



Pediatric Services

Portfolio Overview and Resources

Updated December 2017



Neonatal abstinence – Umbilical cord drug testing: An opportunity to identify drug-exposed newborns

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Neonatal abstinence syndrome (NAS) includes a group of conditions caused when a baby withdraws from certain drug exposure in the womb before birth. It is most often caused when the mother takes opioids during pregnancy. These drugs can pass through the placenta and cause serious problems for the baby. Prescription opioids include:

- Codeine
- Hydrocodone (name brand Vicodin®)
- Morphine (name brands Kadian®, Avinza®)
- Oxycodone (name brands OxyContin®, Percocet®)
- Tramadol
- Fentanyl
- Antidepressants (used to treat depression)
- Benzodiazepines (sleeping pills)

The street drug heroin also is an opioid.

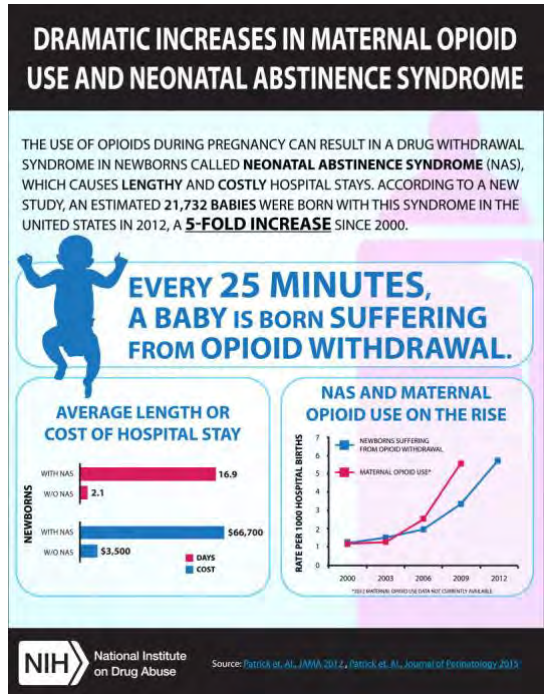
Babies with NAS have increased risk of low birth weight, jaundice and neonatal intensive care unit (NICU) stays. They also have increased medical treatment, costs and days in the hospital as the treatment time is typically five to 30 days. The following studies may be necessary for diagnosis:

- Radioimmunoassay and enzyme immunoassay
- Blood tests
- Urine toxicology assays
- Meconium analysis
- Umbilical cord drug testing
- Hair analysis

It is critical that providers are educated to understand the advantages of umbilical cord drug testing which includes the opportunity for streamlined specimen collection, processing, improved positivity results and quicker time to provide results. Cord testing also avoids detection of drugs administered directly to the newborn. Clinical laboratories can provide this data to assist their hospital in immediate and long-term planning and provide actionable data to their community health professionals. Umbilical cord tissue testing is rapidly replacing meconium studies as the newborn toxicology gold standard because of its universal availability, shortened turnaround time and improved chain of custody integrity.

Meconium toxicology screens can reveal substance exposure during the previous several months of pregnancy. However, the advantage of umbilical cord tissue sampling is that the cord is always available, where meconium can be missed due to excretion in utero. Our clinical laboratories, working with their reference laboratory, can provide education in the collection process of these samples to improve patient care to our tiniest and most vulnerable of patients.

Sources: [Medscape](#), [North Carolina Pregnancy and Opioid Exposure Project](#), Premier-contracted supplier websites



Learn more:

- ➔ Review the [Clinical Reference Laboratory Testing Services category](#) to learn more about Premier contracted suppliers in this area.
- ➔ Visit the [Safer Pain Management community](#) in PremierConnect.

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.

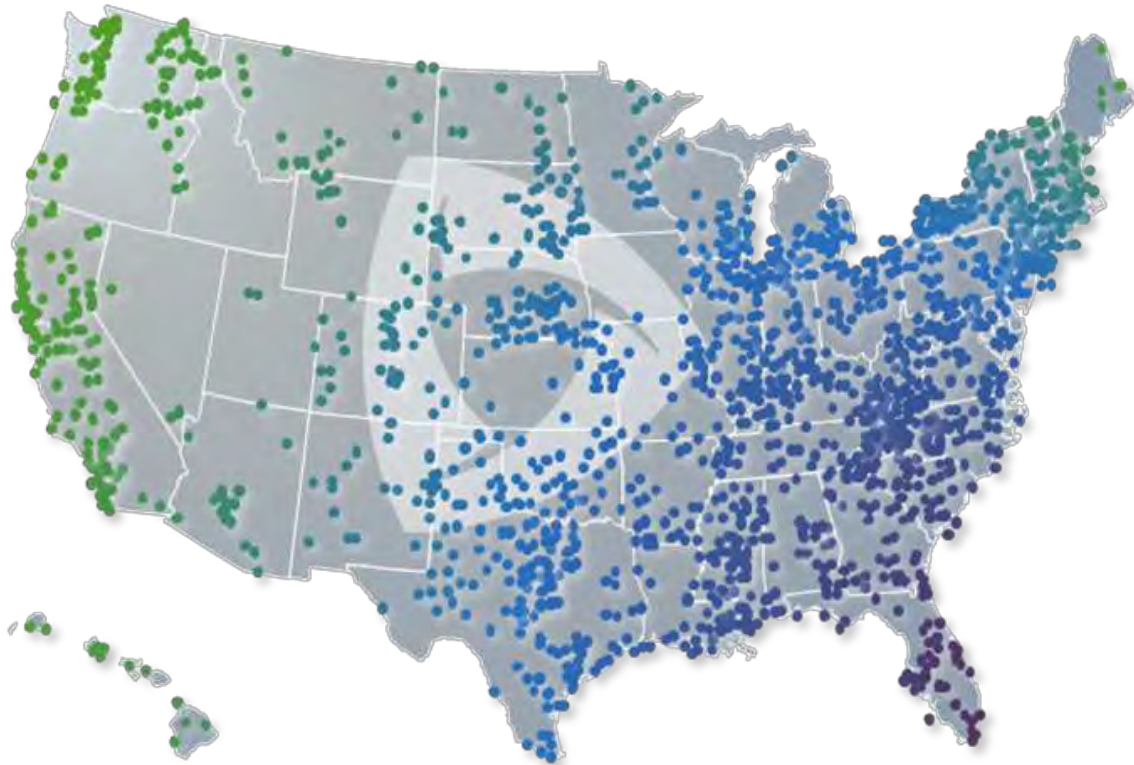




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^A ASCEND contract numbers are included where applicable. For materials that support ASCEND agreements, please visit the [ASCEND portal](#).

^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.

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.

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

- **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.



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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

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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.

Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

Products and services available

Included in this product category are 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.

Class of trade

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

Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Mindray	John Jones	773.972.5526	j.jones@mindray.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 for 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 of agreement with all suppliers.
- Financial analysis reveals:
 - Both Draeger and GE offer savings over their expiring agreement.
 - Mindray is **the low-cost supplier**.
- Draeger offers value adds
- Draeger and GE offer grandfathering for current members.
- Mindray does not offer MRI compatible products.
- Mindray has a large order threshold of \$200,000 per single order which can include products from any of their contracted categories.
- Available direct: Draeger, GE and Mindray




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

Full launch content available

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A cross reference is not available due to the customizable nature of the capital equipment in this category.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-429	PP-OR-1013 AS-OR-1013
	PP-MM-430	PP-OR-1014 AS-OR-1014
	PP-MM-431	New

Financial considerations:

- Cost of the equipment and accessories
- Cost of the monitor
- Associated technology updates and if they affect product downtime
- Shipment cost
- Cost for user training
- Capital budget
- Anticipated lifespan of the machine

Patient satisfaction and safety:

- MRI compatibility
- Audible and visual alarms
- That the machine can allow for spontaneous breathing
- If pediatric options are available
- Battery backup in case the power goes out during the procedure
- Option to bag the patient

Roadblocks to conversion:

- Machines currently being used in the facility
- Staff acceptance of the product
- Capital budget
- Amount of space in the operating room
- Remaining lifespan of anesthesia machine that is currently used in the facility

Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

Related categories

- **Disposable Anesthesia Products:** Consists of the items used to provide general anesthesia for patients. These products include face masks, breathing circuits/bags, filters gas sampling lines and oral airways
- **Physiological Monitoring Systems:** Used to assess the patient's vital signs and allow the anesthesiologist to make appropriate changes to the ventilation and gas variables

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.

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

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

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.

Full launch content and additional resources available

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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

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.

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

- **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

- [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.
- [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

- **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.

Full launch content and additional resources available

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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.

Biological Mesh Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes biomaterial from either cadavers or animals that could address the problems associated with permanent synthetic mesh, including chronic inflammation and foreign body reaction, stiffness and fibrosis and mesh infection. Biological mesh products are used for hernia repair, abdominal wall reconstruction, breast reconstruction and in the presence of contaminated or potentially contaminated surgical fields.

Class of trade

- Agreements with ACell, Davol, MTF and Novadaq are available to acute care, continuum of care and Premier REACH™ members.
- Covidien, Johnson & Johnson and LifeCell's agreements are only available to hospitals and surgery centers.

ACell	Gwyn Selby	601.955.3313	gwynselby@acell.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Daval	John Vandenburg	770.784.6164	john.vandenburg@crbard.com
Johnson & Johnson	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
LifeCell	Chris Dancu	704.516.9723	chris.dancu@acelity.com
MTF	Katherine Furiato	732.661.2571	katie_furiato@mtf.com
Novadaq	Nick Ranieri	855.668.2327	nranieri@novadaq.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 at Tier 2 or higher with ACell, Covidien, Davol and Novadaq.
- A PMDF/PA is required for all tiers with LifeCell, Johnson & Johnson and MTF.
 - All members must PA/PMDF within the first 90 days for LifeCell.
 - Johnson & Johnson requires a PMDF; those wishing to PA must also attach a completed PMDF.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with MTF and Novadaq.
- Aggregation is allowed for multi-facility systems and established networks with ACell and Davol.

Awarded suppliers

Supplier	New	Expiring
 ACell	PP-OR-1334	New
 COVIDIEN	PP-OR-1336	PP-OR-1032
 daval	PP-OR-1335	PP-OR-1033
 Johnson & Johnson	PP-OR-1337	New
 LifeCell	PP-OR-1338	PP-OR-1034
 MTF <small>Musculoskeletal Transplant Foundation</small>	PP-OR-1353	New
 NOVADAQ <small>imaging illuminated</small>	PP-OR-1339	PP-OR-1035

ACell and Novadaq are small business enterprises (SBE).

Financial considerations:

- Appropriate type and size of mesh per body region
- The cost of biological mesh storage
- Value-adds
- Standardization opportunities between suppliers
- Reimbursement information

Patient safety and satisfaction:

- Strength of the mesh to protect and prevent further damage to the patient
- Sterilization of the mesh to prevent infection
- Risk of the body rejecting the implant

Roadblocks to conversion:

- Mesh currently being used in the facility
- Physician preference
- Relationships with current vendors
- Staff acceptance of the product

Aggregation opportunities (continued)

- Aggregation is allowed for multi-facility systems made up of two or more acute care facilities, established networks of facilities with the ability to make purchasing decisions and multi-ambulatory surgery center sites operated by a single owner with central decision making authority with Covidien.
- Aggregation is allowed for hospital systems with owned, leased or managed facilities with Johnson & Johnson.

Other key value and terms

- Pricing is firm for the term of agreement with ACell, Davol, Johnson & Johnson, MTF and Novadaq.
- Pricing is firm for the first 12 months with Covidien and LifeCell.
- ACell offers an early payment discount of 2 percent if paid within 15 days of invoice.
- ACell offers two growth rebates as a value-add.
- Covidien requires a Primary Group Designation Form and a Standardization Analysis.
- Covidien offers a conversion rebate as a value-add.
- Covidien has a \$90 fee for orders under \$500.
- Covidien's new agreement pricing offers 0.1 percent savings compared to its expiring agreement pricing.
- Davol will grandfather the current agreement for the initial 90 days.
- Davol does not have a minimum order but requires orders to be placed by the unit of measure on Exhibit A-3.
- Davol's new agreement pricing offers 3.7 percent savings compared to its expiring agreement pricing.
- Johnson & Johnson does not have a minimum order but requires members to check their Trade Policy.
- LifeCell will grandfather current PMDFs for the initial 90 days of the agreement. All members must PMDF within the first 90 days of the new agreement.
- LifeCell's new agreement pricing offers 0.6 percent savings compared to its expiring agreement pricing.
- Novadaq offers a niche product, a mesh navigation imaging accessory.
- Novadaq's new agreement pricing offers 0.5 percent savings compared to its expiring agreement pricing.
- **Covidien is the low-cost supplier on crossed items.**
- Available through distribution: Covidien (3 percent direct order fee)
- Available direct: ACell, Covidien, Davol, Johnson & Johnson, LifeCell, MTF and Novadaq.

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

- **Surgical Mesh Products:** Artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.
- **Synthetic Bioabsorbable Mesh Products:** Mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time.
- **Bone Tissue and Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware.
- **Surgical Incontinence Products:** Implant products used to treat stress urinary incontinence and pelvic floor defects.
- **Endomechanical Products:** Devices, such as internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure, used to assist in surgical procedures.

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

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

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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)

Bone Tissue Synthetic Implantable Products

Effective July 1, 2015

Expires: June 30, 2018

Products and services available

This category consists of biologic and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware. Products in this category do not include biological or synthetic mesh products or metal hardware.

Class of trade

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

Bacterin	Amy Radtke	913.735.4560	aradtke@bacterin.com
Bioventus	Kevin Turner	617.504.3963	kevin.turner@bioventusglobal.com
CeraPedics	Andrew Barnes	301.461.2335	abarnes@cerapedics.com
SeaSpine/Integra	Jack Nally	814.450.0884	jack.nally@seaspine.com
ISTO	Joanne Paolini	480.951.6014	jpaolini@istotech.com
LifeNet	Gary Vivian	508.224.7053	gary.vivan@lifenethealth.org
MC Squared	Jody McCrea	815.322.2485	jodymccrea@gmail.com
MTF	Robert Mayes	440.781.4234	robert_mayes@mtf.org
Stryker	Todd Ragas	941.525.3831	todd.ragas@stryker.com
Tissue Regenix	Denise Fielder	267.864.7681	d.fielder@tissueregenix.com

Note: Supplier contact information is current as of July 11, 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 for Bacterin, Integra, LifeNet and Stryker.
 - Bioventus offers one tier. A PA/PMDF is not required but is suggested.
 - MTF requires a PA/PMDF for all tiers.
- Current members under MTF agreement (PP-OR-910) must sign a PA/PMDF within 90 days of the new agreement effective date or they will be moved to list price.

Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks with Bacterin, Bioventus, Integra, LifeNet and MTF.
- Stryker allows aggregation for multi-facility systems that have the ability to influence purchasing decisions.

Awarded suppliers

Supplier	New	Expiring
 BACTERIN	PP-OR-1227	PP-OR-911
 bioventus	PP-OR-1222	PP-OR-876
 CERAPEDICS <small>Extending the Science of Bone Repair</small>	PP-OR-1372	New
 SeaSpine	PP-OR-1223	PP-OR-874
 ISTO	PP-OR-1371	New
 LifeNet Health <small>Saving Lives. Restoring Health</small>	PP-OR-1224	PP-OR-912
 MC Squared	PP-OR-1248	New
 MTF <small>Musculoskeletal Transplant Foundation</small>	PP-OR-1225	PP-OR-910
 stryker	PP-OR-1226	PP-OR-872
 Tissue Regenix <small>Genzyme Inc.</small>	PP-OR-1373	New

The current agreements with Aesculap (PP-OR-867), Baxter (PP-OR-868), Curasan (PP-OR-875), Lanx (PP-OR-869), NuBone (PP-OR-870) and NuVasive (PP-OR-871) expire June 30, 2015.

MC Squared is a women-owned business enterprise (WBE).

August 2016: MC Squared has been awarded a technology breakthroughs award. For details, see the technology breakthroughs contract announcement.

December 2016: CeraPedics, ISTO and Tissue Regenix have been awarded technology breakthroughs awards. For details, see the technology breakthroughs contract announcements.

July 2017: Integra became SeaSpine.

Bone Tissue Synthetic Implantable Products

Effective July 1, 2015

Expires: June 30, 2018

Other key value and terms

- Pricing is firm for the term of agreement with Bacterin, Bioventus, LifeNet and MTF.
 - Integra and Stryker's pricing is firm for the first 24 months of the agreement.
 - After the first 24 months, Integra and Stryker's price will increase by no more than 2.5 percent and 3 percent respectively and remain firm for the term of the agreement.
- Bioventus offers a value-add for new facilities who have not used their OsteoAMP® product. See the value-add section of the value analysis toolkit for more information.
- MTF offers a locally negotiated tier for members who have over \$500,000 spend per calendar year over all categories combined.
- MTF allows for freight management as long as FedEx is the carrier.
- See the financial analysis for analysis of new agreement pricing compared to expiring agreement pricing. Please consider product use and subcategories when conducting your own financial analysis.
- Available through distribution: Bioventus
- Available direct: Bacterin, Bioventus, Integra, LifeNet, MTF and Stryker

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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- [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.
- [MC Squared technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.
- [Cerapedics technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.
- [ISTO technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.
- [Tissue Regenix technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.

Related category

- **Vertebral Compression Fracture Repair Products:** Products used to repair vertebra that have experienced breaks or have been weakened due to osteoporosis, cancer, or increase in age.

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

Casting and Splinting Products

Effective November 1, 2016

Expires October 31, 2019

Products and services available

Plastic, synthetic and fiberglass materials used to develop splints or casts in order to immobilize or stabilize orthopedic injuries so that healing can occur. Casting products also include the soft goods including sheet wading and stockinette.

Class of trade

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

BSN	Joy Wright	978.270.5511	joy.wright@bsnmedical.com
Parker Medical	Chris Brown	704.778.0376	cbrown@parkermedicalassociates.com
S2S Global	Chris McCaw	704.816.5032	chris_mccaw@premierinc.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 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 both suppliers.

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- BSN's new agreement pricing offers 7.5 percent savings compared to its expiring agreement pricing.
- BSN offers a growth rebate as a value-add.
- BSN has a \$500 minimum order requirement.
- BSN offers an early payment discount of 2 percent if paid within 10 days of product delivery, invoice receipt or acceptance, whichever is later.
- Parker Medical's new agreement pricing offers 7.4 percent savings compared to its expiring agreement pricing.
- Parker Medical offers an early payment discount of 2 percent if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- **BSN is the low-cost supplier at top tier pricing.**
- Available through distribution: BSN, Parker Medical, S2S Global
- Available direct: BSN, Parker Medical, 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.

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-OR-1360 AS-OR-1360	PP-OR-1040 AS-OR-1040
	PP-OR-1361	PP-OR-1042
	PP-S2-001W AS-S2-001W	New

Parker Medical is a small business enterprise (SBE).

Current agreements with 3M (PP-OR-1039) and CNF Medical (PP-OR-1041) expire October 31, 2016.

The S2S Global agreement is effective January 1, 2017, through October 31, 2019.

Casting and Splinting Products

Effective November 1, 2016

Expires October 31, 2019

Related categories

- **Orthopedic Soft Goods:** Soft and extrication cervical collars; knee braces and supports; back braces and support; 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
- **Bone Tissue Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth; they can be used in conjunction with metal hardware

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

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
- **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

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

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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



Chest Drainage Products



Effective March 1, 2018 through February 28, 2021

Products and services available

This category includes products used to evacuate the air and/or fluid from the chest cavity to help re-establish normal pressure. They allow the re-expansion of the lungs to restore normal breathing patterns. They are also used after heart surgery to prevent the accumulation of fluid around the heart. Removing air or fluid involves the insertion of a chest tube into the chest cavity.

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; Getinge (MAQUET) will consider in good faith additional aggregation pricing options. In assessing alternate aggregation options, parties will evaluate volume commitments, probability commitments will be met and ability to coordinate purchasing decisions.

Class of trade

Agreements are available to acute care and non-acute healthcare providers for their own use.

Other key value and terms

- Pricing is firm for the term of the agreement.
- Financial analysis reveals Getinge (MAQUET's) new agreement pricing is flat compared to its expiring agreement pricing.
- This agreement is available direct and through authorized distributors.

Supplier contact information

- Getinge USA Sales LLC (MAQUET): Mike Smith, 949.226.9195, mike.smith@getinge.com

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

Related category

- 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

Full launch content and additional resources available in Supply Chain Advisor

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Awarded supplier		
Supplier	New contract	Expiring contract
MAQUET GETINGE GROUP	PP-OR-1466	PP-OR-1154 AS-OR-1154

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.

Full launch content and additional resources available

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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

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms







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

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

Full launch content and additional resources available

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Awarded suppliers

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

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Capital budget constraints
- Conversion costs
- Standardization

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Related categories

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

Custom Procedure Trays

Effective January 1, 2017

Expires December 31, 2019

Products and services available

Custom procedure trays (CPTs) that are specifically designed packs that combine the disposable items needed for specific surgical procedures. CPTs can improve efficiencies by decreasing time and staff needed to pick and open supplies.

Class of trade

- Agreements are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers with ACS, CPTMed, DeRoyal and Medical Action.
- Cardinal is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Medline is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.

ACS	Dave Thomson	952.926.3515	dthomson@amconsys.com
Cardinal	Jeffrey Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
CPTMed	Connie Liesman	866.584.3713	cliesman@cptmed.com
DeRoyal	Matt Spalding	865.362.1115	mspalding@deroyal.com
Medical Action	Darby Thompson	865.617.6487	darby.thompson@owens-minor.com
Medline	Mark Parry	704.962.2111	mparry@medline.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 at Tier 2 or higher with all suppliers except ACS.
- A PMDF/PA is not required with ACS 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.
- Facilities of GPOs must independently commit to market share required by tier for Medical Action.

Other key value and terms

- Pricing is dependent on model selection with all suppliers.
- ACS will build a dedicated pack facility as a value-add. See the value-add section of the value analysis toolkit for more details.
- ACS offers an early payment discount. See the terms and conditions section of the value analysis toolkit for more details.
- Cardinal offers additional value and discounts for new and current members on Tiers 6 and 7. See the value-add section of the value analysis toolkit for more details.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1378	PP-OR-1076
	PP-OR-1379 AS-OR-1379	PP-OR-1074 AS-OR-1074
	PP-OR-1380	New
	PP-OR-1381	PP-OR-1078
	PP-OR-1382	PP-OR-1075
	PP-OR-1383	PP-OR-1077

CPTMed is a women-owned business enterprise (WBE).

Financial considerations:

- Savings through standardization and proper utilization
- Value-adds and rebates
- Incurred costs when changing pack components

Patient safety and satisfaction:

- That products provided in the packs are for the appropriate surgical procedure
- Quality and sterility of products included in pack

Roadblocks to conversion:

- Lack of standardization in the facility
- Staff acceptance of products
- Current supplier relationships
- Current distribution agreement

Other key value and terms (continued)

- Cardinal offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Cardinal offers an online management tool. See the product review section of the value analysis toolkit for more details.
- CPTMed offers a purchase volume rebate, staggered shipping lots and pack review services. See the value-add section of the value analysis toolkit for more details.
- CPTMed offers an early payment discount. See the terms and conditions section of the value analysis toolkit for more details.
- DeRoyal offers additional discounts on their transparency (ClearPack) tiers. See the value-add section of the value analysis toolkit for more details.
- DeRoyal offers an online management tool. See the product review section of the value analysis toolkit for more details.
- Medical Action offers a loyalty retention rebate and utilization review rebates. See the value-add section of the value analysis toolkit for more details.
- Medical Action offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Medline offers a new customer conversion rebate, new customer rebate, customer retention rebate, transparency programs, an online tool and additional value-adds. See the value-add section of the value analysis toolkit for more details.
- Medline offers an online management tool. See the product review section of the value analysis toolkit for more details.
- Available through distribution: ACS, Cardinal, CPTMed, DeRoyal, Medical Action, Medline
- Available direct: ACS, CPTMed, DeRoyal, Medical Action, Medline

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

- **Sterile Packs and Gowns:** Standardized disposable surgical drapes and surgical gowns used during surgical procedures that come in a variety of standard configurations

Disposable Anesthesia Products

Effective August 1, 2017

Expires July 31, 2020

Products and services available

Disposable anesthesia products such as anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients.

Class of trade

- Agreements with Ambu, Medline, Pall and Smiths Medical are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Vital Signs is available to U.S. healthcare providers.

Ambu	Dan Toomey	800.262.8462	dct@ambu.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Pall	Wes Bruehl	757.816.5363	weslee_bruehl@pall.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smithsmedical.com
Vital Signs	Zachary Moore	901.302.0504	zachary.moore@bd.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Medline, Smiths Medical and Vital Signs.
- PMDF/PA is not required with Ambu and Pall due to their single tier offerings.






Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Ambu, Medline, Pall and Vital Signs.
- Aggregation is allowed for members who own and centrally manage multi-facility systems that have the ability to drive purchasing decisions with Smiths Medical.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Medline's new agreement pricing offers an overall 6.3 percent savings compared to its expiring agreement pricing.
- Medline will grandfather locally negotiated prices. See the terms and conditions section of the value analysis toolkit for details.
- Pall's new agreement pricing offers an overall 7.0 percent savings compared to its expiring agreement pricing.
- Smiths Medical's new agreement pricing offers an overall 1.0 percent savings compared to its expiring agreement pricing.
- Smiths Medical has a \$50 charge for orders less than \$300 comprised of any Smiths Medical products. See the terms and conditions section of the value analysis toolkit for details.
- Vital Signs' new agreement pricing offers an overall 3.9 percent increase compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1412	New
	PP-OR-1410	PP-OR-1204
	PP-OR-1411	PP-OR-1205
	PP-OR-1409	PP-OR-1203 AS-OR-1203
	PP-OR-1413	PP-OR-1202

Vital Signs is a division of [BD/CareFusion](#).

Disposable Anesthesia Products

Effective August 1, 2017

Expires July 31, 2020

Other key value and terms (continued)

- Vital Signs has a \$40 fee for hospital orders less than \$250 and a \$10 fee for alternate site orders less than \$100. See the terms and conditions section of the value analysis toolkit for details.
- **Smiths Medical is the low-cost supplier on crossed items.**
- Available through distribution: Ambu, Medline, Pall, Smiths Medical, Vital Signs
- Available direct: Ambu, Medline, Pall, Smiths Medical, Vital Signs

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 category

- **Anesthesia Equipment, Accessories and Supplies:** Anesthesia machines and accessories designed to dispense a mixture of gasses and vapors used to control a patient's level of consciousness during surgical procedures

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

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

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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.
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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

Endomechanical Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

Devices that are used to assist in open and closed surgical procedures and products to close wounds. Repposable surgical instruments are also included in the endomechanical portfolio.

Class of trade

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

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Applied	Colleen Corbitt	561.346.0751	ccorbitt@appliedmedical.com
Cardica	Liam Burns	908.328.5278	burns@cardica.com
ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
DeRoyal	Matt Spalding	800.251.9864	mspalding@deroyal.com
Ethicon	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
Genicon	Theresa Hoegstrom	407.657.4851x301	tlw@geniconendo.com
Incisive Surgical	Linda Miller	952.591.2543x032	customerservice@insorb.com
Microline	Lisete Johnson	206.387.9800	ljohnson@microlinesurgical.com
Surgical Innovations	Fliss Newman	440.113.230.7597	fliss.newman@surginno.co.uk
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.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

Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 or higher for all suppliers except Covidien, Ethicon.

- Covidien requires a PA/PMDF for all tiers.
- 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.
- 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, GPOs and established networks from all suppliers except Applied, Covidien, Ethicon and Teleflex:

- Applied allows aggregation for those with the ability to direct purchasing decisions.
- Covidien allows aggregation for those with centralized decision making authority.
- Ethicon allows aggregation of owned, leased or managed facilities.
- Teleflex's endomechanical agreement offer aggregation for multi-facility systems and owned, leased and managed facilities of IDN's and GPO's. See Teleflex tiers for additional requirements.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1159	PP-OR-833
	PP-OR-1160	PP-OR-834
	PP-OR-1170	New
	PP-OR-1161	PP-OR-835
	PP-OR-1162	PP-OR-832
	PP-OR-1163	PP-OR-836
	PP-OR-1164	PP-OR-831
	PP-OR-1165	PP-OR-837
	PP-OR-1246	New
	PP-OR-1166	PP-OR-838
	PP-OR-1168	PP-OR-839
	PP-OR-1169	PP-OR-841

Genicon is a small business enterprise (SBE).

Other key value and terms

- Applied offers value adds for cost reduction programs and lap chole kit configurations.
- Applied's GeIPOINT product has been added to agreement.
- Covidien's best pricing is available for those who are committed to endomechanical (tier 11), trocar (tier 11) AND surgical energy categories.
- Covidien offers a value add rebate for participation and conversion.
- DeRoyal offers a value add for growth incentives based on growth after the first year of the agreement.
- Ethicon's best pricing is available for those who are committed to endomechanical AND suture categories.
- For Ethicon, in calculating net dollar purchases and market share for Suture Products, Endomechanical Products or both, only purchases from full-line suppliers shall be used.
- Teleflex does not count skin staplers toward their tier threshold in endomechanical.
- Available through distribution: 3M, Applied, ConMed, Covidien, DeRoyal, Ethicon, Genicon, Microline, Surgical Innovations and Teleflex
- Available direct: Applied, ConMed, Covidien, DeRoyal, Ethicon, Genicon, Microline, Surgical Innovations and Teleflex

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

- **Knotless Tissue Closure:** 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:** 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
- **Suture Products:** Suture is 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.
- **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:** 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.

Endotracheal Tubes and Related Products

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category consists of tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs. The tube is designed to deliver oxygen or anesthesia to the patient.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Marpac	Jeff Alcalde	505.764.5662	jalcalde@marpac.biz
SourceMark	Stephen Wong	615.269.6010 x105	swong@sourcemarkusa.com
Surgimed	Luis Arias	305.594.1121	larias@surgimedcorp.com

Note: Supplier contact information is current as of September 30, 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 or higher with Covidien, Marpac and SourceMark.
- A PMDF/electronic PA is not required with Surgimed due to a single tier offering.

Aggregation opportunities




- Aggregation is:
 - Allowed with Covidien for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.
 - Allowed for multi-facility systems, GPOs and established networks with Marpac and SourceMark.
 - Not applicable with Surgimed due to a single tier offering.

Other key value and terms

- Pricing is firm for the agreement term with Marpac, SourceMark and Surgimed.
- 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 compared to expiring agreement pricing, new agreement pricing is:
 - 7.8 percent lower with Covidien.
 - 3.0 percent lower with Marpac.
 - Flat with SourceMark.
 - 25.7 percent lower with Surgimed.
- **Surgimed is the low cost supplier for products offered.**
- Available direct: Covidien, Marpac, SourceMark and Surgimed
- Available through distribution: Covidien, Marpac, SourceMark and Surgimed

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-OR-1253 AS-OR-1253	PP-OR-914
	PP-OR-1254	PP-OR-915
	PP-OR-1255	SD-OR-019
	PP-OR-1256	PP-OR-916

Marpac is a veteran-owned business enterprise (VET). SourceMark and Surgimed are small business enterprises (SBEs).

Current agreements with Halyard (PP-OR-1015) and Teleflex (PP-OR-917) expire December 31, 2015.

Financial considerations:

- Early payment discounts
- Minimum orders
- Direct versus distribution

Patient satisfaction and safety:

- Prevention of ventilator-associated pneumonia

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Endotracheal Tubes and Related Products

Effective January 1, 2016

Expires December 31, 2018

Full launch content and additional resources available

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

- **Tracheostomy Tubes and Related Products**: Products used to keep the trachea open due to airway obstruction, allowing a person to breathe without the use of their nose or mouth. The tube is placed through an opening in the neck and inserted into the windpipe.

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.
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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.

General Orthopedic Trauma Products

Effective November 1, 2016

Expires October 31, 2019

Products available

This category includes trauma implants and instruments used for the surgical treatment of fractures and deformities of the long bones, the shoulder, the hand, the foot and the pelvis.

Class of trade

- Orthofix and Zimmer are available to acute care, continuum of care and Premier REACH™ members.
- Stryker's agreement is available to acute care, non-acute healthcare and non-healthcare facilities only.
- Cardinal is available to specific classes of trade. See Appendix A in value analysis toolkit for more details.

Cardinal	Bob Glover	847.682.6375	bob.glover@cardinalhealth.com
Howmedica (Stryker)	Douglas Macke	201.723.5652	douglas.macke@stryker.com
Orthofix	Chris Larson	208.473.1580	chrislarsen@orthofix.com
Zimmer	Patrick Horan	612.655.6101	patrick.horan@zimmerbiomet.com

Note: Supplier contact information is current as of August 23, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- Howmedica/Stryker and Zimmer require a Participating Member Designation Form (PMDF) or electronic price activation (PA) at all tiers.
- Cardinal and Orthofix do not require a PMDF/PA due to single tier offerings.

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Cardinal and Orthofix.
- Howmedica/Stryker does not allow aggregation.
- Zimmer allows aggregation for members with own and operate multi-facility systems.

Other key value and terms

- Pricing is firm for the term of agreement with Cardinal and Orthofix.
 - Pricing is firm for 12 months with Howmedica/Stryker.
 - Pricing is firm for 24 months with Zimmer.
- Cardinal offers 0.3 percent savings overall compared to the expiring agreement.
- Howmedica/Stryker offers 2.7 percent savings overall compared to the expiring agreement.
- Orthofix offers 1.3 percent savings overall compared to the expiring agreement.
- Zimmer offers flat pricing overall compared to the expiring agreement.
- **Zimmer is the low-cost suppliers for suppliers with greater than 50 percent of crossed spend.**
- Available through distribution: Cardinal
- Available direct: Cardinal, Howmedica/Stryker, Orthofix and Zimmer

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
 CardinalHealth	PP-OR-1352	PP-OR-1062*
 stryker®	PP-OR-1349	PP-OR-1063
 ORTHOFIX	PP-OR-1351	PP-OR-1065
 zimmer <small>Personal Fit. Renewed Life.™</small>	PP-OR-1350	PP-OR-1064

*Cardinal has a [strategic partnership](#) with Emerge Medical.

There is no ASCEND® award in this category.

Financial considerations

- Low-cost screws, guide wires and drill bits
- Utilization
- Reimbursement

Patient safety and satisfaction

- Bone stability and proper alignment
- Patient comfort and range of motion
- Pediatric sizing

Roadblocks to conversion

- Existing supplier relationships
- Clinician preference
- Standardization of implants and instruments

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

- **Maxillofacial Plating Systems and Supplies**: Products used for fixation of maxillofacial fractures and for stabilization of osteotomies and bone grafts required in reconstructive surgery
- **Orthopedic Power Tools and Accessories**: Power equipment (battery, electric or nitrogen-driven) used to assist during orthopedic, neuro and spine procedures

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

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for customization for member specific needs. 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 also included.

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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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

Implantable Infusion Ports

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes 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.

Class of trade

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

Angio-Dynamics	Scott Centea	518.795.1632	scentea@angiodynamics.com
Arrow (Teleflex)	Matthew Touch	919.308.2405	matt.touch@teleflex.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Medical Component	Adam Brody	609.456.3856	abrody@medcompnet.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of November 14, 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:** Allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks at **Tiers 4 and 5 only**. Aggregation is limited to owned, leased or managed facilities or GPOs with market share of 40 percent for Tier 4 and 60 percent for Tier 5.
- **Arrow (Teleflex):** Allowed for multi-facility systems, GPOs and established networks.
- **Bard:** Allowed for multi-facility systems, GPOs and established networks at **Tier 4 only**. Each facility must commit to at least 75 percent participation.
- **Medical Components:** Allowed for multi-facility systems, GPOs and established networks. Facilities of GPOs must independently commit to participation by tier.
- **Smiths Medical:** Allowed for members that own and centrally manage multi-facility systems. Aggregation is not available for Tier 5 qualification unless facilities within a multi-facility system satisfy the 90 percent commitment level.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- All suppliers offer magnetic resonance imaging (MRI) compatible plastic ports, high pressure injection ports and single lumen ports.
- AngioDynamics, Bard, Medical Components and Smiths Medical offer double lumen ports.
- AngioDynamics new agreement pricing offers an 11.2 percent savings compared to its expiring agreement.

Awarded suppliers

Supplier	New	Expiring
 angiodynamics	PP-OR-1362	PP-OR-1055
 ARROW	PP-OR-1366	New
 BARD	PP-OR-1363 AS-OR-1363	PP-OR-1056 AS-OR-1056
 medCOMP	PP-OR-1364	PP-OR-1057
 smiths medical	PP-OR-1365	PP-OR-1059

The current agreement with Progressive Medical (PP-OR-1058) expires October 31, 2016.

Financial considerations:

- Reimbursement
- Allows for home care instead of frequent hospital trips for injections
- Value-adds

Patient safety and satisfaction:

- Efficient venous access quickly
- Eliminates patient discomfort and blood vessel damage from frequent needle sticks
- Allows normal daily activities
- MRI compatibility

Roadblocks to conversion:

- Physician preference
- Vendor relationships

Implantable Infusion Ports

Effective November 1, 2016

Expires October 31, 2019

Other key value and terms (continued)

- AngioDynamics offers an early conversion rebate value add of 3 percent if member returns a PMDF for Tier 2 or higher within the first 60 days of the effective date of this agreement.
- Arrow (Teleflex) offers an early conversion bonus value add of a 5 percent conversion rebate on all net purchases over \$50 in the first 12 months of the new agreement.
- Bard will grandfather all tier designations for the initial 90 days from PP-OR-1056, allowing those members to keep the prices associated with those tiers.
- Bard's new agreement pricing offers a 14.2 percent savings compared to its expiring agreement.
- Medical Components' new agreement pricing offers an 11.2 percent savings compared to its expiring agreement.
- Medical Components offers a conversion rebate value add of 5 percent for any member trending at 80 percent compliance at the end of 12 months from the start date of conversion.
- Medical Components offers a price improvement value add of a one tier price improvement for members spending \$3.5 million or greater at Tiers 2 through 4. Tier 5 members will also receive a \$10 discount on purchased products.
- Medical Component offers a level improvement value add of a one tier level improvement for members spending more than \$5 million at Tiers 2 through 4. Tier 4 members will additionally receive a \$10 price reduction per port, and Tier 5 members will receive an additional \$10 discount on purchased products.
- Smiths Medical's new agreement pricing offers an 11.2 percent savings compared to its expiring agreement.
- Smiths Medical has a minimum order of \$300. A \$50 handling fee and freight charges will apply for orders less than \$300.
- **Arrow (Teleflex) is the low-cost supplier.**
- Available through distribution: Arrow (Teleflex), Medical Components, Smiths Medical
- Available direct: AngioDynamics, Arrow (Teleflex), Bard, Medical Components, 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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Related category

- **Safety Huber Needles:** 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

Incise Drapes

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category include incise drapes made up of a variety of shapes and sizes. They provide a sterile operative surface to the wound edge and protect the surgical incision from skin flora. Incise drapes can be clear plastic or have an antimicrobial coating. The antimicrobial coating helps reduce the risk of surgical site contamination.

Class of trade

This agreement is only available to acute care providers and non-acute healthcare providers.

3M	Rodger Ratliff	214.676.9818	rdratliff@mmm.com
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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 this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 3M.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities. Facilities must independently commit to their participation required by the tier.

Other key value and terms

- Pricing is firm for the term of agreement with 3M.
- 3M's new agreement pricing offers 1.3 percent savings compared to its expiring agreement pricing.
- 3M offers two conversion rebate value-adds. See value analysis toolkit for more details.
- 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.

Full launch content and additional resources available

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Related category

- **Sterile Packs and Gowns:** Disposable standardized drapes and gowns used during surgical procedures and are available in a variety of standard configurations.

Awarded supplier

Supplier	New	Expiring
3M	PP-OR-1326 AS-OR-1326	PP-OR-1021 AS-OR-1021

Financial considerations:

- Pricing
- Utilization
- Prevention of surgical site infection may reduce cost and length of stay

Patient safety and satisfaction:

- Multiple sizes
- Adhesives do not cause skin reaction
- Protection from skin recolonisation
- Pre-operative skin prep product effect on drape adhesives
- Surgical site infection rates

Roadblocks to conversion:

- Surgeon preference
- Limited studies concluding relationship between drape and surgical site infection rate
- Products currently being used in the facility

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.

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.

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.

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

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).

Infant Diapers and Related Products

Effective January 1, 2017

Expires December 31, 2019

Products and services available

This category includes disposable diapers designed in various sizes ranging from preemie/neonate to youth. Also included are specialty diapers such as training pants, pull-ups and neonatal size diapers.

Class of trade

- Marian Medical is available to acute care, continuum of care and Premier REACH™ members.
- P&G is available to acute care, healthcare day care, surgery centers and day care centers. See value analysis toolkit for more information.

Marian Medical	Lisa Stewart	502.425.6363	lisa@marianmedicalonline.com
P&G	Jack Buchan	248.374.2371	buchan.jr@pg.com

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 these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 with P&G.
- A PMDF/PA is not required with Marian Medical due to single tier offering.

Aggregation opportunities

- P&G allows aggregation for multi-facility systems with the ability to influence purchasing decisions, group purchasing organizations and established networks of facilities.
- Marian Medical offers a single tier where aggregation is not applicable.

Other key value and terms



- Pricing is firm for the term of the agreement with both suppliers.
- Marian Medical offers specialty diapers for neonates less than 1.5 lbs. and preemies up to 4 lbs.
- Marian Medical offers flat pricing compared to the expiring agreement.
- P&G offers 50.2 percent savings overall compared to the expiring agreement.
- Available through distribution: Marian Medical and P&G
- Available direct: Marian Medical

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 value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for customization for member specific needs. 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 also included.

Awarded suppliers

Supplier	New	Expiring
 Marian Medical	PP-NS-986	PP-WC-115
	PP-NS-985 AS-NS-985	PP-WC-114 AS-WC-114

Marian Medical is a woman-owned business enterprise (WBE).

Update February 2017: Marian Medical has cancelled its agreement (PP-NS-986) effective February 15, 2017.

Financial considerations:

- Early payment discounts
- Grandfathered pricing

Patient safety and satisfaction:

- Size range
- Overall fit and flexibility
- Ability to keep skin dry
- Design for umbilical cord care and comfort
- Material and fastener softness
- Free of toxic chemicals
- Environmentally-friendly options

Roadblocks to conversion:

- Existing supplier relationships
- Mother preferences
- Sizing availability

Infant Diapers and Related Products

Effective January 1, 2017

Expires December 31, 2019

Related categories

- **Incontinence Products:** Bladder control pads, briefs, pull-ups, undergarments, underpads and wipes for adults
- **Maintenance Repair and Operations:** Diaper changing stations and tables
- **Patient Cleansing and Skin Care (Bag-Based):** Disposable washcloths and perineal care cloths

Laryngeal Mask Airways

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes manufacturers of the laryngeal mask airway which channels oxygen or anesthesia gas to a patient's lungs during surgery. It has an airway tube that connects to an elliptical mask with a cuff. When the cuff is inflated, the mask conforms to the anatomy with the bowl of the mask facing the space between the vocal cords. After correct insertion, the tip of the laryngeal mask airway sits in the throat against the muscular valve that is located at the upper portion of the esophagus.

This category was previously sourced as two separate categories: Laryngeal Mask Airways and Non-Inflatable Supraglottic Airway Products.

Class of trade

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

Ambu	Dan Toomey	410.768.6464	dct@ambu.com
Cookgas	Daniel Cook	314.781.5700	airq@cookgas.com
Flexicare	Dwight Thomas	714.640.4105	dwight.thomas@flexicare.com
Intersurgical	Mary Bateman	315.451.2900	mbateman@intersurgicalinc.com
Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com

Note: Supplier contact information is current as of November 14, 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
- Teleflex also requires an aggregation program participation form.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Ambu, Cookgas, Flexicare and Intersurgical.
 - GPO facilities purchasing from Ambu must independently commit to the market share required by the tier.
- Aggregation with Teleflex is allowed 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 required participation by applicable tier.

Awarded suppliers

Supplier	New	Expiring
 Ambu	PP-OR-1414 AS-OR-1414	PP-OR-1113
 Cookgas <small>air-Q® Masked Laryngeal Airways</small>	PP-OR-1415	New
 flexicare <small>TOTAL QUALITY. TOTAL CARE.</small>	PP-OR-1416	PP-OR-1111
 INTERSURGICAL <small>COMPLETE RESPIRATORY SYSTEMS</small>	PP-OR-1417	PP-OR-1195* AS-OR-1195
 Teleflex	PP-OR-1418	PP-OR-1112 AS-OR-1112

Cookgas is a small business enterprise (SBE).

*Intersurgical was a Premier contracted supplier in the Non-Inflatable Supraglottic Airways Products category.

The current agreement with Legend (PP-OR-1110) expires July 31, 2017.

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

Laryngeal Mask Airways

Effective August 1, 2017

Expires July 31, 2020

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambu's new agreement pricing offers 6.0 percent savings compared to its expiring agreement pricing.
- Members can earn a two percent rebate from Ambu if member converts from a competitive or non-contract supplier or has not previously purchased any products under this agreement. See the value-add section in the value analysis toolkit for details.
- Flexicare's new agreement pricing offers 2.6 percent savings compared to its expiring agreement pricing.
- Teleflex's new agreement pricing offers 9.0 percent savings compared to its expiring agreement pricing.
- **Intersurgical is the low-cost supplier on crossed items.**
- Available through distribution: Ambu, Cookgas, Flexicare, Intersurgical and Teleflex
- Available direct: Ambu and Teleflex

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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Laryngoscope Systems

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes rigid laryngoscope systems used to visually examine the interior of the larynx or facilitate the insertion of an endotracheal tube during general anesthesia or cardiopulmonary resuscitation.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities. Teleflex requires that products are used in professional healthcare settings by licensed practitioners.

Flexicare	Dwight Thomas	714.640.4105	dwight.thomas@flexicare.com
Salter Labs (IntuBrite)	Leslie Tenger	760.727.1900	ltenger@intubrite.com
SunMed	Michael Verni	616.259.8400	mverni@sun-med.com
S2S Global	Chris McCaw	704.816.5034	chris_mccaw@premierinc.com
Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com

Note: Supplier contact information is current as of November 14, 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 Flexicare, IntuBrite, SunMed and Teleflex.
- A PMDF/PA is required at Tier 2 for S2S Global.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Flexicare, IntuBrite, SunMed and S2S Global.
- Teleflex's aggregation is allowed for multi-facility systems, group purchasing organizations and 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.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Flexicare's new agreement pricing offers 19.1 percent savings compared to its expiring agreement pricing.
- Members can earn a four percent rebate from IntuBrite if they convert from a competitive or non-contracted supplier, or has not previously purchased any products from this agreement. See the value-add section in the value analysis toolkit for details.
- S2S Global will ship direct only for container shipments of 250 cases of any products.
- Teleflex's new agreement pricing offers up to a 5.1 percent savings compared to its expiring agreement pricing.
- **Flexicare is the low-cost supplier on crossed items.**
- Available through distribution: Flexicare, IntuBrite, SunMed, S2S Global and Teleflex
- Available direct: IntuBrite, SunMed, S2S Global 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
	PP-OR-1422 AS-OR-1422	PP-OR-1107 AS-OR-1107
	PP-OR-1423	New
	PP-OR-1424	New
	PP-OR-1427 AS-OR-1427	New
	PP-OR-1425	PP-OR-1108

Update September 2017: IntuBrite was acquired by Salter Labs and the contract reassigned to Salter Labs.

The current agreement with Vital Signs (PP-OR-1109) expires 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 category

- **Endotracheal Tubes and Related Products:** Endotracheal tubes are inserted through the mouth or nose into the trachea to maintain an unobstructed passageway designed to deliver oxygen or anesthesia to the lungs

Maxillofacial Plating Systems and Supplies

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes products used for fixation of maxillofacial fractures and for the stabilization of osteotomies and bone grafts required in reconstructive surgery.

Class of trade

- KLS Martin is available to acute care, continuum of care and Premier REACH™ members.
- Stryker is available for acute care, non-acute healthcare and non-healthcare facilities.

KLS Martin	William Lynch	904.641.7746 x1214	wlynch@klsmartin.com
Stryker	Brett Baird	269.389.5697	brett.baird@stryker.com

Note: Supplier contact information is current as of August 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

- KLS Martin allows aggregation for multi-facility systems and established networks of facilities. Tier 4 requires facilities to independently commit at least 75 percent of their annual purchases to KLS Martin.
- Stryker allows aggregation for multi-facility systems with the authority to influence purchasing decisions and established networks of facilities. At least 75 percent of facilities looking to aggregate must meet tier requirements.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- KLS Martin offers an overall 3.1 percent increase compared to the expiring agreement.
- Stryker offers an overall 0.4 percent increase compared to the expiring agreement.
- **KLS Martin is the overall low-cost supplier on crossed items.**
- Available through distribution: Stryker
- Available direct: KLS Martin 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
KLS martin GROUP	PP-OR-1346	PP-OR-1030
stryker ®	PP-OR-1347	PP-OR-1031

There is no ASCEND® award in this category.

Financial considerations:

- Payment terms
- Restocking fees
- Shipping costs if not paid by supplier
- Aggregation requirements

Patient safety and satisfaction:

- Jaw mobility and bone stability after surgery
- Cosmetic appearance post-surgery
- Procedure-specific systems: tumor resection, trauma or reconstruction
- Pediatric sizing options

Roadblocks to conversion:

- Existing supplier relationships
- Physician preference
- Standardization

Maxillofacial Plating Systems and Supplies

Effective November 1, 2016

Expires October 31, 2019

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Related category

- **General Orthopedic Trauma Products**: Trauma implants and instruments used for the surgical treatment of fractures and deformities of the long bones, the shoulder, the hand, the foot and the pelvis

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.



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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

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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

Neurosurgical Critical Care Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This is a *new* Premier category. This category includes shunts, valves, intracranial pressure (ICP) monitoring devices, cerebrospinal fluid (CSF) reservoirs and ports, catheters, drains and related products used for patients undergoing craniotomy and shunt placement surgery.

These products were previously included in the Neurosurgical Products category. Ablation and aspiration, dural repair products and related products also available on the prior agreement have been split into their own categories – Neurosurgical Ablation and Aspiration Products and Neurosurgical Dural Repair and Related Products.

Class of trade

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

Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
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Note: Supplier contact information is current as of June 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 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.
- Integra's new agreement pricing offers an overall of 3.4 percent savings compared to its expiring agreement pricing.
- Integra allows for electronic fund transfers and credit cards at no added cost.
- Available direct: Integra

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-OR-1434	PP-OR-1115*

*Integra was a Premier contracted supplier in the Neurosurgical Products category.

ASCEND®: There is no ASCEND award in this category.

Neurosurgical Critical Care Products

Effective September 1, 2017

Expires August 31, 2020

Related categories

- **Neurosurgical Ablation and Aspiration Products:** Neurosurgical products utilized for ablation and aspiration of soft tissue, hard tissue and bone
- **Neurosurgical Dural Repair and Related Products:** Products used for the repair of dura mater (outermost membrane enveloping the brain and spinal cord)
- **Neurosurgical Products:** Products that are utilized for patients undergoing craniotomies and other neurosurgical procedures
- **Neurovascular Interventional Radiology Products:** Diagnostic and interventional products used in the treatment of cerebral vascular disease
- **Surgical Wound Debridement Products and Accessories:** Mechanical devices used in the operating room to precisely excise and evacuate non-viable tissue, bacteria and contaminants from wounds, burns and soft tissue

Neurosurgical Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category includes products used for patients undergoing craniotomy and other neurosurgical procedures. The subcategories include power tools, specialty instruments, cranial fixation, aneurysm clips, bipolar cautery and neuroendoscopy products and accessories.

This category previously included ablation and aspiration products, critical care products, dural repair and related products and mechanical products used to excise non-viable tissue. Those suppliers are now included in the new neurosurgical related categories.

Class of trade

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

Aesculap	Bill Miller	630.445.3277	bill.miller@bbraun.com
Stryker	Cliff Garr; Ed Harris	610.739.0889; 941.234.8699	cliff.garr@stryker.com ; ed.harris@stryker.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

- Aggregation is allowed for multi-facility systems and established networks of facilities for purposes of group purchasing and have the ability to incorporate centralized purchasing decisions with Aesculap; facilities must represent 75 percent compliance.
- Aggregation is allowed for multi-facility systems and established networks with the authority to influence and coordinate purchasing decisions and for GPOs that work with Stryker to identify reasonable mutual value and designated tier level.
 - Facilities aggregating must meet tier threshold collectively and half of the aggregation members purchase at least 70 percent from Stryker.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Aesculap's new agreement pricing has an overall 9.3 percent increase compared to its expiring agreement pricing.
- Aesculap has a late payment penalty. See the terms and conditions section of the value analysis toolkit for details.
- Aesculap has a minimum order requirement of full case quantities and a \$25 fee for orders less than \$100.
- Stryker's new agreement pricing offers overall flat pricing compared to its expiring agreement pricing.
- **Aesculap is the low-cost supplier on crossed items.**

Awarded suppliers

Supplier	New	Expiring
AESCULAP	PP-OR-1431	PP-OR-1114
stryker	PP-OR-1430	PP-OR-1118

*Surgical wound debridement products and accessories on the expiring Misonix agreement (PP-OR-1118) are now included in the new Surgical Wound Debridement Products and Accessories category.

Current agreements with Misonix* (PP-OR-1116) and Northern Digital (PP-OR-1117) expire August 31, 2017.

ASCEND®: There is no ASCEND award in this category.

Other key value and terms (continued)

- Available through distribution: Stryker
- Available direct: Aesculap, 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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Related categories

- **Neurosurgical Ablation and Aspiration Products:** Neurosurgical products utilized for ablation and aspiration of soft tissue, hard tissue and bone
- **Neurosurgical Critical Care Products:** Shunts, valves, intracranial pressure (ICP) monitoring devices, cerebrospinal fluid (CSF) reservoirs and ports, catheters, drains and related accessories used for patients undergoing craniotomy and shunt placement surgery
- **Neurosurgical Dural Repair and Related Products:** Products used for the repair of dura mater (outermost membrane enveloping the brain and spinal cord)
- **Neurovascular Interventional Radiology Products:** Diagnostic and interventional products used in the treatment of cerebral vascular disease
- **Surgical Wound Debridement Products and Accessories:** Mechanical devices used in the operating room to precisely excise and evacuate non-viable tissue, bacteria and contaminants from wounds, burns and soft tissue

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

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

Pain Management Local Anesthetic

Effective June 1, 2017

Expires May 31, 2020

Products and services available

Portable delivery systems placed at the surgical site to administer local anesthetic to decrease post-operative pain, allowing for earlier rehabilitation and reduced need for narcotics.

Class of trade

- Ambu's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Halyard's agreement is available to members whose primary business is the delivery of medical, veterinary or patient care or treatment, medical diagnostic services or medical care provided in connection with disaster relief.
- Teleflex's agreement is available to acute care, non-acute healthcare and non-healthcare; provided that products are used in professional healthcare settings by licensed practitioners.

Ambu	Dan Toomey	410.768.6464	dct@ambu.com
Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
Teleflex	Matthew Touch	919.308.2405	matt.touch@teleflex.com

Note: Supplier contact information is current as of November 14, 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 Halyard and Teleflex.
- A PMDF/PA is required with Ambu for their single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Ambu and Halyard.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities at seller's discretion with Teleflex.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambu's new agreement pricing offers 34.2 percent savings compared to its expiring agreement pricing.
- Halyard's new agreement pricing offers 0.1 percent savings compared to its expiring agreement pricing.
- Teleflex's new agreement pricing offers 26.9 percent savings compared to its expiring agreement pricing.
- **Ambu is the overall low-cost supplier.**
- Available through distribution: Ambu, Halyard, Teleflex
- Available direct: Ambu, 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
	PP-OR-1400	PP-OR-1092
	PP-OR-1394 AS-OR-1394	PP-OR-1093
	PP-OR-1395	PP-OR-1094

Financial considerations:

- Cost of pain pumps
- Cost of opioid overdoses and addictions

Patient safety and satisfaction:

- Flow rate regulation to prevent overdosing
- Reduction of side effects such as nausea or vomiting as compared to other pain management options

Roadblocks to conversion:

- Products currently being used in the facility
- Staff preference
- Patient preference and ease of use of the pumps

Full launch content and additional resources available

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Related categories

- **Regional Anesthesia Trays**: Supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management
- **Disposable Anesthesia Products**: Disposable anesthesia products and accessories used to administer general anesthesia to surgical patients

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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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



Effective February 1, 2018 through January 31, 2021

Products and services available

This category includes cannulas, catheters, connectors, pumps, oxygenators and accessories utilized during cardiopulmonary bypass. Cardiopulmonary bypass allows for the function of the heart and lungs to be taken over by the heart-lung machine which oxygenates the blood and maintains circulation of blood to the body while the heart is arrested for repair.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is **required at all tiers** with Edwards.
- A PMDF/PA is required at Tier 2 or higher with LivaNova (Sorin), Medtronic and Surge (Alliant).
 - Medtronic will validate purchase levels annually and adjust accordingly. A PMDF/PA is required for tier changes and can only be changed twice a year; a PA/PMDF is not valid until approved by Medtronic's cardiovascular contracting department.

Awarded suppliers		
Supplier	New contract	Expiring contract
	PP-OR-1463	PP-OR-1152
	PP-OR-1465	PP-OR-1150
	PP-OR-1464	PP-OR-1151
	PP-OR-1462	PP-OR-1153

Surge (Alliant) is a veteran-owned business enterprise (VET).

ASCEND®: There is no ASCEND award in this category.

Aggregation opportunities

- Aggregation is allowed for members who own, lease or managed multi-facility systems with Edwards at Tier 5 only.
 - Facilities must independently commit to market share required by Tier 5 (80 percent).
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with LivaNova (Sorin) and Surge (Alliant).
- Aggregation is allowed for multi-facility systems with Medtronic.
 - Medtronic will consider in good faith additional aggregation pricing options proposed by affiliated groups or other entities. Speak with supplier for additional details.

Class of trade

- Edwards' agreement is available to acute care only.
- LivaNova (Sorin)'s agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Agreements with Medtronic and Surge (Alliant) are available to acute and non-acute healthcare facilities.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- [Financial analysis](#) reveals:
 - Edwards' new agreement pricing has a 5 percent increase compared to its expiring agreement pricing.
 - LivaNova (Sorin)'s new agreement pricing has a 2 percent increase compared to its expiring agreement pricing.
 - Medtronic's new agreement pricing has a 6.9 percent increase compared to its expiring agreement pricing.
 - Surge (Alliant)'s new agreement pricing offers an overall 2 percent savings compared to its expiring agreement pricing.
 - Surge (Alliant) is the low-cost supplier on crossed items.
- Edwards is offering members a 5 percent new account/introductory rebate and a 5 percent growth rebate. See the [value-adds](#) section for full details.
- Available through distribution: LivaNova (Sorin), Surge (Alliant)
- Available direct: Edwards, LivaNova (Sorin), Medtronic, Surge (Alliant)



Effective February 1, 2018 through January 31, 2021

Supplier contact information

- Edwards Lifesciences LLC: Mark Schreiber, 949.250.2810, mark_schreiber@edwards.com
- LivaNova USA Inc. (Sorin): Tammy Sadler, 303.467.6180, contracts@livanova.com
- Medtronic USA Inc.: Tim Howard, 651.335.0190, tim.howard@medtronic.com
- Surge Cardiovascular LLC (Alliant): Kurt Kapp, 269.629.0300, kkapp@allianthealthcare.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

- Endovascular Vein Harvesting Products: Endoscopic vein harvesting products and accessories that are used to remove blood vessels during open heart procedures
- Open Heart Disposable Supplies: Products used during open heart surgeries such as coronary artery bypass grafting (CABG), valve procedures and pediatric open heart surgery

Full launch content and additional resources available in Supply Chain Advisor

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

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
 CardinalHealth	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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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.

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

Radiation Dose Tracking

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes solutions (software, hardware, interfaces, licenses, etc.) needed to capture the radiation exposure metrics/parameters for those patients who are exposed to ionizing radiation and to document that information in the medical record, national dose registries, accountable care organization (ACO) registries, etc. Solutions may include the ability to benchmark in multiple stratifications (e.g., by technologist, by equipment, by facility, by exam protocol, etc.). Service and maintenance agreements, installation and educational training are also included.

Class of trade

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

Bayer	Mike Farrell	843.801.3582	mike.farrell@ge.com
GE	Curtis Marks	919.280.1614	curtis.marks@med.ge.com
(medInt Holdings) Imalogix	John Heil	855.687.9100	john@mihllc.com
Sectra	Dan Clark	770.331.4171	dan.clark@sectra.com

Note: Supplier contact information is current as of June 30, 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 for all suppliers except Bayer. Not required for Bayer due to single tier.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Bayer and GE offer value adds.
- Imalogix offers a 0.5 percent early payment discount for payments made within 30 days.
- Financial analysis results vary based on capital and subscription based scenario. Please see the financial analysis section of the value analysis toolkit for financial considerations.
- Available direct: Bayer, GE, Imalogix and Sectra

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-IM-2349	PP-IM-237
	PP-IM-350	New
	PP-IM-353	New
	PP-IM-352	New

Financial considerations:

- Pricing structures
- Service fees
- ACR dose registry compatibility and reporting charges
- Installation
- Implementation schedule and resources required
- IT infrastructure strategy (on-premises vs. hosted)
- Scalability for larger organizations and IDNs

User satisfaction and safety:

- Cumulative dose history recorded (within system)
- Track and review adherence to protocols
- Protocol-specific alerts
- Patient reports available
- Ability to record multiple dose parameters and measurements from multiple modalities
- Vendor neutral system

Roadblocks to conversion:

- Integration with current software
- Ability to capture dose parameters from aged imaging equipment
- Lack of physicist engagement

Radiation Dose Tracking

Effective October 1, 2016

Expires September 30, 2019

Full launch content 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. To maintain link integrity please use the PDF value analysis toolkit.

Related category

- **Physics Consulting Services**: Includes accreditation support, regulatory consulting, training for physician and clinical staff, and imaging and therapy physics support (surveys, educational services, Radiation Safety Committee participation, and professional consultation).

Radiation Monitoring

Effective January 1, 2017

Expires December 31, 2019

Products and services available

This category includes dosimetry services using devices (personnel dosimeters) used to capture the doses for individuals exposed to ionizing radiation; monitoring devices used for area/environmental surveys; readers, accessory items and service support agreements.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members for all suppliers

Landauer	Josh Hutson	708.755.7000	jhutson@landauerinc.com
PL Medical	Rahul Kanwar	860.243.2100 x22	r.kanwar@plmedical.com
Radiation Detection	Ted Godard	512.831.7000	ted.godard@radtco.com

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 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.
- All suppliers will pay for transportation and insurance. Title and risk of loss shall transfer to member upon delivery.
- Landauer will grandfather in members who purchased in the product category prior to effective date. If member is eligible for better pricing, they may submit a PMDF to price activate.
- Landauer's new agreement pricing has a 19.5 percent increase compared to its expiring agreement pricing. Price increase will not apply to existing members.
- Landauer offers unlimited additional dosimeters and a Saturn TDL Ring at no charge as value-adds.
- PL Medical offers a reduced lost badge fee, free reporting, and private labeling at no charge as value-adds.
- Radiation Detection Company's new agreement pricing offers a 0.1 percent savings compared to its existing agreement pricing.
- **PL Medical is the low-cost supplier on crossed items.**
- Available through distribution: Landauer
- Available direct: Landauer, PL Medical, Radiation Detection Company

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
 LANDAUER®	PP-IM-358	PP-IM-233
 plmedical	PP-IM-360	New
 Radiation Detection Co <small>when safety can't be compromised</small>	PP-IM-359	PP-IM-234

* PL Medical is a minority-owned business enterprise (MBE). Radiation Detection Company is a small business enterprise (SBE).

The current agreement with Mirion (PP-IM-235) expires December 31, 2016.

Financial considerations:

- Reporting frequency and badge type. Additional fees for lost badges, badges requested mid-cycle and ad hoc reports
- Risk and liability management
- Marketing of facility dose monitoring capability may drive community interest

Patient safety and satisfaction:

- Meeting state and federal reporting requirements of annual radiation exposure
- Onsite or immediate dose readings
- Back-up records
- Report turnaround time

Roadblocks to conversion:

- Current vendor relationship
- Price differentials due to type of technology
- Transfer of personnel dose records to a new vendor

Full launch content and additional resources available

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Related categories

- **Physics Consulting Services**: Accreditation support, regulatory consulting, training for physician and clinical staff, and imaging and therapy physics support (surveys, educational services, Radiation Safety Committee participation, and professional consultation)
- **Radiation Dose Tracking**: Solutions needed to capture the radiation exposure metrics/parameters for those patients who are exposed to ionizing radiation and to document that information in the medical record, national dose registries, accountable care organization (ACO) registries, etc. Solutions may include the ability to benchmark in multiple stratifications.

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.

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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- [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

- **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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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	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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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 US Professional	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.
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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



Effective January 1, 2018 through December 31, 2020

Products and services available

This category includes 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.

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 Boston Scientific.
 - Facilities must be included on Schedule 1 of Exhibit A-2; members can include owned, leased and managed facilities.
 - Participation for affiliates allowed upon mutual consent of the parties.
 - Facilities that are members of group purchasing organizations must independently commit to market share required by tier.
- Aggregation is allowed for multi-facility systems that are owned, leased or managed and have the ability to coordinate purchasing decisions with Coloplast.
 - Facilities that are not members of owned, leased or managed organizations may independently commit to participation required by tier.
- Aggregation allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Olympus at Tiers 5 and 6 only.

Awarded suppliers		
Supplier	New contract	Expiring contract
	PP-OR-1454	PP-OR-1145
	PP-OR-1455	New
	PP-OR-1456 AS-OR-1456	PP-OR-1147

Current agreements with Applied Medical (PP-OR-1143), Bard (PP-OR-1144) and Cook (PP-OR-1146) expire December 31, 2017.

ASCEND®: This category has been designated as peak – select physician preference (PPI). Visit the [ASCEND portal](#) for ASCEND launch materials.

Class of trade

- Agreements with Boston Scientific and Olympus are available to acute care, non-acute healthcare and non-healthcare facilities.
- Coloplast’s agreement is available to hospitals, surgery centers and physician offices.

Other key value and terms

- Pricing is firm for the term of agreement with Boston Scientific, Olympus and Coloplast tiers 2, 3 and 4 only.
 - Coloplast: For Tier 1 only, seller may increase pricing no greater than 3 percent on a line item basis starting on the first day of year two and year three of the agreement with 60 days’ advance written notice.
- Financial analysis reveals:
 - Boston Scientific’s new agreement pricing offers an overall 4.6 percent savings compared to its expiring agreement pricing.
 - Olympus’ new agreement pricing offers an overall 2.3 percent savings compared to its expiring agreement pricing.
 - Olympus is the low-cost supplier.
- Available through distribution: Coloplast
- Available direct: Boston Scientific, Coloplast, Olympus

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

Supplier contact information

- Boston Scientific Corporation: Kevin Parr, 704.942.0460, kevin.parr@bsci.com
- Coloplast Corp: Brent Williams, 612.246.7848, ussbil@coloplast.com
- Olympus America Inc.: Scott Matson, 817.233.3777, scott.matson@olympus.com

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



Effective January 1, 2018 through December 31, 2020

Related category

- [Surgical Incontinence Products](#): Implant products used to treat stress urinary incontinence and pelvis floor defects

Full launch content and additional resources available in Supply Chain Advisor

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Effective January 1, 2018 through December 31, 2020

Products and services available

This category includes flexible equipment and scopes that are used to see and record images from inside the body for gastrointestinal and pulmonary procedures. A video system includes the camera, endoscope, lights, displays, printer, recorders and power supply.

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 integrated delivery networks and systems at Tier 4 only.

Class of trade

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

Other key value and terms

- Pricing is firm for 12 months; thereafter, once per 12-month period Olympus may increase prices up to 4 percent upon 90 days' advance notice.
- Financial analysis reveals Olympus' new agreement pricing has a 3.2 percent increase compared to its expiring agreement pricing.
- Olympus has a large order threshold of \$350,000.
- This agreement is available direct only.

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

Supplier contact information

- Olympus America Inc.: Scott Matson, 817.233.3777, scott.matson@olympus.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.

Related categories

- Surgical Endoscopy and Video Equipment – Rigid: Devices that combine the use of digital cameras, wireless instrumentation and rigid equipment, scopes that provide the surgeon with information from the sterile field for the precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated
- Gastrointestinal Endoscopy Products: Disposable products used to treat diseases that affect the gastrointestinal/pulmonary tracts including the removal of stones, treatment of gastroesophageal reflux disease (GERD) and taking samples for testing

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Awarded supplier		
Supplier	New contract	Expiring contract
	PP-OR-1457	PP-OR-1127

The current agreement with Boston Scientific (EndoChoice) (PP-OR-1128) expires December 31, 2017.







Effective January 1, 2018 through December 31, 2020

Products and services available

This category includes devices that combine the use of digital cameras, wireless instrumentation and rigid equipment, scopes that provide the surgeon with information from the sterile field for precise location of surgical targets for neurosurgical, spine, ear, nose and throat (ENT) and other surgical procedures.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with KARL STORZ.
- A PMDF/PA is required at Tiers 2, 3, 5, 6, 8 and 9 with Olympus.
- A PMDF/PA is not required with Richard Wolf and Stryker due to their single tier offerings.

Awarded suppliers		
Supplier	New contract	Expiring contract
	PP-OR-1461	PP-OR-1130
	PP-OR-1458	PP-OR-1129
	PP-OR-1460	PP-OR-1132
	PP-OR-1459	PP-OR-1131

Aggregation opportunities

- Aggregation is not allowed with KARL STORZ or Stryker.
- Aggregation is allowed for integrated delivery networks and systems with Olympus for Tier 9 only.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Richard Wolf.

Class of trade

- Agreements with Olympus, Richard Wolf and Stryker are available to acute care, non-acute healthcare and non-healthcare facilities.
- KARL STORZ's agreement is available to acute care and non-acute healthcare facilities.

Other key value and terms

- Pricing is firm for the term of agreement with KARL STORZ, Richard Wolf and Stryker.
- Pricing is firm for 12 months with Olympus; thereafter once per 12-month period, Olympus may increase prices up to 4 percent upon 90 days' advance notice.
- Financial analysis reveals:
 - KARL STORZ's new agreement pricing has a 2.2 percent increase compared to its expiring agreement pricing.
 - Olympus' new urology agreement pricing has a 2.1 percent increase compared to its expiring urology agreement pricing.
 - Olympus' new general surgery laparoscopic agreement pricing has a 4.4 percent increase compared to its expiring general surgery laparoscopic agreement pricing.
 - Olympus' new ENT agreement pricing has a 2.2 percent increase compared to its expiring ENT agreement pricing.
 - Richard Wolf's new agreement pricing has a 0.3 percent increase compared to its expiring agreement pricing.
 - Stryker's new agreement pricing offers an overall 5.0 percent savings compared to its expiring agreement pricing.
 - Richard Wolf is the low-cost supplier.
- All agreements are available direct only.

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



Effective January 1, 2018 through December 31, 2020

Supplier contact information

- KARL STORZ Endoscopy-America Inc.: Ron Turk, 424.218.8100 ext. 6586, ron.turk@karlstorz.com
- Olympus America Inc.: Scott Matson, 817.233.3777, scott.matson@olympus.com
- Richard Wolf Medical Instruments Corp.: Marlen Michalke, 847.913.1488, mmichalke@richardwolfusa.com
- Stryker Sales Corporation, acting through its Endoscopy Division: Jay McCullough, 202.515.7982, jay.mccullough@stryker.com; Ed Harris, 941.234.8699, ed.harris@stryker.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.

Related categories

- Surgical Endoscopy and Video Equipment – Flexible: Flexible equipment and scopes that are used to see and record images from inside the body for gastrointestinal and pulmonary procedures
- Gastrointestinal Endoscopy Products: Disposable products used to treat diseases that affect the gastrointestinal/pulmonary tracts including the removal of stones, treatment of gastroesophageal reflux disease (GERD) and taking samples for testing

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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.

Surgical Instruments

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category is comprised of instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors, and tissue forceps.

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
CareFusion	Zachary Moore	901.302.0504	zachary.moore@carefusion.com
HNM	Yoah Anisz	866.291.8498	yanisz@hnmmedical.com
Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Karl Storz	Ron Turk	615.974.8015	ron.turk@karlstorz.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Novo Surgical	Abed Moiduddin	877.860.6686	abed.moiduddin@novosurgical.com
Precision	John Inzero	732.447.2587	jrinzero@pmdmfg.com
Symmetry	Dan Clark	312.860.1580	dan.clark@symmetrysurgical.com

Note: Supplier contact information is current as of September 16, 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 HNM, Integra, Medline, Novo, Precision and Symmetry.
- Allowed for multi-facility systems with individual member compliance of 75 percent per year with Aesculap.
- Allowed for multi-facility systems, GPOs and established networks capable of directing/controlling purchasing decisions and commitment with CareFusion.
- Not available with KARL STORZ.

Awarded suppliers

Supplier	New	Expiring
 AESCULAP	PP-OR-1278	PP-OR-926
 CareFusion	PP-OR-1279 AS-OR-1279	PP-OR-927 AS-OR-927
 HNM MEDICAL	PP-OR-1280	PP-OR-933
 INTEGRA LIMITED LIABILITY COMPANY	PP-OR-1281	PP-OR-928
 STORZ KARL STORZ—ENDOSKOPE	PP-OR-1282	PP-OR-1186
 MEDLINE	PP-OR-1283	New
 NOVOSURGICAL	PP-OR-1284	SD-OR-023
 OPMD Innovative Medical Technology	PP-OR-1285	PP-OR-934
 symmetry surgical	PP-OR-1286	PP-OR-929

*HNM, Novo and Precision are minority-owned business enterprises (MBEs).

Financial considerations:

- Cleaning and sterilization
- Life expectancy
- Shipping and freight

Patient satisfaction and safety:

- Specialized instruments for specific procedures
- Meets product standards and guidelines

Roadblocks to conversion:

- Clinician preference
- Physician-customized instruments
- Purchasing across product categories

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing has:
 - Aesculap: 2.9 percent increase.
 - CareFusion: 5.8 percent savings.
 - HNM: 1.5 percent increase.
 - Integra: 1.0 percent increase.
 - KARL STORZ: 2.0 percent increase.
 - Novo Surgical: 14.0 percent savings.
 - Precision Medical: 5.3 percent increase.
 - Symmetry: 0.7 percent increase.
- **Precision Medical is the low-cost supplier.**
- Available through distribution: Medline, Novo and Precision
- Available direct: Aesculap, CareFusion, HNM, Integra, KARL STORZ, Medline, Novo, Precision and Symmetry

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

Full launch content available and 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.
- [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:** Used for storage and sterilization of surgical instruments. These containers are used for specific types of sterilization including, but not limited to, steam, gas plasma, and ethylene oxide (EtO). Accessories in this category include filters, locks, indicators and pads.
- **Surgical Instrument and Scope Repair:** Third party on- and off-site instrument and scope repair services

Surgical Mesh Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.

Class of trade

- Davol's agreements is available to acute care, continuum of care and Premier REACH™ members.
- Covidien and Johnson & Johnson's agreements are only available to hospitals and surgery centers.

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Davol	John Vandenburg	770.784.6164	john.vandenburg@crbard.com
Johnson & Johnson	Tim Hinueber	612.209.4111	thinuebe@its.jnj.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 Davol.
- A PMDF/PA is required for all tiers with Johnson & Johnson; those wishing to PA must also attach a completed PMDF.




Aggregation opportunities

- Aggregation is allowed for multi-facility systems and established networks with Davol.
- Aggregation is allowed for multi-facility systems made up of two or more acute care facilities, established networks of facilities with the ability to make purchasing decisions and multi-ambulatory surgery center sites operated by a single owner with central decision making authority with Covidien.
- Aggregation is allowed for hospital systems with owned, leased or managed facilities with Johnson & Johnson.

Other key value and terms

- Pricing is firm for the term of agreement with Davol and Johnson & Johnson.
- Pricing is firm for the first 12 months with Covidien.
- Covidien requires a Primary Group Designation Form and a Standardization Analysis.
- Covidien has a \$90 fee for orders under \$500.
- Covidien offers a conversion rebate as a value-add.
- Covidien's new agreement pricing offers 0.3 percent savings compared to its expiring agreement pricing.
- Davol will grandfather the current agreement for the initial 90 days.
- Davol does not have a minimum order but requires orders to be placed by the unit of measure on Exhibit A-3.

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-OR-1340	PP-OR-1037
 davol	PP-OR-1341	PP-OR-1038
 Johnson & Johnson	PP-OR-1342	New

The current agreement with Atrium (PP-OR-1036) expires September 30, 2016.

Financial considerations:

- Appropriate type and size of mesh per body region
- The cost of surgical mesh storage
- Standardization opportunities between suppliers
- Reimbursement information
- Value-adds

Patient safety and satisfaction:

- Strength of the mesh to protect and prevent further damage to the patient
- Sterilization of the mesh to prevent infection
- Risk of the body rejecting the implant

Roadblocks to conversion:

- Mesh currently being used in the facility
- Physician preference
- Relationships with current vendors
- Staff acceptance of the product

Other key value and terms (continued)

- Davol's new agreement pricing offers 0.7 percent savings compared to its expiring agreement pricing.
- Johnson & Johnson does not have a minimum order but requires members to check their Trade Policy.
- **Covidien is the low-cost supplier on crossed items.**
- Available through distribution: Covidien (3 percent direct order fee)
- Available direct: Covidien, Davol and Johnson & Johnson

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

- **Surgical Mesh Products:** Artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.
- **Synthetic Bioabsorbable Mesh Products:** Mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time.
- **Bone Tissue and Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware.
- **Surgical Incontinence Products:** Implant products used to treat stress urinary incontinence and pelvic floor defects.
- **Endomechanical Products:** Devices, such as internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure, used to assist in surgical procedures.

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

Synthetic Bioabsorbable Mesh Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time. Products in this category were historically included in the Surgical Mesh Products category.

Class of trade

- Davol's agreements is available to acute care, continuum of care and Premier REACH™ members.
- W.L. Gore's agreement is available to acute care and non-acute healthcare only.
- Johnson & Johnson's agreement is only available to hospitals and surgery centers.

Davol	John Vandenburg	770.784.6164	john.vandenburg@crbard.com
Johnson & Johnson	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
W.L. Gore	Cress Whitfield	888.822.4673	cwhitfield@wlgore.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 Davol.
- PA/PMDF is required at all tiers with Johnson and Johnson and W.L. Gore.
 - Johnson & Johnson requires a PMDF; those wishing to PA must also attach a completed PMDF.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems and established networks of facilities with Davol.
- Aggregation is allowed for hospital systems with owned, leased or managed facilities with Johnson & Johnson.
- Aggregation is allowed for multi-facility systems on Tier 5 and group purchasing organizations and established networks of facilities on Tier 4 with W.L. Gore.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Davol will grandfather the current agreement for the initial 90 days.
- Davol does not have a minimum order but requires orders to be placed by the unit of measure on Exhibit A-3.
- Davol's new agreement pricing offers 3.7 percent savings compared to its expiring agreement pricing.
- Johnson & Johnson does not have a minimum order but requires members to check their Trade Policy.
- **Financial analysis reveals W.L. Gore is the low-cost supplier on crossed items.**
- Available direct: Davol, Johnson & Johnson and W.L. Gore.

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-OR-1343	PP-OR-1038
	PP-OR-1344	New
	PP-OR-1345	New

Financial considerations:

- Appropriate type and size of mesh per body region
- The cost of synthetic bioabsorbable mesh storage
- Standardization opportunities between suppliers
- Reimbursement information

Patient safety and satisfaction:

- Strength of the mesh to protect and prevent further damage to the patient
- Sterilization of the mesh to prevent infection
- Risk of the body rejecting the implant

Roadblocks to conversion:

- Mesh currently being used in the facility
- Physician preference
- Relationships with current vendors
- Staff acceptance of the product

Synthetic Bioabsorbable Mesh Products

Effective October 1, 2016

Expires September 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.
- [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

- **Surgical Mesh Products:** Artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.
- **Synthetic Bioabsorbable Mesh Products:** Mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time.
- **Bone Tissue and Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware.
- **Surgical Incontinence Products:** Implant products used to treat stress urinary incontinence and pelvic floor defects.
- **Endomechanical Products:** Devices, such as internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure, used to assist in surgical procedures.

Temperature Monitoring Products

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category is composed of devices used to monitor a patient's temperature during surgery and post-operative. Product subcategories include stand-alone monitors, cable to anesthesia/EKG monitors, esophageal stethoscopes, esophageal/rectal probes, Foley catheter sensors, general purpose probes, myocardial probes, and tympanic probes.

Class of trade

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

Awarded suppliers		
Supplier	New	Expiring
	PP-OR-1257 AS-OR-1258	PP-OR-972 AS-OR-972
	PP-OR-1258	New

The current agreement with Covidien (PP-OR-971) expires December 31, 2015.

DeRoyal	Matt Spalding	800.251.9864	mspalding@deroyal.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of September 24, 2015. 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. Smiths Medical does not allow aggregation at tier 5.

Other key value and terms

- Pricing is firm for the term for both suppliers
- DeRoyal offers an overall savings of 8.4 percent compared to their expiring agreement.
- DeRoyal freight charges will be prepaid and added to invoice if direct purchase order is < \$500 or if shipped to Hawaii or Alaska.
- Smith's tier 5 is for commitment across multiple Premier categories.
- Available through distribution or direct with both suppliers.

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

Full launch content available and additional resources

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Financial considerations:

- Dollar volume tier requirements
- Pricing
- Shipping (freight, minimum orders, direct shipping fees)

Patient satisfaction and safety:

- Appropriate sensor/probe available based on procedure or patient need
- Adverse effects caused from temperature abnormalities
- CMS SCIP-inf-10 regulations for anesthetized patients

Topical Skin Adhesive

Effective April 1, 2015

Expires March 31, 2018

Products and services available

Topical skin adhesives are a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. This includes both octyl and butyl products.

Class of trade

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

- Ethicon's tiers for hospital and surgery centers are separate than their tier for alternate care physicians and clinics. Please see Ethicon's Exhibit A-2 for details.

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
Cardinal	Bob Glover	847.682.6375	bob.glover@cardinalhealth.com
Chemence	Rosa Wiley	770.255.4447	rwiley@chemence-us.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Ethicon	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Progressive	Lori Lane	314.961.5786	llane@progressivemedinc.com

Note: Supplier contact information is current as of September 16, 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 all suppliers except Covidien.
- Ethicon requires a PMDF/PA for all tiers.

Aggregation opportunities






Aggregation is allowed for multi-facility systems, GPOs and established networks for all suppliers except:

- Aesculap aggregation is for owned, leased and managed facilities. Each facility must be 75 percent compliant to Aesculap.
- Covidien allows for Integrated Delivery Networks and Ambulatory Surgical Center Networks. Commitment percentage must be met by each individual member in the aggregation group.
- Ethicon's tiers for hospital and surgery centers are separate than their tier for alternate care physicians and clinics. Please see Ethicon's Exhibit A-2 for details.

Other key value and terms

- All supplier pricing is firm for the term except Ethicon. In month 25, a price increase of up to 4.5 percent could take effect and remain firm for the remainder of the agreement.

Awarded suppliers

Supplier	New	Expiring
 AESCULAP®	PP-OR-1179	PP-OR-806
 CardinalHealth	PP-OR-1180	PP-OR-808
 CHEMENCE	PP-OR-1181	PP-OR-807
 COVIDIEN	PP-OR-1182	PP-OR-809
 ETHICON <small>a Johnson & Johnson company</small>	PP-OR-1183 AS-OR-1183	PP-OR-810
 MEDLINE	PP-OR-1184	PP-OR-811
 PROGRESSIVE MEDICAL <small>Innovative Products. Uncommon Attention.</small>	PP-OR-1185	New

Financial considerations:

- Pricing
- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

Product considerations:

- Patient comfort
- Cosmetic results
- Reduced pain
- Infection risk reduced
- Reduced need for local anesthesia
- Where on the body will it be used and the depth of the opening
- Pen vs. ampule
- Linear coverage per unit
- Reusability on same patient
- Layers of application needed

Other key value and terms (continued)

- Compared to their expiring agreement:
 - Aesculap offers an overall savings of 5 percent.
 - Cardinal offers an overall savings of 11.6 percent.
 - Chemence's pricing remains flat.
 - Covidien pricing remains flat.
 - Ethicon pricing remains flat.
 - Medline pricing remains flat.
- Covidien offers a self-conversion option for members at Tiers 2-3 which will provide additional savings.
- Ethicon Tiers 1-6 are for surgery centers and Tier 7 is for alternate care sites.
- For Ethicon compliance requirements, all topical skin adhesive companies are counted in determining category market share.
- Available through distribution: Aesculap, Cardinal, Covidien, Ethicon, Medline, Progressive
- Available direct., Aesculap, Cardinal, Covidien, Ethicon, Medline, Progressive

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

Full launch content available and additional resources

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- [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.
- **Suture Products:** Suture is 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.
- **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.

Tracheostomy Tubes and Related Products

Effective January 1, 2016

Expires December 31, 2018

Products available

This category consists of products used to keep the trachea open due to airway obstruction, allowing a person to breathe without the use of their nose or mouth. The tube is placed through an opening in the neck and inserted into the windpipe.

Class of trade

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

Boston Medical	Thomas Gusha	508.414.2407	tgusha@bosmed.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Marpac	Jeff Alcalde	505.764.5662	jalcalde@marpac.biz
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of September 28, 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 or higher with Covidien, Marpac and Smiths Medical.
- A PMDF/electronic PA is not required with Boston Medical due to a single tier offering.

Aggregation opportunities





- Aggregation is:
 - Not applicable with Boston Medical due to a single tier offering.
 - Allowed with Covidien for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.
 - Allowed for multi-facility systems, GPOs and established networks with Marpac.
 - Allowed with Smiths Medical for owned and centrally managed multi-facility systems with the ability to drive purchasing decisions.

Other key value and terms

- Pricing is firm for the agreement term with Boston Medical, Marpac 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.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 1.5 percent higher with Covidien.
 - 4.1 percent lower with Marpac.
 - 7.8 percent higher with Smiths Medical.
- **Smiths Medical is the low-cost supplier.**
- Available direct: Boston Medical, Covidien, Marpac, Smiths Medical
- Available through distribution: Boston Medical, Covidien, Marpac, 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
	PP-OR-1252	New
	PP-OR-1249 AS-OR-1249	PP-OR-919
	PP-OR-1251	PP-OR-918
	PP-OR-1250	PP-OR-921

Boston Medical is a small business enterprise (SBE). Marpac is a veteran owned business (VET).

The current agreement with Pepper Medical (PP-OR-920) expires December 31, 2015.

Financial considerations:

- Early payment discounts
- Minimum orders
- Direct versus distribution

Patient satisfaction and safety:

- Prevention of infection at the site of the tracheostomy
- Correct size of the tube used
- Comfort level of the tracheostomy collar
- Ease of cleaning the tracheostomy

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

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 category

- **Endotracheal Tubes and Related Products**: Consists of tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs. The tube is designed to deliver oxygen or anesthesia to the patient.

Trocar Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

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.

Class of trade

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

- Ethicon's agreement is only for acute class of trade facilities.

Applied	Colleen Corbitt	561.346.0751	ccorbitt@appliedmedical.com
ConMed	John Dwyer	303.431.4781	johndwyer@conmed.com
Covidien	Greg Goodall	508.261.8213	greg.i.goodall@medtronic.com
Ethicon	Tim Hinueber	612.209.4111	thinuebe@its.inj.com
Genicon	Theresa Hoegstrom	407.657.4851	tlw@geniconendo.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com
Stryker	Jay McCullough; Ed Harris	205.515.7982; 941.234.8699	jay.mccullough@stryker.com ; ed.harris@stryker.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

Note: Supplier contact information is current as of September 17, 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 or higher for all suppliers except Covidien, Ethicon and Olympus.

- Covidien requires a PA/PMDF for all tiers.
- 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 Exhibit A-2a will be required for system aggregation.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.
- Olympus only offers one tier. A PA/PMDF is not required but is suggested.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks from all suppliers except Applied, Covidien, Ethicon, Stryker and Olympus:

- Applied allows aggregation for those with the ability to direct purchasing decisions.
- Covidien allows aggregation for those with centralized decision making authority.
- Ethicon allows aggregation of owned, leased or managed facilities.
- Stryker requires that 70 percent of hospitals in the aggregation group are meeting the required dollar threshold levels.

Awarded suppliers

Supplier	New	Expiring
 Applied Medical	PP-OR-1171	PP-OR-844
 CONMED CORPORATION	PP-OR-1172	PP-OR-848
 COVIDIEN	PP-OR-1173	PP-OR-843
 ETHICON a Johnson & Johnson company	PP-OR-1174	PP-OR-842
 GENICON	PP-OR-1175	PP-OR-847
 OLYMPUS	PP-OR-1178	New
 stryker®	PP-OR-1176	PP-OR-845
 Teleflex®	PP-OR-1177	PP-OR-846

Genicon is a small business enterprise (SBE).

Trocar Products

Effective April 1, 2015

Expires March 31, 2018

Other key value and terms

- Applied offers a quick conversion rebate for members with less than 25% participation with Applied trocars who are able to move their participation level to at least 75% by December 31, 2015.
- Covidien's best pricing is available for those who are committed to endomechanical (tier 11), trocar (tier 11) AND surgical energy categories.
- Covidien offers a value add rebate for participation and conversion.
- For Ethicon, in calculating net dollar purchases and market share for Suture Products, Endomechanical Products or both, only purchases from full-line suppliers shall be used. Please note that all suture products from Covidien are used in calculating suture market share, all trocar companies and all topical skin adhesive companies are counted in determining the respective category market share.
- Available through distribution: Applied, ConMed, Covidien, Ethicon, Genicon, Stryker and Teleflex
- Available direct: Applied, ConMed, Covidien, Ethicon, Genicon, Olympus, Stryker and Teleflex

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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 - [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.
- **Suture Products:** Suture is 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.
- **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.

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

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Awarded suppliers

Supplier	New	Expiring
 AccuVein	PP-MM-595 AS-MM-595	PP-MM-275
 Christie Medical	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.

Video Laryngoscopes

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes specialized laryngoscopes used for examination and diagnosis within the oropharynx, glottis and larynx, as well as removal of foreign bodies and tracheal intubation. Unlike conventional laryngoscopes, video laryngoscopes employ digital technology such as a video camera mounted on a laryngoscope blade to generate a view of the anatomical structures of the laryngopharynx.

Class of trade

- Agreements with Ambu and Intubrite are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A of the value analysis toolkit for full details.

Ambu	Dan Toomey	410.768.6464	dct@ambu.com
Covidien	Greg Goodall	508.261.8000	greg.j.goodall@medtronic.com
Intubrite	Leslie Tenger	760.727.1900	ltenger@intubrite.com

Note: Supplier contact information is current as of June 26, 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 Ambu and Intubrite (at Tier 4 only with Ambu).
- Aggregation with Covidien is allowed 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 Ambu and Intubrite.
- Pricing with 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.
- Ambu's new agreement pricing has an overall 2.3 percent increase compared to its expiring agreement pricing.
- Covidien offers the following value-adds:
 - Large order discount is available on single purchases
 - Trade-in discount for the McGrath Series five handle
- Members purchasing from Covidien will be subject to a \$90 charge for orders less than \$500.
- Intubrite offers a conversion rebate of 7 percent for the first 180 days following the effective date of the agreement.
- **Intubrite is the low-cost supplier on crossed items.**
- Available through distribution: Ambu, Covidien, Intubrite
- Available direct: Ambu, Covidien (3 percent direct order fee), Intubrite.

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-OR-1419 AS-OR-1419		PP-OR-1121
 PP-OR-1420		New
 PP-OR-1421		New

Intubrite is a small business enterprise (SBE).

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

Video Laryngoscopes

Effective October 1, 2017

Expires September 30, 2020

Full launch content and additional resources available

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Related categories

- **Laryngoscope Systems**: Rigid laryngoscope systems used to visualize the voice box and assist in the insertion of endotracheal tubes.
- **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. The tube is designed to deliver oxygen or anesthesia to the patient.

Wound Drainage Products

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category consists of products used to drain fluid from the body when excessive drainage is expected during or post-surgery.

Class of trade

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

Bard	Bob Anderson	770.784.6164	Bob.anderson@crbard.com
Cardinal	James Bonanni	315.382.0919	Jim.bonanni@cardinalhealth.com

Note: Supplier contact information is current as of April 29, 2015. 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

- Aggregation is available with from both suppliers.
- Bard only allows aggregation for tiers 3 and 4.
- Pricing is firm for the term of agreement with both suppliers.
- Bard and Cardinal both allow for grandfathering.
- Available direct and through distribution with both 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 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. To maintain link integrity please use the PDF value analysis toolkit.
- [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

- **Chest Drainage Products:** Used to evacuate the air and/or fluid from the chest cavity to help re-establish normal pressure. This allows the re-expansion of the lung to restore normal breathing patterns.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1229	PP-OR-891
	PP-OR-1228 AS-OR-1228	PP-OR-892 AS-OR-892

The current agreement with Medline (PP-OR-893) and Surgimed (PP-OR-894) expires July 31, 2015.

Financial considerations:

- Pricing compared to market leader
- Tier shifts
- Early payment discounts
- Products that are sold individually vs. products sold in kits

Patient satisfaction and safety:

- Reduction of fluid to prevent infection

Roadblocks to conversion:

- Products currently being used in your facility



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.

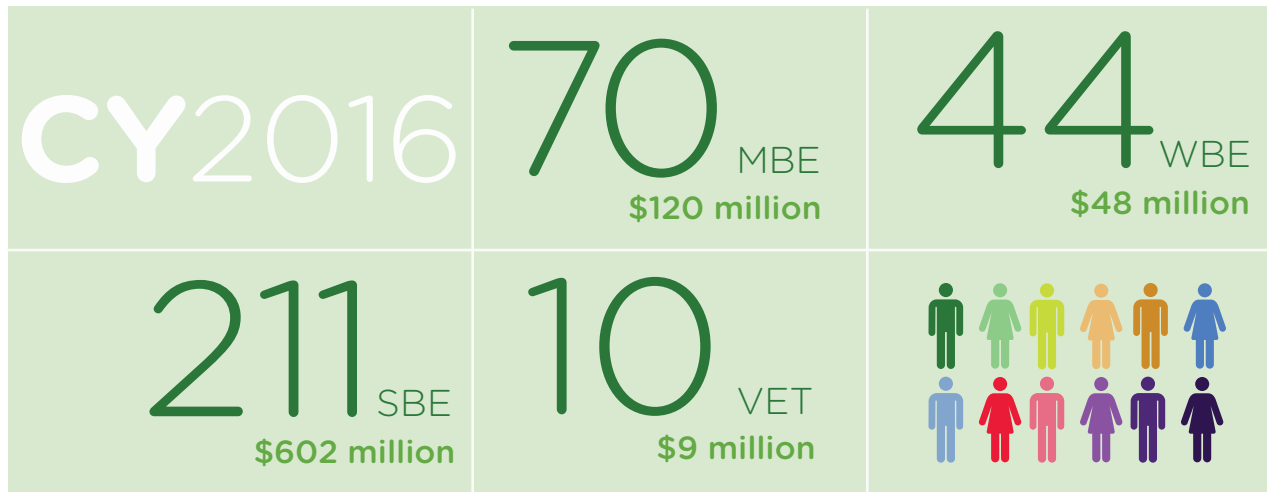
For more information on these products, see the [S2S Global launch document](#).



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



Additional resources

- **Core field team:** Premier field experts can assist you if you are interested in learning more about any of the offerings listed within this book. Not sure who your field representative is? Contact the Premier Solution Center at 877.777.1552 or email solutioncenter@premierinc.com.
- **Supply Chain Advisor®:** Premier's online automated contract management system including catalog, electronic price activation, news/resources and the ability to manage all contracts, including regional/local agreements, in one place.
 - **Catalog:** Electronic repository of all of Premier's contract information. It includes details on business partners, contracts, products, price tiers and updates. The catalog also includes cross-reference information for many items that are not on Premier contract in order to find functionally equivalent/alternative items that are on contract.
 - **Price activation:** Electronic Letter of Commitment (eLOC) approach is an interactive process in which members and suppliers can reach agreement on tier pricing and sign a contract online. Contracts can be activated centrally (i.e. at a network level) and individually (i.e. at a hospital level).
 - **Contract management:** Premier enables members to store their own regionally/locally negotiated agreements in its catalog. By following a simple process, hospitals can load business partner information, a contract summary and product and price data.
- **PremierConnect®**

PremierConnect surfaces actionable opportunities and information with the ability to share knowledge, resulting in a one-stop shop for members to dive into customizable and relevant content, access multiple apps and collaborate in real time. Through PremierConnect, you can: combine and integrate data across the continuum; connect your team with one another, Premier staff and the entire Premier alliance with state-of-the-art social business techniques built specifically for healthcare; and provide best practices and other knowledge to your stakeholders. **To access PremierConnect, visit:** <https://premierconnect.premierinc.com>.
- **Supply Chain News community:** The [Supply Chain News](#) community features a rolling feed with updates on contract launches, webinars, supplier promotions, group buys and industry updates. Content is organized according to Premier's service lines making service-line specific information quick and easy to find.
- **Premier Marketplace™:** Through [Premier Marketplace](#), you can take advantage of:
 - **Group Buys:** Voluntary, purchasing opportunities, typically for capital equipment. Group Buys deliver significant savings, beyond Premier's already exceptional national group purchasing agreements. Group Buys may also include value-adds such as special rates for financing, trade-in programs, training, preventative maintenance and service programs and extended warranties. Savings average 15 percent above national top tier pricing.
 - **Marketplace exclusives:** Premier's e-commerce web store, where you can browse, compare and buy more than 4,000 products with your credit card. More products are added each quarter.
 - **Bloodbuy®:** Connecting hospitals and blood centers nationwide to ensure the efficient flow of lifesaving blood products to patients in need.
- **Employee discounts:** Premier offers a variety of [discounts](#) for all members of the alliance and their employees and staff, including employee discount malls and GPO contracted discount codes.
- **Premier Solution Center:** The Premier Solution Center is a central point of contact for all Premier-related questions. Its phone lines are staffed weekdays from 7 a.m. to 7 p.m. CT.
 - Toll-free: 877.777.1552
 - Email: solutioncenter@premierinc.com

Accessing an electronic version of this book

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