



Nursing Services

Portfolio Overview and Resources

Updated December 2017



Influenza season 2017 – 2018: Are you ready?

By Jill Mayrand, RN, Senior Director Field Specialist, Nursing at Premier, Inc.

According to the [U.S. Centers for Disease Control and Prevention](#) (CDC), it is not possible to predict what the flu season will be like, but we do know that the flu does spread every year. The severity, timing and length of the season will vary year to year. Preparation is the key. What occurred one year is not an indication of the flu impact to our health systems this year. As a result of the unpredictability, health systems must be prepared for all levels of severity.

The virus can hit children and older adults particularly hard: More than 20,000 children are hospitalized each year because of complications from the flu. Last season, more than 140 deaths among children were attributed to influenza.

While current U.S. flu activity is low, some flu viruses circulate during the summer and influenza activity often begins increasing in October. CDC recommends a yearly flu vaccine for everyone six months and older by the end of October, if possible. Flu vaccination can reduce flu illnesses and prevent flu-related hospitalizations. Flu vaccines have been updated for the 2017-2018 season.

A flu pandemic occurs when a new influenza virus emerges for which people have little or no immunity, and for which there is no vaccine. The disease spreads easily person-to-person, causes serious illness and can sweep across the country and around the world in a very short time. Healthcare providers are expected to meet the needs of pandemic and non-pandemic associated healthcare needs.

According to the CDC, it is of critical importance for each organization to conduct a detailed assessment of their “readiness” for a potential pandemic flu season. Through the use of detailed planning teams, hospitals should review existing policies and procedures, identify gaps, adopt new policies and procedures and generate a pandemic influenza plan that will facilitate the most effective response during a crisis. Such plans should incorporate the state, regional and local health department information. It should also include emergency management agencies, hospital associations and the medical device suppliers. Additional suppliers of resources must also be included in the plan. Caution should be taken to assure that the hospital’s plans comply with the applicable state and federal regulations and with the standards set by accreditation organizations, such as the Joint Commission.

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.

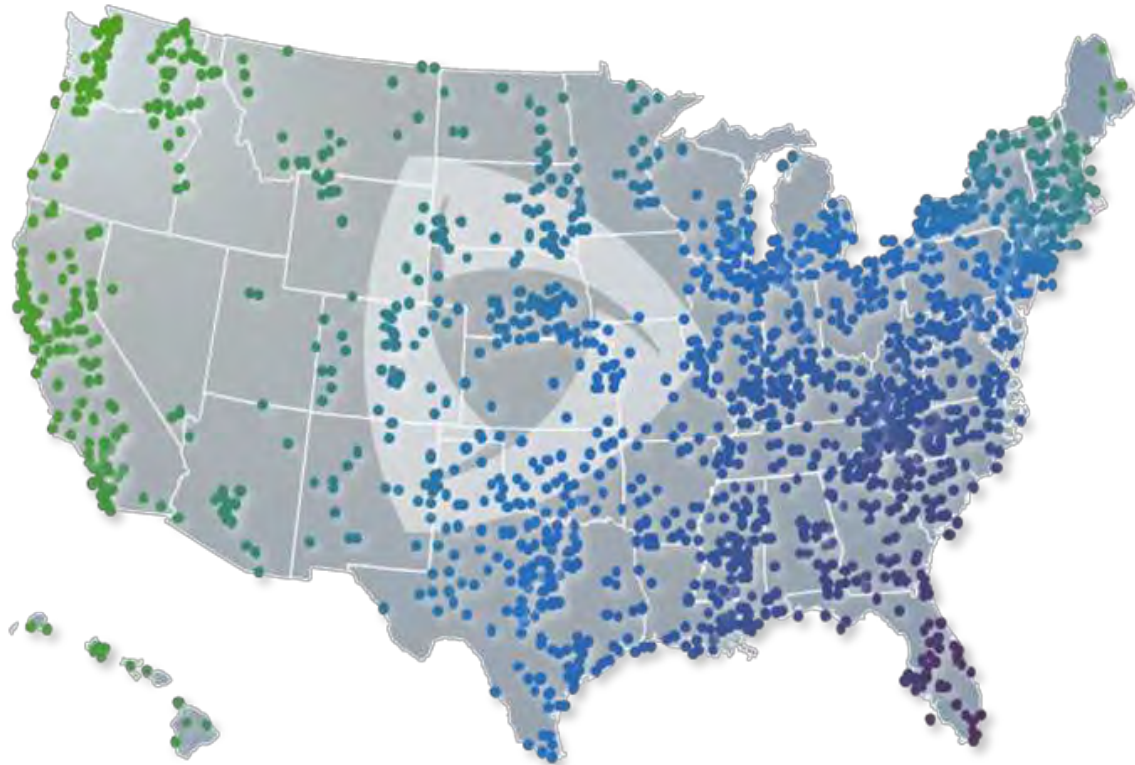




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^A ASCEND contract numbers are included where applicable. For materials that support ASCEND agreements, please visit the [ASCEND portal](#).

^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.

Active Humidification Devices and Accessories

Effective November 1, 2015

Expires October 31, 2018

Products available

This category includes humidification devices (heaters), heated wire circuits, chambers, blenders, water and high flow disposables that are proprietary to these devices.

This category is a split from the Respiratory Therapy Products category.

Class of trade

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

- F&P allows continuum of care and Premier REACH members on a case by case basis.

CareFusion	Terry Bryant	630.842.4926	terry.bryant@vyaire.com
Fisher & Paykel	Tom Butt	410.897.7906	tom.butt@fphcare.com
Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com
Vapotherm	Chris Gould	603.658.4899	cgould@vtherm.com
Westmed	Steve Sargeant	919.604.1914	ssargeant@westmedinc.com

Note: Supplier contact information is current as of November 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 for Tier 2 or higher with CareFusion, F&P and Teleflex.
- Vapotherm and Westmed do not require a PMDF/PA due to single tier offering.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, GPOs and established networks with CareFusion, F&P and Teleflex.
 - CareFusion and F&P require GPO facilities to independently commit to market share required by the tier.
 - Teleflex is available to OLM facilities only and established networks at its discretion. GPO facilities must independently commit to 85 percent market share.
- Vapotherm and Westmed offer a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- CareFusion offers an 8.81 percent increase overall compared to the expiring Respiratory Therapy agreement.
- F&P offers a 2.74 percent savings overall compared to the expiring Respiratory Therapy agreement.
- Teleflex offers a 1.75 percent savings overall compared to the expiring Respiratory Therapy agreement.
- Teleflex is the overall low-cost supplier on crossed items.
- Available through distribution: CareFusion, F&P, Teleflex and Westmed (equipment and consumables)
- Available direct: CareFusion, F&P, Teleflex, Vapotherm and Westmed (equipment)

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
 CareFusion	PP-NS-919	PP-NS-730
 Fisher & Paykel HEALTHCARE	PP-NS-920	PP-NS-902
 Teleflex®	PP-NS-921	PP-NS-734
 VAPOTHERM	PP-NS-922	New
 Westmed <small>When Your Care & Critical</small>	PP-NS-923	New

There is no ASCEND® award in this category

Financial considerations:

- Reimbursement
- Value-adds including rebates, equipment acquisition options and additional savings
- Water usage
- Circuit life

Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP)
- Patient comfort
- Skin breakdown issues

Roadblocks to conversion:

- Proprietary ventilator disposables

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

- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Disposable Anesthesia Products:** Anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Non-invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units, and the associated consumables (such as masks, cannulas and tubing)
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, MDI holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags
- **Suction Canisters, Yankauers and Tubing:** Suction canisters, Yankauers, tubing (sterile and non-sterile) and solidifiers used for the purpose of collecting medical waste
- **Specialty Distribution – Respiratory Therapy and Anesthesia Products:** Offers members the option to purchase respiratory therapy and anesthesia products from multiple suppliers through a specialty distributor
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure
- **Ventilators:** Intensive care, high frequency oscillatory, transport/portable and mass casualty ventilators, associated accessories and proprietary circuits

Adhesive Skin Closures

Effective February 1, 2017

Expires January 31, 2020

Products available

This category includes adhesive products used to externally hold skin together over incisions or wounds.

Class of trade

3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
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Note: Supplier contact information is current as of November 1, 2016. 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)/electronic price activation (PA) is required for Tier 2 and higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

Other key value and terms

- Pricing is firm for the term of the agreement.
- 3M offers 3.4 percent savings overall compared to the expiring agreement.
- 3M products are available through distribution.

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

- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Cohesive Bandages:** Self-adherent elastic wrap that functions like tape but sticks to itself and not to the skin
- **Tape Products:** Strips of strong woven fabric or other materials used to bind or hold bandages in place
- **Topical Skin Adhesive:** Liquid adhesive used in place of sutures or staples to close and seal wounds caused by small lacerations, surgical incisions, minimally invasive and cosmetic surgery
- **Transparent Dressings:** Dressings that are used predominantly to cover catheter sites and secure devices to the skin while allowing visibility of the site

Awarded supplier

Supplier	New	Expiring
3M	PP-NS-984 AS-NS-984	PP-NS-807 AS-NS-807

Financial considerations:

- Savings compared to skin adhesives, staples or sutures

Patient safety and satisfaction:

- Patient comfort
- Cosmetic results
- Latex allergies
- Infection control and antimicrobial skin closures

Roadblocks to conversion:

- Existing supplier relationships

Adult and Pediatric Exam Table Paper and Related Products

Effective July 1, 2017

Expires June 30, 2020

Products available

This category includes exam table paper, drape sheets, exam gowns, exam shorts, exam bibs, head rest rolls, exam capes, pediatric scale barriers, head protection, pillowcases, blood pressure cuff barriers, equipment drapes and towels.

Class of trade

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

Graham	Jennifer Schmidt	920.490.5218	jschmidt@grahammedical.com
TIDI	Eric Leichty	770.696.2998	eleichty@tidiproducts.com

Note: Supplier contact information is current as of April 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 for Tier 2 with TIDI.
- Graham does not require a PMDF/PA due to 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 both agreements.
- TIDI's new agreement offers a 3.4 percent increase compared to the expiring agreement pricing.
- TIDI offers volume rebates based on aggregate Premier purchases. See value analysis toolkit for details.
- **Graham is the overall low-cost supplier on crossed items.**
- Available through distribution: Graham and TIDI

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

- **Blood Pressure Cuffs:** Traditional, analog, digital and blood pressure (BP) stethoscope combination kits as well as disposable and reusable cuffs
- **Exam Room Furniture:** Exam and procedure tables, stools, chairs, table top sterilizers, carts and mobile desks
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains and terry products (towels, curtains, etc.)

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1053	New
	PP-NS-1052 AS-NS-1052	PP-AC-098

Graham is a small business enterprise (SBE).

Financial considerations:

- Premium versus economy lines
- Value-adds e.g. rebates
- Minimum order requirements and fees

Patient safety and satisfaction:

- Patient comfort
- Resistance to microbes
- Environmentally-friendly options available

Roadblocks to conversion:

- Existing supplier relationships

Airway Clearance Products

Effective May 1, 2015

Expires April 30, 2018

Products available

This category includes those airway clearance devices used to clear the airways of mucus for the purpose of improving breathing and prevention of respiratory diseases.

Class of trade

- Electromed products are available to acute care, continuum of care and Premier REACH™ members.
- Hill-Rom products are available to acute and long-term care facilities. Hill-Rom will consider other non-acute facilities on a case by case basis.

Electromed	Bill Kalb	612.807.8821	bkalb@electromed.com
Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Westmed	Steve Sargeant	919.604.1914	ssargeant@westmedinc.com

Note: Supplier contact information is current as of February 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 for Tier 2 or higher for Electromed.
- A PMDF/PA is required at all tiers for new Hill-Rom customers. Current Hill-Rom customers do not need to PA/PMDF, tier assignments will be re-assigned to new agreement.

Aggregation opportunities

- Electromed allows aggregation for multi-facility systems, GPOs and established networks.
- Hill-Rom allows aggregation for multi-facility systems and established networks; facilities must be able to influence purchasing decisions.

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Electromed's new agreement offers an overall 0.7 percent savings compared to the expiring agreement.
- Electromed is the overall low-cost supplier on crossed items.
- Electromed offers value-adds including a rent-to-own option and a wrap usage agreement.
- Hill-Rom's new agreement offers an overall 2 percent increase compared to the expiring agreement.
- Available direct: Electromed and Hill-Rom

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
ELECTROMED, INC.	PP-NS-879	PP-NS-699
Hill-Rom	PP-NS-878	PP-NS-697
Westmed <small>When Your Care Is Critical</small>	PP-NS-917	New

The Quake® product on Thayer's expiring agreement (PP-NS-698) will move to Thayer's Respiratory Therapy agreement (PP-NS-732) effective May 1, 2015.

Westmed has been awarded a Technology Breakthrough contract effective March 1, 2016.

Financial considerations:

- Reimbursement
- Leasing options
- Consumable costs
- Expense of clinician time if needed for therapy

Patient safety and satisfaction:

- Patient ease of use
- Patient preference for a technique
- Improved lung function
- Infection prevention
- Size ranges available

Roadblocks to conversion:

- Existing supplier relationships

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.
- [Technology Breakthrough contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier(s) added to the category. This document is unable to be edited.

Anti-infection Site Dressings

Effective August 1, 2017

Expires July 31, 2020

Products available

This category includes dressing products that have been impregnated with antimicrobial agents such as chlorhexidine gluconate (CHG) or silver that are specifically designed to reduce infection at venous, arterial, percutaneous vascular access sites.

Class of trade

The agreement is available for acute care, city/county/state hospitals, psychiatric hospitals, teaching hospitals, surgery centers, clinics, nursing homes, home health care, dialysis centers, single service facilities (outpatient without a retail pharmacy) or health care centers.

J&J	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
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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 this agreement

A Participating Member Designation Form (PMDF) is required for all tiers to access the agreement. J&J will not pre-slot members as they have in the past.

- Acute care facilities must sign Exhibit A-2.
- Alternate care facilities must sign Exhibit A-2a.
- Alternate care Tier 1 is initiated by the seller's authorized distributors.
- See Exhibit A-1 for class of trade definitions and eligibility.

Aggregation opportunities

Aggregation is allowed 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.
- J&J's new agreement offers a 1.9 percent increase overall compared to the expiring agreement.
- Available through distribution: J&J
- Available direct: J&J


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. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related category:

- **Transparent Dressings:** Dressings consisting of a wide range of materials, sometimes containing medication, placed directly against the wound and transparent allowing for visual inspection of the site being monitored

Awarded supplier		
Supplier	New	Expiring
	PP-NS-1059	PP-NS-721

The current agreement with DeRoyal (PP-NS-885) expires July 31, 2017.

Arterial Blood Gas Kits

Effective December 1, 2017

Expires November 30, 2020

Products and services available

This category includes products packaged in kits used by healthcare workers to obtain arterial blood samples to determine the concentration of oxygen, carbon dioxide and bicarbonate, as well as pH, in the blood.

Class of trade

The agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com
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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.

Aggregation opportunities

Aggregation is allowed for members which own and centrally manage multi-facility systems and have the ability to drive purchasing decisions.

Other key value and terms

- Pricing is firm for the term of agreement.
- Financial analysis reveals Smiths Medical has a 0.3 percent increase compared to the expiring agreement pricing.
- Members will be charged actual freight costs and a \$50 handling fee for orders less than \$300.
- Smiths Medical is 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.

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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

- **Blood Gas Analyzers, Reagents, Consumables and Service:** Analyzers that measure the pH of blood and the amount of oxygen and carbon dioxide in the blood
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **Hemodynamic Monitoring Products and Accessories:** Arterial catheters and lines
- **Point of Care (POC) Blood Gas and Additional Tests:** Hand-held analyzer device used for blood gas testing and additional tests at the patient's bedside

Awarded supplier		
Supplier	New	Expiring
smiths medical <small>bringing technology to life</small>	PP-NS-1101 AS-NS-1101	PP-NS-861 AS-NS-861

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

Baby Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes hair and skin care items such as baby lotions, ointments, baby washes, baby shampoo, baby powder, cornstarch and supplies designed for use in the pediatric patient populations (neonate to young child).

Class of trade

Cardinal is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

Cardinal	Jeff Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
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Note: Supplier contact information is current as of April 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)/price activation (PA) is required at Tier 2.

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.
- Moving from Cardinal's new Tier 1 to Tier 2 offers 7.1 percent savings.
- Available through distribution: Cardinal


Note: Financial analysis and pricing information 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

- **Breast Pump Equipment and Accessories:** Breast pump equipment, garments, ointments and accessories used during lactating process
- **Infant Diapers and Related Products:** Disposable diapers designed in various sizes ranging from preemie/neonate to youth
- **Neonatal Specialty Products:** Enteral products, umbilical catheters and PICCS, phototherapy eye shields and other specialty products
- **Neonatal Developmental Products:** Pacifiers, sucrose, positioners, nesting props, bathing systems, swaddle cloths, pads and incubator covers

Awarded supplier		
Supplier	New	Expiring
 CardinalHealth	PP-NS-1065	New

Current agreements with Johnson & Johnson (PP-WC-123), Dudley (PP-WC-124) and Kerma Medical (PP-WC-125) expire June 30, 2017.

Financial considerations:

- Package sizes
- Restocking fees

Patient safety and satisfaction:

- Fragrance allergies
- Skin sensitivity and protection
- Toxicity testing
- Ingredient composition

Roadblocks to conversion:

- Existing supplier relationships
- Mother's preference
- Class of trade restrictions

Bandages, Dressings and Gauze

Effective October 1, 2016

Expires October 31, 2019

Products available

This category includes adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings and alcohol prep pads.

Class of trade

- Medi-Tech and Tetra are available to acute care, continuum of care and Premier REACH™ members.
- Covidien is available to specific acute care, non-acute healthcare, schools, colleges and universities. See value analysis toolkit for more details.

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Medi-Tech	Jennifer Porter	954.648.2195	jennifer.porter@@medi-techintl.com
Tetra	Barbara Hoffman	847.647.0590	barb@tetramed.com

Note: Supplier contact information is current as of July 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 and higher with all suppliers.
- Covidien requires a Primary Group Designation Form, if not previously declared.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks with all suppliers.

- Covidien requires that members are able to influence purchasing decisions.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Medi-Tech and Tetra offer early payment discounts.
- Covidien offers 2.7 percent savings overall compared to the expiring agreement.
- Covidien offers a quick start incentive. There is a 5 percent rebate for converting members.
- Covidien has a 3 percent direct order fee.
- Medi-Tech offers 3.2 percent savings overall compared to the expiring agreement.
- Tetra offers 2.5 percent savings overall compared to the expiring agreement.
- **Tetra is the low-cost supplier on crossed items.**
- Available through distribution: Covidien, Medi-Tech and Tetra
- Available direct: Covidien and Tetra

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
 COVIDIEN	PP-NS-976 AS-NS-976	PP-NS-793 AS-NS-793
 MEDI-TECH International Corporation	PP-NS-977	PP-NS-794
 TETRA MEDICAL SUPPLY CORP	PP-NS-978	PP-NS-795

Medi-Tech and Tetra are women-owned businesses (WBE).

Financial considerations:

- Premium versus economy product
- Value-adds
- Minimum order requirements
- Early payment discounts

Patient safety and satisfaction:

- USP VII standards
- Antimicrobial dressings
- Safety features available (e.g., color alert, low linting)
- Latex allergies

Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions

Full launch content and additional resources available

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Related categories

- **Cohesive Bandages**: Self-adherent elastic wrap that functions like tape which sticks to itself and not to the patient's skin
- **Lap Sponges, OR Towels and Specialty Sponges**: Lint-free sponges, gauze packing and X-ray detectable gauze
- **Skin Integrity: Prevention, Healing and Support**: Advanced wound care and patient cleansing, that includes patient cleansing and skin care items
- **Tape Products**: Strips of strong woven fabric or other materials used to bind or hold bandages in place
- **Transparent Dressings**: Dressings used to cover catheter sites and secure devices to the skin while allowing visibility of the site

Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

Products available

This category includes lumbar puncture trays, thoracentesis, paracentesis, pneumothorax, soft tissue biopsy, myelogram and arthrogram trays. Procedure needles are also included.

This category previously included suture removal kits, laceration trays, staple removal kits and minor procedure kits which have been split out into their own category – Suture Removal and Laceration Trays.

Class of trade

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

CareFusion	Zack Moore	901.302.0504	zachary.moore@carefusion.com
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Note: Supplier contact information is current as of November 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)/electronic price activation (PA) is required for Tier 2 and higher.

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 of the agreement.
- Financial analysis reveals CareFusion offers a 1 percent savings overall compared to the expiring agreement.
- CareFusion offers a rebate for incremental sales of soft tissue biopsy needles.
- CareFusion is available direct and through distribution.

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 supplier

Supplier	New	Expiring
 CareFusion	PP-NS-924 AS-NS-924	PP-NS-754 AS-NS-754

The current agreement with Medline (PP-NS-756) has been renewed in the new category Suture Removal and Laceration Trays. The current agreement with Busse (PP-NS-755) expires January 31, 2016.

Financial considerations:

- Value-adds such as growth incentives
- Tray components
- Late payment penalties
- Minimum order requirements

Patient safety and satisfaction:

- Safety versus standard products
- Sizes and styles of bone marrow biopsy needles
- Safety mechanism on thoracentesis needles

Roadblocks to conversion:

- Existing supplier relationships
- Trays available with or without specialty needles

Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

Related categories

- **Custom Procedure Trays, Gowns and Related Products:** Specifically designed packs that combine the disposable items needed for specific surgical procedures, as well as standardized drapes and gowns used during surgical procedures.
- **Diagnostic and Interventional Radiology:** Core disposable radiology products, such as soft tissue biopsy needles, used primarily for the treatment of peripheral vascular disease including peripheral angiography, peripheral angioplasty, stent placement and other interventional radiology procedures.
- **Regional Anesthesia Trays:** Supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management.
- **Safety Hypodermic Products:** Safety products that are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism.
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection.
- **Suture Removal and Laceration Trays:** Standard suture removal kits, laceration trays, staple removal kits and minor procedure trays such as incision and drainage and nosebleed trays.

Bladder Scanners

Effective June 1, 2017

Expires May 31, 2020

Products and services available

This category includes equipment used as a non-invasive method of assessing bladder volume and other bladder conditions to determine the amount of urine retention or post-void residual urine.

Class of trade

- Laborie is available to acute care, non-acute healthcare and non-healthcare facilities. Long term care classes of trade are excluded from purchasing under this agreement.
- Medline is available to acute care, non-acute healthcare and surgery centers.

Laborie	Craig Middleton	802.878.1110	cmiddleton@laborie.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com

Note: Supplier contact information is current as of March 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)/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 both suppliers.
- Laborie's new agreement offers 3.8 percent savings overall compared to the expiring agreement.
- Medline's new agreement offers 1.4 percent savings overall compared to the expiring agreement.
- **Laborie is the overall low-cost supplier on crossed items.**
- Available through distribution: Laborie and Medline
- Available direct: Laborie and Medline
- S2S Global also offers ultrasound gel. See [S2S Global Master agreement launch document](#) for details.

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

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
	PP-NS-1037	PP-NS-823
	PP-NS-1038 AS-NS-1038	PP-NS-822

Laborie is a small business enterprise (SBE).
Laborie acquired Mediwatch.

Financial considerations:

- Reimbursement
- Availability of loaners
- Warranties
- Maintenance and calibration costs
- Potential time, supply and length of stay savings compared to catheterization

Patient safety and satisfaction:

- Patient population e.g., male, female, adult, child
- Patient comfort
- Lower risk of infection compared to catheterization
- Results are available immediately

Roadblocks to conversion:

- Existing supplier relationships

Bladder Scanners

Effective June 1, 2017

Expires May 31, 2020

Related categories

- **Physical Therapy Products:** Physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability (includes ultrasound gel which is used with bladder scanner equipment)
- **Ultrasound (Radiology, Cardiology, Hand Carried):** Ultrasound equipment, disinfection systems and service agreements for radiology, cardiology, and hand carried ultrasound systems

Bowel Management

Effective January 1, 2017

Expires March 31, 2020

Products and services available

This category includes products specifically designed to safely and reliably divert, collect or contain non-surgically induced gastrointestinal waste created by bedridden, immobilized or critically ill patients in hospitals, nursing homes, rehabilitation centers or home health.

Class of trade

All suppliers have class of trade restrictions. See value analysis toolkit for details.

- Bard is available to select acute care and non-acute healthcare providers.
- Coloplast is available only to members who purchase products for their "own use."
- ConvaTec is available to hospital members.

Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Coloplast	Lisa Mulry	631.943.0750	uslam@coloplast.com
ConvaTec	Keith Roberts	513.368.4764	keith.roberts@convatec.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 for Tier 2 or higher with Bard.
- Coloplast requires a PMDF/PA for Tier 1.
- ConvaTec requires a PMDF/PA for all tiers.

Aggregation opportunities




- Bard allows aggregation for multi-facility systems and established networks for Tier 3 only.
- ConvaTec allows aggregation for multi-facility IDNs that have the ability to make purchasing decisions for their owned, leased and managed facilities.
- Aggregation with Coloplast is not applicable due to single tier offering.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Bard offers 4.7 percent savings overall compared to the expiring agreement.
- For the initial 90 days of this agreement, Bard will grandfather all member tier designations from PP-NS-800. This clause only serves to grandfather the member's tier designation. Pricing implications will vary on an individual basis.
- Coloplast offers a niche transanal irrigation system for patients with neurogenic bowel dysfunction (NBD).
- ConvaTec offers 11.1 percent savings overall compared to the expiring agreement.
- **ConvaTec is the overall low-cost supplier.**
- Available through distribution: Bard and ConvaTec
- Available direct: Bard and Coloplast

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 BARD	PP-NS-991	PP-NS-800 AS-NS-800
 Coloplast	PP-NS-992	New
 ConvaTec	PP-NS-993 AS-NS-993	PP-NS-799

Financial considerations:

- Reimbursement
- Reduces the risk of infection, which may shorten length of stay

Patient safety and satisfaction:

- Fecal contamination
- Skin breakdown concerns
- Odor control
- Patient dignity
- Leakage

Roadblocks to conversion:

- Existing supplier relationships
- Clinician preference

Bowel Management

Effective January 1, 2017

Expires March 31, 2020

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Related category

- **Enterostomal Therapy Products**: Products used in the treatment of patients with surgically constructed connections between the large and small intestines (colon and ileum) and between the urinary tract (bladder, urethra, ureters) and the skin to permit the removal of gastrointestinal and urinary waste products from the body

Breast Pump Equipment and Accessories

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes breast pump equipment and products required for use during the breastfeeding process (e.g. capital equipment, garments, ointments and accessories used during lactating process).

Class of trade

The agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Medela	Jason Patterson	800.435.8316 x556	jason.patterson@medela.com
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Note: Supplier contact information is current as of January 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required for Tier 2 and 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 the agreement.
- Medela offers 3.3 percent savings overall compared to the expiring agreement.
- Medela offers value-adds such as trade-in credits, new account credits, milk warmer bulk order programs and multi-category incentives.
- Medela charges a \$20 fee for orders less than \$500.
- Available through distribution: Medela
- Available direct: Medela

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

- **Infant formula:** Infant formula (powder and liquid), nursers, bottles, nipples and water

Awarded supplier

Supplier	New	Expiring
medela 	PP-NS-1031 AS-NS-1031	PP-WC-119 AS-WC-119

Current agreements with Genadyne (PP-WC-120) and Hygeia (PP-WC-121) expire March 31, 2017.

Creche (PP-WC-161) expired October 20, 2016.

Financial considerations:

- Acquisition options e.g. rent, lease, purchase
- Consignment programs
- Disposables costs
- Insurance coverage
- Minimum order requirements
- Value-adds

Patient safety and satisfaction:

- Comfort and fit
- Educational materials
- Efficiency
- Hand-free pumping option
- Premie option
- Transportation and assembly
- Cleaning and infection prevention

Roadblocks to conversion:

- Existing supplier relationships
- Insurance coverage
- User preference
- Lactation consultant preference
- Availability of disposables for mother after leaving hospital

Catheter/Tube Securement and Stabilization Products **Effective September 1, 2017**

Expires August 31, 2020

Products and services available

This category includes suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids.

Products in this category do not include endotracheal or tracheostomy tube holders and urological securement devices which can be found in related categories.

Class of trade

- Access Scientific, BioDerm and I.V. House are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M and Bard are available to acute care and non-acute healthcare facilities.

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Access Scientific	Phil Royston	913.626.1545	proyston@accessscientific.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
BioDerm	James Terpstra	616.335.4149	jterpstra@bioderminc.com
I.V. House	Lisa Vallino	314.956.7975	lisa@ivhouse.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 3M, Access Scientific, Bard and I.V. House.
- A PMDF/PA is not required with BioDerm due to single tier offering.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 3M, Access Scientific, BioDerm and I.V. House.
 - 3M requires facilities to independently commit to the participation required by the tier.
- Bard allows aggregation for multi-facility systems and established networks of facilities.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 3M offers 1.7 percent savings overall compared to the expiring agreement.
- BioDerm offers a 12 percent increase overall compared to the expiring agreement.
- Bard is the overall low-cost supplier on crossed items for stabilization devices.
- Bard offers grandfathered pricing for the first 12 months of the agreement.
- Access Scientific is the overall low-cost supplier on crossed items when transparent dressing costs included.
- Available through distribution: 3M, Access Scientific, BioDerm and I.V. House
- Available direct: Access Scientific, Bard, BioDerm and I.V. House

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-1077	PP-NS-852 AS-NS-852
	PP-NS-1078	New
	PP-NS-1079 AS-NS-1079	New
	PP-NS-1080	PP-NS-853
	PP-NS-1081	New

Access Scientific and BioDerm are small business enterprises (SBE). I.V. House is a woman-owned business enterprise (WBE).

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

Catheter/Tube Securement and Stabilization Products Effective September 1, 2017

Expires August 31, 2020

Full launch content and additional resources available

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Related categories

- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits including the access catheters, securement devices and the maximum barrier kits
- **Endotracheal Tubes and Related Products:** Tubes designed to deliver oxygen or anesthesia to the patient (tube holders included)
- **IV Site Management and Accessories:** Kits and products used in the maintenance of IV insertion sites (e.g., IV start kits, central line dressing kits, IV catheter securement devices)
- **PICC and Midline Access Products:** PICCs, midline catheters and supplies
- **Tracheostomy Tubes and Related Products:** Products used to keep the trachea open due to airway obstruction (tube holders included)
- **Transparent Dressings:** Dressings used in wound management that are transparent allowing for visual inspection of the site being monitored
- **General Urological Products:** Foley catheters, Foley catheter trays, urine meters, drainage bags, urinary catheter securement devices, urethral trays, irrigation trays and midstream catch kits

Central Venous Access Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes central venous access catheters, sheaths, dilators and kits including the access catheters, securement devices and the maximum barrier kits.

Class of trade

- Agreements with Access Scientific, Centurion and Medcomp are available to acute care, non-acute healthcare and non-healthcare facilities.
- Arrow/Teleflex and Bard have class of trade exclusions. See the value analysis toolkit for details.

Access Scientific	Phil Royston	858.259.8333	proyston@accessscientific.com
Arrow/Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com
Bard	Robert Anderson	770.329.4556	bob.anderson@crbard.com
Centurion	Adrienne Croissant	618.206.8356	acroissant@centurionmp.com
Medcomp	Adam Brody	609.456.3856	abrody@medcompnet.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 all suppliers.

Aggregation opportunities






- Access Scientific, Centurion and Medcomp allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
 - Medcomp requires GPO facilities to independently meet the participation required by the applicable tier.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at the seller's discretion, established networks of facilities. Aggregation is limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Bard allows aggregation for multi-facility systems and established networks of facilities.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Access Scientific's new agreement offers flat pricing compared to its expiring agreement.
- Arrow/Teleflex's new agreement offers 8.6 percent increase overall compared to its expiring agreement.
- Bard will grandfather local member pricing for the first 12 months of this agreement. See the value analysis toolkit for details.
- **Centurion is the low-cost suppliers for non-tunneled catheters.**
- **Medcomp is the low-cost supplier for tunneled catheters.**
- Available through distribution: Access Scientific, Arrow/Teleflex, Centurion and Medcomp
- Available direct: Access Scientific, Arrow/Teleflex, Bard, Centurion and Medcomp

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-1047	PP-NS-997
	PP-NS-1051	PP-NS-829 AS-NS-829
	PP-NS-1048	New
	PP-NS-1049 AS-NS-1049	New
	PP-NS-1050	New

Access Scientific is a small business enterprise (SBE).

Financial considerations:

- Reimbursement
- Utilization of antimicrobial catheters
- Standard vs. custom kits
- Decreased complications and length of stay
- Value-adds e.g. additional discounts

Patient safety and satisfaction:

- Central-line associated bloodstream infections (CLABSIs)
- Electronic medical record (EMR) compatibility
- French sizes and number of lumens available

Roadblocks to conversion:

- Existing supplier relationships

Central Venous Access Products

Effective July 1, 2017

Expires June 30, 2020

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Related categories

- **Catheter/Tube Securement and Stabilization Products**: Suture-less securement and stabilization products
- **Implantable Infusion Ports**: Implanted devices used to provide access in the delivery of medications into the patient's bloodstream
- **PICC and Midline Access Products**: PICCs and midline catheters and supplies
- **Transparent Dressings**: Dressings that are used to cover catheter sites and secure devices to the skin while allowing visibility of the site

Chlorhexidine Gluconate (CHG) Skin Prep Products

Effective August 1, 2017

Expires July 31, 2020

Products available

This category includes minimum 2 percent chlorhexidine gluconate (CHG) and 70 percent isopropyl alcohol (ISA) chemical antiseptic products and solutions which are used as pre-surgical or interventional procedural scrubs or as a general wound cleanser designed to reduce blood stream infections.

Class of trade

- BD/CareFusion is available to U.S. healthcare providers, not including retail pharmacies, other retail and contract research organizations (CROs).
- PDI is available to acute care, non-acute healthcare and non-healthcare facilities.

BD/CareFusion	Zack Moore	901.302.0504	zachary.moore@carefusion.com
PDI	Jennifer Marsh	214.718.7297	jennifer.rhoda@pdihc.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)/electronic price activation (PA) is required at Tier 2 and higher with both suppliers.

Aggregation opportunities

- BD/CareFusion allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities with the ability to influence purchasing decisions.
- PDI allows aggregation 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 both suppliers.
- BD/CareFusion's new agreement offers 0.52 percent increase overall compared to its expiring agreement.
- PDI offers grandfathered pricing for those members who received grandfathered pricing on PP-NS-848.
- PDI's new agreement offers 0.2 percent savings overall compared to its expiring agreement.
- PDI is the low-cost supplier on crossed items.
- Available through distribution: CareFusion and PDI
- Available direct: PDI

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-NS-1057 AS-NS-1057	PP-NS-847 AS-NS-847
	PP-NS-1058	PP-NS-848

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

Chlorhexidine Gluconate (CHG) Skin Prep Products

Effective August 1, 2017

Expires July 31, 2020

Related categories

- **Anti-infection Site Dressings:** Dressing products that have been impregnated with antimicrobial agents such as CHG
- **Bedside Procedure Trays:** Trays with CHG prepping solutions
- **IV Site Management and Accessories:** Kits and trays with CHG prepping solutions
- **Patient Cleansing and Skin Care (Bag-based):** Single application products packaged in a disposable bag, including the pre-packaged CHG wipes
- **Specialty Distribution – Laboratory and/or Research Products:** Skin prep products included
- **Surgical Hand Preps:** Solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures
- **Surgical Patient Prep Products:** Solutions such as one-step, surgical scrubs and patient products used to disinfect and prep the patient's skin prior to the surgical incision

Closed Ventilation Suction

Effective November 1, 2015

Expires February 28, 2019

Products available

This category includes products used in neonate, pediatric and adult patients to aspirate or suction the bronchial tree or trachea with an endotracheal tube or tracheostomy.

The products are designed so that they do not require removing the patient from ventilator support or breaking the closed circuit of the ventilation system for each suctioning episode.

Class of trade

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

Halyard Health	Janis Harvey	770.587.8388	janis.harvey@hyh.com
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Note: Supplier contact information is current as of July 1, 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)/electronic price activation (PA) is required for Tier 2 and higher.

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 first 12 months of the agreement; thereafter, Halyard will increase pricing 2.8 percent in aggregate for the remaining 24 months.
- Year 1: Halyard offers flat pricing compared to the expiring agreement.
- Years 2 and 3: Halyard offers an overall 2.8 percent increase compared to the expiring agreement.
- Halyard offers conversion and loyalty rebates.
- Products are available direct from Halyard and through distribution.

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 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.
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Awarded supplier

Supplier	New	Expiring
 HALYARD <small>FORMERLY KIMBERLY-CLARK HEALTH CARE</small>	PP-NS-884 AS-NS-884	PP-NS-725

Financial considerations:

- Reimbursement
- 24-hour vs. 72-hour catheter costs, i.e. change outs
- Value-adds e.g. rebates for loyalty programs and conversions

Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP) rate reduction
- Catheter change out timeframe
- Catheter lengths and diameters available for patient population

Roadblocks to conversion:

- Existing supplier relationships

Closed Ventilation Suction

Effective November 1, 2015

Expires February 28, 2019

Related categories

- **Endotracheal Tubes and Related Products:** Tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, measured dose inhaler (MDI) holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies and humidification products and resuscitation bags
- **Suction Canisters, Yankauers and Tubing:** suction canisters, Yankauers, tubing (sterile and non-sterile) and solidifiers used for the purpose collecting medical waste

Cohesive Bandages

Effective February 1, 2017

Expires January 31, 2020

Products available

This category includes self-adherent elastic wrap that functions like tape which sticks to itself and not to the patient's skin.

Class of trade

- Andover and S2S are available to acute care, continuum of care and Premier REACH™ members.
- 3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
Andover	Kevin Thomas	615.545.6658	kthomas@andoverhealthcare.com
S2S	Chris McCaw	804.310.0034	chris_mccaw@premierinc.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)/electronic price activation (PA) is required for Tier 2 and higher with all suppliers.

Aggregation opportunities

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

- 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- 3M offers a 4.9 percent increase overall compared to the expiring agreement.
- Andover offers 2.8 percent savings overall compared to the expiring agreement.
- Andover offers an early conversion incentive and CoFlex brand conversion incentive.
- **S2S is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, Andover and S2S
- Available direct: S2S (S2S will ship direct if member can accept container shipments)

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-NS-998	PP-NS-809
	PP-NS-999 AS-NS-999	PP-NS-810 AS-NS-810
	PP-S2-001X AS-S2-001X	New

Andover is a small business enterprise (SBE).

Financial considerations:

- Cohesive bandages in kits vs. individual purchase
- Reimbursement
- Value-adds e.g. early conversion incentives and product discounts

Patient safety and satisfaction:

- Patient comfort
- Bandages not made with natural rubber latex offered
- Ease of tearing by hand vs. scissors
- Colors and kid prints available

Roadblocks to conversion:

- Existing supplier relationships

Cohesive Bandages

Effective February 1, 2017

Expires January 31, 2020

Related categories

- **Adhesive Skin Closures:** Adhesive products used to externally hold skin together over incisions or wounds
- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Skin Integrity:** Multi-layer compression wraps used to treat and prevent edema and venous inefficiencies
- **Tape Products:** Narrow strips of strong woven fabric, or materials utilized to bind or hold something in place
- **Transparent Dressings:** Dressings used in wound management which allow for visual inspection of the site

Dialysis Products and Accessories

Effective November 1, 2017

Expires October 31, 2020

Products and services available

This category includes capital, consumables, fluids and pharmacological products associated with the treatment and support of acute or chronic renal disease or failure patients being treated through hemodialysis, peritoneal dialysis or continuous renal replacement therapy (CRRT).

Class of trade

- AngioDynamics and Medcomp are available to acute care, non-acute healthcare and non-healthcare facilities. See value analysis toolkit for details.
- Arrow/Teleflex, Bard Access, Bard Peripheral, B. Braun and Covidien are available to acute care and non-acute healthcare facilities. See value analysis toolkit for restrictions and details.

Angio-Dynamics	Scott Centea	518.798.1215	scentea@angiodynamics.com
Arrow/Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com
Bard Access	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Bard Peripheral	Robert Anderson	770.784.6164	bob.anderson@crbard.com
B. Braun	Sam Amory	610.691.5400	sam.amory@bbraun.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Medcomp	Adam Brody	215.256.4201	abrody@medcompnet.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 all suppliers.

Aggregation opportunities

- AngioDynamics allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. The aggregation option is intended for owned, leased, or managed (OLM) systems or GPOs that have market share of 40 percent for Tier 2 or 60 percent for Tier 3 with AngioDynamics based on the annual spend data.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at seller's discretion, established networks of facilities. Aggregation is limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Bard Access and Bard Peripheral allow aggregation for multi-facility systems and established networks of facilities.
- B. Braun allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.

Awarded suppliers

Supplier	New	Expiring
 angiodynamics	PP-NS-1087	PP-NS-864
 Teleflex®	PP-NS-1093	PP-NS-867
 PP-NS-1089	PP-NS-1089	PP-NS-865
 PP-NS-1090	PP-NS-1090	PP-NS-866
 B. BRAUN SHARING EXPERTISE	PP-NS-1088	PP-NS-868
 COVIDIEN	PP-NS-1092 AS-NS-1092	PP-NS-862 AS-NS-862
 medCOMP	PP-NS-1091	PP-NS-863

The current agreement with Diasol (PP-NS-869) expires October 31, 2017.

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

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

Aggregation opportunities (continued)

- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Medcomp allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. GPO facilities must independently meet the participation required by the applicable tier.

Other key value and terms

- Pricing is firm for the term of the agreement with AngioDynamics, Bard Access, Bard Peripheral, B. Braun and Medcomp.
 - Covidien pricing 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.
- AngioDynamics offers 6.6 percent savings compared to its expiring agreement pricing.
- AngioDynamics will grandfather member tier designations from PP-NS-864 for the initial 120 days of this agreement. Members are entitled to the prices associated with those tiers within this agreement.
- Arrow/Teleflex has a 0.4 percent increase compared to its expiring agreement pricing.
- Bard Access offers flat pricing compared to its expiring agreement pricing.
- Bard Peripheral offers 3.8 percent savings compared to its expiring agreement pricing.
- Bard Access and Bard Peripheral will grandfather member pricing under individual agreements for the first 12 months of the Premier agreement if superior to the member's qualifying tier. Members are required to maintain historical purchasing compliance levels.
- B. Braun offers 1.0 percent savings compared to its expiring agreement pricing.
- Covidien offers 12.6 percent savings compared to its expiring agreement pricing.
- Medcomp has a 0.2 percent increase compared to its expiring agreement pricing.
- **Arrow/Teleflex is the overall low-cost supplier on crossed items.**
- Available through distribution: Arrow/Teleflex, B. Braun, Covidien, Medcomp
- Available direct: AngioDynamics, Arrow/Teleflex, Bard Access, Bard Peripheral, B. Braun, Covidien (3 percent direct order fee), Medcomp

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

- **Patient Scales:** Medical scales and patient weighing systems
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **PICC and Midline Access Products:** Peripherally-inserted central venous catheters (PICCs) and midline catheters and supplies
- **Vascular Grafts:** Synthetic implants that are used to repair a vascular defect that provides blood flow or acts as a conduit for hemodialysis

Disinfection Caps

September 1, 2016

Expires August 31, 2019

Products and services available

This category includes alcohol-based disinfection caps used to disinfect the hub of the valves. A disinfection cap covers the needleless connector and protects it from touch and airborne contamination after it's been applied.

Class of trade

- ICU Medical is available to acute care, continuum of care and Premier REACH™ members.
- 3M is available to acute care and non-acute healthcare members only.

3M	Rodger Ratliff	214.676.9818	rdratliff@mmm.com
ICU Medical	Doug Baran	215.321.5989	dbaran@icumed.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.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with both suppliers.
- 3M requires facilities to independently commit to the participation required by the tier.

Other key value and terms



- Pricing is firm for the term of both agreements.
- 3M offers 8.4 percent savings overall for Curoc compared to the expiring agreement.
- If members can convert 75 percent of Curoc spend to the new Jet cap, 3M offers 10.1 percent savings overall compared to the expiring agreement.
- ICU Medical is the overall low-cost supplier on crossed items.
- Available through distribution: 3M and ICU Medical
- Available through direct: ICU 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 supplier

Supplier	New	Expiring
	PP-NS-961 AS-NS-961	PP-NS-779 AS-NS-779
	PP-NS-962	New

3M [acquired](#) Ivera in March 2015.

ICU Medical [acquired](#) Excelsior in October 2015.

Financial considerations:

- The cost of an alcohol swab vs. disinfection cap
- Lower cost of care and length of stay attributed to lower infection rates
- Grandfathering

Patient safety and satisfaction:

- CLASBI guidelines
- Compatibility with needleless connectors
- Clinical compliance with protocol
- Kill times
- Colors available

Roadblocks to conversion:

- Existing supplier relationships

Disinfection Caps

September 1, 2016

Expires August 31, 2019

Related categories

- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **Needleless Connectors:** Devices designed to allow connection of multiple IV sets and catheter hubs without the use of needles

Disposable Labor and Delivery Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category includes disposable undergarments, delivery kits, circumcision equipment/supplies, OB pads, amniotic hooks, baby garments, umbilical cord blood clamps, collection kits and other items required at the time of the delivery and birthing process.

Class of trade

- DeRoyal, EME, Kerma and S2S Global are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A-1 in the value analysis toolkit for details.

Covidien	Greg Goodall	757.450.9234	greg.j.goodall@medtronic.com
DeRoyal	Matt Spalding	865.318.7435	mbspalding@deroyal.com
EME	Vincent Abadie	800.423.2926	vabadie@emecompany.com
Kerma	Tammy Williams	757.398.8400	twilliams@kermamedical.com
S2S Global	Chris McCaw	804.310.0034	chris_mccaw@premierinc.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)/price activation (PA) is required for Tier 2 and higher with all suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with DeRoyal, EME, Kerma and S2S Global.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

Other key value and terms

- Pricing is firm for the term of the agreement with DeRoyal, EME, Kerma and S2S Global.
 - Covidien pricing 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.
- Covidien offers 2.2 percent savings overall compared to the expiring agreement.
- DeRoyal offers flat pricing overall compared to the expiring agreement.
- EME offers 5.4 percent savings overall compared to the expiring agreement.
- Kerma offers 3.3 percent savings overall compared to the expiring agreement.
- S2S Global is the low-cost supplier for those suppliers with more than 50 percent of crossed spend.**
- Available through distribution: Covidien, DeRoyal, EME, Kerma and S2S Global
- Available direct: Covidien (3% direct order fee), DeRoyal, EME and S2S Global (container shipments only)

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
 COVIDIEN	PP-NS-1069 AS-NS-1069	PP-WC-133 AS-WC-133
 DeRoyal®	PP-NS-1071	PP-WC-134
 EME	PP-NS-1073	PP-WC-136
 KERMA medical products	PP-NS-1072	PP-WC-137
 S2S GLOBAL	PP-NS-1070 AS-NS-1070	New

EME is a small business enterprise (SBE). Kerma is a minority-owned business (MBE).

Current agreements with Divergent (PP-WC-135) and LSL (PP-WC-138) expire August 31, 2017.

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

Disposable Labor and Delivery Products

Effective September 1, 2017

Expires August 31, 2020

Full launch content and additional resources available

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Related categories

- **Fetal Monitoring:** Monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions
- **Incontinence Products:** Briefs, underpads, wipes, control pads, mesh panties and undergarments used for moderate to severe urinary output and loss of bowel control

Disposable Non-Sterile Protective Apparel

Effective December 1, 2015

Expires November 30, 2018

Products available

The category consists of non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers.

Class of trade

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

Cardinal Health	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
Encompass	Tom Sweatt	817.233.8064	tom.sweatt@encompassgro.com
Halyard Health	Janis Harvey	770.587.8388	janis.harvey@hyh.com
ICP	Liz MacLeod	314.447.6224	lmacleod@icpmedical.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Tronex	Edmund Tai	973.335.2888 x129	etai@tronexcompany.com
Welmed	Denny Wright	847.363.8099	dennywright@welmed.us

Note: Supplier contact information is current as of April 5, 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)/electronic price activation (PA) is required for Tier 2 and higher with all suppliers.

Aggregation opportunities




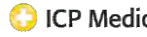




Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal's new agreement offers an 8.1 percent savings overall compared to the expiring agreement.
- Halyard's new agreement offers flat pricing overall compared to the expiring agreement.
- ICP offers value-adds including multi-category, direct shipment and large order incentives.
- Medline's new agreement offers flat pricing overall compared to the expiring agreement.
- Tronex's new agreement offers 12.4 percent savings overall compared to the expiring agreement.
- **Tronex is the overall low-cost supplier on crossed items.**
- Available through distribution: Cardinal, Encompass, Halyard, ICP, Medline, Tronex, Welmed
- Available direct: Encompass, ICP, Medline, Tronex, Welmed

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
 Cardinal Health	PP-NS-892	PP-NS-726
 Encompass*	PP-NS-895	New
 HALYARD <small>FORMERLY KIMBERLY-CLARK HEALTH CARE</small>	PP-NS-893	PP-NS-728
 ICP Medical	PP-NS-896	New
 MEDLINE	PP-NS-891	PP-NS-727
 S2S GLOBAL	PP-S2-001J AS-S2-001J	PP-NS-751
 TRONEX	PP-NS-894	PP-NS-729
 welmed	PP-NS-897	New

Note: Encompass and Welmed are small businesses (SBE) and Tronex is minority-owned (MBE)

S2S offers gowns, coveralls, scrubs, coats, shoe covers and caps. See the [PremierPro® products launch document](#) for details.

Financial considerations:

- Value-adds
- Early payment discounts
- Minimum orders

User safety and satisfaction:

- AAMI level offerings
- Sizes available
- Coverage options

Roadblocks to conversion:

- Existing supplier relationships
- Clinical preference

Full launch content and additional resources available

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Related categories

- **Exam Gloves**: Exam gloves used to provide barrier protection from exposure to blood or bodily fluids
- **Reusable Textiles and Services**: Apparel, robes, surgical textiles, etc.
- **Sterile Packs and Gowns**: Standardized drapes and gowns used during surgical procedures
- **Surgical and Isolation Masks**: Masks used as protective attire covering the mouth and nose

Disposable Shower Sleeve and Cast Covers

Effective June 1, 2015

Expires May 31, 2018

Products available

This category includes waterproof covers for casts, bandages, wounds, PICC lines, midline catheters and IVs.

Class of trade

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

Cenorin	Gerry Arambula	801.201.1553	garambula@cenorin.com
PSC Solutions	Amy Miller	407.898.5001	amy.miller@showercovers.com

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

- PSC Solutions: Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for all tiers above the access tier. Tier 1 (distribution) and Tier 5 (direct) are the access tiers.
- Cenorin: PMDF/PA is not required due to single tier offering.

Aggregation opportunities

- PSC Solutions: Aggregation allowed for multi-facility systems, GPOs and established networks.
- Cenorin: Aggregation is not applicable due to single tier.

Other key value and terms


- Pricing is firm for the term with both suppliers.
- Financial analysis reveals that Cenorin is the overall low-cost supplier on crossed items.
- PSC offers value-adds for large orders (cases per order). These are one to two percent discounts based on thresholds.
- Available through distribution: Cenorin and PSC Solutions
- Available direct: Cenorin and PSC Solutions

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
CENORIN™	PP-NS-886	New
 PSC Solutions, Inc. <small>Preventative Shower Care Solutions</small>	PP-NS-887	New

Note: Cenorin is a small business enterprise (SBE) and PSC Solutions is a minority-owned business (MBE)

There is no ASCEND® award in this category.

Financial considerations:

- Savings attributed to decreased dressing changes – supplies and clinician time
- Value-adds
- Minimum orders

Patient safety and satisfaction:

- Patient comfort
- Ease of use
- Patient mobility
- May help to reduce the risk of infection

Roadblocks to conversion:

- Existing supplier relationships

ECG Electrodes, Cables, Lead Wires and Defibrillator Pads

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes non-capital electrocardiology (ECG) sensors and accessories used in cardiology-related physiological tracings meant to detect and relay information to ECG monitors (e.g., ECG electrodes, ECG associated cables and lead wires and electrophysiology related defibrillator pads).

Class of trade

- Advantage Medical/LifeSync is available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A in the value analysis toolkit for details.

Advantage Medical/LifeSync	Zachary Wunsch	954.745.3528	zwunsch@advantagemed.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.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 both suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

Aggregation opportunities



- Advantage Medical/LifeSync allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Advantage Medical/LifeSync offers 3.6 percent savings overall compared to the expiring agreement.
- Advantage Medical/LifeSync offers a conversion incentive and volume rebate. See the value-adds section in the value analysis toolkit for details.
- Covidien offers 7.8 percent savings overall compared to the expiring agreement.
- Covidien offers a quick start rebate. See the value-adds section in the value analysis toolkit for details.
- Covidien has a \$90 fee for orders less than \$500.
- Available through distribution: Advantage Medical/LifeSync and Covidien
- Available direct: Advantage Medical/LifeSync and Covidien (3% direct order fee)

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
 AMC CONNECTING HEALTH AND TECHNOLOGY	PP-NS-1083	PP-NS-857
 COVIDIEN	PP-NS-1082 AS-NS-1082	PP-NS-854 AS-NS-854

Advantage Medical/LifeSync is a small business enterprise (SBE).

The current agreements with Med-Dyne (PP-NS-856) and Vermed (PP-NS-855) expire September 30, 2017.

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. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Chart Paper and Related Products:** Medical chart paper for cardiology (ECG), monitoring (fetal and physiological), defibrillator, neurology, pharmacy, lab and video imaging
- **External Defibrillators and Related Products:** Manual external defibrillators and automated external defibrillators (AEDs), non-disposable cables and leads, proprietary dispersive pads, batteries, storage cases and cardiopulmonary resuscitation (CPR) devices
- **Physiological Monitoring Systems:** Monitoring systems for physiologic parameters such as respiratory rate, body temperature, non-invasive blood pressure and invasive blood pressure

Electronic Thermometry

Effective June 1, 2017

Expires May 31, 2020

Products available

This category includes patient thermometers for clinical use that measure temperatures within a minimum range of 95° to 106°F (35° to 41°C), as well as units that provide specialized probes for continuous monitoring.

Class of trade

- Covidien is available to select acute care, non-acute healthcare and education facilities.
- Welch Allyn is available to select acute care and non-acute healthcare facilities.

Covidien	Greg Goodall	757.450.9234	greg.j.goodall@medtronic.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

Note: Supplier contact information is current as of March 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.
- Covidien requires a Primary Group Designation Form (PGDF) for those members who do not have a PGDF on file.

Aggregation opportunities



- Covidien allows aggregation for multi-facility systems and established networks of facilities with the ability to influence decisions.
- Welch Allyn allows aggregation for multi-facility systems and their owned or controlled facilities. Only acute care members may aggregate the volume of their owned or controlled facilities.

Other key value and terms

- 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.
- Covidien's new agreement offers 2.9 percent savings overall compared to the expiring agreement.
- Covidien offers a 5 percent quick start incentive rebate.
- Welch Allyn pricing is firm for the term of the agreement.
- Welch Allyn's new agreement offers 0.9 percent savings overall compared to the expiring agreement.
- **Welch Allyn is the overall low-cost supplier on crossed items.**
- Available through distribution: Covidien and Welch Allyn
- Available direct: Covidien (3% direct order fee)

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
 COVIDIEN	PP-NS-1035	PP-NS-824
 WelchAllyn	PP-NS-1036 AS-NS-1036	PP-NS-820 AS-NS-820

Financial considerations:

- Maintenance and calibration costs
- Probe covers are the majority of the category spend
- Value-adds e.g. rebates

Patient safety and satisfaction:

- Speed and accuracy of temperature readings
- Cleaning protocols
- Patient population (i.e. infant, pediatric, adult)

Roadblocks to conversion:

- Existing supplier relationships
- Probe covers are proprietary

Electronic Thermometry

Effective June 1, 2017

Expires May 31, 2020

Full launch content and additional resources available

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Related category

- **Single-use Thermometers**: Disposable, single-use thermometers for both the adult and pediatric populations.

Enterostomal Therapy Products

Effective January 1, 2017

Expires March 31, 2020

Products and services available

This category includes products used in the treatment of patients with surgically constructed connections between the large and small intestines (colon and ileum) or between the urinary tract (bladder, urethra, ureters) and the skin to permit the removal of gastrointestinal and urinary waste products from the body.

Class of trade

- ConvaTec is available to acute care, hospice, home health agencies, long-term care closed door pharmacies, skilled nursing facilities and DME suppliers.
- Hollister is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade restrictions.

ConvaTec	Keith Roberts	513.368.4764	keith.roberts@convatec.com
Hollister	Lisa Clarke	847.680.1000 x1244	lisa.clarke@hollister.com

Note: Supplier contact information is current as of June 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 for Tier 2 or higher with Hollister.
- ConvaTec requires PA/PMDF at all tiers. DME members must individually PA/PMDF the DME tier (Exhibit A-5). Signed PMDFs must be attached to DME price activations.

Aggregation opportunities



- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities.
 - Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.
- Hollister allows aggregation for multi-facility systems, GPOs and established networks. Hollister requires aggregating facilities to commit 70 percent market share.

Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- Products purchased under these agreements are for members' "own use" and may not be resold.
- ConvaTec offers 31.5 percent savings overall compared to the expiring agreement.
- Hollister offers 20.8 percent savings overall compared to the expiring agreement.
- Hollister offers a conversion rebate and an enterostomal therapy customer rebate.
- **Hollister is the overall weighted low-cost supplier on crossed items.**
- Available through distribution: ConvaTec and Hollister
- Available direct: Hollister

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 ConvaTec	PP-NS-990	PP-NS-801 AS-NS-801
 Hollister	PP-NS-989 AS-NS-989	PP-NS-802

Financial considerations:

- Reimbursement
- Frequency of changing pouches and the associated cost
- Value-adds e.g. rebates

Patient safety and satisfaction:

- Skin breakdown concerns
- Odor control
- Patient's ability to change pouch and available education
- Patient comfort

Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions
- End-user preference

Enterostomal Therapy Products

Effective January 1, 2017

Expires March 31, 2020

Full launch content and additional resources available

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Related category

- **Bowel Management**: Products specifically designed to safely and reliably divert, collect or contain non-surgically induced gastrointestinal waste created by bedridden, immobilized or critically ill patients in hospitals, nursing homes, rehabilitation centers or home health

Exam Gloves

Effective May 1, 2016

Expires April 30, 2019

Products available

This category includes non-sterile examination gloves which are routinely used to provide barrier protection and prevent skin and mucous-membrane exposure when in contact with blood or other body fluids of any patient.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members with some exclusions. See value analysis toolkit for more information.

Cardinal	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
Halyard	Janis Harvey	770.587.8388	janis.harvey@hyh.com
IHC	Mark Reiber	918.245.8400	mreiber@ihcsolutions.com
Medgluv	Jerry Leong	954.586.5309	jleong@medgluv.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

Note: Supplier contact information is current as of January 15, 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 Tier 2 or higher with all suppliers except Medgluv.
- Medgluv offers a single tier where PMDF/PA is not required.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks for Cardinal, Halyard, IHC and Medline.
- Medgluv offers a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal offers 4 percent savings overall compared to the expiring agreement.
- Halyard offers 3.8 percent savings overall compared to the expiring agreement.
- IHC offers 14.4 percent savings overall compared to the expiring agreement.
- Medgluv offers 16.3 percent savings overall compared to the expiring agreement.
- Medline offers 5 percent savings overall compared to the expiring agreement.
- **Medgluv is the overall low-cost supplier.**
- Available through distribution: Cardinal, Halyard, IHC, Medgluv and Medline
- Available direct: Halyard, IHC, Medgluv and Medline

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
 CardinalHealth™	PP-NS-934	PP-NS-761
 HALYARD <small>FORMERLY KIMBERLY-CLARK HEALTH CARE</small>	PP-NS-935	PP-NS-763
 INNOVATIVE HEALTHCARE CORPORATION	PP-NS-936	PP-NS-766
 Medgluv	PP-NS-937	PP-NS-767
 MEDLINE	PP-NS-933	PP-NS-762
 S2S GLOBAL	PP-S2-001I AS-S2-001I	PP-NS-769

Note: IHC is a veteran-owned business (VET) and Medgluv is a minority-owned business (MBE)

Current agreements with Ansell (PP-NS-764), Sempermed (PP-NS-765) and Tronex (PP-NS-768) expire April 30, 2016.

Financial considerations:

- Cost of glove dispenser conversions
- Nitrile versus vinyl gloves

Patient/employee safety and satisfaction:

- AAMI level offerings
- Sizes available
- Colors available
- Patient and clinician allergies (e.g. latex)
- Chemotherapy usage – chemotherapy rated vs. tested

Roadblocks to conversion:

- Existing supplier relationships
- Some gloves are proprietary to dispensers
- Clinical preference

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.
- [Exam glove specifications](#): An Excel spreadsheet detailing specifications by supplier by glove for product comparison.

Related categories

- **Disposable Non-sterile Protective Apparel**: Non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers.
- **Surgeon Gloves**: Sterile gloves used by the surgical scrub team to provide sterile protection to surgical staff and patients.

Fall Management Footwear

Effective August 1, 2017

Expires July 31, 2020

Products available

This category includes slippers used on patients in acute and non-acute facilities to prevent falls. These include skids and treads that are single-sided or dual-sided, as well as color coded, that are used for patients while in the hospital setting.

Class of trade

- Agreements with Encompass and S2S Global are available to acute care, non-acute healthcare and non-healthcare facilities.
- Cardinal is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for details.

Cardinal	Fran McCormick	847.887.6148	fran.mccormick@cardinalhealth.com
Encompass	Tom Sweatt	817.233.8064	tom.sweatt@encompassgroup.net
S2S Global	Chris McCaw	804.310.0034	chris_mccaw@premierinc.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)/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 the agreement with all suppliers.
- Cardinal's new agreement offers 0.5 percent savings overall compared to its expiring agreement.
- Encompass' new agreement offers 3.3 percent savings overall compared to its expiring agreement.
- Encompass offers a conversion rebate. See value-adds section in the value analysis for details.
- S2S's new agreement offers flat pricing compared to its expiring agreement.
- **Encompass is the overall low-cost supplier on crossed items.**
- Available through distribution: Cardinal, Encompass, S2S Global
- Available direct: Encompass, S2S Global (container shipments only)

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
 CardinalHealth	PP-NS-1055	PP-NS-844
 Encompass	PP-NS-1054	PP-NS-845
 S2S GLOBAL	PP-NS-1056 AS-NS-1056	PP-S2-001H AS-S2-001H

Encompass is a small business (SBE).

The current agreement with LSL (PP-NS-846) expires July 31, 2017.

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

Fall Management Footwear

Effective August 1, 2017

Expires July 31, 2020

Related categories

- **Restraints and Fall Prevention Products:** Fall prevention programs, visual cues, warning systems/monitors/alarms, and patient restraints or restraining garments and devices that limit the physical movement of the patient
- **Mobility Aids:** Canes, crutches, knee walkers, motorized scooters, walkers and wheelchairs
- **Physical Therapy Products and Exercise Equipment:** Products and equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability
- **Reusable Textiles and Textile Services:** 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
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids

General Urological Products

Effective March 1, 2016

Expires February 28, 2019

Products available

This category includes Foley catheters, Foley catheter trays, urine meters, drainage bags, urinary catheter securement devices, urethral trays, irrigation trays and midstream catch kits.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members with some exclusions. See value analysis toolkit for more information.

Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Hollister	Lisa Clarke	847.680.1000 x1244	lisa.clarke@hollister.com

Note: Supplier contact information is current as of June 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)/electronic price activation (PA) is required for Tier 2 and higher.

Aggregation opportunities

- Bard allows aggregation for multi-facility systems and established networks.
- Hollister allows aggregation for multi-facility systems, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Bard offers a 0.01 percent savings compared to the expiring agreement.
- Bard is the overall low-cost supplier.
- Bard offers a growth incentive for Tier 3 eligible members.
- Available through distribution: Bard and Hollister
- Available direct: Hollister

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

- **Specialty Urological Products:** Products used primarily in the operating room by physicians for treatment of specific problems or for interventional procedures such as biopsies, stone removal or minor surgeries.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-928 AS-NS-928	PP-NS-757 AS-NS-757 PP-NS-758*
	PP-NS-929	New

*Bard [acquired](#) Rochester in November 2013.

Current agreements with Poiesis Medical (PP-NS-759) and Sterigear (PP-NS-760) expire February 29, 2016.

Financial considerations:

- Reimbursement
- Growth incentives

Patient safety and satisfaction:

- Patient comfort
- Allergies (e.g. latex)
- Silver/antimicrobial vs. non-silver catheters
- CAUTI guidelines

Roadblocks to conversion:

- Existing supplier relationships
- Patient satisfaction (e.g. converting from latex to silicone)

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
	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

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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.

Hemodynamic Monitoring Products and Accessories

Effective July 1, 2017


Expires June 30, 2020

Products available

This category includes arterial catheters and lines, transducers, leads and cables, hemodynamic thermodilution catheters, invasive venous oximetry catheters (ScvO2), pulmonary artery catheters, closed injectates and injectate delivery systems for use with thermodilution catheters, temporary pulmonary artery pacing catheters, oximetry thermodilution catheters and all hemodynamic catheter insertion products and kits.

Class of trade

- Agreements with ICU Medical and ReavillMED are available to acute care, non-acute healthcare and non-healthcare facilities.
- Arrow/Teleflex and Edwards have class of trade exclusions. See value analysis toolkit for specific class of trade availability.

Awarded suppliers		
Supplier	New	Expiring
 Teleflex	PP-NS-1043	PP-NS-837
 Edwards	PP-NS-1046	PP-NS-835
 ICU Medical	PP-NS-1045	PP-NS-836
 ReavillMED	PP-NS-1044	PP-NS-918*

*ReavillMED previously included these products under their PICC and Midline Access Products agreement. ReavillMED is a small business enterprise (SBE).

Arrow/Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com
Edwards	Kristina Reyes	714.721.7220	kristina_reyes@edwards.com
ICU Medical	Mark Jorgensen	949.366.3550	mjorgensen@icumed.com
ReavillMED	Matt Reavill	815.483.5712	matt@reavillmed.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 Arrow/Teleflex, ICU Medical and ReavillMED.
- Edwards requires a PMDF/PA at all tiers.

Aggregation opportunities

- ICU Medical and ReavillMED allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at seller's discretion, established networks of facilities. Aggregation limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Edwards allows aggregation for multi-facility systems that own all facilities in the system. Facilities must independently commit to participation for each category but unit requirements may be aggregated.

Financial considerations:

- Reimbursement
- Ongoing consumable costs
- Savings attributed to preventing additional length of stay and/or complications
- Value-adds e.g. rebates and discounts

Patient safety and satisfaction:

- Bloodstream infections
- Latex allergies
- Magnetic resonance imaging (MRI) compatibility

Roadblocks to conversion:

- Existing supplier relationships
- Equipment with proprietary disposables

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Arrow/Teleflex offers 5.4 percent increase overall compared to the expiring agreement.
- Edwards offers a 19.3 percent increase on invasive hemodynamic, 18.4 percent increase on PreSep and 7 percent increase on FloTrac overall compared to the expiring agreement.
- ICU Medical offers 3.4 percent savings overall compared to the expiring agreement.
- ICU Medical offers a quality improvement initiative discount and conversion rebate. See value analysis toolkit for details.
- ReavillMED offers flat pricing compared to the expiring agreement.
- ReavillMED offers guaranteed savings. See value analysis toolkit for details.
- **ICU Medical is the low-cost supplier on crossed items.**
- Available through distribution: Arrow/Teleflex, ICU Medical and ReavillMED
- Available direct: Arrow/Teleflex, Edwards, ICU Medical and ReavillMED

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

- **Arterial Blood Gas Kits:** Kits used to obtain arterial blood samples for patient's oxygen saturation and levels of oxygen, carbon dioxide, pH and bicarbonate
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **PICC and Midline Access Products:** Peripherally inserted central venous catheters (PICCs), midline catheters and supplies
- **Physiological Monitoring Systems:** Systems that monitor patients' physiologic parameters such as respiratory rate, body temperature, non-invasive and invasive blood pressure

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

- [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

- **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

High Risk OB/GYN – Med/Surg Products

Effective January 1, 2017

Expires December 31, 2019

Products and services available

This category includes products used to treat conditions of various high risk obstetrical and gynecological disorders including, but not limited to, postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures.

These products were previously included in the High Risk OB/GYN Products category. Assisted reproductive therapy and in vitro fertilization also available on the prior agreement have been split into their own category – High Risk OB/GYN – Specialty Products.

Class of trade

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

Cook Medical	Tim Nagus	314.330.6529	tim.nagus@cookmedical.com
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Note: Supplier contact information is current as of October 1, 2016. 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)/electronic price activation (PA) is required at all tiers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks.
- The aggregation option serves to aggregate the dollar volume only. GPO and aggregation group facilities must independently commit to the market share required by the tier.
- Individual members are granted a six-month period from the effective date of activation to attain aggregate compliance level

Other key value and terms


- Pricing is firm for the term of agreement.
- Cook Medical's new agreement includes a 2.2 percent increase overall compared to the expiring agreement.
- Products are available direct from Cook 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

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Awarded supplier

Supplier	New	Expiring
	PP-NS-994	PP-WC-117

The current agreement with UA Medical (PP-WC-116) expires December 31, 2016.

Financial considerations:

- Reimbursement
- Minimum order requirements
- Shipping charges for low volume orders

Patient safety and satisfaction:

- Clinical support and education from the supplier
- Latex-free options
- Product sizes available
- Patient comfort

Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements

High Risk OB/GYN – Med/Surg Products

Effective January 1, 2017

Expires December 31, 2019

Related categories

- **High Risk OB/GYN – Specialty Products:** Products used in vitro fertilization procedures associated with assisted reproductive therapy
- **Specialty Urological Products:** Specialty catheters, guidewires, stone removal, stents and dilation products

High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

Products and services available

This category includes products used in vitro fertilization procedures associated with assisted reproductive therapy.

These products were previously included in the High Risk OB/GYN Products category. Products for postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures also available on the prior agreement have been split into their own category – High Risk OB/GYN – Med/Surg Products.

Class of trade

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

Cook Medical	Tim Nagus	314.330.6529	tim.nagus@cookmedical.com
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Note: Supplier contact information is current as of October 1, 2016. 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)/electronic price activation (PA) is required at all tiers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks.
- The aggregation option serves to aggregate the dollar volume only. GPO and aggregation group facilities must independently commit to the market share required by the tier.
- Individual members are granted a six-month period from the effective date of activation to attain aggregate compliance level

Other key value and terms


- Pricing is firm for the term of agreement.
- Cook Medical's new agreement includes a 2.3 percent increase overall compared to the expiring agreement.
- Products are available direct from Cook 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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Awarded supplier

Supplier	New	Expiring
	PP-NS-995	PP-WC-117

The current agreement with UA Medical (PP-WC-116) expires December 31, 2016.

Financial considerations:

- Reimbursement
- Total procedure cost including drugs per treatment cycle
- Minimum order requirements

Patient safety and satisfaction:

- Clinical support and education from the supplier
- Historic pregnancy rate for the supplier and/or the facility

Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements

High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

Related categories

- **High Risk OB/GYN – Med/Surg Products:** Products used to treat conditions of various high risk obstetrical and gynecological disorders including, but not limited to, postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures
- **Specialty Urological Products:** Specialty catheters, guidewires, stone removal, stents and dilation products

Hot and Cold Packs

Effective December 1, 2016

Expires November 30, 2019

Products and services available

This category includes items for heating and cooling related to treatment/reduction of pain, comfort and swelling due to minor procedures or the maintenance of warmth. Items are primarily designed for single patient use and may include reusable items for the same patient. This category does not include the cold therapy units.

Class of trade

- DeNovo, HMS and Solution Matrix are available to acute care, continuum of care and Premier REACH™ members.
- Cardinal is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for details.

Cardinal	Jeff Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
DeNovo	Matt Walters	239.245.7030	matt@denovoproducts.com
HMS	Judson Doyle	203.723.1466 x306	jdoyle@hmsmedical.com
Solution Matrix	Jeremy Adkins	540.352.3211	jadkins@solutionmatrixinc.com

Note: Supplier contact information is current as of September 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 and higher with Cardinal and DeNovo.
- HMS and Solution Matrix do not require a PMDF/PA.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with Cardinal and DeNovo.
- HMS and Solution Matrix offer a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Cardinal offers 4 percent savings overall compared to the expiring agreement.
- DeNovo offers an 18.6 percent increase overall compared to the expiring agreement.
- Solution Matrix offers 7.7 percent savings overall compared to the expiring agreement.
- The low-cost supplier varies by subcategory.
- Available through distribution: Cardinal, DeNovo, HMS and Solution Matrix
- Available direct: Cardinal, DeNovo and Solution Matrix

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
 CardinalHealth	PP-NS-979 AS-NS-979	PP-NS-796 AS-NS-796
 DeNovo PRODUCTS	PP-NS-980	PP-NS-798
 HMS	PP-NS-982	New
 SOLUTION MATRIX INC	PP-NS-981	PP-NS-797

DeNovo, HMS and Solution Matrix are small business enterprises (SBE).

Financial considerations:

- Single use items vs. to multi-use items
- Number of products needed for one treatment
- Additional items needed to cover the pack to regulate temperature

Patient safety and satisfaction:

- Maximum and minimum safe temperatures
- Ease of use
- Differences in chemicals used to create heat reactions

Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions

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 also included.

Related categories

- **Disposable Labor and Delivery Products**: Warming mattresses for the care of the infant immediately following the birthing process
- **Patient Temperature Management**: Fluid-circulated blankets and invasive warming products
- **Patient Warming – Convective Warming Blankets**: Convective (forced-air) warming blankets
- **Patient Warming – Blood and Fluid Warming**: Blood and fluid warming products used to prevent and treat hypothermia by warming the blood/fluid as it is infused into the patient
- **Pediatric and Youth Disposables**: Passive warming garments using reflective materials to keep in patient's own radiant heat

Incontinence Products

Effective August 1, 2017

Expires July 31, 2020

Products available

This category includes briefs, underpads, wipes, control pads, mesh panties and undergarments used for moderate to severe urinary output and loss of bowel control.

Class of trade

- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A-1 in the value analysis toolkit for details.
- Medline is available to select acute care and non-acute healthcare. See Appendix A-2 in the value analysis toolkit for details.
- S2S Global is available to acute care, non-acute healthcare and non-healthcare facilities.

Awarded suppliers		
Supplier	New	Expiring
 COVIDIEN	PP-NS-1067 AS-NS-1067	PP-AC-099 AS-AC-099
 MEDLINE	PP-NS-1066	PP-AC-100
 S2S GLOBAL	PP-NS-1068 AS-NS-1068	New

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

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
S2S Global	Chris McCaw	804.310.0034	chris_mccaw@premierinc.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 all suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Medline and S2S Global.
- Covidien allows aggregation for multi-facility systems and established networks of facilities with the ability to influence decisions.

Other key value and terms

- Pricing is firm for the term of the agreement with Medline and S2S Global.
 - 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.
- Covidien and Medline offer conversion rebates. See value-adds section in the value analysis toolkit for details.
- Covidien's new agreement offers 3.7 percent savings overall compared to its expiring agreement.
- Medline will grandfather local agreement pricing that is lower than pricing on this agreement. See terms and conditions in the value analysis toolkit for details.
- Medline's new agreement offers 3.4 percent savings overall compared to its expiring agreement.
- **S2S is the low-cost supplier on crossed items.**
- Available through distribution: Covidien, Medline, S2S Global
- Available direct: Covidien (3% direct order fee), Medline, S2S Global (container shipments only)

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

Incontinence Products

Effective August 1, 2017

Expires July 31, 2020

Full launch content and additional resources available

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Related categories

- **Bladder Scanners**: Equipment used to assess bladder volume and other bladder conditions
- **Disposable Labor and Delivery Products**: Disposable supplies required in the care of the mother and infant throughout the birthing process, such as maternity pads and mesh maternity pants
- **Infant Diapers and Related Products**: Disposable diapers designed in various sizes ranging from preemie/neonate to youth
- **Patient Cleansing and Skin Care (Bag-Based)**: Disposable wipes in a bag, "bath in a bag" used at the patient bedside and the pre-packaged chlorhexidine gluconate (CHG) wipes

Infusion Devices and Device-dedicated Sets

Effective February 1, 2014

Expires January 31, 2020

Products and services available

This category includes large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems.

Class of trade

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

Baxter	David Shellenberger	313.815.5362	david_shellenberger@baxter.com
B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Chuck Collis	586.980.9338	charles_collis@bd.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of August 15, 2013. 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.
- Baxter, B. Braun and Smiths Medical also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers or value-adds.

Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations and established networks.
- Aggregation is not allowed for B. Braun.
- Aggregation for CareFusion is allowed for multi-facility systems, group purchasing organizations and established networks.
- Aggregation for Smiths Medical is allowed for owned and centrally managed multi-facility systems that have the ability to drive centralized purchasing decisions.

Other key value and terms

- Baxter, CareFusion and Smiths Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter's new agreement pricing is an overall increase of 4.2 percent.
- **Baxter is the low-cost supplier for dedicated sets.**
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new agreement pricing is an overall increase of 4.3 percent.

Awarded suppliers

Supplier	New	Expiring
	PP-IV-113	PP-IV-013 PP-IV-017
	PP-IV-112	PP-IV-012
	PP-IV-110	PP-IV-010
	PP-IV-118	PP-IV-018

Baxter [acquired](#) Sigma International (PP-IV-017) in 2012.

Current agreements with Excelsior (PP-IV-014) and Hospira (PP-IV-015) expire January 31, 2014.

Members who need to continue to purchase products from Hospira are encouraged to sign a local agreement with a start date before January 31, 2014. Consider opportunities with Premier contracted IV suppliers.

Financial considerations:

- Purchase vs. lease
- Software licenses and upgrades
- Ongoing need for consumables
- Implementation and training
- EMR integration

Patient safety and satisfaction:

- Potential tubing misconnections
- Functionality prohibiting drug library bypass for certain medications

Roadblocks to conversion:

- Useful life of pumps and length of current member agreement
- Cross-category value-adds and tiers
- Integration capabilities

Other key value and terms (continued)

- Pricing is firm with CareFusion for 18 months; thereafter pricing may increase annually up to 2.9 percent or change according to the Consumer Price Index.
 - If a member signs a six-year bi-lateral agreement in the first 12 months of this agreement, pricing for disposable will be firm for the term of the agreement.
- CareFusion's new agreement pricing is an overall savings of 1.8 percent.
- Pricing is firm with Smiths Medical for 36 months; thereafter pricing may increase annually the greater of 2.99 percent or change according to the Consumer Price Index.
- Smiths Medical's new agreement pricing is an overall savings of 0.1 percent.
- Available through distribution: Baxter, B. Braun, CareFusion and Smiths Medical
- Available direct: Baxter, B. Braun, CareFusion and Smiths 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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- [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.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [Infusion pump product reference](#): An Excel spreadsheet with detailed information on the pump specifications of each supplier.
- [Infusion Pumps Purchasing Guide](#): A PDF guide to purchasing considerations around infusion pumps.

Related categories

- **Disinfection Caps:** Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Sets and Accessories:** IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **IV Fluids, Bag-based Drug Delivery and TPN Macronutrients:** IV fluids (both small and large volume), bag-based drug delivery systems, small and large volume parenterals, and TPN macronutrients (amino acids, dextrose and intravenous fat emulsions)
- **Needleless Connectors:** Devices designed to allow connection of multiple intravenous sets and catheter hubs without the use of needles. This includes all needleless connectors with and without extension sets less than 15-inches attached.
- **Pharmacy Compounding Equipment and Admixture Supplies:** Pharmacy capital equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

Infusion Sets and Accessories

Effective February 1, 2014

Expires January 31, 2020

Products and services available

This category includes IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories.

Class of trade

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

Baxter	David Shellenberger	313.815.5362	david_shellenberger@baxter.com
B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Chuck Collis	586.980.9338	charles_collis@bd.com
ICU Medical	Doug Baran	215.327.9734	dbaran@icumed.com

Note: Supplier contact information is current as of August 15, 2013. 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.
- Baxter and B. Braun also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers.




Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations and established networks.
- Aggregation is not allowed for B. Braun.
- Aggregation for CareFusion is allowed for multi-facility systems, group purchasing organizations and established networks.
- Aggregation for ICU Medical is allowed for multi-facility systems with the ability to coordinate purchasing decisions, group purchasing organizations and established networks.

Other key value and terms

- Baxter, CareFusion and ICU Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter's new agreement pricing is an overall increase of 3.7 percent.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new agreement pricing is an overall increase of 0.4 percent.
- Pricing is firm with CareFusion for 18 months; thereafter pricing may increase annually up to 2.9 percent or change according to the Consumer Price Index.
 - If a member signs a six-year bi-lateral agreement in the first 12 months of this agreement, pricing for disposable will be firm for the term of the agreement.
- CareFusion's new agreement pricing is an overall increase of 6.3 percent.

Awarded suppliers

Supplier	New	Expiring
	PP-IV-123	PP-IV-023
	PP-IV-122	PP-IV-022
	PP-IV-120	PP-IV-020
	PP-IV-126	PP-IV-026

Current agreements with Hospira (PP-IV-025) and Smiths Medical (PP-IV-028) expire January 31, 2014.

Members who need to continue to purchase products from Hospira are encouraged to sign a local agreement with a start date before January 31, 2014. Consider opportunities with Premier contracted IV suppliers.

Financial considerations:

- Cost of custom compared to standard sets
- Value-adds offered by suppliers

Patient safety and satisfaction:

- Potential tubing misconnections
- PVC-, latex- and DEHP-free tubing

Roadblocks to conversion:

- Cross-category value-adds and tiers

Infusion Sets and Accessories

Effective February 1, 2014

Expires January 31, 2020

Other key value and terms (continued)

- Pricing is firm with ICU Medical for 24 months; thereafter pricing may increase up to 3 percent on a line-item basis.
- ICU Medical's new agreement pricing is an overall increase of 0.6 percent.
- **ICU Medical is the low-cost supplier for infusion sets and accessories.**
- Available through distribution: Baxter, B. Braun, CareFusion and ICU Medical
- Available direct: Baxter, B. Braun and CareFusion

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. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.

Related categories

- **Disinfection Caps:** Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Devices and Device-dedicated Sets:** Large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems
- **IV Fluids, Bag-based Drug Delivery and TPN Macronutrients:** IV fluids (both small and large volume), bag-based drug delivery systems, small and large volume parenterals, and TPN macronutrients (amino acids, dextrose and intravenous fat emulsions)
- **Needleless Connectors:** Devices designed to allow connection of multiple intravenous sets and catheter hubs without the use of needles. This includes all needleless connectors with and without extension sets less than 15-inches attached.
- **Pharmacy Compounding Equipment and Admixture Supplies:** Pharmacy capital equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

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

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

IV Fluids, Bag-based Drug Delivery and TPN Macronutrients

Effective February 1, 2014

Expires January 31, 2020

Products and services available

This category includes intravenous (IV) fluids (both small and large volume parenterals), bag-based drug delivery systems, and total parenteral nutrition (TPN) macronutrients (amino acids, dextrose and intravenous fat emulsions).

Class of trade

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

Baxter	David Shellenberger	313.815.5362	david_shellenberger@baxter.com
B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
Drip Drop	Brian Courtney	800.761.0321	brian.courtney@dripdrop.com
H2ORS	Candace Fleming	617.794.6794	candace@h2ors.com

Note: Supplier contact information is current as of August 15, 2013. 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.
- Baxter and B. Braun also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers or value-adds.

Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations and established networks.
- Aggregation for B. Braun is not allowed.

Other key value and terms

- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter offers an early payment discount of 1 percent if paid within 15 days of invoice date.
- Baxter offers performance group rebates and growth rebates.

Awarded suppliers

Supplier	New	Expiring
	PP-IV-133	PP-IV-033
	PP-IV-132	PP-IV-032
	SD-IV-002	New
	SD-IV-003	New

The current agreement with Hospira (PP-IV-035) expires January 31, 2014.

Members who need to continue to purchase products from Hospira are encouraged to sign a local agreement with a start date before January 31, 2014. Consider opportunities with Premier contracted IV suppliers.

Update June 2016: The agreement with Drip Drop has been terminated effective September 29, 2016. Drip Drop and H2ORS are [SEEDS™](#) suppliers; small business enterprises (SBEs) effective September 1, 2014. They have been added for oral rehydration therapy products.

Financial considerations:

- Premium price on certain bag-based drug delivery systems due to pre-mixed state
- Potential for drug waste
- Rebates
- Price protection

Patient safety and satisfaction:

- Barcoding and labeling
- Convenience and ease of use
- Availability of ready-to-use products
- Ability to standardize to pre-mixed product concentrations and container volume

Roadblocks to conversion:

- Cross-category value-adds and tiers
- Lipids are only available through Baxter at this time
- Product availability due to drug shortages

Other key value and terms (continued)

- Baxter's new agreement pricing has overall increases of 13.0 percent in IV fluids, 3.1 percent in bag-based drug delivery and 7.1 percent in TPN macronutrients compared to the expiring agreement.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new agreement pricing has overall increases of 2.1 percent in IV fluids, 3.1 percent in bag-based drug delivery and 9.6 percent in TPN macronutrients compared to the expiring agreement.
- **B. Braun is the low-cost supplier in IV fluids, bag-based drug delivery and TPN macronutrients.**
- Available through distribution: Baxter and B. Braun
- Available direct: Baxter and B. Braun

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. 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.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [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

- **Disinfection Caps:** Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Devices and Device-dedicated Sets:** Large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems
- **Infusion Sets and Accessories:** IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **Needleless Connectors:** Devices designed to allow connection of multiple intravenous sets and catheter hubs without the use of needles. This includes all needleless connectors with and without extension sets less than 15-inches attached.
- **Pharmacy Compounding Equipment and Admixture Supplies:** Pharmacy capital equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

IV Site Management and Accessories

Effective January 1, 2017

Expires December 31, 2019

Products and services available

This category includes kits and products used in the maintenance of IV insertion sites (e.g., IV start kits, central line dressing kits, IV catheter securement devices). Catheters are not included in this category and can be found in other Premier categories.

Class of trade

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

LSL	Dottie Leway	931.451.5525	dottie.leway@lslhealthcare.com
Medical Action	Morgan Patton	804.723.7999 x60013014	morgan.patton@owens-minor.com

Note: Supplier contact information is current as of September 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 for Tier 2 or higher with both suppliers.

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term with both suppliers.
- LSL offers 3.5 percent savings overall compared to the expiring agreement.
- LSL is the overall low-cost supplier for custom kits based on the scenario analysis.
- LSL offers a conversion rebate.
- Medical Action offers 6.4 percent savings overall compared to the expiring agreement.
- Medical Action offers loyalty, conversion and growth rebates.
- Available through distribution: LSL and Medical Action
- Available direct: LSL and Medical Action

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. Where possible, non-awarded supplier product information is also included.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-988	PP-NS-805
	PP-NS-987 AS-NS-987	PP-NS-803 AS-NS-803
	PP-S2-001Q AS-S2-001Q	New

LSL is a minority business enterprise (MBE)

The current agreement with Cardinal (PP-NS-804) expires December 31, 2016.

S2S Global partners with Medical Action in this space offering 18 SKUs to help with SKU standardization. See the [PremierPro® products launch document](#) for details.

Financial considerations:

- Standard kit cost vs. custom kit cost
- Kit cost variances for brand and product type
- Value-adds e.g. rebates
- Minimum order requirements

Patient safety and satisfaction:

- CDC guidelines on max barrier, skin preparation and site dressings
- Kit/tray sterility
- Patient allergies

Roadblocks to conversion:

- Existing supplier relationships

IV Site Management and Accessories

Effective January 1, 2017

Expires December 31, 2019

Related categories

- **Catheter/Tube Securement and Stabilization Products:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **Custom Procedure Trays:** Specifically designed packs that combine the disposable items needed for specific surgical procedures
- **PICC and Midline Access Products:** Peripherally inserted central venous catheters (PICCs), midline catheters and supplies
- **Sterile Packs and Gowns:** Standardized drapes and gowns used during surgical procedures that are available in a variety of standard configurations
- **Safety IV Catheters:** IV start catheters equipped with a safety device to prevent accidental needle sticks.

Low Frequency Ultrasonic Wound Therapy

Effective May 1, 2016

Expires April 30, 2019

Products and services available

This category includes non-contact, low-frequency ultrasound wound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells which reduces bacteria, biofilm and sustained inflammation while promoting blood flow, angiogenesis and collagen deposition.

Class of trade

- Alliqua is available to acute care and non-acute healthcare members only.
- Arobella is available to acute care, continuum of care and Premier REACH™ members.

Alliqua	Wes Snodgrass	678.920.8151	wsnodgrass@alliqua.com
Arobella	Kyle Patrick	952.288.2813	kpatrick@arobella.com

Note: Supplier contact information is current as of May 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 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 with both suppliers.
- Alliqua offers a non-contact, low-frequency ultrasound
- Alliqua offers purchase and rental acquisition options.
- Arobella offer a non-contact, low-frequency ultrasound and a contact debrider.
- Arobells offers purchase, rental and by the minute acquisition options.
- Available direct: Alliqua and Arobella

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

- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site. These systems consist of dressings, an evacuation tube, a collection canister and a vacuum pump.
- **Regenerative Skin Grafting Products:** Products using various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement.

Awarded suppliers

Supplier	New	Expiring
 Alliqua BIOMEDICAL	PP-NS-948	New
 Arobella Medical, LLC <small>(Specialty Supplier for Wound Care)</small>	PP-NS-949	New

Arobella is a small business enterprise (SBE). Alliqua [acquired](#) Celleration in June 2015.

There is no ASCEND® award in this category.

Financial considerations:

- Reimbursement
- Acquisition options i.e. rental vs. purchase
- Early payment discounts

Patient safety and satisfaction:

- Infection prevention
- Improved healing time
- Clinician ease of use
- Limited or no pain treatment for the patient

Roadblocks to conversion:

- Existing supplier relationships

Needleless Connectors

Effective February 1, 2014

Expires January 31, 2020

Products and services available

This category consists of devices designed to allow connection of multiple intravenous (IV) sets and catheter hubs without the use of needles. This includes all needleless connectors with and without extension sets less than 15-inches attached.

Class of trade

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

Baxter	David Shellenberger	313.815.5362	david_shellenberger@baxter.com
B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Chuck Collis	586.980.9338	charles_collis@bd.com
ICU Medical	Doug Baran	215.327.9734	dbaran@icumed.com
Nexus	Angela Caudell	913.627.9118	acaudell@nexusmedical.com

Note: Supplier contact information is current as of August 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 Tier 2 or higher with all suppliers.
- Baxter and B. Braun also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers or value-adds.



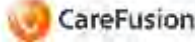


Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations (GPOs) and established networks.
- Aggregation for B. Braun is not allowed.
- Aggregation for CareFusion is allowed for multi-facility systems, GPOs and established networks.
- Aggregation for ICU Medical is allowed for multi-facility systems with the ability to coordinate purchasing decisions, GPOs and established networks.

Other key value and terms

- Baxter, CareFusion and ICU Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter offers an early payment discount of 1 percent if paid within 15 days of invoice date.
- Baxter's new agreement pricing is an overall increase of 4.8 percent compared to the expiring agreement.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.

Awarded suppliers

Supplier	New	Expiring
	PP-IV-153	PP-IV-023
	PP-IV-152	PP-IV-022
	PP-IV-150	PP-IV-020
	PP-IV-156	PP-IV-026
	PP-IV-157	New

Current agreements with Hospira (PP-IV-025) and Smiths Medical (PP-IV-028) expire January 31, 2014.

Members who need to continue to purchase products from Hospira are encouraged to sign a local agreement with a start date before January 31, 2014. Consider opportunities with Premier contracted IV suppliers.

Update August 2017: Nexus has been awarded a Technology Breakthrough contract effective August 15, 2017.

Financial considerations:

- Potential tier shifts
- Training needed to change type of connector within your facility
- Value-adds
- Price protection

Patient safety and satisfaction:

- [Needlestick prevention](#)
- [Bloodstream infection rates](#)

Roadblocks to conversion:

- Cross-category value-adds and tiers
- Current IV therapy suppliers being used in the facility

Needleless Connectors

Effective February 1, 2014

Expires January 31, 2020

Other key value and terms (continued)

- B. Braun's new agreement pricing is an overall savings of 6.3 percent compared to the expiring agreement.
- Pricing is firm with CareFusion for 18 months; thereafter pricing may increase annually up to 2.9 percent or change according to the Consumer Price Index.
 - If a member signs a six-year bi-lateral agreement in the first 12 months of the agreement, pricing for disposables will be firm for the term of agreement.
- CareFusion's new agreement pricing is an overall savings of 5.3 percent compared to the expiring agreement.
- Pricing is firm with ICU Medical for 24 months; thereafter pricing may increase up to 3 percent on a line-item basis.
- ICU Medical's new agreement pricing is an overall savings of 6.6 percent compared to the expiring agreement.
- **ICU Medical is the low-cost supplier in needleless connectors.**
- Available through distribution: Baxter, B. Braun, CareFusion and ICU Medical
- Available direct: Baxter, B. Braun and CareFusion

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. 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.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [Product reference guide](#): An Excel spreadsheet with detailed information on the critical specifications of each supplier's needleless connectors.
- [Technology Breakthrough contract announcement](#): 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

- **Disinfection Caps:** Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Devices and Device-dedicated Sets:** Large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems
- **Infusion Sets and Accessories:** IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **IV Fluids, Bag-based Drug Delivery and TPN Macronutrients:** IV fluids (both small and large volume parenterals), bag-based drug delivery systems, and total parenteral nutrition (TPN) macronutrients (amino acids, dextrose and intravenous fat emulsions)
- **Pharmacy Compounding Equipment and Admixture Supplies:** Pharmacy capital equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

Negative Pressure Wound Therapy

Effective June 1, 2016

Expires May 31, 2019

Products and services available

This category includes treatment systems designed to facilitate healing of wounds with negative pressure to the wound site. These systems consist of dressings, an evacuation tube, a collection canister and a vacuum pump.

Class of trade

- IHT is available to acute care, continuum of care and Premier REACH™ members.
- KCI is available to hospitals, acute facilities, freestanding surgical centers, long-term care and ambulatory care centers.

Genadyne	Amy Friedman	516.487.8787	amyf@genadyne.com
Integrated Healing	Cassandra Geurin	877.572.1999 x119	cassandra.geurin@ihtwoundcare.com
KCI	Greg Garland	501.590.1238	ggarland@acelity.com

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

How to operationalize these agreements

- KCI requires electronic price activation (PA) at **all tiers** to access pricing and report sales. After the initial 90 days of the contract, any members who have not submitted a price activation will be placed at list price.
- IHT offers a single tier where a Participating Member Designation Form (PMDf) or PA is not required

Aggregation opportunities




- IHT offers a single tier where aggregation is not applicable.
- KCI allows aggregation for multi-facility systems and group purchasing organizations.

Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- Both suppliers offer value-add programs.
- IHT is the low-cost supplier on crossed disposable items.
- IHT offers an early payment discount of 2 percent if paid within 30 days.
- KCI offers 0.6 percent savings overall compared to the expiring agreement.
- Available through distribution: IHT
- Available direct: IHT and KCI

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
 GENADYNE	SD-NS-012	New
 Integrated Healing Technologies	PP-NS-939	New
 KCI An Acelity Company	PP-NS-938 AS-NS-938	PP-NS-771 AS-NS-771

IHT is a small business enterprise (SBE).

KCI/Acelity [acquired](#) Spiracur in December 2015.

Genadyne is a SEEDS™ supplier; minority-owned business enterprise (MBE) effective November 1, 2016.

Financial considerations:

- Reimbursement
- Procurement options –purchase, fixed rental and daily rental
- Inventory tracking and lost pump considerations
- Total cost of ownership including disposables and bio-medical costs
- Value-add offerings

Patient safety and satisfaction:

- Patient comfort
- Patient compliance with the therapy
- Hospital to home transition assistance
- Bleeding risks

Roadblocks to conversion:

- Existing supplier relationships
- Training and support available from the supplier
- Capital budget constraints

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the summary 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 category summary.
- [PDF value analysis toolkit](#): A PDF version of the summary 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 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

- **Regenerative Skin Grafting Products**: Products using various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement.
- **Skin Breakdown Prevention Products**: Protective boots, heel protectors, wheelchair cushions, elbow protectors, foot drop prevention products, bed positioners and turn-and-position systems.
- **Skin Integrity – Prevention, Healing and Support**: Combining the categories of Advanced Wound Care and Patient Cleansing and Skin Care (Traditional), this category includes patient cleansing and skin care items used on the patient population over the age of two.

Neonatal Developmental Products

Effective November 1, 2017

Expires October 31, 2020

Products and services available

This category includes products designed to assist the developmental growth and reduce stress of premature infants (e.g. positioners, swaddle cloths, pads and incubator covers).

Class of trade

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

DandleLION	Scott Bell	203.791.9001	scott.bell@dandlelionmedical.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.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 both suppliers.

Aggregation opportunities

- DandleLION allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- Philips allows aggregation for multi-facility systems.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- DandleLION has a 0.8 percent increase overall compared to their expiring agreement.
- Philips offers 5.5 percent savings overall compared to their expiring agreement.
- **DandleLION is the overall low-cost supplier on crossed items.**
- Available through distribution: DandleLION (varies by state) and Philips
- Available direct: DandleLION and Philips

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.

Related categories

- **Neonatal Specialty Products:** Catheterization trays, urinary drainage kits, lumbar puncture kits, peripherally-inserted central catheter (PICCs), umbilical artery catheters, needles, blood filters
- **OR Patient Positioning Products:** Pre-formed foam or gel-filled positioner products that aid in patient positioning and prevention of pressure injuries during a surgical procedure
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1095	PP-WC-152
	PP-NS-1094 AS-NS-1094	PP-WC-150 AS-WC-150

DandleLION is a small business enterprise (SBE).

Current agreements with Natus (PP-WC-151) and Sandbox (PP-WC-153) expire October 31, 2017.

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

Neonatal Specialty Products

Effective November 1, 2017

Expires October 31, 2020

Products and services available

This category includes catheterization trays, urinary drainage kits, lumbar puncture kits, peripherally-inserted central catheter (PICCs), umbilical artery catheters, needles, blood filters, spikes and other specialty items/equipment designed for use in the neonatal population.

Class of trade

- Kentec and NeoMed are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A in the value analysis toolkit for details.
- Medela is available to acute care facilities only.

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Kentec	Patti Lindley	847.308.0699	plindley@kentecmedical.com
Medela	Jason Patterson	214.621.1456	jason.patterson@medela.com
NeoMed	Hilary Sherman	770.516.2225	hsherman@neomedinc.com

Note: Supplier contact information is current as of August 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 Covidien and Medela.
- Kentec does not require a PMDF/PA due to single tier offering.
- NeoMed requires a PMDF/PA at all tiers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.



Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Kentec and Medela.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.
- NeoMed allows aggregation for multi-facility systems, group purchasing organization and established networks of facilities. Sub-groups must meet spend requirement individually. See Exhibit A-1 for details.

Other key value and terms

- Pricing is firm for the term of agreement with Kentec, Medela and NeoMed.
 - Covidien pricing is firm for 12 months; thereafter, Covidien may increase prices up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien has a 3.5 percent increase compared to their expiring agreement.
- Kentec offers 18.8 percent savings compared to their expiring agreement.
- Medela offers flat pricing compared to their expiring agreement.
- Medela offers a no-charge equipment rental value-add. See value-analysis toolkit for details.
- NeoMed offers a 0.2 percent savings compared to their expiring agreement.

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-NS-1098 AS-NS-1098	PP-WC-144 AS-WC-144
 KENTEC MEDICAL, INC.	PP-NS-1096	PP-WC-145
 medela	PP-NS-1097	PP-WC-146
 NEOMED	PP-NS-1099	PP-WC-149

Kentec is a small business enterprise (SBE).

Current agreements with All Medical Care (SD-WC-011), Philips Children's Medical Ventures (PP-WC-143), Marian Medical (PP-WC-147) and Vygon (PP-WC-148) 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)

- **Kentec is the low-cost supplier on crossed items.**
- Available through distribution: Covidien, Kentec, Medela and NeoMed
- Available direct: Covidien (3 percent direct order fee), Kentec, Medela and NeoMed

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

- **Feeding Pumps, Sets, Devices and Tubes:** Enteral feeding pumps, tubes and administration sets used for delivery of hydration or nutrition through the digestive tract
- **Neonatal Developmental Products:** Pacifiers, sucrose, positioners, nesting props, bathing systems, swaddle cloths, pads and incubator covers
- **Standard Hypodermic Products:** Syringes, needles, tuberculosis (TB) syringes, insulin syringes, flush syringes, heparin flush, saline flush, oral syringes and enteral syringes

Obstetrical Monitoring

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category includes fetal scalp electrodes, intrauterine pressure catheters, vacuum assisted delivery type devices and accessories. The category also includes handheld dopplers for both obstetrical and cardiovascular application types.

This category was previously sourced as two separate categories: Obstetrical Monitoring Devices and Handheld Dopplers.

Class of trade

- Clinical Innovations and CooperSurgical are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A-1 in the value analysis toolkit for details.

Clinical Innovations	Billy Tullis	214.460.9865	b.tullis@clinicalinnovations.com
Cooper Surgical	Phillip Tomey	203.601.5200	phillip.tomey@coopersurgical.com
Covidien	Greg Goodall	757.450.9234	greg.j.goodall@medtronic.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 for Tier 2 or higher with Clinical Innovations and Covidien.
- A PMDF/PA is not required for CooperSurgical 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 the agreement with Clinical Innovations and CooperSurgical.
 - Covidien pricing 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.
- Clinical Innovations offers a 1.5 percent increase overall compared to the expiring agreement.
- CooperSurgical offers 1.0 percent savings overall for handheld dopplers and flat pricing for OB monitoring products compared to the expiring agreement.
- Covidien offers 0.5 percent savings overall compared to the expiring agreement.
- **Covidien is the low-cost supplier at the top tier for OB monitoring products.**
- Available through distribution: Clinical Innovations, CooperSurgical and Covidien
- Available direct: Clinical Innovations, CooperSurgical and Covidien (3 percent direct order fee)

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
 CLINICAL INNOVATIONS	PP-NS-1074 AS-NS-1074	PP-WC-139 AS-WC-139
 CooperSurgical	PP-NS-1075	PP-WC-141 PP-WC-127
 COVIDIEN	PP-NS-1076	PP-WC-140

Current HandHeld Doppler agreements with ArjoHuntleigh (PP-WC-126) and Newman Medical (PP-WC-128) expire July 31, 2017.

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

Full launch content and additional resources available

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Related categories

- **High Risk OB/GYN – Med/Surg Products:** Products used to treat conditions of various high risk obstetrical and gynecological disorders including, but not limited to, postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures
- **High Risk OB/GYN – Specialty Products:** Products used in vitro fertilization procedures associated with assisted reproductive therapy

Oral Care

Effective August 1, 2016

Expires July 31, 2019

Products and services available

This category includes sponge swabs, toothettes, oral care solution, oral suction tips and suction toothbrushes. These may be sold separately or in care kit packages.

This category does not include personal care items such as regular toothbrushes, toothpaste and mouthwash; those products may be found under the Personal Care Kits category.

Class of trade

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

Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
Sage	Charles Young	847.829.5477	cyoung@sageproducts.com

Note: Supplier contact information is current as of May 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 for Tier 2 and higher with both suppliers.

Aggregation opportunities



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

Other key value and terms

- Pricing is firm for the term of both agreements.
- Halyard offers a 0.8 percent increase overall compared to the expiring agreement.
- Halyard is the overall low-cost supplier on crossed items.
- Halyard offers conversion and growth rebates.
- Sage offers flat pricing overall compared to the expiring agreement.
- Sage will grandfather pricing if a particular product has a locally negotiated price that is lower than the agreement price.
- Available through distribution: Halyard and Sage
- Available direct: Halyard and Sage

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
 HALYARD <small>FORMERLY KIMBERLY-CLARK HEALTH CARE</small>	PP-NS-959 AS-NS-959	PP-NS-778 AS-NS-778
 SAGE <small>PRODUCTS</small>	PP-NS-958	PP-NS-777

Financial considerations:

- Custom kits vs. standard kits
- Value-adds such as conversion and growth rebates

Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP)
- Pediatric products
- Clinical education/ compliance
- Product vs. process

Roadblocks to conversion:

- Existing supplier relationships
- Low VAP rates with current supplier
- CHG in kits compared to prep in the pharmacy

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. Where possible, non-awarded supplier product information is also included.

Related categories

- **Closed Ventilation Suction**: Products that provide a suction capability with a completely closed airway circuit
- **Personal Care Kits**: Individual products and/or groups of products that have been packaged in a standard or customized kit as part of the patient admission process

Orthopedic Soft Goods

Effective December 1, 2015

Expires November 30, 2018

Products available

This category includes soft and extrication cervical collars; knee braces and supports; back braces and supports; shoulder braces and elbow, wrist, thumb, hand and forearm supports; ankle braces and supports; upper extremity splints; soft and custom braces; and, cold therapy units

Class of trade

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

Breg	Bert Pangrazio	678.387.7080	bpangrazio@breg.com
DJO	Cuyler O'Connor	800.884.6147	cuyler.oconnor@djoglobal.com
Ossur	Joseph Khalifa	703.618.9555	jkhalifa@ossur.com
Tetra	Mike Imhoff	800.621.4041	mike@tetramed.com

Note: Supplier contact information is current as of March 31, 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 (PDMF)/electronic price activation (PA) is required for Tier 2 and higher with Breg, DJO and Tetra.
- **Ossur requires PDMF/PA at all tiers.**

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term with all suppliers.
- DJO's new agreement offers a 1.2 percent increase overall compared to the expiring agreement.
- DJO offers a one-time \$250 conversion allowance.
- **Ossur is the low-cost supplier with more than 60 percent of crossed spend.**
- Available through distribution: Breg, DJO, Ossur and Tetra
- Available direct: Breg, DJO, Ossur and Tetra

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-909	New
	PP-NS-908	PP-NS-746
	PP-NS-910	New
	PP-S2-001N AS-S2-001N	New
	PP-NS-911	New

Note: Tetra is a woman-owned business (WBE)

S2S Global partners with DeRoyal in this space. See the [PremierPro® products launch document](#). Products currently included through DeRoyal (PP-NS-747) will be available through S2S Global as of October 15, 2015 for details.

Financial considerations:

- Reimbursement
- Conversion incentives
- Premium and standard level products

Patient safety and satisfaction:

- Patient comfort
- Pediatric and bariatric options
- Ability to take out stays/ hanger to wash
- Custom vs. standard braces

Roadblocks to conversion:

- Existing supplier relationships
- Color and strap length variances

Full launch content and additional resources available

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Related categories

- **Casting and Splinting Products**: Products that are the plaster, synthetic and fiberglass materials used to form splints or casts to immobilize or stabilize orthopedic problems so that healing can occur.
- **Hot and Cold Packs**: Instant hot and cold packs, infant heel warmers, thermal infant transport mattresses, perineal packs and reusable ice bags and gel packs.

Patient Bedside Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes products for patient bedside and personal use including plastic, disposable and biodegradable products (e.g. pitchers, tumblers, carafes, wash basins, utility basins, sitz baths, soap dishes, denture cups, utility bowls, emesis basins, bedpans, specimen pans, medicine cups, specimen containers, liners and urinals). Also included in the category are equipment units that dispose of products.

Class of trade

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

Cleanis	Nicolas Beck	646.278.5627	nbeck@cleanis.com
MAC Medical	Will Maddocks	773.650.9400 x204	will.maddocks@macmed.com
Medegen	Ron Prybella	781.706.0550	ron.prybella@medegenmed.com
Medline	Derrick Fitchena	704.592.2424	dfitchena@medline.com

Note: Supplier contact information is current as of April 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 Cleanis, MAC Medical and Medline.
- Medegen allows aggregation for multi-facility systems and established networks of facilities.

Other key value and terms

- Pricing is firm for the term of the agreement with Cleanis, MAC Medical and Medline.
 - Medegen pricing is firm for 12 months. Thereafter, pricing may increase or decrease based on 70 percent of the annual average change in the Chemical Data index (CDI).
- MAC Medical's new agreement has an overall 5.0 percent increase compared to its expiring agreement.
- Medegen's new agreement has an overall 0.1 percent increase compared to its expiring agreement.
- Medline's new agreement offers an overall 4.3 percent savings compared to its expiring agreement.
- Medline will grandfather locally negotiated pricing if it is lower than the pricing on this agreement. See value analysis toolkit for details.
- **Medline is the overall low-cost supplier on crossed items.**
- Available through distribution: Cleanis, MAC Medical (pulp products), Medegen and Medline
- Available direct: Cleanis, MAC Medical (macerators), Medegen and Medline

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-1042	New
	PP-NS-1041	PP-NS-840
	PP-NS-1039 AS-NS-1039	PP-NS-838 AS-NS-838
	PP-NS-1040	PP-NS-839

*Vernacare's agreement PP-NS-840 was assigned to MAC Medical Supply Co. effective June 1, 2015.

Cleanis is a small business enterprise (SBE). MAC Medical is a woman-owned business (WBE).

Financial considerations:

- Raw material increases (resin)
- Standardization savings opportunities
- Grandfathered pricing
- Reimbursement for failure to supply

Patient safety and satisfaction:

- Durability
- Legibility of markings
- Biodegradable or green product alternatives

Roadblocks to conversion:

- Existing supplier relationships
- Color options

Full launch content and additional resources available

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Related categories

- **General Urological Products:** Foley catheters, Foley catheter trays, urine meters, drainage bags, urinary catheter securement devices, urethral trays, irrigation trays and midstream catch kits
- **Personal Care Kits and Components:** Individual products and/or groups of products that have been packaged in a standard or customized kit as part of the patient admission process

Patient Cleansing and Skin Care (Bag-Based)

Effective June 1, 2016

Expires May 31, 2019

Products available

This category includes single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag. These products include the disposable wipes in a bag, "bath in a bag" used at the patient bedside, and the pre-packaged chlorhexidine gluconate (CHG) wipes.

Class of trade

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

Avadim	Jack Payne	865.607.0146	jack.payne@theraworx.com
Cardinal	Robert Glover	847.887.6147	bob.glover@cardinalhealth.com
IHC	Mark Reiber	918.245.8400	mreiber@ihcsolutions.com
Sage	Charles Young	847.829.5477	cyoung@sageproducts.com

Note: Supplier contact information is current as of October 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 for Tier 2 and higher with both suppliers.

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 both suppliers.
- IHC offers 2.7 percent savings overall compared to the expiring agreement.
- IHC is the overall low-cost supplier on crossed items.
- Sage offers 3.6 percent savings overall compared to the expiring agreement.
- Sage offers an early conversion rebate. The rebate varies based on conversion timeframe.
- Sage allows grandfathering if a member currently has a locally negotiated price for a product that is lower than agreement pricing.
- Sage has a \$500 minimum order requirement.
- Available through distribution: IHC and Sage
- Available direct: IHC and Sage

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
 Avadim	PP-NS-1125	New
 CardinalHealth	PP-NS-1124	New
 IHC	PP-NS-932	PP-NS-774
 SAGE PRODUCTS	PP-NS-931 AS-NS-931	PP-NS-773

IHC is a veteran-owned enterprise (VET).

The current agreement with Medline (PP-NS-775) expires May 31, 2016.

Update September 2017: Avadim and Cardinal were added to the category effective October 1, 2017.

Financial considerations:

- Products are non-reimbursable
- Minimum order requirements
- Grandfathering
- Value-adds, such as rebates

Product safety and satisfaction:

- Patient population (e.g. pediatrics)
- Appropriate product choice for patient
- Ease of use
- Patient comfort

Roadblocks to conversion:

- Clinical preference
- Warmers are proprietary

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. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [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

- **Chlorhexidine Gluconate (CHG) Skin Prep Products**: Interventional and pre-surgical antiseptic products and solutions designed to reduce blood stream infections
- **Incontinence Products**: Products designed for the absorption and management of leaks resulting from incontinence
- **Skin Integrity – Prevention, Healing and Support**: A combination of Advanced Wound Care and Patient Cleansing and Skin Care (Traditional). Includes patient cleansing and skin care items used on the patient population over the age of two.

Patient Temperature Management Products and Accessories

Effective January 1, 2018

Expires December 31, 2020

Products and services available

This category includes invasive (endovascular) and non-invasive (surface or conductive) temperature therapy management products and devices specifically designed to cool, warm or regulate a patient's body temperature as part of a therapeutic treatment regime.

Class of trade

- Adroit, Advanced Cooling, Cincinnati Sub-Zero and Stryker are available to acute care, non-acute healthcare and non-healthcare facilities.
- ZOLL's agreement is available to acute care facilities only.

Adroit	Scott Gammons	865.458.8600 x101	adroitmed@aol.com
Advanced Cooling	Robin Drassler	508.266.5338	robin@advancedcoolingtherapy.com
Cincinnati Sub-Zero	Matt McCurdy	513.772.8810 x3210	mccurdy@cszinc.com
Stryker	Ed Harris	941.234.8699	ed.harris@stryker.com
ZOLL	Lynn Conaway	978.421.9655 x9394	lconaway@zoll.com

Note: Supplier contact information is current as of October 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 Adroit, Advanced Cooling, Cincinnati Sub-Zero and Stryker.
- ZOLL requires a PMDF/PA at Tier 1.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
- Stryker requires that at least 3 members of the group must meet the volume requirement of the tier and the remaining members commit to purchase no less than 80 percent of requirements from Stryker.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Stryker and ZOLL offer grandfathering. See terms and conditions in the value analysis toolkit for details.
- Adroit has a 2.4 percent increase overall compared to its expiring agreement pricing.
- Adroit offers a free lifetime pump warranty, hose-sets and pump adaptors. See value-adds in the value analysis toolkit for details.
- Advanced Cooling offer flat pricing overall compared to its expiring agreement pricing.
- Cincinnati Sub-Zero offers flat pricing overall compared to its expiring agreement pricing.
- Stryker has a 2.7 percent increase overall compared to its expiring agreement pricing.
- ZOLL has a 5.4 percent increase overall compared to its expiring agreement pricing.
- **Adroit is the overall low-cost supplier on crossed items.**
- Available through distribution: Adroit, Cincinnati Sub-Zero
- Available direct: Adroit, Advanced Cooling, Cincinnati Sub-Zero, Stryker and ZOLL

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-1109	PP-NS-827
	PP-NS-1110	PP-NS-1003
	PP-NS-1111	PP-NS-826
	PP-NS-1112	PP-NS-825
	PP-NS-1113	PP-NS-828

*Adroit is a veteran-owned business enterprise (VET).

On June 6, 2017, Advanced Cooling Therapy [announced](#) it is now Attune Medical.

Full launch content and additional resources available

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Related categories

- **Hot and Cold Packs**: Instant hot and cold packs, ice bags, reusable gel packs and wraps and infant heel warmers
- **Patient Warming – Convective Warming Blankets**: Convective warming blankets used to prevent hypothermia
- **Patient Warming – Blood and Fluid Warming**: Blood and fluid warming products used to prevent and treat hypothermia by warming the IV fluids or blood as they are infused into the patient
- **Pediatric and Youth Disposables**: Passive warming garments using reflective materials to keep in patient's own radiant heat
- **Resistive Warming OR Table Pads**: OR table pads containing an element encapsulated inside designed for pressure reduction while warming the patient
- **Temperature Monitoring Products**: Devices used to monitor patient's temperature during surgery and post-operative

Personal Care Kits and Components

Effective August 1, 2015

Expires July 31, 2018

Products available

This category includes individual products and or groups of products which have been packaged in a standard or customized kit as part of the patient admission process. Specific examples of products include toothbrushes, toothpaste, combs, hairbrushes, shaving cream, single-edged razors, deodorant, mouthwash, patient belongings bags, pens, tumblers, carafes and emery boards.

Typical types of admissions kits include: maternity, expectant father, baby care, pediatric, eye care, oral care, shave, chemotherapy, fall protection and flu protection.

Class of trade

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

Cardinal	Daniel Clark	847.887.5513	daniel.clark@cardinalhealth.com
Care Line	Keith Lewis	615.643.4797	kLewis@carelineinc.com
LSL	Dottie Leway	931.451.5525	dottie.leway@lslhealthcare.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

Note: Supplier contact information is current as of May 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)/electronic price activation (PA) is required for Tier 2 and higher with all suppliers.

Aggregation opportunities

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

Other key value and terms

- All suppliers offer guaranteed savings on custom kits for converting members.
- Pricing is firm for the term with all suppliers.
- Cardinal's new agreement offers a 10 percent savings overall compared to the expiring agreement.
- Care Line's new agreement offers a 0.1 percent savings overall compared to the expiring agreement.
- LSL offers a two percent rebate for conversions in the 90 days before the contract start date.
- Medline's new agreement offers a 23.3 percent savings overall compared to the expiring agreement.
- Medline offers a one percent guaranteed savings for existing members.
- **Medline is the low-cost supplier for standard kits and bulk items.**
- Available through distribution: Cardinal, Care Line, LSL and Medline
- Available direct: LSL and Medline
- S2S Global also offers patient belonging bags. See [S2S Global launch document](#) for details.

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-882	PP-NS-722
	PP-NS-881	PP-NS-724
	PP-NS-883	New
	PP-NS-880 AS-NS-880	PP-NS-723

Note: Care Line is a veteran-owned business (VET) and LSL is a minority-owned business (MBE)

Financial considerations:

- Guaranteed savings on custom kits
- Conversion incentives
- Bulk items vs. kitted items
- Branded vs. private label products
- Volumes available (e.g. 3 oz. or 2 oz.)

Patient safety and satisfaction:

- Patient preference branded items (e.g. toothpaste)
- Standard vs. deluxe options available

Roadblocks to conversion:

- Existing supplier relationships

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

- **Patient Bedside Products:** Products for patient bedside and personal use including plastic, disposable, stainless steel and biodegradable products. Included are primarily plastic items such as pitchers, tumblers, wash basins, soap dishes, denture cups, utility bowls, emesis basins, bedpans, specimen pans, liners and urinals.
- **Soaps, Lotions and Waterless Rinses:** Cleansing products including alcohol rubs, hand rinses, foams, sprays and lotions. This also includes some lotions that are intended for moisturizing purposes only.

Pharmacy Compounding Equipment and Admixture Supplies

Effective February 1, 2014

Expires January 31, 2020

Products and services available

This category includes pharmacy compounding equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

Class of trade

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

Baxter	David Shellenberger	313.815.5362	david_shellenberger@baxter.com
B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
ICU Medical	Doug Baran	215.327.9734	dbaran@icumed.com

Note: Supplier contact information is current as of August 15, 2013. 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.
- Baxter and B. Braun also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers or value-adds.

Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations (GPOs) and established networks.
- Aggregation for B. Braun is not allowed.
- Aggregation for ICU Medical is allowed for multi-facility systems with the ability to coordinate purchasing decisions, GPOs and established networks.

Other key value and terms

- Baxter and ICU Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter's new disposable pricing is an overall increase of 12.5 percent compared to expiring agreement.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new disposable pricing is an overall savings of 6.5 percent compared to the expiring agreement.
- **B. Braun is the low-cost supplier in pharmacy compounding disposables.**
- Pricing is firm with ICU Medical for the term of agreement.
- Available through distribution: Baxter, B. Braun and ICU Medical
- Available direct: Baxter and B. Braun

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
Baxter	PP-IV-143	PP-IV-043 PP-IV-041
B BRAUN	PP-IV-142	PP-IV-042
icumedical	PP-IV-146	New

* Baxter [acquired](#) Baxa Corporation (PP-IV-041) in 2011.

The current agreement with Hospira (PP-IV-045) expires January 31, 2014.

Members who need to continue to purchase products from Hospira are encouraged to sign a local agreement with a start date before January 31, 2014. Consider opportunities with Premier contracted IV suppliers.

Financial considerations:

- Labor costs associated with compounding in-house versus using an outsourced IV admixture services
- Value-adds
- Price protection

Patient safety and satisfaction:

- Barcode scanning and labeling capabilities of equipment/devices
- Minimal points for touch contamination of end-product by pharmacy personnel

Roadblocks to conversion:

- Cross-category value-adds and tiers
- Limited space in a small primary engineering control
- Capital equipment budget

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.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.

Related categories

- **Disinfection Caps**: Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Devices and Device-dedicated Sets**: Large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems
- **Infusion Sets and Accessories**: IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **IV Fluids, Bag-based Drug Delivery and TPN Macronutrients**: IV fluids (both small and large volume parenterals), bag-based drug delivery systems, and total parenteral nutrition (TPN) macronutrients (amino acids, dextrose and intravenous fat emulsions)
- **Needleless Connectors**: Devices designed to allow connection of multiple intravenous (IV) sets and catheter hubs without the use of needles

PICC and Midline Access Products

Effective December 1, 2017

Expires November 30, 2020

Products and services available

This category includes peripherally inserted central venous catheters (PICCs), midline catheters, sheaths, dilators and kits.

Class of trade

- Access Scientific, AngioDynamics, Cook, Medcomp and Neo Medical are available to acute care, non-acute healthcare and non-healthcare facilities.
- Arrow/Teleflex and Bard are available select to acute care and non-acute healthcare facilities.

Access Scientific	Phil Royston	858.259.8333	proyston@accessscientific.com
Angio-Dynamics	Scott Centea	864.363.8819	scntea@angiodynamics.com
Arrow/Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Cook	Chris Smith	800.468.1379	chris.smith@cookmedical.com
Medcomp	Adam Brody	215.256.4201	abrody@medcompnet.com
Neo Medical	Timothy Duvall	888.450.3334	tduvall@neomedicalinc.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 all suppliers.

Aggregation opportunities

- Access Scientific allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- AngioDynamics allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. The aggregation option is intended for owned, leased, or managed (OLM) systems or GPOs that have market share of 40% for Tier 2 or 60% for Tier 3 with AngioDynamics based on the annual spend data.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at seller's discretion, established networks of facilities. Aggregation is limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Bard allows aggregation for multi-facility systems and established networks of facilities.
- Cooks and Neo Medical allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- Medcomp allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. GPO facilities must independently meet the participation required by the applicable tier.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1102	New
	PP-NS-1103	PP-NS-831
	PP-NS-1108	PP-NS-832
	PP-NS-1104 AS-NS-1104	PP-NS-830 AS-NS-830
	PP-NS-1105	PP-NS-834
	PP-NS-1106	PP-NS-833
	PP-NS-1107	New

Access Scientific is a small business enterprise (SBE).

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Access Scientific, AngioDynamics and Medcomp offer rebates. See value-adds section in the value analysis toolkit for details.
- AngioDynamics has a 1.0 percent increase overall compared to its expiring agreement pricing.
- Arrow/Teleflex has a 1.0 percent increase overall compared to its expiring agreement pricing.
- Bard offers a 0.3 percent savings overall compared to its expiring agreement pricing.
- Cook has a 0.01 percent increase overall compared to its expiring agreement pricing.
- Medcomp offers a 0.4 percent savings overall compared to its expiring agreement pricing.
- **Arrow/Teleflex is the overall low-cost supplier on crossed items.**
- Available through distribution: Access Scientific, Arrow/Teleflex and Medcomp
- Available direct: Access Scientific, AngioDynamics, Arrow/Teleflex, Bard, Cook, Medcomp and Neo 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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Related categories

- **Catheter/Tube Securement and Stabilization Products:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits including the access catheters, securement devices and the maximum barrier kits
- **Implantable Infusion Ports:** Implanted devices used to provide access in the delivery of medications (often antibiotics or chemotherapy) into the bloodstream for patients who need long term therapy
- **Transparent Dressings:** Dressings that are used to cover catheter sites and secure devices while allowing visibility of the site

Regenerative Skin Grafting Products

Effective January 1, 2018

Expires December 31, 2020

Products and services available

This category includes products utilizing various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement. These regenerative products are used for the grafting of full or partial acute and chronic wounds that are not healing despite treatment with conventional therapies.

Class of trade

- AmnioX, Organogenesis and Osiris are available to acute care, non-acute healthcare and non-healthcare facilities.
- ACell and MiMedx are available to select acute care and non-acute healthcare facilities. See Appendix A in the value analysis toolkit for specific class of trade availability.

ACell	Gwyn Selby	601.955.3313	gwynselby@acell.com
AmnioX	Brian Ondreyka	512.294.1656	bondreyka@amnioxmedical.com
MiMedx	Ron Grim	517.614.1582	rgrim@mimedx.com
Organo-genesis	Antonio Montecalvo	781.401.1055	amontecalvo@organo.com
Osiris	Kim Giebel	703.623.0912	kgiebel@osiris.com

Note: Supplier contact information is current as of October 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 all tiers** for ACell, AmnioX and MiMedx.
- Organogenesis does not require a PMDF/PA due to single tier offering.
- Osiris requires a PMDF/PA for Tier 2 or higher.

Aggregation opportunities

- AmnioX, Organogenesis and Osiris allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- ACell and MiMedx allow aggregation for multi-facility systems and established networks of facilities.
 - Aggregation groups whose annual aggregated spend prior to the effective date is at least \$200,000 and who sign a PMDF will be placed at Tier 3 by ACell.

Awarded suppliers

Supplier	New	Expiring
 ACell	PP-NS-1115	PP-NS-870
 amnioX MEDICAL	PP-NS-1118	New
 MiMedx	PP-NS-1114	PP-NS-871
 Organogenesis inc. Advancing Healing	PP-NS-1116	New
 Osiris THERAPEUTICS, INC. <small>Smart Medicine. Right Place.</small>	PP-NS-1117	New

ACell is a small business enterprise (SBE).

The current agreements with Alliqua (PP-NS-872), Derma Sciences (PP-NS-873), Medline (PP-NS-874) and MTF (PP-NS-877) expire December 31, 2017.

Regenerative Skin Grafting Products

Effective January 1, 2018

Expires December 31, 2020

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
 - MiMedx may make price adjustments related to CMS annual rulings for Q-code products. Please see MiMedx's terms and conditions section 7.1 for details.
- ACell and Osiris offer early payment discounts.
- ACell offers a 0.4 percent savings compared to the expiring agreement.
- MiMedx has flat pricing compared to the expiring agreement.
- Available direct: ACell, Amniox, MiMedx, Organogenesis and Osiris

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

- **Biological Mesh Products:** Products used for hernia repair, abdominal wall reconstruction, breast reconstruction and in the presence of contaminated or potentially contaminated surgical fields
- **Bone, Tissue and Synthetic Implantable Products:** Biologic and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin
- **Surgical Skin Grafting Devices and Accessory Products:** Devices and products used to surgically remove the skin from one area of the body and transplant it to a different part of the body

Respiratory Therapy Products

Effective November 1, 2015

Expires October 31, 2018

Products available

This category includes peak flow meters, incentive spirometers, MDI holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags.

This category does not include capital equipment used in treating the respiratory patient which is covered under other Premier contracts.

This category previously included active humidification devices (heaters), heated wire circuits, chambers, blenders, water and high flow disposables that are proprietary to these devices which have been split out into their own category – Active Humidification Devices and Accessories.

Class of trade

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

Ambu	Nina Jones	317.776.3167	nijo@ambu.com
CareFusion	Terry Bryant	630 842 4926	terry.bryant@vyaire.com
Monaghan	Tom Sampson	800.833.9653	tsampson@monaghanmed.com
Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com
Thayer	Brent Tremblay	520.790.5393 x2370	brent.tremblay@thayermedical.com

Note: Supplier contact information is current as of November 7, 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 Ambu, CareFusion, Monaghan and Teleflex.
- A PMDF/PA is not required for Thayer due to single tier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Ambu, CareFusion, Monaghan and Teleflex.
- CareFusion requires GPO facilities must independently commit to the market share required by the tier
- Teleflex is available to OLM facilities only and established networks at its discretion.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-907	PP-NS-735
	PP-NS-903 AS-NS-903	PP-NS-730
	PP-NS-905	PP-NS-731
	PP-NS-904	PP-NS-734
	PP-NS-906	PP-NS-732

Monaghan and Thayer are small business enterprises (SBE).

The current agreement with Westmed (PP-NS-733) expires October 31, 2015.

Financial considerations:

- Reimbursement
- Value-adds
- Water usage
- Circuit life

Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP)
- Patient comfort
- Skin breakdown issues

Roadblocks to conversion:

- Ventilators with proprietary disposables

Respiratory Therapy Products

Effective November 1, 2015

Expires October 31, 2018

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambu offers 0.9 percent savings overall compared to the expiring agreement.
- CareFusion offers 1.3 percent increase overall compared to the expiring agreement.
- Monaghan offers 1.1 percent increase overall compared to the expiring agreement.
- Teleflex offers 1.6 percent increase overall compared to the expiring agreement.
- CareFusion and Teleflex offer additional savings for multi-category commitment.
- Available through distribution: Ambu, CareFusion, Monaghan, Teleflex and Thayer
- Available direct: Ambu, CareFusion, Teleflex and Thayer

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

- **Active Humidification Devices and Accessories:** Humidification devices (heaters), heated wire circuits, chambers, blenders, water and high flow disposables that are proprietary to these devices
- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Disposable Anesthesia Products:** Anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Non-invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units, and the associated consumables (such as masks, cannulas and tubing)
- **Suction Canisters, Yankauers and Tubing:** Suction canisters, Yankauers, tubing (sterile and non-sterile) and solidifiers used for the purpose of collecting medical waste
- **Specialty Distribution – Respiratory Therapy and Anesthesia Products:** Offers members the option to purchase respiratory therapy and anesthesia products from multiple suppliers through a specialty distributor
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure
- **Ventilators:** Intensive care, high frequency oscillatory, transport/portable and mass casualty ventilators, associated accessories and proprietary circuits

Restraints and Fall Prevention Products

Effective August 1, 2017

Expires July 31, 2020

Products available

This category includes fall prevention programs, visual cues, warning systems/monitors/alarms, patient restraints or restraining garments and devices that limit the physical movement of the patient.

Class of trade

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

DeRoyal	Matt Spalding	865.318.7435	mspalding@deroyal.com
E.M. Adams	Jim Stevens	800.225.4789	stevens@emadamsco.com
Horizon	Dan Hawkin	866.740.2110 x2154	dhawkin@horizonhcs.net
Posey	Rick Smith	626.622.8732	rsmith@posey.com
Stanley	Ryan Fogarty	737.346.7700	ryan.fogarty@sbdinc.com

Note: Supplier contact information is current as of July 20, 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 DeRoyal, Horizon, Posey and Stanley.
- E.M. Adams does not require a PMDF/PA 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.
 - Posey requires facilities to independently commit to the market share required by the tier.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- DeRoyal offers 1.0 percent savings overall compared to the expiring agreement.
- E.M. Adams offers 1.6 percent savings overall compared to the expiring agreement.
- Horizon offers 0.7 percent savings overall compared to the expiring agreement.
- Horizon offers a no-charge fall monitor program. See value-adds in the value analysis toolkit for details.
- Posey offers 0.9 percent savings overall compared to the expiring agreement.
- **DeRoyal is the low-cost supplier for those suppliers with more than 50 percent of crossed spend.**
- Available through distribution: DeRoyal, E.M. Adams, Horizon, Posey and Stanley
- Available direct: DeRoyal, E.M. Adams and Horizon

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-1060 AS-NS-1060	PP-NS-842 AS-NS-842
E. M. Adams	PP-NS-1061	PP-NS-843
	PP-NS-1062	SD-NS-011
	PP-NS-1063	PP-NS-841
	PP-NS-1064	New

E.M. Adams and Horizon are small business enterprises (SBEs).

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

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Related categories

- **Casting and Splinting Products:** Plastic, synthetic and fiberglass materials used to develop splints or casts in order to immobilize or stabilize orthopedic injuries so that healing can occur
- **Fall Management Footwear:** Slippers used on patients in acute and non-acute facilities to prevent falls
- **Mobility Aids:** Canes, crutches, knee walkers, motorized scooters, walkers and wheelchairs
- **Physical Therapy Products and Exercise Equipment:** Products and equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids



Safety Huber Needles



Effective March 1, 2018 through February 28, 2021

Products and services available

This category includes safety non-coring Huber needles used to access implantable ports to deliver chemotherapy, antibiotic therapy or parenteral nutritional products to compromised patients requiring multiple or repeated vascular access.

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

- Bard allows aggregation for multi-facility systems and established networks of facilities for Tiers 2 and 3.
- Smiths Medical allows aggregation for members which own and centrally manage multi-facility systems and have the ability to drive purchasing decisions. Aggregate pricing is not available for Tier 5 qualification. Only facilities within a multi-facility system that satisfy the 90 percent commitment level will qualify for Tier 5 pricing.

Class of trade

- Bard's agreement is available to acute care and non-acute healthcare facilities only.
- Smiths Medical's agreement is 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 both suppliers.
 - Smiths Medical's Tier 5 pricing is available until October 31, 2019 unless Smiths Medical and Premier extend PP-OR-1365 (Implantable Infusion Ports) or replace it with a new agreement for the category and Smiths Medical elects to continue Tier 5 pricing.
- Financial analysis reveals:
 - Bard's new agreement pricing is flat pricing compared to its expiring agreement pricing.
 - Smiths Medical's new agreement pricing offers 1.1 percent savings compared to its expiring agreement pricing.
 - Smiths Medical is the low-cost supplier.
- Bard offers grandfathering for the first 12 months of this agreement. See terms and conditions section for details.
- Smiths Medical has a \$300 minimum order requirement.
- Available through distribution: Smiths Medical
- Available direct: Bard and Smiths Medical

Supplier contact information

- Bard Access Systems Inc.: Robert Anderson, 770.329.4556, bob.anderson@crbard.com
- Smiths Medical ASD Inc.: Juliet Larson, 972.679.0889, juliet.larson@smiths-medical.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

- Central Venous Access Products: Central venous access catheters, sheaths, dilators and kits
- Implantable Infusion Ports: Implanted devices used to provide access for medication delivery (often antibiotics or chemotherapy) into the bloodstream for patients who need long term therapy
- Needleless Connectors: Devices designed to allow connection of multiple intravenous (IV) sets and catheter hubs without the use of needles
- Safety Hypodermic Products: Products used to draw up and administer liquids or medications via intra-dermal, subcutaneous, intra-muscular or IVs and that have an attached safety device to prevent accidental sharps injuries
- Safety IV Catheters: IV start catheters equipped with a safety device to prevent accidental needlesticks

Awarded suppliers		
Supplier	New contract	Expiring contract
	PP-NS-1119 AS-NS-1119	PP-NS-876 AS-NS-876
	PP-NS-1120 AS-NS-1120	PP-NS-875 AS-NS-875

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



Effective March 1, 2018 through February 28, 2021

Full launch content and additional resources available in Supply Chain Advisor

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Safety Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes products used to draw up and administer liquids or medications via intra-dermal, subcutaneous, intra-muscular or IVs and that have an attached safety device to prevent accidental sharps injuries.

Class of trade

- RTI and Smiths Medical are available to acute care, continuum of care and Premier REACH™ members.
- BD is available to healthcare providers only.
- Covidien is available to specific acute care, non-acute healthcare, schools, colleges and universities. See value analysis toolkit for more details.

BD	Zack Moore	901.302.0504	zachary.moore@carefusion.com
Covidien	Greg Goodall	508.261.8213	greg.i.goodall@medtronic.com
RTI	Patti King	972.294.1010 x3352	rti.king@vanishpoint.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.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 and higher with BD, Covidien and Smiths Medical.
- RTI offers a single tier where PMDF/PA is not required.
- Covidien requires a Primary Group Designation Form, if not previously declared.





Aggregation opportunities

- BD allows aggregation for multi-facility systems, GPOs and established networks.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence decisions.
- Smiths Medical allows aggregation for members who own and centrally manage multi-facility systems and have the ability to drive purchasing decisions.
- RTI offers a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term of agreement with BD, RTI and Smiths Medical.
 - Pricing is firm for 12 months with Covidien; thereafter pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- BD offers a 1.4 percent increase overall compared to the expiring agreement.
- Covidien offers a 0.9 percent increase overall compared to the expiring agreement.
- Covidien is the overall low-cost supplier on crossed items.
- Covidien offers a quick start incentive.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-963 AS-NS-963	PP-NS-785 AS-NS-785
	PP-NS-964 AS-NS-964	PP-NS-786 AS-NS-786
	PP-NS-965	PP-NS-788
	PP-NS-966	PP-NS-787

RTI is a small business enterprise (SBE).

Financial considerations:

- Reimbursement
- Value-adds
- Minimum order requirements

Patient safety and satisfaction:

- Sharps injury prevention
- Needlestick safety
- Clinician safety
- Ease of use for home injections

Roadblocks to conversion:

- Existing supplier relationships
- Conversion assistance and trials offered by suppliers
- Class of trade restrictions

Other key value and terms (continued)

- RTI offers flat pricing compared to the expiring agreement.
- Smiths Medical offers a 0.4 percent savings overall compared to the expiring agreement.
- Available through distribution: BD, Covidien, RTI and Smiths Medical
- Available direct: Covidien, RTI and Smiths 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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Related categories

- **Safety IV Catheters:** IV start catheters equipped with a safety device to prevent accidental needle sticks
- **Sharps Disposal Containers:** Canisters for sharps medical waste and the related accessories such as wall mountings and brackets
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection

Safety IV Catheters

Effective October 1, 2016

Expires September 30, 2019

Products available

This category includes intravenous (IV) start catheters with a safety device to prevent accidental needlesticks.

Class of trade

- RTI, Smiths Medical and Terumo are available to acute care, continuum of care and Premier REACH™ members.
- B. Braun are available to acute care and non-acute healthcare facilities.
- BD is available to healthcare providers only.

B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
BD	Zack Moore	901.302.0504	zachary.moore@carefusion.com
RTI	Patti King	972.294.1010 x3352	rti.king@vanishpoint.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com
Terumo	Bob Klock	732.302.4958	bob.klock@terumomedical.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 and higher with B. Braun, BD, Smiths Medical and Terumo.
- A PMDF/PA is not required for RTI due to single tier offering.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, GPOs and established networks with all B. Braun, BD and Terumo.
 - B. Braun requires facilities to independently commit to the market share required by the tier.
- Smiths Medical allows aggregation for members who own and centrally manage multi-facility systems and have the ability to drive purchasing decisions.
- Aggregation for RTI is not applicable due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- B. Braun offers 1.7 percent savings overall compared to the expiring agreement.
- B. Braun offers a value-add rebate on Introcan safety IV catheters.
- BD offers 0.9 percent savings overall compared to the expiring agreement.
- RTI offers 10.5 percent savings overall compared to the expiring agreement.
- Smiths Medical offers 3.8 percent savings overall compared to the expiring agreement.
- Available through distribution: B Braun, BD, RTI, Smiths Medical and Terumo
- Available direct: RTI and Smiths Medical

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
 B. BRAUN SHARING EXPERTISE	PP-NS-967	PP-NS-790
 BD	PP-NS-968 AS-NS-968	PP-NS-789 AS-NS-789
 RETRACTABLE TECHNOLOGIES, INC.	PP-NS-969	PP-NS-792
 smiths medical bringing technology to life	PP-NS-970 AS-NS-970	PP-NS-791 AS-NS-791
 TERUMO	PP-NS-971	New

RTI is a small business enterprise (SBE).

Update August 2017: Terumo Medical Corporation has given Premier notice of its cancellation of contract PP-NS-971 in the Safety IV Catheter category. The cancellation is effective September 5, 2017.

Financial considerations:

- Reimbursement
- Value-adds e.g. rebates
- Minimum order requirements

Patient safety and satisfaction:

- Sharps injury prevention
- Infusion Nurses Society guidelines
- PSI rating
- MRI compatibility

Roadblocks to conversion:

- Existing supplier relationships
- Converting from active to passive will require further staff education

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.
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Related categories

- **IV Site Management and Accessories:** Kits and products used to start and maintain the integrity of an IV insertion site
- **IV Therapy Portfolio:** Includes the categories of Infusion Devices and Device-dedicated Sets; Infusion Sets and Accessories; Needleless Connectors; IV Fluids, Bag-based Drug Delivery and TPN Macronutrients; and Pharmacy Capital Equipment and Admixture Supplies
- **Safety Hypodermic Products:** Safety products used to draw up and administer medications via injection
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via injection

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

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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. 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

Skin Breakdown Prevention Products

Effective July 1, 2016

Expires June 30, 2019

Products available

This category includes heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members. Medline and Mölnlycke have some class of trade restrictions.

DeRoyal	Matt Spalding	865.318.7435	mspalding@deroyal.com
DM Systems	John Drennan	800.254.5438	john@dmsystems.com
EHOB	Dave Denton	800.899.5533 x1155	dave.denton@ehob.com
Joerns	Colin Sanders	800.826.0270	colin.sanders@joerns.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Sage	Charles Young	815.455.4700 x1477	cyoung@sageproducts.com
Stryker	Christopher Chappus	269.352.5327	christopher.chappus@stryker.com

Note: Supplier contact information is current as of April 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)/electronic price activation (PA) is required for Tier 2 and higher with DeRoyal, DM Systems, EHOB, Mölnlycke, Sage and Stryker.
- Joerns and Medline do not require PMDF/PA due to single tier offering.

Aggregation opportunities







- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with DeRoyal, DM Systems, EHOB, Mölnlycke, Sage and Stryker.
- Aggregation is not applicable with Joerns and Medline due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all supplier except Stryker who is firm for two years.
- DM Systems offers an overall 2.4 percent savings compared to the expiring agreement.
- Joerns offers an overall 4.3 percent increase compared to the expiring agreement.
- Mölnlycke offers an overall 3.5 percent savings compared to the expiring agreement.
- Sage offers an overall 5.6 percent increase compared to the expiring agreement.
- Stryker offers an overall 1.0 percent increase compared to the expiring agreement.
- Available through distribution: DeRoyal, DM Systems, EHOB, Joerns, Medline, Mölnlycke, Sage and Stryker
- Available direct: DeRoyal, DM Systems, Joerns, Medline, Mölnlycke 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
	PP-NS-946	New
	PP-NS-941	SD-AC-001
	PP-NS-940	New
	PP-NS-945	PP-AC-069 AS-AC-069
	PP-NS-942 AS-NS-942	New
	PP-NS-944	PP-AC-072
	PP-NS-943	PP-AC-070 AS-AC-070
	PP-NS-947	PP-AC-071

DM Systems is a veteran-owned business enterprise (VBE).

Mölnlycke [acquired](#) Sundance in February 2016.

Financial considerations:

- Reimbursement
- Minimum orders
- Grandfathering
- Value-adds such as trade-in programs and rebates

Patient safety and satisfaction:

- Clinical practice guidelines
- Product sizes available
- Patient population (e.g. age, pressure ulcer stage)

Roadblocks to conversion:

- Existing supplier relationships

Skin Breakdown Prevention Products

Effective July 1, 2016

Expires June 30, 2019

Full launch content and additional resources available

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Related categories

- **Mobility Aids**: Devices designed to assist with personal mobility, including canes, crutches, knee walkers, motorized scooters, walkers and wheelchairs
- **OR Patient Positioning Products**: Pre-formed foam or gel-filled positioner products that aid in patient positioning and prevention of pressure injuries during a surgical procedure
- **Patient Cleansing and Skin Care (Bag-Based)**: Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Skin Integrity – Prevention, Healing and Support**: Patient cleansing and skin care items, formerly the Advanced Wound Care and Patient Cleansing and Skin Care (Traditional) categories

Skin Integrity: Compression Wraps

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes products used in the treatment and prevention of edema, venous insufficiencies and lymphatic disorders of extremities (e.g. multi-layer compression, total contact casting and Unna boot).

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Primary/secondary dressings, skin cleansers/barriers/lotions and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement; Skin Integrity: Skin Cleanser, Barrier and Lotion Products; and Surgical Irrigation Solutions.

Class of trade

- BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M is available to select healthcare facilities. See value analysis toolkit for specific class of trade exclusions.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
BSN	Joy Wright	978.270.5511	joy.wright@bsnmedical.com
Derma Sciences	Ed Eisenlord	609.273.6731	eeisenlord@dermasciences.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

Note: Supplier contact information is current as of February 24, 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 3M, BSN, Medline, Mölnlycke and Smith & Nephew.
- A PMDF/PA is not required with Derma Sciences due to single tier offering.

Aggregation opportunities

- BSN, Derma Sciences, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- 3M allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds. Acute and OLM facilities may aggregate to meet tier thresholds.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1020	PP-NS-950
	PP-NS-1021	PP-AC-105
	PP-NS-1022	PP-NS-952
	PP-NS-1023	PP-AC-080
	PP-NS-1024	PP-AC-081
	PP-NS-1025	PP-NS-954

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

There is no ASCEND® award in this category.

Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Rigid vs. elastic compression
- Number of compression layers needed
- Wraps or tubular compression
- Latex allergies

Roadblocks to conversion:

- Existing supplier relationships

Skin Integrity: Compression Wraps

Effective April 1, 2017

Expires March 31, 2020

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- 3M offers 1.8 percent increase overall compared to the expiring agreement.
- Derma Sciences offers flat pricing overall compared to the expiring agreement.
- Medline offers flat pricing overall compared to the expiring agreement.
- Mölnlycke offers flat pricing overall compared to the expiring agreement.
- Smith & Nephew offers flat pricing overall compared to the expiring agreement.
- **Derma Sciences is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew
- Available direct: BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew

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.

Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Low Frequency Ultrasonic Wound Therapy:** Non-contact, low-frequency ultrasound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings.

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Skin cleansers/barriers/lotions, compression wraps and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Skin Cleanser, Barrier and Lotion Products; Skin Integrity: Compression Wraps; and Surgical Irrigation Solutions.

Class of trade

- Crawford, Derma Sciences, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- Coloplast, ConvaTec, Hollister and KCI are available to select healthcare facilities.

Coloplast	Lisa Mulry	631.943.0750	uslam@coloplast.com
ConvaTec	Keith Roberts	513.771.9824	keith.roberts@convatec.com
Crawford	Dave Posten	913.706.3664	dave.posten@crawfordhealthcare.com
Derma Sciences	Ed Eisenlord	609.273.6731	eeisenlord@dermasciences.com
Hollister	Lisa Clarke	847.680.1000 x1244	lisa.clarke@hollister.com
KCI	Greg Garland	501.590.1238	ggarland@acelity.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

Note: Supplier contact information is current as of June 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 Coloplast, ConvaTec, Crawford, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew.
- A PMDF/PA is not required with Derma Sciences due to single tier offering.

Aggregation opportunities

- Coloplast, Crawford, Derma Sciences, Hollister, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities. Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.

Awarded suppliers

Supplier	New	Expiring
 Coloplast	PP-NS-1004	PP-AC-075
 ConvaTec	PP-NS-1005 AS-NS-1005	PP-AC-076
 Crawford Healthcare	PP-NS-1006	PP-NS-956
 Derma Sciences	PP-NS-1007	PP-NS-952
 Hollister	PP-NS-1008	PP-AC-078
 Acelity	PP-NS-1012	PP-AC-082
 Medline	PP-NS-1009 AS-NS-1009	PP-AC-080
 Mölnlycke Healthcare	PP-NS-1010	PP-AC-081
 Smith & Nephew US Professional	PP-NS-1011	PP-NS-954

Crawford is a small business enterprise (SBE).

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Wear time
- Skin-friendly adhesives
- Absorption level
- Shapes available
- Antimicrobial kill rates

Roadblocks to conversion:

- Existing supplier relationships

Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement

Effective April 1, 2017

Expires March 31, 2020

Aggregation opportunities (continued)

- KCI allows aggregation for members who own and operate multi-facility systems and group purchasing organizations that share common ownership and direct operational management.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds. Acute and OLM facilities may aggregate to meet tier thresholds.

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- Coloplast offers 4.8 percent savings overall compared to the expiring agreement.
- ConvaTec offers 0.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.1 percent savings overall compared to the expiring agreement.
- Derma Sciences offers flat pricing compared to the expiring agreement.
- Hollister offers 0.3 percent savings overall compared to the expiring agreement.
- KCI offers 2.1 percent savings compared to the expiring agreement.
- Medline offers 0.5 percent increase overall compared to the expiring agreement.
- Mölnlycke offers flat pricing compared to the expiring agreement.
- Smith & Nephew offers 1.5 percent savings overall compared to the expiring agreement.
- **Crawford is the overall low-cost supplier on crossed items.**
- Available through distribution: Coloplast, ConvaTec, Crawford, Derma Sciences, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Derma Sciences, Hollister, Medline, Mölnlycke and Smith & Nephew

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

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

Skin Integrity: Skin Cleanser, Barrier and Lotion Products

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin (e.g. skin cleansers, moisturizers, protectants, barrier wipes, lotions and sprays, antifungals, perineal washes and body wash).

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Primary/secondary dressings, compression wraps and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement; Skin Integrity: Compression Wraps; and Surgical Irrigation Solutions.

Class of trade

- Crawford, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M, Coloplast and ConvaTec are available to select healthcare facilities.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
Coloplast	Lisa Mulry	631.943.0750	uslam@coloplast.com
ConvaTec	Keith Roberts	513.771.9824	keith.roberts@convatec.com
Crawford	Dave Posten	913.706.3664	dave.posten@crawfordhealthcare.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

Note: Supplier contact information is current as of January 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

- Coloplast, Crawford, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- 3M allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.
- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities. Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds for Tier 1 to 3. Acute and OLM facilities may aggregate to meet tier thresholds for Tiers 4 to 8. Hibiclens product purchases are available for aggregation for multi-facility systems, group purchasing organizations and established networks of facilities by mutual agreement of Premier and Mölnlycke.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1013	PP-NS-950
 Coloplast	PP-NS-1014	PP-AC-075
 ConvaTec	PP-NS-1015 AS-NS-1015	PP-AC-076
 Crawford Healthcare	PP-NS-1016	PP-NS-956
 Medline	PP-NS-1017	PP-AC-080
 Mölnlycke Healthcare	PP-NS-1018	PP-AC-081
 Smith & Nephew	PP-NS-1019	PP-NS-954

Crawford is a small business enterprise (SBE).

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Cleansers with neutral pH levels
- Residue left on the patient's skin
- Products that are fragrance-, dye- and preservative-free

Roadblocks to conversion:

- Existing supplier relationships

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- 3M offers 2.5 percent savings overall compared to the expiring agreement.
- Coloplast offers 1.7 percent savings overall compared to the expiring agreement.
- ConvaTec offers 1.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.2 percent savings overall compared to the expiring agreement.
- Medline offers 0.5 percent savings overall compared to the expiring agreement.
- Mölnlycke offers flat pricing overall compared to the expiring agreement.
- Smith & Nephew offers 25.1 percent savings overall compared to the expiring agreement.
- **Smith & Nephew is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, Coloplast, ConvaTec, Crawford, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Medline, Mölnlycke and Smith & Nephew

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

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Low Frequency Ultrasonic Wound Therapy:** Non-contact, low-frequency ultrasound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

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.

Soaps, Lotions and Waterless Hand Rinses

Effective October 1, 2017

Expires September 30, 2020

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- [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

Standard Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes syringes, needles, tuberculosis (TB) syringes, insulin syringes, flush syringes, heparin flush, saline flush, oral syringes, and enteral syringes.

Class of trade

- RTI and Medefil are available to acute care, continuum of care and Premier REACH™ members.
- BD is available to healthcare providers only.
- Covidien is available to specific acute care, non-acute healthcare, schools, colleges and universities. See value analysis toolkit for more details.

BD	Zack Moore	901.302.0504	zachary.moore@carefusion.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Medefil	Randy Blackwell	573.717.0417	randy.blackwell@medefilinc.com
RTI	Patti King	972.294.1010 x3352	rti.king@vanishpoint.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 and higher with BD and Covidien.
- Medefil does not require a PMDF/PA.
- RTI offers a single tier where PMDF/PA is not required.

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, GPOs and established networks with BD and Medefil.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence decisions.
- RTI has a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with BD, RTI and Medefil.
 - Pricing is firm for 12 months with Covidien; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien and Medefil offer value-add rebates.
- BD offers a 2.0 percent increase overall compared to the expiring agreement.
- Covidien offers a 0.2 percent increase overall compared to the expiring agreement.
- RTI offers flat pricing overall compared to the expiring agreement.
- Medefil offers a 12.2 percent increase overall for non-acute members and a 7.9 percent increase overall for acute members compared to the expiring agreement.
- **BD is the low-cost supplier on crossed items.**
- Available through distribution: BD, Covidien, Medefil and RTI
- Available direct: Covidien and RTI

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-972 AS-NS-972	PP-NS-780 AS-NS-780
 COVIDIEN	PP-NS-974	PP-NS-781
 MEDEFIL, INC.	PP-NS-973	PP-NS-783
 RETRACTABLE TECHNOLOGIES, INC.	PP-NS-975	PP-NS-784

RTI is a small business enterprise (SBE).
Medefil is a minority-owned business (MBE).

Financial considerations:

- Reimbursement
- Value-adds

Patient safety and satisfaction:

- Sharps injury prevention
- Needlestick safety
- Oral/enteral tubing connections
- Product labeling

Roadblocks to conversion:

- Existing supplier relationships
- IV pump/tubing compatibility

Standard Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

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Related categories

- **IV Therapy portfolio**: Infusion devices and device-dedicated sets, infusion sets and accessories, IV fluids, bag-based drug delivery, and TPN macronutrients, needleless connectors, pharmacy capital equipment and admixture supplies
- **Neonatal Specialty Products**: Enteral and oral products (including low dose ENFit syringes), umbilical catheters, PICCS, phototherapy eye shields and other specialty products
- **Safety Hypodermic Products**: Syringes and needles used to draw up liquids and to deliver medications to patients by intradermal, subcutaneous, intramuscular or intravenous injection. Safety hypodermic products are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism
- **Safety IV Catheters**: IV start catheters equipped with a safety device to prevent accidental needle sticks
- **Sharps Disposal Containers**: Canisters for sharps medical waste and the related accessories such as wall mountings and brackets

Suction Canisters, Yankauers and Tubing

Effective November 1, 2015

Expires October 31, 2018

Products available

This category includes suction canisters, Yankauers and tubing used to collect medical waste. Products included are rigid and semi-rigid canisters, flexible liner systems, tubing, waste disposal solidifiers, hardware and accessories. Also included are disposable Yankauers, Frazier, Poole and sigmoidal suction cannulas.

Class of trade

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

Cardinal Health	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
Northfield	Carter Smith	757.639.0987	carter@northfieldmanufacturing.com
RMS	Steven Schlachta	845.469.2042	sschlachta@rmsmedicalproducts.com

Note: Supplier contact information is current as of March 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)/electronic price activation (PA) is required for Tier 2 and higher with Cardinal.
- Northfield and RMS offer a single tier where price activation is not required.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Cardinal.
- Northfield and RMS offer a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal offers 8.2 percent savings overall compared to the expiring agreement.
- **Northfield is the low-cost supplier for solidifiers.**
- Cardinal offers an additional two percent price reduction if a sales threshold is met by the end of the first year of the agreement.
- Available through distribution: Cardinal, Northfield and RMS
- Available direct: Northfield and RMS

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
 Cardinal Health	PP-NS-888 AS-NS-888	PP-NS-743
 Northfield Medical Manufacturing	PP-NS-889	New
 RMS MEDICAL PRODUCTS	PP-NS-890	New

The current agreements with Covidien (PP-NS-745) and DeRoyal (PP-NS-744) expire October 31, 2015.

Northfield is a minority-owned business (MBE) and RMS is a small business (SBE).

Financial considerations:

- Reimbursement
- Mounting and bracket conversion costs
- Value-adds

Safety and satisfaction:

- Healthcare-acquired infection reduction
- Solidifiers prevent hazardous waste exposure to employees

Roadblocks to conversion:

- Existing supplier relationships
- Hardware and accessories are proprietary to canisters
- Distribution agreements

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Related categories

- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Endotracheal Tubes and Related Products:** Tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs
- **Medical Gas Pipeline Equipment, Services and Accessories:** Equipment that delivers gas throughout a facility
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, measured dose inhaler (MDI) holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies and humidification products and resuscitation bags
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure

Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

Products available

This category includes standard suture removal kits, laceration trays, staple removal kits and minor procedure trays such as incision and drainage and nosebleed trays. Custom trays are not included.

This category is a split from the previous Bedside Procedure Trays and Needles category.

Class of trade

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

Cardinal	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
LSL	Dottie Leway	931.451.5525	dottie.leway@lslhealthcare.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

Note: Supplier contact information is current as of November 1, 2015. 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 Cardinal and Medline.
- LSL does not require a PMDF/PA due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Cardinal and Medline.
- LSL offers a single tier where aggregation is not applicable.

Other key value and terms




- Pricing is firm for the term with all suppliers.
- Medline offers a 3.5 percent savings overall compared to the expiring agreement.
- **LSL is the overall low-cost supplier on crossed spend.**
- Available through distribution: Cardinal, LSL and Medline
- Available direct: LSL and Medline

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-NS-926	New
	PP-NS-927	New
	PP-NS-925 AS-NS-925	PP-NS-756 AS-NS-756

Medline's expiring agreement (PP-NS-756) was under the Bedside Procedure Trays category.

Note: LSL is a minority-owned business (MBE)

Financial considerations:

- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Safety products availability
- Patient comfort during procedures
- Ease of clinician use

Roadblocks to conversion:

- Existing supplier relationships
- Clinician preference

Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

Related categories

- **Bedside Procedure Trays and Needles:** Lumbar puncture trays, thoracentesis, paracentesis, pneumothorax, soft tissue biopsy, myelogram and arthrogram trays. Procedure needles are also included.
- **Custom Procedure Trays, Gowns and Related Products:** Specifically designed packs that combine the disposable items needed for specific surgical procedures, as well as standardized drapes and gowns used during surgical procedures.
- **Diagnostic and Interventional Radiology:** Core disposable radiology products, such as soft tissue biopsy needles, used primarily for the treatment of peripheral vascular disease including peripheral angiography, peripheral angioplasty, stent placement and other interventional radiology procedures.
- **Regional Anesthesia Trays:** Supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management.
- **Safety Hypodermic Products:** Safety products that are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism.
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection.

Tape Products

Effective February 1, 2017

Expires January 31, 2020

Products available

This category includes tape which are narrow strips of strong woven fabric, or materials utilized to bind or hold something in place.

Class of trade

3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
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Note: Supplier contact information is current as of November 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)/electronic price activation (PA) is required for Tier 2 and higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

Other key value and terms

- Pricing is firm for the term of the agreement.
- 3M offers 0.8 percent savings overall compared to the expiring agreement.
- 3M products are available through distribution.

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

- **Adhesive Skin Closures:** Adhesive products used to externally hold skin together over incisions or wounds
- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Catheter/Tube Securement and Stabilization:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids (including securement dressings)
- **Cohesive Bandages:** Self-adherent elastic wrap that functions like tape but sticks to itself and not to the skin
- **Transparent Dressings:** Dressings used in wound management which allow for visual inspection of the site

Awarded supplier

Supplier	New	Expiring
	PP-NS-1000 AS-NS-1000	PP-NS-808 AS-NS-808

Financial considerations:

- Reimbursement
- Single-use rolls vs. standard rolls
- Grandfathering

Patient safety and satisfaction:

- Patient comfort
- Latex allergies
- Cross contamination concerns
- Tape types for different applications or patient populations

Roadblocks to conversion:

- Existing supplier relationships

Transparent Dressings

Effective February 1, 2017

Expires January 31, 2020

Products available

This category includes dressings used in wound management. A dressing can consist of a wide range of materials, sometimes containing medication, placed directly against the wound and is transparent allowing for visual inspection of the site being monitored.

Class of trade

3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
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Note: Supplier contact information is current as of November 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)/electronic price activation (PA) is required for Tier 2 and higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

Other key value and terms

- Pricing is firm for the term of the agreement.
- 3M offers 1.6 percent savings overall compared to the expiring agreement.
- 3M products are available through distribution.

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

- **Adhesive Skin Closures:** Adhesive products used to externally hold skin together over incisions or wounds
- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Catheter/Tube Securement and Stabilization:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids (including securement dressings)
- **Cohesive Bandages:** Self-adherent elastic wrap that functions like tape but sticks to itself and not to the skin
- **Tape Products:** Strips of strong woven fabric or other materials used to bind or hold bandages in place

Awarded supplier

Supplier	New	Expiring
	PP-NS-996 AS-NS-996	PP-NS-806 AS-NS-806

The current agreement with AMD-Ritmed (PP-NS-811) expires January 31, 2017.

Financial considerations:

- Reimbursement
- Dressings in standard and custom kits

Patient safety and satisfaction:

- Patient comfort
- Legibility of label
- Moisture permeability
- Patient skin quality i.e. thickness or fragility
- Latex allergies

Roadblocks to conversion:

- Existing supplier relationships

Vascular Compression Therapy

Effective December 1, 2015

Expires July 31, 2019

Products available

Products included in this category are capital pumps and the associated foot, calf and thigh sleeves.

Class of trade

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

ArjoHuntleigh	Steven Negri	620.757.5867	steven.negri@getinge.com
Compression Solutions	Teresa Slagle	918.630.1464	teresa@compressionsolutions.us
CTC	Bryse Joy	330.260.4934	bryse.joy@zimmerbiomet.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com

Note: Supplier contact information is current as of May 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)/electronic price activation (PA) is required for Tier 2 and higher with ArjoHuntleigh, CTC and Covidien.
- Compression Solutions offers a single tier where PMDF/PA is not required.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with ArjoHuntleigh and CTC.
- Covidien is allowed for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Compression Solutions offers a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- ArjoHuntleigh offers between a 6.6 percent increase to a 39.6 percent savings on sleeves compared to the expiring agreement.
- CTC offers between a 3.2 percent increase to a 20.7 percent savings on sleeves compared to the expiring agreement.
- Covidien offers flat pricing to 18.9 percent savings compared to the expiring agreement.
- **Compression Solutions is the low-cost supplier on crossed spend.**
- All suppliers offer value-adds, pump depreciation, lost pump forgiveness and pump warranties.
- Available through distribution: ArjoHuntleigh, CTC and Covidien
- Available direct: ArjoHuntleigh, Compression Solutions, CTC and Covidien

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
 ARJOHUNTLEIGH GETINGE GROUP	PP-NS-914	PP-NS-739
 COMPRESSION SOLUTIONS	PP-NS-916	New
 CTC Compression Therapy Concepts	PP-NS-915 AS-NS-915	PP-NS-740
 COVIDIEN	PP-NS-913	PP-NS-738

Compression Solutions is a minority-owned business (MBE) and CTC is a woman-owned business (WBE).

Financial considerations:

- Reimbursement
- Acquisition options – capital purchase, rental or equipment usage with sleeve ratio
- Value-adds
- Inventory, lost pump, depreciation and reprocessing considerations

Patient safety and satisfaction:

- Patient comfort
- Patient compliance with the therapy
- Home therapy options

Roadblocks to conversion:

- Existing supplier relationships including multi-year agreements
- Clinical preference for sequential vs. intermittent pressure
- Application differs between plastic and soft sleeves

Vascular Compression Therapy

Effective December 1, 2015

Expires July 31, 2019

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Related category

- **VCT Anti-Embolism Stockings**: Knee length, thigh length and waist length stockings designed to reduce venous stasis in the leg

VCT Anti-Embolism Stockings

Effective December 1, 2015

Expires November 30, 2018

Products available

Products in this category include knee length, thigh length and waist length anti-embolism stockings.

Class of trade

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

BSN	Joy Wright	978.270.5511	joy.wright@bsnmedical.com
Carolon	Marcus Seitz	800.334.0414 x1027	mseitz@carolon.com
Encompass	Tom Sweatt	817.233.8064	tom.sweatt@encompassgroup.net
LSL	Dottie Leway	931.451.5525	dottie.leway@lslhealthcare.com

Note: Supplier contact information is current as of October 16, 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.

Aggregation opportunities





Aggregation is allowed for multi-facility systems, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Carolon's new agreement offers a 0.9 percent savings overall compared to the expiring agreement.
- All suppliers offer more favorable pricing compared to the expiring Covidien agreement.
- BSN is the low-cost supplier on crossed items.
- Carolon, Encompass and LSL offer value-adds including conversion incentives and discounted pricing.
- Available through distribution: BSN, Carolon, Encompass and LSL
- Available direct: BSN, Carolon, Encompass and LSL

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-898	New
	PP-NS-901 AS-NS-901	PP-NS-737
	PP-NS-899	New
	PP-NS-900	New

The current agreement with Covidien (PP-NS-736) expires November 30, 2015

Note: Carolon and Encompass are small business enterprises (SBE) and LSL is a minority-owned business (MBE)

Financial considerations:

- Reimbursement
- Value-adds such as conversion incentives and bulk buy discounts

Patient safety and satisfaction:

- Sigel profile
- Patient comfort
- Ease of use
- Contraindications for specific patients
- Color options e.g. white, nude, black

Roadblocks to conversion:

- Existing supplier relationships

VCT Anti-Embolism Stockings

Effective December 1, 2015

Expires November 30, 2018

Additional resources

- [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 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.
- [Conversion guide](#): A PDF document intended to show possible product conversion opportunities based on the cross reference.
- [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.
- [Cost calculator](#): An Excel file designed to help members analyze the financial impact of the contracts.

Related category

- **Vascular Compression Therapy Devices**: Capital pumps and the associated foot, calf and thigh sleeves

Products available

This category includes blood glucose monitors, lancets, controls and test strips used in healthcare settings. Hospital glucose meters are for multi-patient hospital use. They provide elaborate quality control records and the data handling capabilities are designed to transfer glucose values into electronic medical records and the laboratory computer systems for billing.

Class of trade

- The agreement with Nova is available to acute care, continuum of care and [Premier REACH™](#) members.
- The agreement with Roche is available to acute care and continuum of care members. Review the appendix or Roche's Exhibit L Classes of Trade in Supply Chain Advisor for eligible classes of trade.

Nova	John Britt	678.435.6025	jbritt@novabio.com
Roche	Whitney Johnson	317.521.6202	whitney.johnson@roche.com

Note: Supplier contact information is current as of July 20, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Nova



- Existing customers: No action needed.
- New customers: A Participating Member Designation Form (PMDF) or electronic price activation (PA) and a member agreement are required for Tier 2 or higher.

Roche

- Roche's tier structure has changed. Tiers previously based on unit volume are now based on dollar volume. Existing customers must choose whether they stay on existing tiers or move to the new tier structure.
- Existing customers changing tiers: A PMDF/electronic PA is required. An amendment to the member's member agreement is required.
- Existing committed customers not changing tiers: Select the "Executed Member Agreement" tier when prompted to PA in Supply Chain Advisor®.
- New customers: A PMDF/electronic PA is required for committed tiers. A member agreement is required for committed pricing.

Aggregation opportunities

- Aggregation is allowed with Nova and Roche. See the terms and conditions in the value analysis toolkit extension document for aggregation requirements.

Awarded supplier		
Supplier	New	Expiring
	PP-LA-337	PP-LA-261
	PP-LA-338 AS-LA-338	PP-LA-262

Financial considerations:

- Warranties
- Laboratory information system (LIS) or hospital information system (HIS) interface cost

Patient safety and satisfaction:

- Testing methodology/ interferences
- Patient population to be tested
- FDA recalls and issues

Roadblocks to conversion:

- Existing blood glucose agreements in your facility
- [Clinical Laboratory Improvement Amendments \(CLIA\)](#) status

Other key value and terms

- Premier pricing is firm for the term of the extension with both suppliers. See the terms and conditions in the value analysis toolkit extension document for details.
- Roche now offers no charge shipping for both monthly and quarterly standing direct orders.
- Products are available direct and through authorized distributors with Nova and Roche.

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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

Related category

- **Glucose Management:** Blood glucose meters, insulin pen needles, lancets, lancet devices, oral glucose tolerance testing and test strips used in healthcare settings, as well as products designed for home use by consumers

Blood Pressure Cuffs and Accessories

Effective March 1, 2015

Expires May 31, 2018

Products available

This category includes traditional, analog, digital and blood pressure (BP) stethoscope combination kits as well as disposable and reusable cuffs, electronic BP devices for patient self-monitoring, wall-mounted devices and paramedic multi-cuff kits.

Class of trade

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

GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.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)/price activation (PA) is required for Tier 2 and higher with all suppliers.
- A PMDF/electronic PA is not required with Welch Allyn due to a single-tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with GE.
- Aggregation is not applicable with Welch Allyn due to a single-tier offering.

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Weighted financial analysis reveals when compared to expiring agreement pricing, new agreement pricing overall is:
 - Nine percent more favorable with GE.
 - Thirteen percent more favorable with Welch Allyn.
- Welch Allyn offers a conversion incentive value-add.
- Available through distribution: GE and Welch Allyn
- Available direct: GE
- S2S Global offers products in this space. See the [S2S Global Master agreement launch](#) for details.

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
 GE Healthcare	PP-MM-302 AS-MM-302	PP-NS-705
	PP-MM-303	PP-NS-704

Note: Agreements with Barrington Ventures (SD-NS-009) and MedTextile (PP-NS-706) expire February 28, 2015.

Financial considerations:

- Disposable versus reusable equipment
- Value-adds

Patient safety and satisfaction:

- Tubing misconnections
- Disposable equipment use to avoid infection
- Disinfection of multi-use equipment
- Patient population, such as neonate, pediatric, bariatric

Roadblocks to conversion:

- Available configurations and accessories
- Tubing and connectors to physiological monitoring systems

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

- **Fetal Monitoring:** Fetal monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.
- **Invasive Cardiology:** Catheter lab hemodynamic monitoring systems and electrophysiology monitoring systems.
- **Non-Invasive Cardiology:** Electrocardiography (ECG) machines and carts, ECG management systems, holter monitoring and stress testing products.
- **Pulse Oximetry Devices:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.
- **Physiological Monitoring and Vital Signs:** Physiological monitoring systems allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated. Vital signs monitors allow periodic measurement of multiple vital signs parameters such as blood pressure, temperature.
- **High Level Disinfection Reprocessing:** Reprocessing services for semi-critical and non-critical single use devices, including blood pressure cuffs.
- **Stethoscopes:** Also used in this area, can be found on agreement PP-S2-001B (S2S Global Multi-Product Master Agreement)

Cerebral and Regional Oximetry Equipment

Effective February 1, 2017

Expires April 30, 2020

Products and services available

This category includes equipment that non-invasively measures the regional oxygen saturation in the intra-cranial microvasculature of the brain or the soma. Monitoring is performed in the adult, pediatric, infant and neonatal populations in various clinical settings where the brain or body are at risk of reduced-flow or no-flow ischemic states.

Class of trade

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

Medtronic	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Nonin	Tom Cosler	612.419.4925	tom.cosler@nonin.com

Note: Supplier contact information is current as of November 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 with Nonin.
- A PMDF/PA is required at all tiers with Medtronic.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities that own, have control of or express contractual authority in purchasing decisions on behalf of other facilities with Medtronic.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with Nonin.

Other key value and terms



- Pricing is subject to change with Medtronic, depending on the cost of raw materials.
- Medtronic's new agreement pricing offers 13.1 percent savings compared to its expiring agreement pricing.
- Medtronic offers three equipment acquisition programs and an upgrade/trade-in program as value-adds. See value-adds in the value analysis toolkit for details.
- Medtronic charges \$90 for orders less than \$500.
- Pricing is firm for the term of agreement with Nonin.
- Nonin offers consignment, trade-in and swap-out programs as value-adds. See value-adds in the value analysis toolkit for details.
- Available direct and through distribution: Medtronic and Nonin
 - Medtronic charges a 3 percent direct order handling fee for products available through distribution.

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-MM-453	PP-MM-252
	PP-MM-452	PP-MM-253

Nonin is a small business enterprise (SBE).

Financial considerations:

- Cost of disposables
- Prevention of increased lengths of stay from patients that endure brain injury

Patient safety and satisfaction:

- Proactive monitoring for prevention of brain ischemia and cognitive deficits
- Audible and visual alerts for consistency and accuracy
- Sensors tailored for patient population

Roadblocks to conversion:

- Surgeon and anesthesiologist acceptance and engagement
- Clinical education of product effectiveness in multiple types of procedures

Cleaning Validation Support Products

Effective October 1, 2016

Expires September 30, 2019

Products available

This category consists of products used for testing the cleaning efficacy. These items have detection properties. The products in this category include those that test equipment used for cleaning. It also includes products that test the item(s) that have been thru the cleaning process to assure that proper cleaning has taken place.

Class of trade

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

Getinge	Mike Smith	949.226.9195	Mike.smith@getinge.com
Healthmark	Steven Basile	800.521.6224	sjbasile@hmark.com

Note: Supplier contact information is current as of June 17, 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 at Tier 2 and higher for both suppliers

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 of agreement with both suppliers.
- Healthmark offers value adds.
- Healthmark offers an early payment discount of 1 percent for payments made within 10 days.
- Available direct and through distribution: Getinge and Healthmark

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
 GETINGE GROUP	PP-MM-442	New
	PP-MM-441	New

Healthmark is a small business enterprise (SBE).

Financial considerations

- Pricing
- Cost of conversion

User satisfaction

- Product meets standards for specific types of cleaning processes
- Product is effective in determining cleaning requirements have been met
- Staff education and support by the supplier

Roadblocks to conversion

- Current cleaning process per system in the facility
- Staff acceptance
- Cost

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.
- [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 category

- **Sterilization Assurance**: Used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide, gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- **Sterilization Portfolio**: A comprehensive document containing sterilization agreements. Sterilizers systems are used to disinfect and sterilize surgical equipment by means of emersion, gas and other cleaning agents. This portfolio includes automated endoscopic reprocessors, ethylene oxide (EtO) sterilizers, gas plasma sterilization, steam sterilizers, and washers and decontaminators.
- **Instruments cleaners and enzymatics**: Includes detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning. Instrument cleaners and enzymatics are designed to decrease manual handling and scrubbing of medical devices and instruments.

Convulsive Therapy Stimulators and Related Products

Effective April 15, 2015

Expires March 31, 2018

Products and services available

This category includes electrical brain stimulators that apply electric shock to a patient's brain to induce convulsions and loss of consciousness. These stimulators typically consist of a console with controls and displays, printers and electrodes.

Class of trade

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

MECTA	Adrian Kettering	304.685.7192	consult@mectacorp.com
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Note: Supplier contact information is current as of April 10, 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 single tier offering.
- Members must specify to MECTA sales managers that they are a Premier member before ordering to receive the pricing and benefits negotiated on behalf of Premier.

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.
- Mecta's agreement pricing is offering a 5 percent discount off of list price.
- Facilities that purchase a MECTA Corporation electroconvulsive therapy device, and trade in their old electroconvulsive therapy device, (whether it is a MECTA device or a competitor's device), will receive a \$1,000 discount off of their purchase price.
- Products are available direct from MECTA.

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. 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.

Awarded supplier

Supplier	New	Expiring
MECTA	PP-AC-104	New

MECTA is a small business enterprise (SBE).

Financial considerations:

- Discount off of list price
- Trade-ins
- Warranties
- Medical reimbursement

Patient safety and satisfaction:

- Patient comfort
- Ability to connect to electronic medical records
- Alarms and safety
- Type of therapy (unilateral of bilateral)

Roadblocks to conversion:

- Consumables are proprietary
- Public opinion of convulsive therapy

Disposable Vaginal Speculums

Effective July 1, 2016

Expires June 30, 2019

Products and services available

This category includes disposable vaginal speculums and speculum lighting systems.

Class of trade

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

OBP Medical	Matthew Traub	978.291.6853 x3102	matthew.traub@obpmed.com
Trinity Sterile	Kyle Walter	443.880.5397	kyle.walter@trinitysterile.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

Note: Supplier contact information is current as of April 4, 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 OBP Medical and Welch Allyn.
- A PMDF/PA is not required with Trinity Sterile due to its single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with OBP Medical.
- Aggregation is not applicable with Trinity Sterile due to its single tier offering.
- Welch Allyn allows aggregation for multi-facility systems under common ownership. Only acute care members may aggregate the volume of their owned/controlled facilities; ambulatory care members that are not owned or controlled by an acute care member may not independently aggregate the purchasing volume of their facilities.

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- Trinity Sterile's new agreement pricing offers 3.7 percent savings compared to its expiring agreement pricing.
- Welch Allyn's new agreement pricing has a 2.0 percent increase compared to its expiring agreement pricing.
- **Trinity Sterile is the low-cost supplier.**
- Available through distribution: OBP Medical, Trinity Sterile, Welch Allyn
- Available direct: Trinity Sterile

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.

Awarded suppliers

Supplier	New	Expiring
	PP-AC-120	New
	PP-AC-121	PP-AC-086
	PP-AC-122	PP-AC-085

OBP Medical is a small business enterprise (SBE). Trinity Sterile is a minority-owned business enterprise (MBE).

Financial considerations:

- Aggregation
- Pricing

Patient safety and satisfaction:

- Patient population and speculum sizes
- Patient comfort
- Cervical cancer screening
- Infection control and cross-contamination

Roadblocks to conversion:

- Distribution agreements

External Defibrillators and Related Products

Effective June 1, 2016

Expires May 31, 2019

Products available

This category includes manual external defibrillators and automated external defibrillators (AEDs). The category also includes non-disposable cables and leads, proprietary dispersive pads, batteries, storage cases and CPR assistive devices.

Class of trade

Philips and ZOLL are available to acute care, continuum of care and Premier REACH™ members. Physio-Control is available to hospital members only.

Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Physio-Control	Christine Bills	507.279.3805	chris.bills@physio-control.com
ZOLL	Lynn Conaway	978.421.9655	lconaway@zoll.com

Note: Supplier contact information is current as of August 22, 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 Philips and ZOLL.
- Physio-Control requires PMDF/PA for Tier 3 or higher.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, GPOs and established networks with Physio-Control and ZOLL.
- Philips allows aggregation for multi-facility systems with the ability to control purchasing decisions.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Philips offers a 1.0 percent to 10.7 percent savings overall compared to the expiring agreement.
- Physio-Control offers a 3.7 percent to 22.3 percent increase overall compared to the expiring agreement.
- ZOLL offers a 0.1 percent increase to a 1.5 percent savings overall compared to the expiring agreement.
- Based on scenarios, Philips is the overall low-cost supplier.
- Based on scenarios, ZOLL is the low-cost supplier for public access AEDs.
- Available through distribution: Philips and Physio-Control
- Available direct: Philips, Physio-Control and ZOLL

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-CA-268	PP-CA-210
	PP-CA-269	PP-CA-211
	PP-CA-270	PP-CA-212

The current agreement with Cardiac Science (PP-CA-209) expires May 31, 2016.

There is no ASCEND® award in this category.

Financial considerations:

- Battery life
- Clinical needs determine product configurations
- Ongoing disposable costs
- Warranties
- Early payment and large order discounts

Patient safety and satisfaction:

- Patient safety - poor electrode application and skin burns at pad site
- Need for standardization so clinical staff can safely respond to all events

Roadblocks to conversion:

- Existing supplier relationships
- Multiple platforms may result in possible safety implications and additional training needs

External Defibrillators and Related Products

Effective June 1, 2016

Expires May 31, 2019

Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the summary 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.

Related categories

- **ECG Electrodes, Cables, Lead Wires and Defibrillator Pads**: Nonproprietary dispersive pads, ECG electrodes, cables and lead wires
- **Pulse Oximetry**: Disposable pulse oximetry device sensors
- **Chart Paper and Related Products**: ECG recoding paper

Fetal Monitoring and Obstetrical Data Management Systems

Effective March 1, 2015

Fetal Monitoring: Expires February 28, 2018

Obstetrical Data Management Systems: Expires May 31, 2018

Products and services available

Fetal monitoring equipment provides continuous bedside monitoring of [antepartum](#) and [intrapartum](#) parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.

Obstetrical data management systems (OBDMS) interface with fetal or maternal monitors to collect, display and store monitored parameters. The data management systems provide data entry and access capability at bedside as well as central monitoring locations. Systems may perform charting, report generation and statistical analysis.

Class of trade

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

CareFusion/ Vital Signs	Zach Moore	901.302.0504	zachary.moore@carefusion.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.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)/price activation (PA) is required for Tier 2 and higher with GE and CareFusion.
- PMDF/PA is not required for Philips due to single tier offering.




Aggregation opportunities


- Aggregation is allowed for multi-facility systems, GPOs and established networks with GE and CareFusion.
- Aggregation is not available with Phillips due to single tier offering.

Other key value and terms

- Pricing is firm for the term of the agreement with GE and CareFusion. Pricing firm for seven months with Philips.
- GE's new agreement pricing offers an overall 3.6 percent savings for fetal compared to expiring agreements.
- GE provides a seller enhancement program opportunity.
- Philips's new agreement offers overall 1.6 percent less favorable pricing compared to the expiring agreement.
- Available through distribution: CareFusion/Vital Signs, GE, Philips
- Available direct: CareFusion/Vital Signs, Philips

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Fetal Monitoring		
Supplier	New	Expiring
 CareFusion	PP-WC-158	PP-WC-088a
	PP-WC-155	PP-WC-088
 PHILIPS sense and simplicity	PP-WC-156	PP-WC-089 PP-WC-087

Obstetrical Data Management Systems		
Supplier	New	Expiring
	PP-WC-157	PP-WC-086

Current agreement with Philips (PP-WC-087) for OB Data Management expires February 28, 2015.

Financial considerations:

- Licenses and interfacing charges
- Disposables (tocos, wires)
- Software upgrades
- Service agreements
- Multi-line value-add incentive

Product considerations:

- Available configurations, parameters and capabilities
- Maternal and fetal monitoring capability
- Audible and visual alerts when outside designated ranges
- Ability to monitor multiples
- Wireless transducer option
- Immediate access to information/Improved staff efficiency
- Reduced transcription errors

Roadblocks to conversion:

- Capital budget constraints
- Standardization
- EMR/EHR vendors now building obstetrical and perinatal data modules

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.
- [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.

Related categories

- **Pulse Oximetry Devices:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.
- **Invasive Cardiology Equipment:** Includes two subcategories.
 - Hemodynamic monitoring systems: comprehensive systems that monitor and record patient parameters during invasive cardiology procedures
 - Electrophysiology monitoring systems: systems that create and record the data for analysis of the electrophysiology study
- **Non-invasive Cardiology Equipment:** Includes four subcategories with products that assist in assessment and diagnosis of cardiac function.
 - Electrocardiograph (ECG) machines and carts
 - ECG management systems
 - Holter monitoring
 - Stress testing
- **Blood Pressure Cuffs and Accessories:** Sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.
- **Physiological Monitoring and Vital Signs:** Physiological monitoring systems allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated. Vital signs monitors allow periodic measurement of multiple vital signs parameters such as blood pressure, temperature.

Glucose Management

Effective April 1, 2016

Expires March 31, 2019

Products and services available

This category includes blood glucose meters, insulin pen needles, lancets, lancet devices, oral glucose tolerance testing and test strips used in healthcare settings, as well as products designed for home use by consumers.

This category was previously titled Blood Glucose Meters, Reagents, Consumables and Service (Continuum of Care).

Class of trade

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

AgaMatrix	Bill Kelley	603.328.6000	bkelley@agamatrix.com
ARKRAY	Greg DeRosa	727.242.4613	derosag@arkrayusa.com
Azer Scientific	Ralph Finkbiner	610.524.5810	ralph@azersci.com
MHC Medical Products	Ashley Gleason	513.354.2691	agleason@mhcmed.com
Steede Medical	Jorge Pereira	305.597.0607	jgpereira@steedemedical.com

Note: Supplier contact information is current as of April 27, 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 Azer Scientific.
- A PMDF/PA is not required with AgaMatrix, ARKRAY, MHC Medical or Steede Medical due to single tier offerings.

Aggregation opportunities



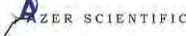


- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Azer Scientific.
- Aggregation is not applicable with AgaMatrix, ARKRAY, MHC Medical or Steede Medical due to single tier offerings.

Other key value and terms

- Pricing is firm for the term with AgaMatrix, ARKRAY, Azer Scientific, MHC Medical Products and Steede Medical.
- AgaMatrix's new agreement pricing is flat compared to its expiring agreement pricing.
- AgaMatrix is the low-cost supplier.
- ARKRAY's new agreement pricing offers 3.5 percent savings compared to its expiring pricing.
- Azer Scientific offers oral glucose tolerance testing only.
- Available direct and through distribution: AgaMatrix, ARKRAY, Azer Scientific, MHC Medical Products and Steede Medical

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-AC-114	PP-AC-067
	PP-AC-115	PP-AC-068
	PP-AC-116	New
	PP-AC-117	New
	PP-AC-118	New

Azer Scientific and Steede Medical are small business enterprises (SBE).

Financial considerations:

- Early payment discounts
- Pricing for meters and test strips

Patient safety and satisfaction:

- Possible cross-contamination from sharing blood glucose meters

Roadblocks to conversion:

- Test strips are proprietary to blood glucose meters

Glucose Management

Effective April 1, 2016

Expires March 31, 2019

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 category

- **Blood Glucose Meters, Reagents, Consumables and Service**: Blood glucose monitors, lancets and test strips used in healthcare settings

High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

Services available

The agreements in this category offer reprocessing services for semi-critical and non-critical single use devices.

Class of trade

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

Hygia	Glenn Chenot	865.755.3181	glenn.chenot@hygia.net
ReNú	Amy Long	425.353.1110 x312	amy@renumedical.com

Note: Supplier contact information is current as of September 22, 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 for Tier 2 and higher for ReNu. Hygia offers a single Premier tier.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks for ReNu. Hygia offers a single Premier tier.

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Incumbent to new pricing and terms and conditions remain the same for both suppliers.
- ReNu offers a value add conversion rebate and volume growth rebate.
- ReNu offers an early payment discount.
- Financial analysis reveals both suppliers offer savings compared to their expiring agreement pricing.
- **ReNú Medical is the low-cost supplier.**
- Available direct: Hygia and ReNú
- Available through distribution: ReNú

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

Additional resources

- [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.
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Awarded suppliers

Supplier	New	Expiring
	PP-MM-337	PP-NS-742
	PP-MM-336 AS-MM-336	PP-NS-741 AS-NS-741

Hygia is a woman-owned business enterprise.
ReNú is a veteran-owned business enterprise.

Financial considerations:

- Incumbent to new pricing and terms and conditions remain the same for both suppliers
- Early payment discount

Patient safety and satisfaction:

- Non-critical and semi-critical devices versus critical devices

Roadblocks to conversion:

- Staff education about HLDR versus sterile reprocessing

High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

Related categories

- **High Level Disinfectants:** Chemicals 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. Also included in this category are Intermediate-level disinfectant wipes which are used to disinfect patient care areas and equipment in between patient use.
- **Sterile Reprocessing:** Sterile reprocessing is a service that is provided by a third party reprocessor that collects used or open and unused single use surgical devices from an acute care facility. These items are then cleaned, functionally tested/inspected, tracked as per the number of reprocessing cycles, re-packaged, and sterilized. The devices are then purchased by the facility at a savings over the original manufacturer.

Infant and Patient Security Solutions

Effective December 1, 2017

Expires November 30, 2020

Products and services available

This category includes patient security systems utilized in various healthcare settings for the prevention of abduction of children. The category also includes equipment to locate patients, prevent elopement and wandering prevention in the older teen and geriatric populations and mother-infant matching.

This category was previously sourced as Radio Frequency (RF) Band Adult and Infant Security Systems.

Class of trade

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

CenTrak	Gary Sunsten	214.563.2400	gsunsten@centrak.com
RF Technologies	Joleen Simonetti-Weih	262.373.5222	jsimonetti@rft.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 CenTrak.
- CenTrak requires a separate member agreement.
- RF Technologies does not require a PMDF/PA due to single tier offering.
- RF Technologies may require a separate member agreement or statement of work.

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.
- Early payment discounts are offered by both suppliers.
- RF Technologies' new agreement pricing has an 11 percent increase compared to its expiring agreement pricing.
- RF Technologies offers a volume incentive program and software upgrade discounts. See the value-adds section in the value analysis toolkit for details.
- RF Technologies has a \$250,000 large order dollar threshold.
- Available direct: CenTrak and RF Technologies

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
 CENTRAK®	PP-IT-168	New
 RF TECHNOLOGIES	PP-IT-169	PP-WC-142

*RF Technologies is a small business enterprise (SBE).

Full launch content and additional resources available

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Related category

- **RFID Asset Tracking and Management Solutions:** Hardware components and software, along with the associated professional services, used to locate and/or track tags wirelessly and accurately using radio frequency identification (RFID) to assist organizations improve overall productivity, efficiency, safety and quality

Infant Care Capital Equipment

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes capital items utilized for the care of the neonatal, infant and other general pediatric patient populations. The list of equipment is inclusive of infant warmers (open and closed environments), transporters, incubators, respirators, brain cooling equipment, jaundice therapy equipment and auditory screening equipment (infant and adult) with proprietary disposables.

Class of trade

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

Atom Medical	Bill Thompson	412.601.4281	wthompson@atommedusa.com
CareFusion/Vital Signs	Zach Moore	901.302.0504	zachary.moore@carefusion.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
Fisher & Paykel	Trent Campbell	816.645.3416	trent.campbell@fphcare.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
International Biomedical	Robert Lynch	267.234.3315	rlynch@int-bio.com
Natus	Jeff Minarik	847.722.0909	jeff.minarik@natus.com
Otodynamics	John Morgan	828.478.9880	john.morgan@otodynamics.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.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)/price activation (PA) is required for Tier 2 and higher with all suppliers except Natus.

- Natus requires a PMDF at all tiers.
- Philips requires a signed Exhibit B-1 GPO Designation Form, unless previously submitted.

Aggregation opportunities

Aggregation is allowed for all suppliers.

Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Draeger, Fisher & Paykel, and Otodynamics offer early payment discounts.
- Philips offers 7.5 percent savings compared to expiring agreement pricing.
- All other suppliers offer less favorable pricing compared to expiring agreement.
- CareFusion/Vital Signs offers supplies and accessories for GE capital equipment.
- Available through distribution: Atom Medical, Fisher & Paykel, Otodynamics, Philips
- Available direct: Atom Medical, CareFusion, Draeger, Fisher & Paykel, GE, International Biomedical, Natus, Otodynamics, Philips

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 ATOM MEDICAL	PP-WC-170	New
 CareFusion	PP-WC-165	PP-WC-093a
 Dräger	PP-WC-162	PP-WC-095
 Fisher & Paykel HEALTHCARE	PP-WC-163	PP-WC-096
 GE	PP-WC-164	PP-WC-093
 international BIOMEDICAL	PP-WC-167	New
 natus	PP-WC-168	New
 Otodynamics <small>Audiology Systems</small>	PP-WC-169	New
 PHILIPS	PP-WC-166	PP-WC-094

The current agreement with Medela (PP-WC-098) expires July 31, 2015.

Financial considerations:

- Disposables/batteries
- Warranty
- Service and maintenance
- Replacement parts
- Life expectancy
- Standardization

Patient satisfaction and safety:

- Meets clinical standards and guidelines
- Maintain/restore normothermia for normal metabolic functions to occur
- Maintains skin integrity
- Transport needs both inter- and intra-facility
- Early auditory screening and intervention improves linguistics and skill development

Roadblocks to conversion:

- Supplier relationships
- Capital budget constraints
- Standardization

Full launch content 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.
- [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.

Related categories

- **Neonatal Developmental and Specialty Products:** Specialty products in this category include enteral feeding extension sets, resuscitation masks, oral dispensers, catheterization trays, urinary drainage kits and catheters, umbilical catheters, peripheral insertion catheters and kits, critical care accessories and other medical product items. Developmental care products include pacifiers, oral sucrose, positioning aids, mattress overlays and educational developmental devices for touch therapy that help provide a nurturing environment required for neonatal growth and development.
- **Disposable Labor and Delivery Products:** Single-use and disposable medical and non-medical supplies required in the care of the mother and infant immediately before and following the birthing process. This includes, but is not limited to, fetal monitoring belts, maternity pads, umbilical clamps, footprint imprinters, amnihooks, circumcision kits, cord blood collection kits, ultrasound gel, infant caps, immobilizers and delivery kits (C-section and vaginal).

Invasive Cardiology Equipment

Effective March 1, 2015

Expires May 31, 2018

Products available

The invasive cardiology equipment category includes two subcategories:

- Cath lab hemodynamic monitoring systems - comprehensive systems that monitor and record patient parameters during invasive cardiology procedures.
- Electrophysiology monitoring systems - systems that create and record the data for analysis of the electrophysiology study.

Class of trade

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

GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com

Note: Supplier contact information is current as of August 22, 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 all suppliers.
- Philips requires a signed GPO designation form in Exhibit B-1 at all tiers, if not previously declared.

Aggregation opportunities



- GE allows aggregation for multi-facility systems, GPOs and established networks.
- Philips allows aggregation for multi-facility systems with the ability to control purchasing decisions.

Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- GE offers hemodynamic monitoring and electrophysiology monitoring.
- Philips offers hemodynamic monitoring.
- Philips has a minimum order for medical consumable sensor products of \$500.
- Available direct: GE and Philips

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-CA-258	PP-CA-194
	PP-CA-259	PP-CA-195

The current agreement with EP Technologies (PP-CA-196) expires May 31, 2015.

The current agreement with CareFusion (PP-CA-194a) expires February 28, 2015. The products currently on PP-CA-194a will transition to CareFusion's new Non-invasive Cardiology Equipment agreement (PP-CA-260) and Physiological Monitoring Systems agreement (PP-MM-309).

Financial considerations:

- Reimbursement
- Warranties
- Training costs
- Multi-line value-adds

Patient safety and satisfaction:

- Connectivity capabilities to EMR/EIMS reduce data entry errors
- Pediatric settings and algorithms
- Interface ease of use

Roadblocks to conversion:

- Existing supplier relationships
- Capital budget constraints

Invasive Cardiology Equipment

Effective March 1, 2015

Expires May 31, 2018

Full launch content available

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Related categories

- **Electrophysiology Products:** Products used in EP studies (diagnostic/therapeutic catheters, cables)
- **Hemodynamic Monitoring Products and Accessories:** All hemodynamic critical care products used to manage, measure and maintain a critically ill patient's cardiac output and pressure (catheters, transducers, accessories)
- **Non-invasive Cardiology Equipment:** Products that assist in assessment and diagnosis of cardiac function: electrocardiograph machines and carts, ECG management systems, Holter monitoring and stress testing

Medical and Surgical Products Distribution

Effective January 1, 2017

Expires December 31, 2021

Products and services available

This category includes the distribution of medical and surgical products, IV therapy items, janitorial and sanitation materials, suture and endomechanical products and private label goods.

Class of trade

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








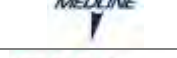

American Medical Depot	Akhil Agrawal	305.364.0888	akhil.agrawal@american-depot.com
Buffalo	Ryan Burke	716.626.9400	rburke@buffalohospital.com
Cardinal	Bob Glover	847.887.6147	bob.glover@cardinalhealth.com
Claflin	Krystina Almon	401.739.4150	contracts@claflin.com
Concordance	Buddy Wert	865.281.4127	bwert@concordancehs.com
Henry Schein	Christian Flohr	704.302.7362	christian.flohr@henryschein.com
McKesson	Cathy Dirnberger	804.264.7500	cathy.dirnberger@mckesson.com
MSD	Terri Travers	800.967.6400 ext. 6249	ttravers@msdistributors.com
Medline	Mark Parry	815.273.2950	mparry@medline.com
Owens & Minor	Cope Sanders	864.201.9695	cope.sanders@owens-minor.com

Note: Supplier contact information is current as of October 26, 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) is required at Tier 2 or higher with distributors offering more than one tier.
 - Cardinal and Claflin require a PMDF for all tiers.
 - MSD offers a single Premier tier.
- Electronic price activation is not available for these agreements.
- No action is required for members using locally negotiated member agreements until its natural expiration date.
- Cardinal, Medline and Owens & Minor all have commitment level requirements for primary level distribution.
 - Cardinal requires annual purchase commitment of at least 80 percent of med/surg products and at least 90 percent for suture and endomechanical products. If member fails to use Cardinal as its primary distributor for suture and endomechanical products, Cardinal may increase the cost plus markup on med/surg contracted products by an additional 3 percent.
 - Medline requires a member to purchase 90 percent of current product spend through Medline and 95 percent of suture and endomechanical products or custom procedure trays (CPTs),

Awarded suppliers

Supplier	New	Expiring
	PP-DS-081	PP-DS-050
	PP-DS-079	PP-DS-052
	PP-DS-080	PP-DS-053
	PP-DS-084	PP-DS-054
	PP-DS-082	PP-DS-059 PP-DS-064 PP-DS-069
	PP-DS-075	PP-DS-058
	PP-DS-076	PP-DS-060
	PP-DS-085	PP-DS-061
	PP-DS-077	PP-DS-062
	PP-DS-078	PP-DS-066

American Medical Depot is a minority owned business (MBE). Buffalo Hospital Supply and Claflin are a small business enterprise (SBE).

Kreisers Inc., Senca Medical and Midwest Medical Supply Co. [merged](#) with Concordance

Professional Hospital Supply Inc. (PP-DS-067) was [acquired](#) by Medline in 2014.

The current agreements with Apollo Safety (PP-DS-051), Customized USA, LLC (PP-DS-055), Dekroyft-Metz and Co. Inc. (PP-DS-056), EKLA Co. (PP-DS-057), Midland Medical Supply (PP-DS-063) and PSS World Medical, Inc. (PP-DS-068) expire December 31, 2016.

How to operationalize these agreements (continued)

- Owens & Minor requires a member to purchase 90 percent of their traditional med/surg products including suture and endomechanical products and custom procedure trays (CPTs). Owens & Minor can be used as a secondary distributor for committed product categories/product lines totaling at least \$10,000 per month for an additional mark-up of 2 percent for suture and endomechanical products and 5 percent for all other products.

Aggregation opportunities

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

- McKesson allows aggregation for members who own or operate multi-facility systems and have the ability to coordinate purchasing decision.
- Aggregation is not applicable for MSD due to a single tier offering.

Other key value and terms

- Cost plus markup percentages are firm for the term of the agreement.
- All distributors allow for members to locally negotiate their cost plus markup percentages.

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.
- [Distribution companion workbook](#): A detailed spreadsheet that allows users to compare distributor tiers, terms, responses to Premier's RFI questions and alignment with the Strategic Advisory Committee's strategic terms and conditions.
- [Videos](#): Members of Premier's Strategic Advisory Committee and staff provided their insight on challenges of distribution, best practices and how the new Premier agreements have been re-designed to address these issues. Please note that a PremierConnect® user name and password is required to view the videos.

Related category

- **Suture and Endomechanical Distribution:** Distribution services for suture and endomechanical products in the acute, surgery center, long term care and homecare settings.

Mobility Aids

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes products, such as canes, crutches, walkers and wheelchairs, designed to improve the mobility of people.

Class of trade

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

- Medline's agreement is not available to DMEs and Drive Medical's agreement is not available to existing DMEs.

Alco	Michael Kikos	800.323.4282 x220	mkikos@alcosales.com
Drive	Michael Serhan	877.224.0946 x4401	mserhan@drivemedical.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

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 required at Tier 2 or higher with Drive and Medline.
- A PMDF/PA is not required with Alco due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with Drive and Medline.
- Aggregation is not applicable with Alco due to its single tier.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Alco offers wheelchairs and knee walkers.
- Drive offers canes, crutches, walkers, rollators, scooters, transfer aids, wheelchairs and knee walkers.
- **Drive is the low-cost supplier.**
- Medline's new agreement pricing has an overall 0.3 percent increase compared to its expiring agreement pricing.
- Medline offers canes, crutches, walkers, transfer aids, wheelchairs and knee walkers.
- Available through distribution: Drive, Medline
- Available direct: Alco, Drive, Medline
- **S2S Global offers canes, crutches and walkers. See the [PremierPro® products launch document](#) for details.**

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
 ALCO Sales & Service Co.	PP-AC-110	New
	PP-AC-109	New
	PP-AC-108	PP-AC-062
 S2S GLOBAL	PP-S2-001K	PP-AC-064

Alco is a small business enterprise (SBE).

Current agreements with CareBorne (PP-AC-059), CentiCare (PP-AC-060), Medical Action Industries (PP-AC-061) and ProMed Products Xpress (PP-AC-063) expire July 31, 2015.

Financial considerations:

- Pricing

Patient safety and satisfaction:

- Patient safety and comfort
- Disinfection of products

Roadblocks to conversion:

- Current distribution agreements



MRI Ancillary Equipment and Coils



Effective February 1, 2018 through January 31, 2021

Products and services available

This category includes ancillary equipment specifically designed for use in magnetic resonance imaging (MRI) procedures such as patient monitoring equipment, infusion pumps, ferrous detection devices, patient entertainment/communication systems, radio frequency (RF) surface coils, related software and positioning devices and patient transfer devices.

This was previously sourced as MRI Safe Auxiliary Equipment and Coils.

Invivo/Philips' contract offering includes patient monitoring and related disposables, patient entertainment and functional MR solutions, surface coils, ferrous detection and MRI software. Iradimed's contract offering includes infusion pumps, accessories and related disposables.

How to operationalize these agreements

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 with both suppliers. Invivo/Philips requires GPO facilities to independently commit to the market share required by the tier.

Class of trade

- Invivo/Philips's agreement is available to acute care and imaging centers. See Appendix A for more details.
- Iradimed's agreement is 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 both suppliers.
- Financial analysis reveals:
 - Invivo/Philips' new agreement pricing offers a 2.0 percent savings compared to its expiring agreement pricing.
 - Iradimed's new agreement pricing has a 3.3 percent increase compared to its expiring agreement pricing.
- Available direct: Invivo/Philips and Iradimed

Supplier contact information

- Invivo/Philips Healthcare, a division of Philips North America LLC: Adam Martin, 919.671.6018, adam.martin@philips.com
- Iradimed Corp.: Brent Johnson, 407.927.5180, bjohnson@iradimed.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

- Anesthesia Equipment, Accessories and Supplies: Anesthesia machines and accessories designed to dispense a mixture of gases and vapors used to control a patient's level of consciousness during surgical procedures
- Contrast Media MR: Contrast agents used to improve the visibility of internal body structures in MRI
- Magnetic Resonance Imaging: MRI equipment and service agreements
- Ventilators: Intensive care, high frequency oscillatory, transport/portable, MRI conditional and mass casualty ventilators, associated accessories and proprietary circuits

Full launch content and additional resources available in Supply Chain Advisor

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Awarded suppliers		
Supplier	New contract	Expiring contract
Invivo (Philips)	PP-IM-381	PP-IM-260
IRADIMED	PP-IM-382	PP-IM-262

The current agreement with MRIaudio (PP-IM-261) expires January 31, 2018.

ASCEND®:

There is no ASCEND award in this category.

Non-Invasive Cardiology Equipment

Effective March 1, 2015

Expires May 31, 2018

Products available

This category includes products that assist in assessment and diagnosis of cardiac function: electrocardiograph (ECG) machines and carts, ECG management systems, Holter monitors and stress testing.

Class of trade

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

CareFusion (Vital Signs)	Zach Moore	901.302.0504	zachary.moore@bd.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Mortara	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

Note: Supplier contact information is current as of August 22, 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 all suppliers.

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, GPOs and established networks with CareFusion, GE and Mortara.
- CareFusion requires facilities to independently commit to market share requirements.
- Welch Allyn allows aggregation for multi-facility acute care systems under common ownership and owned or controlled acute and ambulatory facilities.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- GE's enhanced seller value program offers an additional one to two percent savings for non-invasive equipment with market share commitment to multiple categories.
- Mortara's new agreement offers 3.1 percent increase to 5.0 percent increase compared to the expiring agreement.
- Welch Allyn's new agreement offers 0.7 percent savings to 1.7 percent savings compared to the expiring agreement.
- Scenarios reveal that Welch Allyn was the low-cost supplier in the scenarios they participated in.
- Available through distribution: CareFusion, GE, Mortara and Welch Allyn
- Available direct: CareFusion, GE, Mortara and Welch Allyn

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
 CareFusion	PP-CA-260	PP-CA-197a
	PP-CA-261	PP-CA-197
 Mortara	PP-CA-262	PP-CA-198*
 Welch Allyn	PP-CA-263	PP-CA-199

*Mortara [acquired](#) Cardiac Science's diagnostic cardiology line.

The agreement with Welch Allyn expires February 28, 2018.

Financial considerations:

- Reimbursement
- Warranties
- Training costs
- Minimum order requirements
- Multi-line value-adds

Patient safety and satisfaction:

- Connectivity capabilities to EMR and EIMS
- Capacity (storage hours)
- Display capabilities
- Size and weight of Holter device

Roadblocks to conversion:

- Existing supplier relationships

Non-Invasive Cardiology Equipment

Effective March 1, 2015

Expires May 31, 2018

Full launch content 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

- **ECG Electrodes, Cables, Lead Wires and Defibrillator Pads:** Sensors and accessories used in cardiology-related physiological tracings to detect and relay information to ECG monitors
- **Invasive Cardiology Equipment:** Catheterization lab hemodynamic monitoring systems and electrophysiology monitoring systems

Non-invasive Ventilators

Effective July 1, 2016

Expires June 30, 2019

Products and services available

This category includes continuous airway pressure (CPAP) units, bi-level (biPAP) units and the associated consumables (masks, cannulas and tubing).

Class of trade

- Philips' agreement is available to acute care, continuum of care and Premier REACH members.
- ResMed's agreement is allowed for facilities doing business in the acute hospital market that only treat inpatients.

Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Pulmonary	Robert Berny	317.246.5505	bberny@pulmonary.com
ResMed	Ian Blaxland	858.836.6822	ian.blaxland@resmed.com

Note: Supplier contact information is current as of February 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 Tier 2 or higher with ResMed.
- A PMDF/PA is not required with Philips due to a single tier offering. Philips does require Exhibit K GPO Declaration Form unless the form has been previously submitted.

Aggregation opportunities


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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Philips' new agreement pricing is flat compared to the expiring agreement pricing.
- Philips' consumables orders less than \$500 must be placed directly through the Philips eStore via EDI.
- A \$25 handling fee applies to ResMed orders less than \$200.
- Available direct: Philips, ResMed
- Available through distribution: Philips

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
PHILIPS	PP-AC-123	PP-AC-084
Pulmonary®	SD-MM-025	New
 ResMed	PP-AC-124	New

Pulmonary is a SEEDS™ supplier; small business enterprise (SBE) effective February 15, 2017.

Financial considerations:

- Installation costs
- Minimum orders

Patient safety and satisfaction:

- Non-invasive ventilators are recommended to prevent ventilator-associated infections

Roadblocks to conversion:

- Disposables (masks, tubing, cannulas) may be proprietary to ventilators
- Capital budget constraints
- Class of trade restrictions

Non-invasive Ventilators

Effective July 1, 2016

Expires June 30, 2019

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.

Related categories

- **Active Humidification Devices and Accessories:** Humidification devices that humidify, warm and sometimes filter gas being delivered to the patient during ventilation
- **Respiratory Therapy Products:** Non-vented masks, CPAP and bi-level masks
- **Ventilators:** Intensive care, high frequency oscillatory, transport/ portable and mass casualty ventilators

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@ametek.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

Nurse Call Systems

Effective April 1, 2015

Expires March 31, 2018

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.

Full launch content available

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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.

OR Safety Products

Effective August 1, 2015

Expires October 31, 2018

Products and services available

This category consists of products used in the operating room to protect OR staff and patients from potential injury.

Products in this category were previously included in the OR Accessories category.

Class of trade

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

Ansell	Jason Carrington	770.363.4065	jason.carrington@ansell.com
DeRoyal	Matt Spalding	865.318.8435	mbspalding@deroyal.com

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

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required for Tier 2 and higher for both suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals that DeRoyal is the low-cost supplier.
- Ansell offers an early payment discount of 2 percent for payments within 30 days.
- DeRoyal's shipping terms are based on if the order is more or less than \$500 and if the products are being shipped within the contiguous United States.
- Available direct: Ansell, DeRoyal
- Available through distribution: Ansell, DeRoyal

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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- [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

- **OR Accessories:** Products used in the operating room including items for instrument protection and nice accessories.
- **OR Patient Positioning Products:** Pre-formed foam or gel positioners that aid in patient positioning and prevention of pressure injuries during surgical procedures.

Awarded suppliers

Supplier	New	Expiring
Ansell	PP-OR-1221	New
DeRoyal	PP-OR-1220	PP-OR-883

There is no ASCEND award in this category.

Update June 2017: All contracts in the OR Safety Products category have been extended three months and now expire October 31, 2018.

Patient Lifts and Lateral Transfer Devices

Effective August 1, 2015

Expires July 31, 2018

Products available

This category includes:

- Mechanical devices used to assist healthcare workers in transferring patients from one location to another when that patient is unable to actively assist with the transfer or complete the transfer on their own.
- Non-mechanical and mechanical lateral patient transfer products specifically designed to transfer patients laterally or using side-to-side movements from one location to another.
- Mechanical devices used to transfer patients from automobiles to wheelchairs and back.

Class of trade

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

ArioHuntleigh	Steven Negri	620.757.5867	steven.negri@getinge.com
EZ Way	Mary Landhuis	712.542.1810	mlandhuis@ezlifts.com
Handicare (RoMedic)	John Hackbart	262.888.3202	john.hackbart@handicare.com
HoverTech*	Stacey Bailey	800.471.2776	sbailey@hovermatt.com
Joerns	Collin Sanders	800.826.0270 x1102	collin.sanders@joerns.com
McAuley Medical	John McAuley	352.399.6816	john@mcauleymedical.com
Tollos (T.H.E. Medical)	Christina Modeski	705.716.2028	cmodeski@tollos.com
Wy'East	Susan Ahmann	503.657.3101 x216	susana@weeastmed.com

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher for all suppliers except McAuley who only offers one tier.

Aggregation opportunities










- Aggregation is available with for multi-facility systems, GPOs and established networks for all suppliers offering more than one tier.

Other key value and terms

- All suppliers except Joerns offer an early payment discount.
- ArjoHuntleigh, EZ Qay, HoverTech, Joerns, McAuley, Tollos and Wy'East all offer value adds.
- All suppliers offer shipment direct and via distribution.

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-339	PP-NS-709
	PP-MM-355	PP-NS-714
	PP-MM-356	PP-NS-718
	PP-MM-340	PP-NS-716
	PP-MM-353	PP-NS-711
	PP-MM-354	PP-NS-717
	PP-MM-611	New
	PP-MM-342	PP-NS-710
	PP-MM-352	New

Financial considerations:

- Warranties
- Safe patient handling programs
- Installation
- Service agreements
- Disposable versus reusable slings

Patient and safety satisfaction:

- Features designed for patient safety and comfort
- Healthcare worker safety
- OSHA's ergonomic guidelines for reducing back injuries
- Safe patient handling legislation
- Infection control and cleaning requirements

Roadblocks to conversion:

- Slings that are proprietary
- Capital budget constraints
- Space constraints/ room and hall dimensions

Full launch content 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

- **Bathing Systems**: Shower trolleys and chairs
- **Mobility Aids**: Canes, walkers, and bath and toilet assists

Patient Scales

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes medical scales and patient weighing systems, including digital mechanical scales, digital wheelchair scales, digital/mechanical chair scales and pediatric tray scales.

Class of trade

- Agreements with Detecto, Health o meter and Rice Lake are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Seca is available to acute care and non-acute healthcare facilities only.
- The agreement with Welch Allyn is available only to specific acute care and non-acute healthcare facilities. See Appendix A in the value analysis toolkit or Exhibit B-2 for details.

Detecto	Mark Denning	417.434.6603	mdenning@detecto.com
Health o meter	Kurt Rosinski	919.802.4898	krosinski@homescales.com
Rice Lake	Kurt Labanowski	715.434.5430	klabanowski@ricelake.com
Seca	Jeff Mayes	800.542.7322	jeff.mayes@seca.com
Welch Allyn	Rick Holmes	269.626.6055	rickholmes@hill-rom.com

Note: Supplier contact information is current as of August 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 Tier 2 or higher with Health o meter and Seca.
- A PMDF/PA is not required with Detecto, Rice Lake and Welch Allyn due to single tier offerings.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Detecto, Health o meter, Rice Lake and Seca.
- Aggregation with Welch Allyn is allowed for multi-facility systems under common ownership or control with the ability to coordinate for their owned or controlled facilities; only acute care members (hospitals) may aggregate the volume of their owned or controlled facilities; ambulatory care members not owned or controlled by an acute care member may independently aggregate the purchase volume of their owned or controlled facilities.

Other key value and terms

- Pricing is firm for the term of agreement with Health o meter, Rice Lake and Welch Allyn.
- Pricing is firm for 12 months, then adjusted annually (3% cap) with Detecto and Seca.
- Detecto's new agreement pricing has an overall 1.1 percent increase compared to its expiring agreement pricing.
- Detecto offers members a warranty, extended warranty and large quantity discount as value-adds.
- Health o meter's new agreement pricing has an overall 24.6 percent increase compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 DETECTO <small>A Division of Cardinal Scale Manufacturing Co.</small>	PP-MM-601	PP-MM-254
 Health o meter <small>Professional</small>	PP-MM-602	PP-MM-255
 RICE LAKE <small>WEIGHING SYSTEMS</small>	PP-MM-488	New
 seca <small>Precision for health</small>	PP-MM-603	PP-MM-257
 WelchAllyn	PP-MM-489 AS-MM-489	PP-MM-256 AS-MM-256

Note: Welch Allyn [acquired](#) Scale-Tronix in 2015.

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

Update: Detecto, Health o meter and Seca were added to the Patient Scales category effective October 1, 2017, through September 30, 2020.

Other key value and terms (continued)

- Health o meter offers members an additional warranty, patient pallet program, 30-day free trial program and dedicated customer service hotline as value-adds.
- Seca's new agreement pricing has an overall 7.6 percent increase compared to its expiring agreement pricing.
- Seca offers members a preferred restocking fee discount, product upgrades, spare parts at no added charge and additional warranties as value-adds.
- Welch Allyn's new agreement offers flat pricing compared to its expiring agreement pricing.
- Available through distribution: Detecto, Health o meter, Rice Lake, Seca
- Available direct: Detecto, Rice Lake, Seca, Welch Allyn

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.

Related category

- **Patient Lifts and Lateral Transfer Devices:** Products used to assist healthcare workers in transferring patients from one location to another

Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

Products and services available

This category includes single-use disposable pillows, blankets and garments designed for pediatric patients. Garments included are exam gowns, IV gowns, pajamas, shorts, halters, caps, and/or jackets for self-warming. The disposables in the category are designed to be pediatric friendly.

Class of trade

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

Encompass	Cynthia Hamm	972.546.0131	cynthia.hamm@encompassgroup.com
LSL	Dottie Leway	779.878.1100	Dottie.leway@lsind.com

Note: Supplier contact information is current as of February 25, 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.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities.

Other key value and terms



- Pricing is firm for the term of the agreements with both suppliers.
- Products meet all industry standards and are toxin-free.
- Encompass has overall 3.8 percent less favorable pricing compared to their expiring agreement pricing.
- LSL
- LSL pricing is overall 4.1 percent less favorable than Encompass.
- Available through distribution: Encompass, LSL
- Available direct: Encompass, LSL

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources

- [PDF value analysis toolkit](#): A PDF version of the summary 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.
- [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.

Awarded suppliers

Supplier	New	Expiring
 encompass	PP-WC-159	PP-WC-090
	PP-WC-160	New

Encompass is a small business enterprise (SBE). LSL is a minority-owned business enterprise (MBE).

Previous agreement with DeRoyal (PP-WC-091) expires May 31, 2015.

Financial considerations:

- Costs of warming garments (Thermoflect) compared to warmed cotton blankets or forced-air warming

Patient satisfaction and safety:

- Variety of sizes
- Colorful and comfortable materials with pediatric focused prints
- Clothing meets flame retardant standards

Roadblocks to conversion:

- Current patient warming systems

Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

Related categories

- **Disposable Non-Sterile Protective Apparel:** non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers
- **Fall Management Footwear:** Slippers used by patients in acute and non-acute facilities to prevent falls (includes footwear with treads)
- **Patient Warming Products:** Convective forced-air blankets and fluid warming devices
- **Patient Temperature Management:** Water-circulated blankets and invasive warming products

Physical Therapy Products and Exercise Equipment

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability.

Class of trade

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

Medcom	John Bergsten	970.674.3032	jbergsten@medcomgroup.com
Performance Health	Craig Marian	305.807.4121	craig.marian@pattersonmedical.com

Note: Supplier contact information is current as of December 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 3 or higher with Performance Health.
- A PMDF/PA is not required with Medcom due to 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.
- Medcom's new agreement pricing offers 12.3 percent savings overall compared to its expiring agreement pricing.
- Medcom offers a 2 percent discount if payment is made within 30 days of product delivery, invoice receipt or acceptance, whichever date is later.
- Upon request, Performance Health will grandfather a member's current pricing in aggregate for the term of the agreement if the member is currently purchasing off of agreement PP-AC-093 and continues to purchase similar dollar volumes in the new agreement.
- Performance Health's new agreement pricing offers 6.4 percent savings overall compared to its expiring agreement pricing.
- If full payment is not received within 30 days, Performance Health charges 1.5 percent of unpaid amount per month.
- Performance Health offers an active care retail program, a semi-annual group purchase program, a quick ship program and an employee purchase program as value-adds. See value-adds in the value analysis toolkit for details.
- Performance Health charges a \$5.95 ground shipping fee per purchase order. See shipping charges in the value analysis toolkit or Exhibit K in Supply Chain Advisor for details.
- Available direct: Medcom and Performance Health

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-457	PP-AC-090
	PP-MM-456 AS-MM-456	PP-AC-093 AS-AC-093

Medcom is a woman-owned business enterprise (WBE).

Patterson Medical Supply Inc. formally changed its name to Performance Health Supply Inc. in 2017.

Current agreements with Clinton (PP-AC-092), Physical Enterprise (PP-AC-089) and Zewa (PP-AC-091) expire February 28, 2017.

Financial considerations:

- Value adds, such as on-site retail and employee purchase programs
- Grandfathering
- Early payment discounts and late payment penalties
- Shipping costs

Patient safety and satisfaction:

- Patient population (stroke recovery patients, bariatric and pediatric options)
- Product safety features, such as equipment safety belts and low step-over design

Roadblocks to conversion:

- Availability of pediatric and bariatric products
- Capital budget constraints

Full launch content and additional resources available

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Related categories

- **Mobility Aids**: Products designed to improve the mobility of people with impairments
- **Pediatric Specialty Products**: Child-friendly furniture (such as pediatric tables and seating) and accessories
- **Restraints and Fall Prevention Products**: Products designed to reduce the risk of patient injury and falls

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

Products available

- **Physiological monitoring systems** allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated.
- **Vital signs monitors** allow periodic measurement of multiple vital signs parameters such as blood pressure, temperature.

Class of trade

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

Authentidate	Seth Loonan	908.787.1855	sloonan@authentidate.com
CJPS	Christophe Sevrain	248.593.1264	christophe@cjps-healthcare.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
CareFusion (Vital Signs Inc.)	Zach Moore	901.302.0504	zachary.moore@carefusion.com
Mindray	John Hones	773.972.5526	j.jones@mindray.com
Nihon Kohden	David Loeb	443.797.2098	david_loeb@nkusa.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Spacelabs	Neill Moore	678.455.0300	neill.moore@spacelabs.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.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 all suppliers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Authentidate, CareFusion, CJPS, Draeger, Mindray, Nihon Kohden and Spacelabs.
 - CareFusion requires facilities to independently commit to market share requirements.
- Philips allows aggregation for multi-facility systems capable of controlling purchasing decisions and established networks.
- Welch Allyn allows aggregation for multi-facility acute care systems under common ownership able to coordinate purchases and owned or controlled acute and ambulatory sites.

Other key value and terms

Awarded suppliers

Supplier	New	Expiring
	PP-MM-286	PP-MM-162
	PP-MM-287	PP-MM-163
	PP-MM-288	New
	PP-MM-289	PP-MM-164
	PP-MM-309	PP-MM-164a
	PP-MM-290	New
	PP-MM-291	PP-MM-165
	PP-MM-292	PP-MM-166
	PP-MM-293	New
	PP-MM-294	PP-MM-167

AuthentiDate is a small business enterprise (SBE). CJPS is a minority-owned business enterprise (MBE).

The agreement with Authentidate expires February 28, 2018.

Financial considerations:

- Warranties
- Value-adds
- Service agreements
- Reprocessing fees and third party reprocessing terms

Patient safety and satisfaction:

- Atrial fibrillation detection
- Latching alarms
- Patient population, such as pediatrics
- Accuracy
- Infection control and cleaning
- Alarms
- Visibility of parameters

Roadblocks to conversion

- Proprietary equipment
- Availability of universal adapters
- Connectivity with electronic medical record (EMR) and clinical information systems (CIS)

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

- Pricing is firm for the term with Authentidate, CareFusion, CJPS, Dräger, GE, Mindray, Spacelabs and Welch Allyn.
- Pricing is firm for 6 months with Nihon Kohden and 7 months with Philips.
- **Product considerations have been updated since the previous launch. Review the product offering section in the value analysis toolkit for details.**
- Overall weighted financial analysis reveals when compared to expiring agreement pricing:
 - Authentidate and GE offer 10 percent and 2 percent savings, respectively.
 - Pricing is flat with CJPS, Nihon Kohden and Philips.
 - Welch Allyn pricing is 2 percent or 6 percent less favorable for direct or distribution orders, respectively.
- Available through distribution: CareFusion, CJPS, Philips and Welch Allyn
- Available direct: Authentidate, CareFusion, CJPS, Dräger, GE, Mindray, Nihon Kohden, Philips, Spacelabs and Welch Allyn

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

Full launch content 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.
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Related categories

- **Blood Pressure Cuffs and Accessories:** Sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.
- **Fetal Monitoring:** Fetal monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.
- **Invasive Cardiology:** Cath lab hemodynamic monitoring systems and electrophysiology monitoring systems.
- **Non-Invasive Cardiology:** Electrocardiography machines and carts, ECG management systems, holter monitoring and stress testing products.
- **Pulse Oximetry Devices:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.

Post Mortem Equipment and Supplies

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes adult, bariatric, pediatric and infant post mortem bags, shrouds and accessories.

Class of trade

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

Busse	Ray O'Hara	631.435.4711	rohara@busseinc.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com

Note: Supplier contact information is current as of March 20, 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 not required due to single tier offerings 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.
- Busse's new agreement offers up flat pricing compared to its expiring agreement pricing.
- Medline offers a new customer conversion rebate. See value-adds/rebates in the value analysis toolkit for details.
- Available through distribution: Busse, Medline
- Available direct: Medline

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.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-465	PP-MM-268 AS-MM-268
	PP-MM-466 AS-MM-466	New

Busse is a woman-owned business enterprise (WBE).

Current agreements with Alpha Medical (PP-MM-266), BioSeal (PP-MM-267) and LDI Corporation (PP-MM-269) expire June 30, 2017.

Financial considerations:

- Payment terms
- Shipping terms
- Rebates

Patient safety and satisfaction:

- Integrity of bag material and seals
- Product weight capacity
- Products for specific patient populations (e.g. pediatric, bariatric)
- Handles and ease of bag movement by staff

Roadblocks to conversion:

- Existing post mortem agreements in your facility
- Post mortem equipment provided by local funeral homes

Pulmonary Function and Metabolic Analyzers

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes pulmonary function analyzers (also known as lung/respiratory function analyzers) which measure the performance of a patient's respiratory system. Pulmonary function tests (PFTs) are a series of breathing tests performed to assess conditions such as asthma, pulmonary fibrosis, emphysema and chronic obstructive pulmonary disease (COPD).

Class of trade

- Agreements with Alliance Tech, COSMED and MGC are available to acute care, non-acute healthcare and non-healthcare facilities.
- CareFusion's agreement is available to healthcare facilities only.

Alliance Tech	John Silva	817.326.6357	jsilva@alliancetekmedical.com
CareFusion	Chuck Collis	704.281.8720	charles_collis@bd.com
COSMED	Claudio Bellini	312.509.3032	cbellini@cosmed.com
MGC	Jessica Schladweiler	651.484.4874	gpoadmin@mgcdiagnostics.com

Note: Supplier contact information is current as of August 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 Alliance Tech, CareFusion and MGC.
- A PMDF/PA is not required with COSMED due to single tier offering.





Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Alliance Tech, CareFusion and MGC.
- Aggregation is not applicable with COSMED due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Alliance Tech's new agreement pricing offers 37.8 percent savings compared to its expiring agreement pricing.
- Alliance Tech offers an invoice discount as a value add, discount percentage determined by annual purchase volume.
- CareFusion's new agreement pricing is flat compared to its expiring agreement pricing.
- CareFusion offers the following value-adds:
 - Device trade-in program
 - Body box trade-in program
 - Extended warranty discount
- Hospitals purchasing from CareFusions agreement will incur a \$50 fee for orders less than \$250. Alternate site facilities will incur a \$50 fee for orders less than \$100.
- MGC's new agreement pricing shows a 0.7% overall increase compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 AllianceTech Intelligent EVENTS	PP-MM-491	PP-MM-258
 CareFusion	PP-MM-492	PP-MM-259
 COSMED The Metabolic Company	PP-MM-494	New
 MGC DIAGNOSTICS*	PP-MM-493	PP-MM-260

Alliance Tech is a small business enterprise (SBE).

Pulmonary Function and Metabolic Analyzers

Effective October 1, 2017

Expires September 30, 2020

Other key value and terms (continued)

- MGC offers the following value-adds:
 - Additional warranty for members at Tier 2 or higher
 - Clinical training at MGC Diagnostic's headquarters for members at Tier 2 or higher
 - 5% UltraCare discount
- **Pricing scenarios reveal the low-cost supplier varies by scenario. Please see the pricing scenarios section of the toolkit.**
- Available through distribution: Alliance Tech
- Available direct: Alliance Tech, CareFusion, COSMED, MGC

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

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Pulse Oximetry Devices

Effective March 1, 2015

Expires April 30, 2018

Products available

This category includes capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Masimo Americas	Dan Brothman	949.297.7317	dbrothman@masimo.com
Smiths Medical ASD	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.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 and higher with all suppliers.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with Masimo and Smiths Medical.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.

Other key value and terms

- Pricing is firm for the term with Masimo and Smiths Medical.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12 month period.
- Covidien and Smiths Medical have minimum orders of \$500 and \$300 respectively.
- Covidien and Masimo offer committed purchase programs.
- Weighted financial analysis reveals when compared to expiring agreement pricing, new agreement pricing overall is:
 - Three percent more favorable with Covidien.
 - Three percent more favorable with Masimo.
 - Flat with Smiths Medical.
- Available through distribution: Covidien, Masimo and Smiths Medical
- Available direct: Covidien, Masimo and Smiths Medical

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
 COVIDIEN	PP-MM-304	PP-NS-700
 MASIMO	PP-MM-305	PP-NS-701
 smiths medical <small>bringing technology to life</small>	PP-MM-306	PP-NS-702

Financial considerations:

- Minimum orders
- Committed purchase programs
- Reusable versus disposable sensors
- Potential impact to tier placement when using reprocessed sensors

Patient safety and satisfaction:

- [American Heart Association guidelines](#)
- [Newborn screening for Critical Congenital Heart Defect requirements](#)
- Patient population (neonate, pediatric)

Roadblocks to conversion:

- Compatibility with EMR systems
- Proprietary sensors

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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

- **Blood Pressure Cuffs and Accessories**: Sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.
- **Fetal Monitoring**: Fetal monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.
- **Invasive Cardiology**: Cath lab hemodynamic monitoring systems and electrophysiology monitoring systems.
- **Non-Invasive Cardiology**: Electrocardiography machines and carts, ECG management systems, holter monitoring and stress testing products.
- **Physiological Monitoring and Vital Signs**: Physiological monitoring systems allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated. Vital signs monitors allow periodic measurement of multiple vital signs parameters such as blood pressure and temperature.
- **Sedation Monitoring**: Monitors and sensors that measure the effects of anesthesia and sedation by monitoring both sides of the brain's electrical activity.

Regional Anesthesia Trays

Effective February 1, 2016

Expires January 31, 2019

Products available

This category includes supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members. See terms and conditions section in the value analysis toolkit for additional details.

B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com
Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com

Note: Supplier contact information is current as of November 10, 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

- Allowed for members who own and centrally manage facilities with the ability to drive purchasing decisions with Smiths Medical.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with B. Braun and Teleflex.
 - Facilities must independently commit to market share required by tier (75 percent) with B. Braun.
 - Aggregation limited to owned, leased and managed facilities of IDNs with Teleflex.

Other key value and terms

- Pricing is firm for the term of the agreement with Smiths Medical and Teleflex.
- Pricing is firm with B. Braun unless an unusual raw material increase for third-party manufacturing items is experienced
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 2.4 percent higher with B. Braun.
 - 2.3 percent higher with Smiths Medical
 - Flat for Teleflex
- All suppliers have minimum order requirement thresholds. See terms and conditions in the value analysis toolkit.
- Smiths Medical is the low cost supplier.**
- Available through distribution: B. Braun, Smiths Medical and Teleflex
- Available direct: B. Braun, Smiths Medical and Teleflex

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
B BRAUN	PP-OR-1268 AS-OR-1268	PP-OR-976
smiths medical <small>bringing technology to life</small>	PP-OR-1265	PP-OR-979
Teleflex®	PP-OR-1267	PP-OR-975

Current agreements with BD (PP-OR-977) and Cardinal (PP-OR-978) expire January 31, 2016.

Regional Anesthesia Trays

Effective February 1, 2016

Expires January 31, 2019

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.

Related category

- **Disposable Anesthesia Products:** Disposable anesthesia products and accessories are used to administer general anesthesia to surgical patients.

Sedation Monitoring

Effective August 1, 2015

Expires November 30, 2018

Products available

This category includes monitors and sensors that measure the effects of anesthesia and sedation by monitoring both sides of the brain's electrical activity.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Masimo	Dan Brothman	949.297.7317	dbrothman@masimo.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 and higher with both suppliers.

Aggregation opportunities

- Covidien allows aggregation for multi-facility systems and established networks who own a controlling interest in the aggregating facilities, or have express contractual authority to make purchasing decisions on behalf of the aggregating facilities.
- Masimo allows aggregation for multi-facility systems with the ability to coordinate purchasing decisions, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term with Masimo.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12-month period.
- Weighted financial analysis reveals new agreement pricing remains flat for both suppliers compared to expiring agreement pricing.
- Covidien offers multiple value-adds, including a quick start conversion rebate program for members who convert by **October 31, 2015**.
- Available through distribution: Covidien
- Available direct: Covidien and Masimo

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

- **Pulse Oximetry:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-MM-329	PP-NS-752
 MASIMO	PP-MM-330	PP-NS-753

Financial considerations:

- Capital acquisition programs
- Price protection
- Potential impact to tier placement when using reprocessed sensors

Patient safety and satisfaction:

- Patient comfort
- Full patient population coverage

Roadblocks to conversion:

- Sensors are proprietary to monitors
- Clinical preference

Sleep Diagnostic Services

Effective June 1, 2017

Expires May 31, 2020

Products and services available

This category includes outsourcing sleep lab services and management in a hospital or practice. Service providers specialize in complete evaluation, testing, diagnosis and treatment of sleep disorders. Home test studies are also included.

Class of trade

Agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

MedBridge	Drew Brennan	410.691.3998	dbrennan@medbridgegroup.com
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Note: Supplier contact information is current as of February 21, 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 not required due to a 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 for the term of agreement.
- Dynamic pricing is available in Supply Chain Advisor. Members should answer the questions on Exhibit A-3 Service Price List, and the Exhibit A-3 will calculate their facility's price per test. Pricing varies based on services requested and the facility's state's labor rates.
- Based on the customizable nature of this category, a financial analysis is not available.
- MedBridge requires that members provide the last 12 months of volume for the services requested and/or have a minimum monthly average study volume of 20 studies per month per bed.
- Available direct: MedBridge

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

- **Polysomnography (PSG) and Neurological Equipment and Accessories:** PSG analyzers are used for the diagnostic evaluation of sleep or sleep-related disorders, while neurological equipment is used to measure the status and function of the central and peripheral nervous systems of patients in a variety of settings

Awarded suppliers

Supplier	New	Expiring
 MEDBRIDGE HEALTHCARE	PP-SV-155	PP-SV-018*

*In March 2016, MedBridge completed its [merger](#) with Sleep Services of America.

Current agreements with Cleveland Medical (PP-SV-013), Florida Apnea Diagnostics (PP-SV-014), Medical Decision (PP-SV-015), Persante Sleep Care (PP-SV-016) expires May 31, 2017.

The agreement with SleepMed expired September 27, 2015.

Financial considerations:

- Medicare and Medicaid reimbursement
- Dynamic pricing

Patient safety and satisfaction:

- Lab accreditation
- Home tests versus in-lab tests
- Ability to use competitor's equipment in facility's sleep lab

Roadblocks to conversion:

- Capital/construction budget constraints
- Facility uses own staff to provide sleep diagnostic
- Local relationships

Products and services available

This category offers members the option to purchase respiratory therapy and anesthesia products from multiple suppliers through a specialty distributor.

Class of trade

The agreement is available for acute care, continuum of care and Premier REACH™ members.

Tri-anim Health Services	Ben Crigler	770.539.9736	ben.crigler@samova.com
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Note: Supplier contact information is current as of September 23, 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)/electronic price activation (PA) is not required for this agreement due to single tier.

Aggregation opportunities

Aggregation is not applicable due to single tier offering from Tri-anim.

Other key value and terms

- The agreement includes the distributors' top 400 products. All other products must be locally negotiated.
- Products are offered through a single Premier Tier.
- Low unit of measure (LUM) purchases from the distributor may impact the final price of the product. See the LUM table for markup adjustment and fee information for LUM orders.
- Tri-anim pricing is firm for the first 12 months.
- Tri-anim provides services nationwide.


Full launch content available

- [PDF category summary](#): A PDF version of the summary that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Modifiable category summary](#): A Microsoft Word version of the summary 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 category summary.

Related categories

- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, MDI holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags.
- **Disposable Anesthesia Products:** Anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients.

Awarded distributors

Supplier	New	Expiring
 Tri-anim®	PP-DS-074	PP-DS-072
The current agreement with Customed (PP-DS-071) will expire December 31, 2015.		

Financial considerations:

- Pricing
- Shipping and freight
- Payment terms

Product and distribution considerations:

- Current respiratory therapy and anesthesia products used in your facility
- Existing distribution agreements your organization has that may include respiratory therapy and anesthesia products
- Only the distributors' top 100 products have pricing negotiated within the Premier agreement. The rest of the products will need to be locally negotiated

Specialty Distribution Suture and Endomechanical Products

Effective January 1, 2017

Expires December 31, 2021

Products and services available

This category offers members another option to purchase suture and endomechanical products from multiple suppliers through a specialty distributor.

Class of trade

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

Suture Express	Jason Pedaci	717.421.8485	jason.pedaci@sutureexpress.com
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Note: Supplier contact information is current as of September 30, 2016. 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 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.
- Suture Express' new agreement pricing offers 6.25 percent savings off the top tier price compared to its expiring agreement pricing.
- Products are available direct from Suture Express.

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

- **Endomechanical, Trocar, Suture and Topical Skin Adhesive:** Devices that are used to assist in open and closed surgical procedures and products to close wounds.
- **Medical and Surgical Products Distribution:** Medical and surgical, IV therapy, janitorial and sanitation, suture and endomechanical and private label products.

Awarded suppliers

Supplier	New	Expiring
 SutureExpress	PP-DS-086	PP-DS-049

Suture Express is a small business enterprise (SBE).

Financial considerations:

- Cost plus markup percentages
- Payment term impact to cost plus markup percentages
- Miscellaneous fees, such as anticipated shipping costs

Roadblocks to conversion:

- Current suture and endomechanical products used in your facility
- Existing distributor agreements your organization has that include suture and endomechanical products
- Suture and endomechanical purchase requirements that may exist within your facility's current distribution agreements

Stretchers

Effective March 1, 2016

Expires February 28, 2019

Products available

This category includes all types of stretchers and stretcher accessories, including treatment and transport-stretcher chairs.

Class of trade

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

Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Stryker	Ed Harris	269.352.5327	ed.harris@stryker.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 Stryker.
- Hill-Rom requires a PMDF/PA for all tiers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems able to influence purchase decisions with Hill-Rom.
- Aggregation is allowed for multi-facility systems and established networks of facilities able to influence purchase decisions with Stryker. At least 70 percent of facilities must meet tier purchase requirements.

Other key value and terms


- Pricing is firm for the term of the agreement with both suppliers.
- Stryker will grandfather member's terms and pricing for the term of their member agreement.
- Hill-Rom and Stryker both offer enhanced aggregation value-add discounts.
- Available direct: Hill-Rom and Stryker

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-MM-411	PP-MM-205
	PP-MM-413	PP-MM-207

The current agreement with Pedigo (PP-MM-206) will expire February 29, 2016.

Financial considerations:

- Payment terms and early payment discounts
- Minimum order requirements
- Shipping terms
- Value-adds

Patient safety and satisfaction:

- Specific patient population designs, such as pediatric and bariatric
- Impact to patient throughput
- Power, hydraulic and positioning options available

Roadblocks to conversion:

- Existing stretcher agreements in your facility

Surgical Irrigation Solutions

Effective April 1, 2017

Expires March 31, 2020

Products and services available

Sterile surgical solutions used to irrigate and cleanse the surgical site during surgical procedures. This process removes bacteria, particles and debris.

Class of trade

This agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Irrimax	Gene Ritter	770.807.3355	gener@irrisept.com
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Note: Supplier contact information is current as of December 28, 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 not required due to 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 for the term of agreement.
- Irrimax's new agreement pricing is flat compared to its expiring agreement pricing.
- Irrimax offers a two percent early payment discount. See the value analysis toolkit for more details.
- Available through distribution: Irrimax
- Available direct: Irrimax

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

- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin
- **Skin Integrity: Compression Wraps:** Products used in the treatment and prevention of edema, venous inefficiencies and lymphatic disorders of extremities
- **Skin Integrity: Primary/Secondary Wound Care Dressings:** Dressings that are categorized as the following: primary dressings that come in direct contact with wound bed, secondary dressings which are used to cover a primary dressing
- **Chlorhexidine Gluconate (CHG) Skin Prep Products:** A minimum two percent chlorhexidine gluconate (CHG) and 70 percent isopropyl alcohol (ISA) chemical antiseptic products and solutions

Awarded supplier

Supplier	New	Expiring
IRRIMAX®	PP-OR-1393	PP-AC-079

Irrimax is a small business enterprise (SBE).

Products in this category were previously included in the Skin Integrity: Prevention, Healing and Support category.

Financial considerations:

- The cost of surgical site infections
- The cost of wound care treatment

Patient safety and satisfaction:

- Appropriate product usage
- Surgical site infection rates
- Clinical study findings

Roadblocks to conversion:

- Products currently being used in the facility
- Current supplier relationships

Suture Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes sutures, a strand of material composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.

Class of trade

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

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
Ethicon	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
Surgical Specialties	Robert Rossell	518.796.6158	rrossell@surgicalspecialties.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

Note: Supplier contact information is current as of September 18, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher for Aesculap and Teleflex.
- Ethicon requires a PA/PMDF for all tiers. Members who have an existing PMDF in place will be allowed to carry their tier designation over to the new agreement. An A-2a will be required for system aggregation.
- An A-2b is for alternate care facilities and alternate care systems for suture only.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems and established networks of facilities with centralized purchasing decisions with Aesculap.
 - Facilities must independently commit to 75 percent compliance per contract year.
- Aggregation is allowed for owned, leased or managed facilities with Ethicon.
 - Ethicon offers separate tiers for alternate care sites.
- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Surgical Specialties.
- Aggregation is allowed for multi-facility systems and group purchasing organizations with Teleflex.
 - Aggregation is limited to owned, leased or managed facilities of IDNs and GPOs with Teleflex.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1155	PP-OR-829
	PP-OR-1156	PP-OR-828
	PP-OR-1158	New
	PP-OR-1157	PP-OR-830

Financial considerations:

- Pricing
- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

Patient satisfaction and safety:

- Patient comfort
- Cosmetic results
- Infection control
- Blunt tip offering that will help prevent needle stick injuries

Roadblocks to conversion:

- Supplier relationship
- Preferences within your facility

Other key value and terms

- Aesculap, Surgical Specialties and Teleflex offer firm pricing for term of the agreement.
 - Ethicon pricing is firm for the term on committed tiers. Non-committed tiers are firm for 24 months with up to 5.5 percent increase thereafter.
- In Ethicon calculations for net dollar purchases and market share for suture, endomechanical products or both, only purchases from full-line suppliers shall be used.
- Ethicon's best pricing is available for those who are committed to endomechanical AND suture categories.
- Available through distribution and direct for 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

- [PDF value analysis toolkit](#): A PDF version of the summary 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.
- 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.
 - [Endomechanical](#)
 - [Suture](#)
 - [Topical Skin Adhesives](#)
 - [Trocar](#)
- Member webcast: Recorded webcast that provides an overview of agreements in these categories.

Related categories

- **Endomechanical Products:** This category includes devices used to assist in open and laparoscopic surgical procedures. Consisting of a variety of devices: internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure
- **Knotless Tissue Closure:** This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures
- **Topical Skin Adhesive:** Topical wound sealant is a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. These adhesives are an octyl or butyl cyanoacrylate-based product.
- **Trocar Products:** This category includes devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers

Vein Finder Equipment

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes vein finder devices designed for the percutaneous location of veins. Devices are available in a variety of shapes, sizes and technologies according to the intended veins to be located and/or the procedure to be performed. Vein locator equipment utilizes transillumination and infrared-based imaging mechanisms to locate deep veins. These devices are particularly useful in the neonatal and pediatric clinical settings.

Class of trade

Agreements with AccuVein and Vuetek are available to acute care, non-acute healthcare and non-healthcare facilities. Christie Medical's agreement is available to acute care and non-acute healthcare only.

AccuVein	Monica Jugovic	631.367.0390	mjugovic@accuvein.com
Christie Medical	George Pinho	901.721.0304	george.pinho@christiedigital.com
Vuetek	Douglas Moran	207.657.6565	dmoran@vuetekscientific.com

Note: Supplier contact information is current as of June 30, 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

- AccuVein's new agreement pricing is flat compared to its expiring agreement pricing.
- AccuVein offers the following value-adds:
 - An onsite nurse educator for inservice training
 - Online device training
- Christie Medical will grandfather current pricing or offer the lower product pricing for members currently purchasing from PP-MM-276.
- Christie Medical's new agreement pricing offers up to a 0.2 percent savings compared to its expiring agreement pricing.
- Vuetek's new agreement pricing offers up to a 3.5 percent savings compared to its expiring agreement pricing.
- **Vuetek is the low-cost supplier on crossed items.**
- Available through distribution: Christie Medical, Vuetek
- Available direct: AccuVein, Christie Medical, Vuetek

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.

Awarded suppliers

Supplier	New	Expiring
 AccuVein	PP-MM-595 AS-MM-595	PP-MM-275
 CHRISTIE	PP-MM-596	PP-MM-276
 Vuetek <small>CCTV ACCESS CONTROL</small>	PP-MM-597	PP-MM-277

Accuvein and Vuetek are small business enterprises (SBE).

Update October 2017: The contract with VueTek in the Vein Finder Equipment category has been cancelled and now expires January 10, 2018.

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

Ventilators

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes intensive care, high frequency oscillatory, transport/portable, MRI conditional and mass casualty ventilators, associated accessories and proprietary circuits

Class of trade

- Agreements with all suppliers are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien excludes retail and classes of trade not involved in the delivery of healthcare in humans.

CareFusion	Chuck Collis	704.281.8720	charles.collis@bd.com
Covidien	Greg Goodall	757.450.9234	greg.j.goodall@medtronic.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Hamilton*	Chris Neighbors	800.426.6331	chris.neighbors@hamiltonmedical.net
MAQUET	Michael Smith	949.226.9195	mike.smith@getinge.com

Note: Supplier contact information is current as of August 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 CareFusion, Covidien, Draeger, GE and Hamilton.
- MAQUET requires a PMDF/PA at all tiers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not already have one on file.








Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with CareFusion, Draeger, GE, Hamilton and MAQUET.
- Covidien allows aggregation for multi-facility systems and established networks of facilities that seek to standardize vendor usage across the GPO.

Other key value and terms

- Early payment discounts are available with Draeger and Hamilton.
- Pricing is firm for the term of agreement with CareFusion, Draeger, GE, Hamilton and MAQUET.
 - Covidien pricing is firm for 12 months. Prices may then increase by up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.

Awarded suppliers

Supplier	New	Expiring
 CareFusion	PP-MM-475	PP-MM-261
 Medtronic  COVIDIEN	PP-MM-469	PP-MM-262
 Dräger	PP-MM-470	PP-MM-263
 GE Healthcare	PP-MM-473	New
 HAMILTON MEDICAL Intelligent Ventilation since 1983*	PP-MM-471	PP-MM-264
 MAQUET GETINGE GROUP	PP-MM-474	PP-MM-265

*Hamilton is a small business enterprise (SBE).

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

Financial considerations:

- Product warranties
- Minimum order fees
- Fees associated with authorized distributors

Patient safety and satisfaction:

- Alarm functions
- Battery life
- Ventilator-associated event protocols
- Ease of setup operation
- Patient population (e.g. neonates)
- Product lifecycle
- Product interface

Roadblocks to conversion:

- Existing agreements and products used in your facility
- Proprietary ventilator circuits and consumables

Other key value and terms (continued)

- Biomedical training is available for purchase with CareFusion, Draeger and GE.
 - Biomedical training is provided at no added cost for one person with Hamilton.
 - A Biomedical Training Agreement is required for training with MAQUET.
- CareFusion's new agreement offers flat pricing compared to its expiring agreement pricing.
- Direct orders less than \$250 delivered to hospitals are subject to a \$50 fee and orders less than \$100 delivered to alternative sites are subject to a \$100 fee with CareFusion.
- CareFusion has a large order threshold of \$250,000.
- Covidien's new agreement pricing offers 0.7 percent savings compared to its expiring agreement pricing.
- Orders of any Covidien products less than \$500 are subject to a \$90 fee with Covidien.
- Products available through authorized distributors that are ordered direct through Covidien are subject to a 3 percent handling fee.
- Draeger's new agreement pricing offers 0.9 percent savings compared to its expiring agreement pricing.
- Hamilton's new agreement pricing offers 4.4 percent savings compared to its expiring agreement pricing.
- Hamilton has a large order threshold of \$500,000.
- MAQUET's new agreement pricing offers 0.8 percent savings compared to its expiring agreement pricing.
- Scenario analysis reveals the **low-cost supplier** varies based on the pricing scenario.
- Available through distribution: Covidien
- Available direct: CareFusion, Covidien, Draeger, GE, Hamilton, MAQUET

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

- **Non-Invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units and the associated consumables
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, MDI holding chambers (spaces), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and bi-level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags



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.

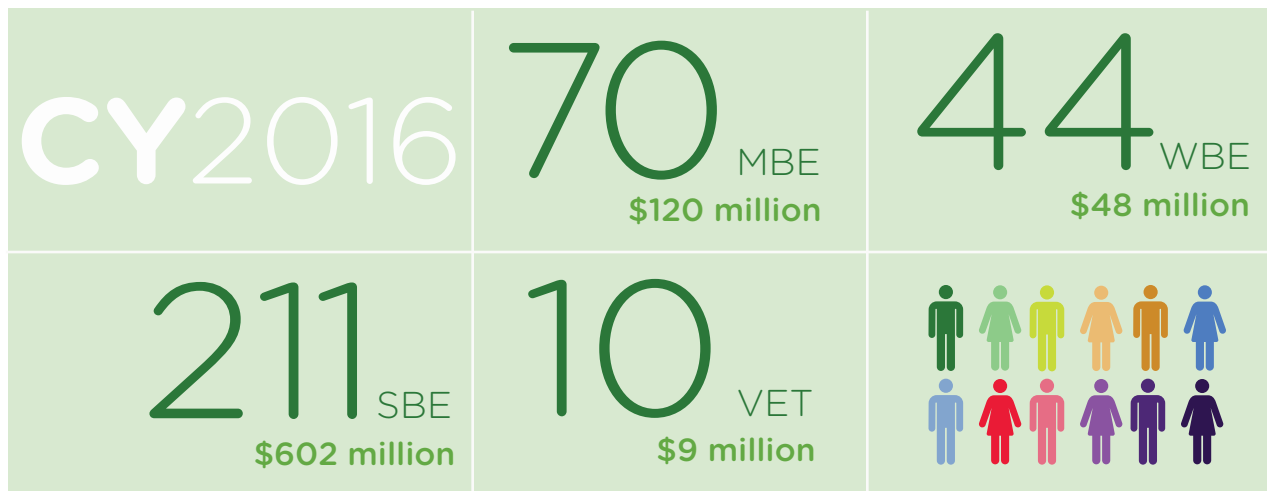
For more information on these products, see the [S2S Global launch document](#).



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.



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



Jill Mayrand, RN, BSN

Registered Nurse
Bachelor of Science

Prior to joining Premier, Jill was an executive leader in the healthcare and medical device industry with over 15 year of experience in operations, medical products, clinical and economic outcomes. Jill has a strong clinical background with and over 18 years of experience in nursing, nursing education and hospital administration. She is knowledgeable about the changing healthcare environment and its impact to all segments of the healthcare market.

Affiliations

- American Association of Critical Care Nurses (member)

What I do – These services are provided to Premier members at no charge

- Provide Premier members with expertise in nursing products and clinical practice
- Work with contracted suppliers by reviewing product information, new technologies and opportunities to standardize
- Conduct product line analysis and cost analysis, to present opportunities for member hospitals in the nursing product line to improve utilization, clinical and financial outcomes to optimize Premier agreements
- Provide education and support with integrated contract launches

Contact

If you are interested in working with Jill, please reach out to your Premier representative for more information.



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

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