NEXT CONSTRUCTION PROJECT, PLEASE CONTACT:

Jim Venker
Senior director,
Facilities, construction and EVS
704.816.5375
jim_venker@premierinc.com

Ken Konopasek
West regional construction manager
704.816.5196
ken_konopasek@premierinc.com

Alex Fairley
East regional construction manager
704.816.5470
alex_fairley@premierinc.com

Donna Craft
Director, product planning
704.816.5593
donna_craft@premierinc.com

COST MANAGEMENT

PREMIERCONNECT® CAPITAL ANALYTICS

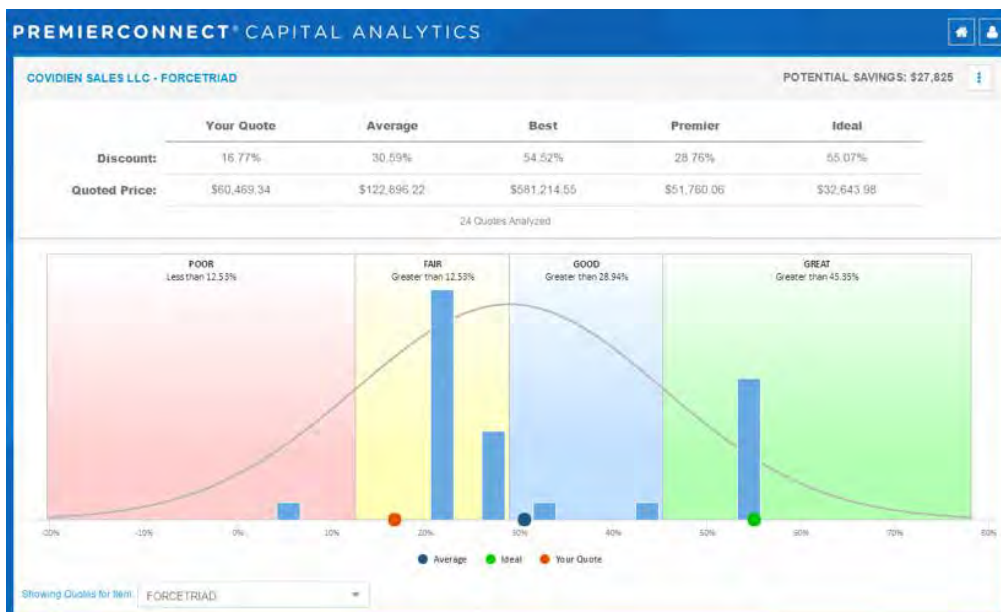
Ready to put the power of capital equipment price benchmarking in the hands of your staff?
 No more wondering if you are receiving a fair market price.
 No more waiting days for your analysis to be conducted by someone else and provided back to you.

it's never been easy to analyze your capital purchases

Until now!

PREMIERCONNECT® CAPITAL ANALYTICS

Providing real-time insights at the line item level.



With Premier's new benchmarking application:

01

Upload price quotes electronically and easily.

02

Receive instant analysis of how your price compares to others in the market.

contact

Contact your Premier field representative or Scott Jennings at scott_jennings@premierinc.com.

Premier's Capital and Construction Services is a comprehensive suite of solutions and services that helps members as they plan, build and maintain their facilities. From contracts that support facility operations and maintenance, to access to industry leading capital pricing, equipment planning, capital price benchmark analytics and advisors, Premier helps ensure that members are operating efficiently and effectively to reach the best price possible on services and products they contract for. To learn more about how the Capital and Construction Services team can support your needs, please email capital_construction@premierinc.com.

03

Identify the true cost of equipment with real-time line item pricing and detailed reports displaying all components of an equipment proposal.

04

Eliminate the need for paper files and spreadsheets with a cloud-based central repository of all price quotes and purchase order history.

05

Track all your capital spending against your annual budget for increased visibility across your system.

About Premier Inc.

Premier, Inc. (NASDAQ:PINC) is a leading healthcare improvement company, uniting an alliance of approximately 3,750 U.S. hospitals and 130,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.

Attainia



Founded in 2001, Attainia is an information technology company based in Mountain View, California. Attainia develops and supports a suite of Web-based tools to help various medical industry professional's budget and plan for equipment purchases. Attainia's applications enable hundreds of hospitals, health systems, healthcare equipment planners, architects and integrated delivery networks to effectively manage thousands of healthcare projects and budgets.

Healthcare equipment suppliers catalog their items within Attainia's integrated planning and budgeting tools, allowing their products to be specified early in the planning process. Premier agreements are stored in Attainia and can be viewed when planning. Attainia's tools are used to support enterprise-wide management of clinical capital. Learn more about:

- Annual capital management tool – BUDGET
- Major project planning tool – PLAN
- Enterprise-wide aggregation tool – PREDICT
- Price benchmarking tool and community average pricing – CAP
- Direct quotes – QUOTE

If your equipment planner is using Attainia, be sure to turn on Premier's GPO agreements so they can see which items are on contract versus those that are off contract for your project.

What else can Premier do to help with challenges in capital equipment planning, procurement and lifecycle management?

Premier has a wide range of value-added and fee-for-service offerings to help members with capital equipment challenges, including:

- Quote and technology analysis/Premier pricing verification;
- Robust capital equipment contract portfolio;
- Group buy events;
- Contract utilization analyses;
- Construction best practices;
- Technology assessment and strategic capital planning;
- Interim capital procurement support; and
- Service cost reduction analysis and implementation.



QUITE SIMPLY THE MOST VALUABLE TOOL IN YOUR HANDS. US.

CAPITAL AND CONSTRUCTION: IT'S TIME TO TAME THE CHAIN

Are you planning, designing or buying capital equipment technology?

Are you getting the best equipment at the lowest price?

Now you can.

Average identified savings for members using MEMdata services: 10-18 percent

MEMdata

Comprehensive suite of solutions for construction, renovation, and routine capital projects

- Equipment planning
- Equipment procurement
- Equipment budgeting
- Price benchmarking
- Equipment savings

Yes, we're all about having the right tool for the right job. Introducing Premier Capital and Construction: a supercharged supply chain service line focused on helping you lower costs at any or every stage of your construction, renovation project or routine capital procurement.

Capital equipment is a large-spend category that presents challenges since products are purchased infrequently, technology changes rapidly, and there is significant pricing variation. You face changing needs and fragmented services. Yet you need to make the right choices when planning and acquiring capital equipment.

To help you gain significant savings and value in both the near and long term, Premier has acquired MEMdata, a technology management firm serving existing medical facilities and those under construction.

By integrating Premier's robust portfolio with MEMdata's solutions, we'll help you lower costs, increase your efficiency, and improve your facilities to better serve your patient population. Benefits to you include:



Integrated approach to capital planning and procurement



Competitively derived price intelligence to make decisions



Lower cost for clinical and non-clinical capital equipment



Your needs matched with turnkey or customized programs and consulting support



“We replaced our previous equipment planning firms with MEMdata. **They promptly cleaned up our plans and specs and saved us over \$4 million on equipment. In design meetings they called up pictures and specs from their website in moments.** I highly recommend MEMdata.”

Jack Robinson, CFO
- St. Joseph’s Healthcare System, New Jersey

ACHIEVE SUPPLY CHAIN SAVINGS IN CAPITAL EQUIPMENT AND CONSTRUCTION

PERFORMER ELITE PROGRAM

MEMdata leverages an electronic request for proposal process and a proprietary database of more than 35,000 products and specifications to benchmark the capital equipment price quotes you receive against the best prices in the market. They then provide the final pricing working with your team, delivering significant savings.

MEMdata’s service is based on providing price transparency by comparing clinically equivalent products and maintaining a national database of pricing. Services include:

- Electronic RFP competitive bidding
- Capital equipment price intelligence
- Budgeting services and software
- Fair market valuations of used equipment
- Total cost of ownership calculator
- Maintenance reviews
- Equipment specification sheets
- Flexible pricing options including no charge unless savings are realized

EQUIPMENT PLANNING AND PROCUREMENT SERVICES

This service offers full equipment planning and procurement services for healthcare construction projects. Gain access to best practices in medical facility space planning, equipment budgeting, procurement and installation for all equipment needs. Services include:

- User group design sessions
- Capital equipment budgeting and tracking
- AutoCAD/Revit design, drafting and printing
- Unmatched procurement and pricing intelligence
- Existing inventory services; useful life determinations
- Equipment charge order protection and mitigation
- MEMplanner Pro software
- Initial outfitting and transitions
- Services for health systems, DoD, and VA
- Customized fees based on services requested

MEMdata



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444 N Capitol Street NW, Suite 625
Washington, DC 20001-1511

T 202 393 0860

With the right tools, our comprehensive portfolio and expert support you can plan, build and acquire capital with confidence.

FOR MORE INFORMATION PLEASE

CONTACT: Jack Burley, sales and marketing at 979.695.1950 x121 or jack.burley@memdata.com

Jim Venker, facilities, construction and environmental services senior director, at 704.816.5375 or james_venker@premierinc.com

About Premier, Inc.

Premier, Inc. (NASDAQ:PINC) is a leading healthcare improvement company, uniting an alliance of more than 2,900 U.S. hospitals and nearly 100,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.

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Premier Insurance Management Services (PIMS)

➔ PremierWrap – Owner Controlled Insurance Program (OCIP)

Save one to three percent of construction value (CV) by taking control of construction project insurance costs. An OCIP, often called wrap-up insurance, is a comprehensive insurance policy covering you, your contractors, and all other parties involved for workers' compensation, general liability and other building-related insurance. Generally most effective when total CV exceeds \$150 million, PremierWrap provides significant cost savings over traditional insurance purchased by each contractor or subcontractor. You have direct control over a single, comprehensive policy instead of numerous insurers. Additional advantages are uniform coverage, high limits and improved loss control, thus reducing potential losses.

➔ PremierWrap – Rolling Owner Controlled Insurance Program (ROCIP)

Multiple building projects that span several years can also be managed under the PremierWrap program. The ROCIP is ideal for capital improvement projects with a total CV of \$200 million or more. ROCIPs provide the same advantages and potential savings as OCIPs. With adequate coverage in place, you can focus on critical safety initiatives, loss control programs and project management.

➔ Property Insurance

Broad all-risk coverage with enhanced benefits such as mobile devices, superior loss control services and up to \$1.5 billion in limit capacity. Premier members benefit from risk engineering discounts, appraisal subsidy and two top commercial insurance carriers with years of experience and knowledge of the healthcare sector, strong financial stability, and unparalleled loss prevention and claims services.

➔ Environmental Site Liability Insurance

Coverage that specifically addresses business interruption expenses and liability for exposures arising from known or unknown pollution incidents.

➔ Automobile Liability (patient and non-patient transport)

Coverage for bodily injury, liability and damages.

Learn more:

➔ **Contact:** Tom Green, 704.816.5364, thomas_green@premierinc.com

➔ **Web page:** www.premierinc.com/insurance



The Safer Pain Management Community on PremierConnect®

Addressing the Opioid Epidemic

Premier knows safer pain management is an important component in the overall approach to improving patient outcomes, minimizing costs associated with opioid-related adverse events and, in time, reducing today's unacceptable number of opioid-related deaths and hospitalizations. To **help lead this transformation**, Premier offers a variety of pain management solutions that provide our members with safe, pre- and post-operative alternatives to opioid prescription pain management.

To **better enable our members** to develop a comprehensive strategy to improve pain management that avoids undertreating chronic pain and overprescribing opioids, **the Safer Pain Management Community** groups Premier's applicable contracted products and services according to the overall opioid issue they address, such as:

- Opioid and patient safety
- History of substance abuse
- Inappropriate access to opioids
- Infection prevention and treatment
- Monitoring oxygen and carbon dioxide levels
- Overuse of opioids
- Pain management



Additional resources included in the community are:

- Opioid use in the emergency department report
- Safer post-operative pain management pilot

The Safer Pain Management Community on PremierConnect features additional information, including:

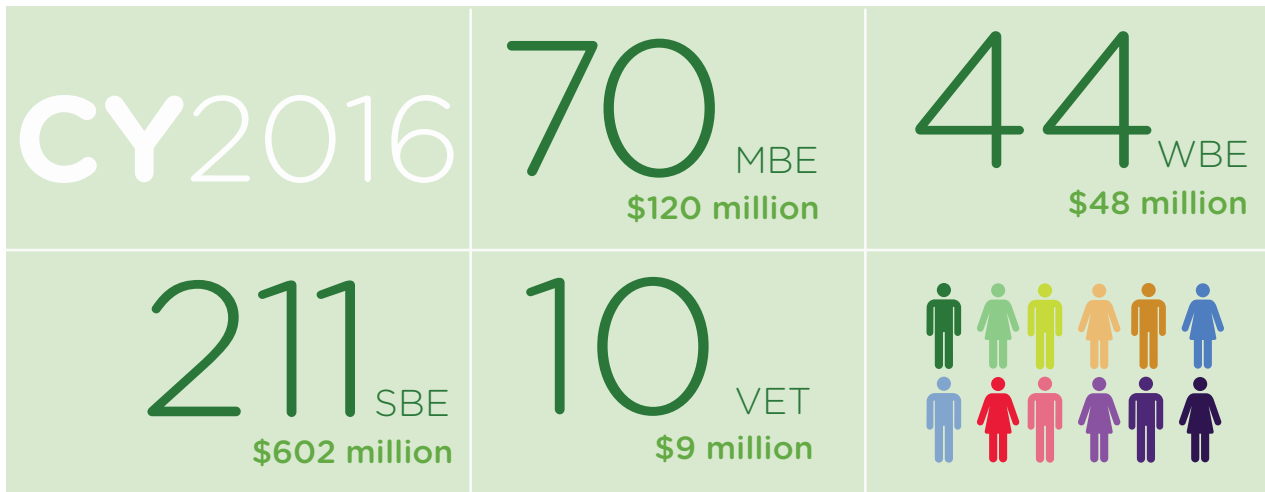
- The problem**
What exactly the opioid epidemic is
- Opioid medications**
How they work, why they are addictive and what their long-term effects are
- History of opioids**
Contributing factors that led to the explosion of opioid prescriptions in the U.S.
- Stopping the opioidepidemic**
What health systems and federal agencies are currently doing to combat this crisis



Premier’s supplier diversity initiatives recognize and track the following classifications (diverse and small business suppliers): **small business enterprises** (SBE) and **minority-** (MBE), **woman-** (WBE) and **veteran-owned** (VET) enterprises.

We are committed to building a portfolio of contracted products and services that mirrors the demographics of the communities our members serve.

In 2016, Premier members spent \$775 million on products and services from diverse suppliers.



SEEDS (Sourcing Education and Enrichment for Diverse and Small Suppliers)

The program provides contracted suppliers with experienced resources and educational tools intended to assist in gaining contract sales and building long-term relationships across the alliance.

Contract language protection for members looking to do business with diverse suppliers

The diverse suppliers’ volume is considered a carve-out and members can still qualify for the best tiered pricing negotiated.



Additional resources

- **Core field team:** Premier field experts can assist you if you are interested in learning more about any of the offerings listed within this book. Not sure who your field representative is? Contact the Premier Solution Center at 877.777.1552 or email solutioncenter@premierinc.com.
- **Supply Chain Advisor®:** Premier's online automated contract management system including catalog, electronic price activation, news/resources and the ability to manage all contracts, including regional/local agreements, in one place.
 - **Catalog:** Electronic repository of all of Premier's contract information. It includes details on business partners, contracts, products, price tiers and updates. The catalog also includes cross-reference information for many items that are not on Premier contract in order to find functionally equivalent/alternative items that are on contract.
 - **Price activation:** Electronic Letter of Commitment (eLOC) approach is an interactive process in which members and suppliers can reach agreement on tier pricing and sign a contract online. Contracts can be activated centrally (i.e. at a network level) and individually (i.e. at a hospital level).
 - **Contract management:** Premier enables members to store their own regionally/locally negotiated agreements in its catalog. By following a simple process, hospitals can load business partner information, a contract summary and product and price data.
- **PremierConnect®**

PremierConnect surfaces actionable opportunities and information with the ability to share knowledge, resulting in a one-stop shop for members to dive into customizable and relevant content, access multiple apps and collaborate in real time. Through PremierConnect, you can: combine and integrate data across the continuum; connect your team with one another, Premier staff and the entire Premier alliance with state-of-the-art social business techniques built specifically for healthcare; and provide best practices and other knowledge to your stakeholders. **To access PremierConnect, visit:** <https://premierconnect.premierinc.com>.
- **Supply Chain News community:** The [Supply Chain News](#) community features a rolling feed with updates on contract launches, webinars, supplier promotions, group buys and industry updates. Content is organized according to Premier's service lines making service-line specific information quick and easy to find.
- **Premier Marketplace™:** Through [Premier Marketplace](#), you can take advantage of:
 - **Group Buys:** Voluntary, purchasing opportunities, typically for capital equipment. Group Buys deliver significant savings, beyond Premier's already exceptional national group purchasing agreements. Group Buys may also include value-adds such as special rates for financing, trade-in programs, training, preventative maintenance and service programs and extended warranties. Savings average 15 percent above national top tier pricing.
 - **Marketplace exclusives:** Premier's e-commerce web store, where you can browse, compare and buy more than 4,000 products with your credit card. More products are added each quarter.
 - **Bloodbuy®:** Connecting hospitals and blood centers nationwide to ensure the efficient flow of lifesaving blood products to patients in need.
- **Employee discounts:** Premier offers a variety of [discounts](#) for all members of the alliance and their employees and staff, including employee discount malls and GPO contracted discount codes.
- **Premier Solution Center:** The Premier Solution Center is a central point of contact for all Premier-related questions. Its phone lines are staffed weekdays from 7 a.m. to 7 p.m. CT.
 - Toll-free: 877.777.1552
 - Email: solutioncenter@premierinc.com

Accessing an electronic version of this book

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