



## Business and Industry Portfolio Book

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# Business and Industry

## Top Categories



### TOP CATEGORIES

Market-leading pricing on products and services that you use every day in your business operations. Let Premier take the guesswork out of contracting so you can keep focus where it should be: **on your customers.**

**AFFLINK**

Connection  
we solve IT

**GRAINGER**

**GOJO**

**Kimberly-Clark**

**KONICA MINOLTA**

**network**

**Office DEPOT  
OfficeMax**

**RICOH**

**Sprint**

**STAPLES**

\* These select suppliers are a representative sample of over 100 business and industry suppliers that make up our broad and diverse portfolio

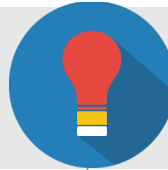
- > Can Liners
- > Cellular Voice and Data Services
- > Hardware and Software Resellers
- > Housekeeping Products
- > Soaps Lotions and Waterless Hand Rinses

- >Maintenance, Repair and Operations (MRO)
- >Managed Print Services, Devices and Accessories
- >Office Supplies
- >Paper and Janitorial Supply Distribution
- >Paper Towels, Tissues and Dispensers

**Intrigued?** Premier has over 300 more contracts for manufacturing, retail and professional services. Be sure to see our [complete B&I category listing](#) in the back of this book.

Interested in learning more about these **opportunities?**

Contact [matthew\\_burns@premierinc.com](mailto:matthew_burns@premierinc.com)



### Exploring New Frontiers

#### **Our Mission: To Improve the health of communities.**

Over the last several decades our group purchasing organization has done that in a myriad of ways, notably by negotiating a market-leading contract portfolio encompassing over a thousand suppliers on behalf of our 130,000+ members. Premier's comprehensive offering of products and services cover the needs of the modern-day health care landscape, touching almost every area of operations from patient care to floor care and everything in between.

You might ask why a healthcare group purchasing organization would branch out into business and industry. Our owner health systems survive and thrive in economically healthy communities that offer job growth, a commitment to education and attractions in the arts and tourism. Demand for group purchasing has rapidly increased in hospitality, schools, universities and recreation. Premier's non-healthcare membership is over 18,000 strong. The commercial sector is following suit, looking to Premier to help standardize purchasing decisions and streamline the supply-chain. Savings on products and services and efficiencies in contracting allow companies to keep focus on their core business and customers.

We invite you to review our growing portfolio of agreements available to the commercial segment of our membership, business & industry. We look forward to helping you unlock the value of our contracts and programs for the commercial segment.

*- Charlotte Barber*

Director, Program Development

**"Coming together is a beginning; keeping together is progress; working together is success."**

**- Henry Ford**



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NOTE: Executive summaries are included for the top 10 Premier Business and Industry categories. For a complete listing of Business and Industry categories, see pages 25 - 32.

## Can Liners

Effective August 1, 2017

Expires July 31, 2020

### Products and services available

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

### Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- **Business and Industry:** Agreements with all suppliers are available to the Premier business and industry classes of trade.

<a href="#">EcoSafe/Plastic Solutions</a>	Geoff Woodley	604.560.5133	<a href="mailto:geoff@ecosafezerowaste.com">geoff@ecosafezerowaste.com</a>
<a href="#">Heritage/Novolex</a>	Chris Thompson	610.220.0363	<a href="mailto:chris.thompson@novolex.com">chris.thompson@novolex.com</a>
<a href="#">I.B.S.</a>	Matt O'Doherty	800.835.0366	<a href="mailto:matto@pittplastics.com">matto@pittplastics.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities




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

### Other key value and terms

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

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

### Awarded suppliers

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

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

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

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

### Full launch content and additional resources available

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

### Related categories

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

## Office Supplies and Business Services

Effective August 1, 2017

Expires July 31, 2020

### Products and services available

This category includes routine office supplies plus products and services that help run your business. This could include paper, toner, break room and janitorial supplies, technology, furniture, print service and promotional products.

### Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- **Business and Industry:** Agreements with all suppliers are available to the Premier business and industry classes of trade.

<a href="#">AOPD</a>	Mark Leazer	980.262.3634	<a href="mailto:mark.leazer@formsandsupply.com">mark.leazer@formsandsupply.com</a>
<a href="#">Friends Office</a>	Betsy Hughes	419.427.1704	<a href="mailto:betsy@friendsoffice.com">betsy@friendsoffice.com</a>
<a href="#">Guy Brown</a>	Steve Creed	513.829.0916	<a href="mailto:steve.creed@guybrown.com">steve.creed@guybrown.com</a>
<a href="#">MMS</a>	Ron Love	313.365.1290	<a href="mailto:rlove@mms-inc.com">rlove@mms-inc.com</a>
<a href="#">Office Depot</a>	Jim Czajka	630.679.1649	<a href="mailto:jim.czajka@officedepot.com">jim.czajka@officedepot.com</a>
<a href="#">Staples</a>	Jenifer Ren	919.632.1013	<a href="mailto:jenifer.ren@staples.com">jenifer.ren@staples.com</a>

**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 AOPD, FriendsOffice, Guy Brown, MMS and Office Depot.
- A PA/PMDF is required at all tiers with Staples unless otherwise waived.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
  - With Staples, members must also commit 75 percent of their office products to be eligible for aggregation.

### Other key value and terms

- Pricing varies by product type. See price protection in the value analysis toolkit for details.
- All suppliers offer early payment discounts. See terms and conditions in the value analysis toolkit for details.
- AOPD's new agreement pricing offers 2.12 percent savings compared to its expiring agreement pricing.
- AOPD offers multiple value-adds, including a minimum order rebate, non-core toner discount and dock vs. desktop department delivery incentive. See value-adds in the value analysis toolkit for details.
- FriendsOffice's new agreement pricing offers 1.45 percent savings compared to its expiring agreement pricing.
- FriendsOffice offers multiple value-adds, including an optimized delivery program incentive, warehouse dock delivery rebate and volume rebate. See value-adds in the value analysis toolkit for details.
- Guy Brown offers a recycled cartridge program, employee purchase program and core product list customization as value-adds. See value-adds in the value analysis toolkit for details.
- Orders below \$25 are subject to a \$5.99 fee with Guy Brown.

### Awarded suppliers

Supplier	New	Expiring
 <small>American Office Products Distributors, Inc.</small>	PP-MM-479	PP-MM-236
 <small>Everything for people@work</small>	PP-MM-476	PP-MM-231
 <small>Diverse Business Solutions</small>	PP-MM-477	New
 <small>MATERIALS MANAGEMENT SERVICES</small>	PP-MM-478	SD-MM-019
	PP-MM-481 AS-MM-481	PP-MM-232 PP-MM-233** AS-MM-232
	PP-MM-480	PP-MM-234 PP-MM-235***

\*AOPD, FriendsOffice and Guy Brown are small business enterprises (SBE). MMS is a minority-owned business enterprise (MBE).

\*\*Office Max has [merged](#) with Office Depot and now operate under Office Depot.

\*\*\*Sun Office Solutions has been acquired by Staples.

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

**Other key value and terms (continued)**

- MMS's new agreement pricing offers 11.51 percent savings compared to its expiring agreement pricing.
- MMS offers multiple value-adds, including order value incentives, a sub-category rebate and green delivery service. See value-adds in the value analysis toolkit for details.
- Office Depot's new agreement pricing offers 17.15 percent savings compared to its expiring agreement pricing.
- Office Depot offers an employee purchase program, special Boise X9 copy paper pricing, assistance with HP Big Deals and core product list customization as value-adds. See value-adds in the value analysis toolkit for details.
- Staples' new agreement pricing offers 9.80 percent savings compared to its expiring agreement pricing.
- Staples' offers multiple value-adds, including a savings guarantee, continuum of care program option and line of business incentives. See value-adds in the value analysis toolkit for details.
- Staples has a minimum order requirement of \$35.
- Orders to Alaska or Hawaii that are over 159 pounds or cannot be shipped via UPS are shipped ocean freight with Staples.
- **Office Depot is the low-cost supplier on crossed items.**
- Available through distribution: AOPD
- Available direct: FriendsOffice, Guy Brown, MMS, Office Depot, Staples

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

**Full launch content and additional resources available**

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

- **Furniture and Systems, Casegoods, Seating and Accessories:** Furnishings, furniture, cabinetry, casegoods, seating, ergonomics, fabric, artwork and related accessories
- **Paper and Janitorial Supply Distribution:** Distributors that provide products and services in the Jan/San supply arena. Paper products in this category include items such as paper towels and tissue
- **Managed Print Services, Devices and Accessories:** The professional services, hardware, equipment and accessories used to execute and manage costs and efficiencies of printing, faxing and scanning electronic and paper images via a device
- **Hardware and Software Resellers:** Companies that sell products and services such as computer accessories and professional services



## Hardware and Software Resellers

**Effective October 1, 2017**

**Expires October 31, 2020**

### Products and services available

This category includes companies that sell products and services such as computer hardware, software, peripherals, accessories and professional services.

### Class of trade

- Connection, Insight and Zones agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- CDW's agreement is available to specified acute care and non-acute healthcare facilities only.
- **Business and Industry:** Agreements with all suppliers except CDW are available to the Premier business and industry classes of trade.

<a href="#">CDW</a>	Angela Gosz	312.705.0315	<a href="mailto:premier@cdw.com">premier@cdw.com</a>
<a href="#">Connection</a>	Jacques Lahaie	770.316.9603	<a href="mailto:jacques.lahaie@connection.com">jacques.lahaie@connection.com</a>
<a href="#">Insight</a>	Erica Falchetti	480.333.3000	<a href="mailto:erica.falchetti@insight.com">erica.falchetti@insight.com</a>
<a href="#">Zones</a>	Amanda Gunning	253.205.3571	<a href="mailto:amanda.gunning@zones.com">amanda.gunning@zones.com</a>

**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) is required at Tier 2 or higher with all suppliers.
- All suppliers 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 all suppliers.

### Other key value and terms



- Discount percentages are firm for the term of agreement with all suppliers.
- All suppliers offer discounts off publicly advertised pricing.
- Scenario analysis reveals the low-cost supplier varies by product.
- Connection and Zones have large order thresholds of \$750,000.
- Available direct: CDW, Connection, Insight and Zones

**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
 Connection	<b>PP-IT-164</b>	PP-IT-134
 Insight	<b>PP-IT-166</b>	New
 ZONES	<b>PP-IT-165</b>	PP-IT-136

Zones is a minority-owned business (MBE).

The current agreement with Paragon Development Systems (PP-IT-135) expires September 30, 2017.

## Hardware and Software Resellers

Effective October 1, 2017

Expires October 31, 2020

### Related categories

- **Office Supplies:** Paper, toner, break room and janitorial supplies, technology, furniture, print service and promotional products
- **Managed Print Services, Devices and Accessories:** Professional services, software, hardware, equipment and accessories used to execute as well as manage costs and efficiencies of printing, faxing and scanning of electronic and paper images via a device

## Housekeeping Products

Effective February 1, 2015

Expires January 31, 2018

### Products and services available

This category includes products which are used within all internal facility areas to disinfect and clean general surface areas and flooring.

Scheduling systems are not included in this category.

### Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members.
- **Business and Industry:** Agreements with all suppliers are available to the Premier business and industry classes of trade.

<a href="#">3M Company</a>	Ben Oberle	651.736.7861	<a href="mailto:boberle@mmm.com">boberle@mmm.com</a>
<a href="#">Diversey</a>	Hector Espailat	954.465.0838	<a href="mailto:hector.espailat@sealedair.com">hector.espailat@sealedair.com</a>
<a href="#">Procter &amp; Gamble</a>	Nicolle Hazelip	312.515.1511	<a href="mailto:hazelip.ne@pg.com">hazelip.ne@pg.com</a>
<a href="#">Spartan</a>	Doug Peterson	800.537.8990	<a href="mailto:dpeterson@spartanchemical.com">dpeterson@spartanchemical.com</a>
<a href="#">Wexford Labs</a>	Mary Jo Thierry	314.966.4134	<a href="mailto:mjthierry@wexfordlabs.com">mjthierry@wexfordlabs.com</a>

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

### How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 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.
- 3M Company's new agreement pricing compared to its expiring agreement pricing offers a 0.4 percent savings.
- 3M Company offers conversion allowances as value-adds.
- Diversey's new agreement pricing compared to its expiring agreement pricing offers up to a 4.5 percent savings.
- Diversey offers free dispensers and hook ups, a savings guarantee and a conversion allowance as value-adds.
- **Diversey is the low-cost supplier.**
- Procter & Gamble's (P&G) new agreement pricing compared to its expiring agreement pricing offers up to a 1.2 percent savings.
- P&G offers customized dispensing solutions, conversion allowances and free product evaluations as value-adds.
- Spartan's new agreement compared to its expiring agreement offers flat pricing.
- Spartan offers conversion and growth incentives and additional resources as value-adds.
- Wexford Labs offers conversion incentives and education/training as value-adds.
- Available through distribution: 3M Company, Diversey, Procter & Gamble, Spartan, Wexford Labs
- Available direct: Wexford Labs

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

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-470	PP-FA-320
	PP-FA-471 AS-FA-471	PP-FA-322
	PP-FA-472	PP-FA-323
	PP-FA-473	PP-FA-324
	PP-FA-474	New

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

Note: ASCEND agreement available. Visit the [ASCEND portal](#) for information.

The current agreement with Swisher (PP-FA-325) expires January 31, 2015.

#### Financial considerations:

- Dilution ratio
- Value-adds

#### Patient safety and satisfaction:

- Occupational Safety and Health Administration and Environmental Protection Agency compliance
- Toxicity of chemicals and associated health risks

#### Roadblocks to conversion:

- Existing supplier relationships
- Change in facility's housekeeping protocols

**Full launch content and additional resources available**

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

**Related categories**

- **Floor Care Equipment and Services:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **High Level Disinfectants:** Chemicals that are capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi critical items
- **Intermediate Level Disinfectant Wipes:** Wipes used to destroy all vegetative bacteria, including tubercle bacilli, lipid and some non-lipid viruses and fungi but not bacterial spores
- **Laundry Products and Services:** Detergents, builders (water conditioning), bleaches, sour, softeners, starch, antichlor, solvent boosters, label removers, mildew inhibitors and fungicides, shop towel dyes and mat kits
- **Medical and Surgical Products Distribution:** Distributors of medical and surgical products, such as IV therapy items, janitorial and sanitation materials, suture and endomechanical products and private label goods
- **Office Supplies:** Paper, toner, routine office supplies, furniture, and janitorial and sanitation supplies
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena (e.g., can liners, floor care equipment, housekeeping products, light bulbs, paper towels and tissue, soaps, lotions, and related supplies)
- **Paper Towels, Tissue and Dispensers:** Paper products such as napkins, toilet paper, tissue, dry and wet wipes and related dispensers

## Maintenance, Repair and Operations

**Effective May 1, 2017**

**Expires April 30, 2022**

### Products and services available

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

### Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- **Business and Industry:** Agreements with all suppliers are available to the Premier business and industry classes of trade.

<a href="#">AirSupply Tools</a>	Nichole Neher	858.831.0980	<a href="mailto:nichole@airsupplytools.com">nichole@airsupplytools.com</a>
<a href="#">Grainger</a>	Mark Lombardo	847.567.3266	<a href="mailto:mark.lombardo@grainger.com">mark.lombardo@grainger.com</a>
<a href="#">The Part Works</a>	Oly Welke	206.632.8900	<a href="mailto:oly@thepartworks.com">oly@thepartworks.com</a>

**Note:** Supplier contact information is current as of February 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 The Part Works.
- A PMDF/PA is required for Tiers 1 and 2 with Grainger for all members except those who were previously affiliated with Grainger's expiring MRO contract PP-FA-437.
- A PMDF/PA and Exhibit L Committed Grainger Value Program and Participation Form is required for Tier 3 with Grainger for all members.
- A PMDF/PA is not required with AirSupply Tools due to its single tier offering.

### Aggregation opportunities

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

### Other key value and terms

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-FA-590</b>	New
	<b>PP-FA-591</b>	PP-FA-437
	<b>PP-FA-594</b>	SD-FA-028

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

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

- Purchasing and inventory software
- Custom catalogs

#### Roadblocks to conversion:

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

**Other key value and terms (continued)**

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

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

**Full launch content and additional resources available**

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

**Related categories**

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

# Managed Print Services, Devices and Accessories Effective January 1, 2016

Expires December 31, 2018

## Products and services available

This category includes the professional services, software, hardware, equipment and accessories used to both execute as well as manage costs and efficiencies of printing, faxing and scanning of electronic and paper images via a device.

This category was previously sourced as two separate categories:

1. Printers, Copiers, Facsimile Devices and Facilities Management
2. Managed Print Services

## Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members.
- **Business and Industry:** Agreements with all suppliers are available to the Premier business and industry classes of trade.

<a href="#">Guy Brown</a>	Mike Ducey	615.221.0312	<a href="mailto:mike.ducey@guybrown.com">mike.ducey@guybrown.com</a>
<a href="#">Konica Minolta</a>	Robin Budnick	917.509.9070	<a href="mailto:rbudnick@kmb.konicaminolta.us">rbudnick@kmb.konicaminolta.us</a>
<a href="#">KYOCERA</a>	Thomas Depoalo	973.882.6038	<a href="mailto:thomas.depoalo@da.kyocera.com">thomas.depoalo@da.kyocera.com</a>
<a href="#">Pharos</a>	Michael O'Leary	585.203.4790	<a href="mailto:moleary@pharos.com">moleary@pharos.com</a>
<a href="#">Ricoh</a>	Scott Petraglia	619.972.4471	<a href="mailto:scott.petraglia@ricoh-usa.com">scott.petraglia@ricoh-usa.com</a>
<a href="#">Staples</a>	Jenifer Ren	919.632.1013	<a href="mailto:jenifer.ren@staples.com">jenifer.ren@staples.com</a>
<a href="#">Xerox</a>	Clare Browning-Beardsley	215.295.1520	<a href="mailto:clare.browning-beardsley@xerox.com">clare.browning-beardsley@xerox.com</a>

**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 for Tier 2 or higher for suppliers offering more than one tier.
- A PMDF/PA is not required with KYOCERA due to single tier offering.
- All suppliers may require a separate member agreement.

## Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Guy Brown, Konica Minolta, Pharos, Ricoh, Staples and Xerox.
- KYOCERA offers a single tier where aggregation is not applicable.

## Awarded suppliers

Supplier	New	Expiring
	<b>PP-IT-149</b>	New
	<b>PP-IT-148</b>	PP-IT-091
	<b>PP-IT-150</b>	New
	<b>PP-IT-151</b>	CC-SV-004
	<b>PP-IT-147</b>	PP-IT-090 PP-IT-122
	<b>PP-IT-152</b>	PP-IT-124
	<b>PP-IT-153</b>	PP-IT-089 PP-IT-123

Guy Brown is a minority-owned business (MBE) and Pharos is a small business (SBE).

The current agreements with ASI (PP-IT-119) and HP (PP-IT-121) expire December 31, 2015.

### Financial considerations:

- Capital and consumable costs
- Services are customized and locally negotiated
- Decrease in time spend inventorying

### Product/service considerations:

- Response time
- Support and maintenance availability
- HIPAA and security protocols
- Supplier provided vs. third-party provided offerings
- Green/recycling options

### Roadblocks to conversion:

- Existing supplier relationships
- Long-term lease agreements with penalties for early termination

## Managed Print Services, Devices and Accessories Effective January 1, 2016

Expires December 31, 2018

### Other key value and terms

- Pricing is firm for the term with Guy Brown, Konica Minolta, KYOCERA, Ricoh and Xerox.
- Pharos is firm for 12 months; thereafter Pharos may increase once annually not to exceed the change in CPI.
- Staples is firm for 24 months; thereafter Staples may adjust every 6 months up to 3 percent in aggregate.
- Lease pricing for Konica Minolta and Staples is firm for 90 days.
- Based on scenario analysis, the low-cost supplier varies for devices based on requirements.
- Based on scenario analysis, KYOCERA is the overall low-cost supplier for MPS.
- Available through distribution: Konica Minolta, Ricoh and Xerox
- Available direct: Guy Brown, Konica Minolta, KYOCERA, Pharos, Ricoh, Staples and Xerox

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

### Full launch content and additional resources available

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

### Related categories

- **Document Management Solutions:** Software-based systems and solutions that organize and manage electronic and paper documents throughout an organization
- **Hardware and Software Resellers:** Companies that sell products and services such as computer hardware, computer software, computer peripherals, computer accessories and professional services
- **Office Supplies:** Paper, toner, routine office supplies, furniture, janitorial and sanitation supplies



## Office Supplies and Business Services

Effective August 1, 2017

Expires July 31, 2020

### Products and services available

This category includes routine office supplies plus products and services that help run your business. This could include paper, toner, break room and janitorial supplies, technology, furniture, print service and promotional products.

### Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- **Business and Industry:** Agreements with all suppliers are available to the Premier business and industry classes of trade.

<a href="#">AOPD</a>	Mark Leazer	980.262.3634	<a href="mailto:mark.leazer@formsandsupply.com">mark.leazer@formsandsupply.com</a>
<a href="#">Friends Office</a>	Betsy Hughes	419.427.1704	<a href="mailto:betsy@friendsoffice.com">betsy@friendsoffice.com</a>
<a href="#">Guy Brown</a>	Steve Creed	513.829.0916	<a href="mailto:steve.creed@guybrown.com">steve.creed@guybrown.com</a>
<a href="#">MMS</a>	Ron Love	313.365.1290	<a href="mailto:rlove@mms-inc.com">rlove@mms-inc.com</a>
<a href="#">Office Depot</a>	Jim Czajka	630.679.1649	<a href="mailto:jim.czajka@officedepot.com">jim.czajka@officedepot.com</a>
<a href="#">Staples</a>	Jenifer Ren	919.632.1013	<a href="mailto:jenifer.ren@staples.com">jenifer.ren@staples.com</a>

**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 AOPD, FriendsOffice, Guy Brown, MMS and Office Depot.
- A PA/PMDF is required at all tiers with Staples unless otherwise waived.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
  - With Staples, members must also commit 75 percent of their office products to be eligible for aggregation.

### Other key value and terms

- Pricing varies by product type. See price protection in the value analysis toolkit for details.
- All suppliers offer early payment discounts. See terms and conditions in the value analysis toolkit for details.
- AOPD's new agreement pricing offers 2.12 percent savings compared to its expiring agreement pricing.
- AOPD offers multiple value-adds, including a minimum order rebate, non-core toner discount and dock vs. desktop department delivery incentive. See value-adds in the value analysis toolkit for details.
- FriendsOffice's new agreement pricing offers 1.45 percent savings compared to its expiring agreement pricing.
- FriendsOffice offers multiple value-adds, including an optimized delivery program incentive, warehouse dock delivery rebate and volume rebate. See value-adds in the value analysis toolkit for details.
- Guy Brown offers a recycled cartridge program, employee purchase program and core product list customization as value-adds. See value-adds in the value analysis toolkit for details.
- Orders below \$25 are subject to a \$5.99 fee with Guy Brown.

### Awarded suppliers

Supplier	New	Expiring
 <small>American Office Products Distributors, Inc.</small>	PP-MM-479	PP-MM-236
 <small>Everything for people@work</small>	PP-MM-476	PP-MM-231
 <small>Diverse Business Solutions</small>	PP-MM-477	New
 <small>MATERIALS MANAGEMENT SERVICES</small>	PP-MM-478	SD-MM-019
	PP-MM-481 AS-MM-481	PP-MM-232 PP-MM-233** AS-MM-232
	PP-MM-480	PP-MM-234 PP-MM-235***

\*AOPD, FriendsOffice and Guy Brown are small business enterprises (SBE). MMS is a minority-owned business enterprise (MBE).

\*\*Office Max has [merged](#) with Office Depot and now operate under Office Depot.

\*\*\*Sun Office Solutions has been acquired by Staples.

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

**Other key value and terms (continued)**

- MMS's new agreement pricing offers 11.51 percent savings compared to its expiring agreement pricing.
- MMS offers multiple value-adds, including order value incentives, a sub-category rebate and green delivery service. See value-adds in the value analysis toolkit for details.
- Office Depot's new agreement pricing offers 17.15 percent savings compared to its expiring agreement pricing.
- Office Depot offers an employee purchase program, special Boise X9 copy paper pricing, assistance with HP Big Deals and core product list customization as value-adds. See value-adds in the value analysis toolkit for details.
- Staples' new agreement pricing offers 9.80 percent savings compared to its expiring agreement pricing.
- Staples' offers multiple value-adds, including a savings guarantee, continuum of care program option and line of business incentives. See value-adds in the value analysis toolkit for details.
- Staples has a minimum order requirement of \$35.
- Orders to Alaska or Hawaii that are over 159 pounds or cannot be shipped via UPS are shipped ocean freight with Staples.
- **Office Depot is the low-cost supplier on crossed items.**
- Available through distribution: AOPD
- Available direct: FriendsOffice, Guy Brown, MMS, Office Depot, Staples

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

**Full launch content and additional resources available**

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

**Related categories**

- **Furniture and Systems, Casegoods, Seating and Accessories:** Furnishings, furniture, cabinetry, casegoods, seating, ergonomics, fabric, artwork and related accessories
- **Paper and Janitorial Supply Distribution:** Distributors that provide products and services in the Jan/San supply arena. Paper products in this category include items such as paper towels and tissue
- **Managed Print Services, Devices and Accessories:** The professional services, hardware, equipment and accessories used to execute and manage costs and efficiencies of printing, faxing and scanning electronic and paper images via a device
- **Hardware and Software Resellers:** Companies that sell products and services such as computer accessories and professional services

## Paper and Janitorial Supply Distribution

Effective November 1, 2017



Expires October 31, 2020

### Products and services available

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

### Class of trade

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

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

Triple S is a small business enterprise (SBE).

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

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

<a href="#">AFFLINK</a>	Marie Carr	214.552.8888	<a href="mailto:mcarr@afflink.com">mcarr@afflink.com</a>
<a href="#">Network</a>	Rebecca Barraza	949.370.5280	<a href="mailto:rbarraza@networkdistribution.com">rbarraza@networkdistribution.com</a>
<a href="#">Office Depot</a>	Gregory Beale	270.559.9256	<a href="mailto:gregory.beale@officedepot.com">gregory.beale@officedepot.com</a>
<a href="#">SMA</a>	Mitch Rosenfield	863.845.5628	<a href="mailto:mrosenfield@smasolutions.com">mrosenfield@smasolutions.com</a>
<a href="#">Supply Works</a>	Stephen Graefe	860.338.6759	<a href="mailto:steve.graefe@supplyworks.com">steve.graefe@supplyworks.com</a>
<a href="#">Triple S</a>	Laura Shanley	978.667.7900 x139	<a href="mailto:lshanley@triple-s.com">lshanley@triple-s.com</a>
<a href="#">Veritiv</a>	Jeff Morgan	612.244.8044	<a href="mailto:jeffrey.morgan@veritivcorp.com">jeffrey.morgan@veritivcorp.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Markup percentages are firm for the term of agreement with all distributors.
- On each supplier's Exhibit A-1 Product and Pricing Terms, there is a menu of additional services that are offered and their corresponding markup.

**Other key value and terms (continued)**

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

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

**Full launch content and additional resources available**

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**Related categories**

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

# Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

## Products and services available

This category includes paper towels, tissues and related dispensers.

## Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members.
- **Business and Industry:** Agreements with all suppliers are available to the Premier business and industry classes of trade.

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

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

## How to operationalize these agreements

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

## Aggregation opportunities

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

## Other key value and terms

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

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

## Full launch content and additional resources available

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

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

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

### Financial considerations:

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

### Product considerations:

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

### Roadblocks to conversion:

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

## Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

### Full launch content and additional resources available (continued)

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

### Related categories

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

## Soaps, Lotions and Waterless Hand Rinses

**Effective October 1, 2017**

**Expires September 30, 2020**

### Products and services available

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

### Class of trade

- DebMed, Ecolab and GOJO are available to specified acute care and non-acute healthcare facilities. GOJO's Tier 5 is available to non- healthcare facilities.
- **Business and Industry:** The agreement with GOJO is available to Premier business and industry classes of trade.

<a href="#">DebMed</a>	Tom Wirostek	704.357.4255	<a href="mailto:tom.wirostek@debmed.com">tom.wirostek@debmed.com</a>
<a href="#">Ecolab</a>	Joseph Saunders	817.306.9303	<a href="mailto:joe.saunders@ecolab.com">joe.saunders@ecolab.com</a>
<a href="#">GOJO</a>	Chris Wood	330.255.6484	<a href="mailto:woodc@gojo.com">woodc@gojo.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities


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

### Other key value and terms

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

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1086</b>	PP-NS-850

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

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

**Full launch content and additional resources available**

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

**Related categories**

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



## Premier Business and Industry categories

### **Advertising and Marketing Services** **Expires December 31, 2018**

Corporate branding, direct mailing, print, radio, television and Internet advertisements, websites, trade show booths, logo development, telesales, market research, billboards and stationery

Awarded suppliers: American Solutions for Business, Berry Network, Big Mountain Imaging, Burton & Mayer, BVK Direct, Wendling Printing, ST Printing & Communications

### **AP Audit Services** **Expires August 31, 2019**

Includes accounts payable (AP) audit service providers who identify potential price discrepancies, duplicate payments and loss of cash terms through validation of claims and successful resolution to receive payment back in the form of a credit or re-billing.

Awarded suppliers: Strategic Audit Solutions

### **Architectural Flooring Products and Services** **Expires November 30, 2018**

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

Awarded supplier: Forbo Flooring Inc., Johnsonite, Mannington Commercial, Inc., Shaw Industries, Inc., Tandus Centiva US LLC, Shannon Specialty Floors, BBL Floors, ECORE International

### **Batteries and Battery Products** **Expires July 31, 2018**

A full range of batteries and battery products, including rechargeable non-rechargeable, disposable, button cell and specialty medical batteries

Awarded suppliers: Artisan Power, Energizer Battery, Proctor & Gamble (Duracell)

### **Can Liners** **Expires July 31, 2020**

Can liners used to store and transport various types of waste, including standard waste, infectious waste, biohazardous waste, chemotherapy waste, soiled linen, infectious linen and food service

Awarded suppliers: EcoSafe, Heritage, I.B.S. Solutions

### **Ceiling Tiles, Panels and Systems** **Expires August 31, 2019**

Ceiling structural suspension systems, decorative and acoustical ceiling tiles and associated materials

Awarded supplier: USG Corporation, Certain Teed, Armstrong

### **Air Filtration Products** **Expires August 31, 2018**

Air filtration products used to assist in the heating, ventilation and air conditioning (HVAC) systems' air quality purification and control processes through the use of microfiber filtration materials

Awarded suppliers: Camfil Farr, HEPACART, Koch Filter Corporation, Tri-Dim Filter Corporation

### **Appliances and Related Products** **Expires March 31, 2018**

Refrigerators, freezers, dishwashers, stove ranges, ovens, microwaves, laundry machines (washers and dryers), and water heaters and softeners

Awarded supplier: Sears Commercial

### **Background Check Services** **Expires February 28, 2018**

This category provides prospective employers with background checks and pre-screening of candidates. Services include background checks, drug screenings and license/reference/pre-employment verifications.

Awarded suppliers: eVerifile.com, JD Palatine, MBI Worldwide, OPENonline, Pre-employment.com, Private Eyes

### **Billing and Debt Collection** **Expires July 31, 2019**

Includes billing processing service providers and debt collection agencies that collect invoice information from buyers, generating bills on their behalf and help collect payments on accounts that are past due or in default

Awarded suppliers: Northwind Companies

### **Category Market Intelligence Services** **Expires July 31, 2019**

Includes category-level market intelligence and industry information (e.g. market segmentation, market characteristics, industry conditions, key supply chain factors) for products and services.

Awarded suppliers: IBISWorld

### **Cellular Voice and Data Services** **Expires July 31, 2018**

Mobile/wireless voice and data communication devices, plans and services

Awarded suppliers: AT&T Mobility (healthcare classes of trade only), Sprint Solutions, Verizon Wireless

## Premier Business and Industry categories

### **Conveying Systems: Elevators, Escalators and Other Products and Services**

**Expires October 31, 2018**

Elevators, escalators (vertical and horizontal), automated walkways, dumbwaiters and freight elevators

Awarded suppliers: KONE, Otis Elevator Company, ThyssenKrupp Elevator Corporation

### **Custom Whiteboards**

**Expires August 31, 2020**

Custom whiteboards and accessories to be used in healthcare, education, athletic departments, restaurants and corporations and government

Awarded suppliers: Chameleon, Clarus, Viscot

### **Document Management Solutions**

**Expires July 31, 2019**

Software-based systems and solutions that organize and manage electronic and paper documents throughout an organization

Awarded suppliers: International Business Solutions Alliance (IBSA), Ricoh USA, Standard Register Company

### **Electrical and Plumbing Building Materials**

**Expires April 30, 2022**

Electrical and plumbing products and services used to assist in new, retrofit and renovation products

Awarded suppliers: Crescent Electric, Graybar Electric, WESCO

### **Equipment Leasing and Financial Services**

**Expires March 31, 2019**

This category includes third party leasing services that provide innovative capital equipment acquisition options and solutions to assist members with adopting the latest technology and/or upgrades while protecting against equipment obsolescence.

Awarded suppliers: First Financial Healthcare Solutions

### **Exam Gloves**

**Expires April 30, 2019**

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

Awarded suppliers: Medline Industries Inc., Innovative Healthcare Corporation, Medglov, Inc., S2S Global

### **Credit Card Services**

**Expires February 28, 2018**

Equipment and services for processing credit card transactions, as well as secure online payment solutions

Awarded suppliers: Paymentus, Solupay Consulting, Sun Communications, USPAY Group

### **Digital Media and Resource Materials**

**Expires August 31, 2020**

Printed and web-based publications as well as reference, research and information resources for health, non-health, scientific, educational, financial, compliance/legal and technical products; also includes associated management services

Awarded suppliers: Hilton Publishing (HPC), J.A. Majors

### **Document Solution System and Specialty Products**

**Expires December 31, 2018**

This category includes items used in documentation, such as preprinted orders, home health mandated documentation tools, binders, labels, signage and medical surgical products.

Awarded suppliers: Briggs Medical Service Company

### **Energy Services: Procurement, Efficiency and Renewable**

**Expires December 31, 2018**

Performance-based supply-side energy management services, such as real-time online reverse energy auctions, energy procurement and energy efficiency services

Awarded suppliers: Brogdon Group, Hospital Energy, NRG Advisory

### **Equipment Liquidation and Related Services**

**Expires May 1, 2019**

This category includes liquidation and disposal services for excess medical and non-medical (office, IT) equipment.

Awarded suppliers: EcoMed Healthcare Technology Management LLC, Manage Resource Group, TekYard Medical, The Ettin Group, AnewMed, Inc., Centurion Service Group, LLC

### **Executive Recruiting**

**Expires January 31, 2020**

Recruiting services of personnel at the director level and above, including chancellors, chief officer positions, clinical department chairs, deans, directors and vice presidents

Awarded suppliers: The Knight Group, Synergy, Witt/Kieffer

## Premier Business and Industry categories

### **External Defibrillators and Related Products** **Expires May 31, 2019**

Manual external defibrillators and automated external defibrillators (AEDs). The category also includes nondisposable cables and leads, proprietary dispersive pads, batteries, storage cases and CPR assistive devices.

Awarded suppliers: Philips Healthcare, Zoll Medical Corporation

### **Floor Care Equipment** **Expires February 29, 2020**

Industrial-grade cleaning equipment, such as scrubbers, burnishers, vacuums and extractors, for the maintenance of hard and soft surfaces

Awarded suppliers: Diversey, Nilfisk-Advance, Tennant

### **Gypsum Board and Drywall** **Expires August 31, 2019**

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

Awarded suppliers: USG Corporation

### **Hardware and Software Resellers** **Expires October 31, 2020**

Companies that sell products and services such as computer hardware, software, peripherals, accessories and professional services.

Awarded suppliers: CDW Government, Insight Direct, PC Connection, Zones

### **Housekeeping Products** **Expires January 31, 2018**

Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring

Awarded suppliers: 3M Company, Diversey, Procter & Gamble, Spartan Chemical Company, Wexford Labs

### **Inbound and Outbound Freight** **Expires May 31, 2019**

Suppliers that provide shipping services across the United States, Puerto Rico and Canada

Awarded supplier: Federal Express

### **Fire, Life Safety, Security Systems and Services** **Expires December 31, 2018**

Fire, life safety and security system products and the related scheduled and unscheduled services (such as design, installation, repair and general on-call maintenance)

Awarded suppliers: Cintas, Critical System Solutions, IDenticard, ODS Security Solutions, Siemens

### **Furniture and Systems, Casegoods, Seating and Accessories** **Expires December 31, 2017**

Furniture, cabinetry, casegoods, seating, ergonomics, accessories, restoration and repair

Awarded suppliers: Allseating, Durfold, Haworth, Krueger International, National Office Furniture, Novum Medical Products, Stryker

### **Hard Copy Document Shredding and Offsite Storage Services** **Expires July 31, 2019**

Onsite and offsite shredding, removal of confidential and secured hard copy paper and related files, destruction, offsite storage and temporary secured document storage units

Awarded suppliers: AMS Store & Shred, Shred-it

### **High Density Mobile Storage** **Expires February 28, 2018**

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

Awarded suppliers: Montel Aetnastak, Inc., Quantum Healthcare Direct, Spacesaver Corporation

### **Ice Machines and Water Dispensing Products and Services** **Expires June 30, 2020**

Ice and water dispensing machines, stand-alone water dispenser units and under-counter healthcare grade refrigeration/freezers, and related services

Awarded supplier: Follett Corporation, Scottsman Ice Systems

### **Interior and Exterior Signage** **Expires February 29, 2020**

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

Awarded suppliers: 2/90 Sign Systems, Mandeville, MDM, South Water

## Premier Business and Industry categories

### **Intermediate Level Disinfectant Wipes** **Expires April 30, 2020**

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

Awarded supplier: Certol International, Clorox Sales Co., Diversey Inc., Metrex Research, Professional Disposables International (PDI)

### **Lawn Care Services** **Expires October 31, 2018**

Landscape consulting, design, build, installation, excavation, exterior maintenance, tree care services and snow removal

Awarded suppliers: The Brickman Group, Northwest Companies, Spartan Chemical Company, State Industrial Products, U.N.X.

### **Maintenance, Repair and Operations (MRO)** **Expires April 30, 2022**

Distribution of MRO supplies, including cleaning and office supplies, industrial supplies, daily operational supplies, consumables for laboratories and construction materials for plumbing, electrical and information technology

Awarded suppliers: AirSupply Tools, Grainger Industrial Supply, The Part Works

### **Mobile Storage Services** **Expires July 31, 2018**

Includes portable storage solutions, including self-storage containers, shipping containers and mobile offices.

Awarded supplier: Mobile Mini Inc

### **Modular Casework, Storage Systems and Mobile Carts** **Expires June 30, 2018**

Non-stainless steel modular casework, mobile computer carts, storage systems, warming cabinets and medical transport carts

Awarded suppliers: Groupe Lacasse, Lakeside, MASS Medical, Solaire Medical, Stanley InnerSpace

### **MSDS Management Services** **Expires February 29, 2019**

Online material safety data sheet management tools, such as on-demand compliance, electronic solutions, consulting and training, indexing, cross-referencing, storing and filing electronic records

Awarded supplier: CloudSDS

### **Laundry Products and Maintenance** **Expires December 31, 2018**

Detergents, bleaches, sours, softeners, starch, antichlor, specialty products (solvent boosters, label removers, mildew inhibitors, fungicides), shop towel dyes and mat kits, energy savings programs, evaluation tools and audits

Awarded suppliers: Ecolab, Gurtler Industries, Midlab, Procter & Gamble, Spartan Chemical Company, State Industrial, U.N.X.

### **Mailing Services** **Expires April 30, 2020**

Mailing services that aid business productivity by reducing time spent on mailing activities such as labeling, inserting, sorting and metering

Awarded supplier: OMG

### **Managed Print Services, Devices and Accessories** **Expires December 31, 2018**

The professional services, software, hardware, equipment and accessories used to execute and manage print, faxing and scanning

Awarded suppliers: Guy Brown, Konica Minolta, KYOCERA, Ricoh, Staples, Xerox, Pharos Systems International

### **Mobility Aids** **Expires July 31, 2018**

Includes products, such as canes, crutches, walkers and wheelchairs, designed to improve mobility of people.

Awarded suppliers: Medline Industries, Drive Medical Design & Manufacturing, Alco Sales & Service Co., S2S Global

### **Moving Services** **Expires July 31, 2020**

Services to aid in interstate and intrastate, residential and commercial moves; includes packing/unpacking, crating/uncrating, moving heavy furniture and medical equipment, long-term container storage services, rentals and logistics

Awarded suppliers: Armstrong Relocation, Beltmann, Ewing Moving Service, HCR, SIRVA Worldwide, Stevens Worldwide, Wheaton

### **Office Supplies and Business Services** **Expires July 31, 2020**

Routine office supplies, products and services that help run your business, including paper, toner, break room and janitorial supplies, technology, furniture, print service and promotional products

Awarded suppliers: American Office Product, Friends Business Source, Guy Brown, Materials Management Services, Office Depot, Staples

## Premier Business and Industry categories

### **Offsite Storage Services** **Expires January 31, 2020**

Secure offsite storage, archiving services and temporary secured document storage units

Awarded suppliers: 2-20 Records Management, AMS Store & Shred, Vital Records Control

### **Paper and Janitorial Supply Distribution** **Expires October 31, 2020**

Distributors who provide janitorial and sanitation products, such as can liners, floor care, housekeeping products, paper towels and tissue, and soaps and lotions

Awarded suppliers: AFFLINK, Interline Brands (SupplyWorks), Network Services, Office Depot, Standardized Sanitation Systems (Triple S), Strategic Marketing Alliance, Veritiv

### **Parking Management, Equipment and Services** **Expires August 31, 2019**

Parking management (snow/ice removal, valet, concierge, wheelchair assistance, lot/garage security), parking lot equipment and system design and layout

Awarded supplier: E&B Parking Services

### **Personal Care Kits and Components** **Expires July 31, 2018**

Includes individual products and or groups of products packaged in a standard or customized kit as part of the patient admission process (e.g. toothbrushes, toothpaste, combs, hairbrushes, shaving cream, singleedged razors, deodorant, mouthwash, patient belongings bags, pens, tumblers, carafes and emery boards)

Awarded suppliers: Care Line

### **Physical Therapy Products and Exercise Equipment** **Expires February 29, 2020**

Physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability

Awarded suppliers: Medcom, Performance Health Supply

### **Pool and Spa Products** **Expires June 30, 2019**

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

Awarded suppliers: Leslie's Poolmart

### **Paint and Related Sundries** **Expires February 29, 2019**

Coatings (paints, primers, sealers, acrylic block filters, varnishes, urethanes, oil stains, deck sealers) and sundries (brushes, ladders)

Awarded supplier: National Paint Alliance

### **Paper Towels, Tissues and Dispensers** **Expires September 30, 2019**

Paper towels, tissue and related dispensers

Awarded suppliers: American Textile Systems, Georgia-Pacific Consumer Products, Kimberly-Clark Professional, SCA Tissue, von Drehle

### **Patient and Public Ground Transportation Vehicles** **Expires September 30, 2019**

Shuttle buses, handicap accessible vehicles, full-sized vans, and school, municipality and prison buses.

Awarded supplier: Transportation Equipment Sales Corp, Captitol Coachworks, Inc

### **Pest Elimination Services** **Expires February 29, 2020**

The treatment and elimination of pests: bedbugs, cockroaches, rats, ants, mice, flies, spiders, stored product insects, stinging pests and occasional/seasonal invaders

Awarded suppliers: Ecolab, Orkin, Rentokil

### **Pneumatic Tube Systems and Services** **Expires April 30, 2020**

Pneumatic tube systems products include: stations, blower assemblies, diverters, carriers, gauges, control centers/panels, tubing and autonomous mobile robotics.

Awarded suppliers: Memios, Pevco Systems

### **Postage Meters and Mailing systems** **Expires May 31, 2021**

This category includes postage meters and mailing systems that are licensed by the United States Postal Service.

Awarded suppliers: Pitney Bowes, Piedmont Digital Solutions

## Premier Business and Industry categories

### **Purchasing Cards and Electronic Payables Expires October 31, 2018**

An electronic accounts payable solution

Awarded suppliers: American Express, Bank of America, PNC Bank National Association

### **RFID Asset Tracking and Management Solutions Expires January 31, 2019**

Patient security systems utilized in various healthcare settings to prevent the abduction of children ranging in age from neonate through youth. The category also includes equipment to locate patients and prevent elopement or wandering in the older teen and geriatric populations.

Awarded suppliers: Champion Medical Technologies, AeroScout

### **Service Awards and Promotional Products Expires May 31, 2019**

Products and offerings for rewarding staff, such as service and recognition awards and incentive points programs

Awarded suppliers: American Solutions for Business, Office Depot, Positive Promotions, Proforma Promographix, Standard Register, Staples

### **Stainless Steel – Equipment, Storage Systems and Mobile Carts (Medical and Non-Medical) Expires February 28, 2018**

Manufactures of stainless steel cabinetry, casework, foodservice, mobile transport carts, shelving, IV and specialty stands, scrub sinks and tables

Awarded suppliers: Blickman, Lakeside Manufacturing, Pedigo

### **Surgical and Isolation Masks Expires December 31, 2019**

Products that are a protective covering for the face that covers the mouth and nose and prevent inhalation of dangerous substances or the dispersal of exhaled infective material

Awarded suppliers: Cardinal, Halyard Sales, Medline, Precept Medical Products, Prestige Ameritech, S2S Global, TIDI Products

### **Third Party Freight Management Expires May 31, 2019**

Third party freight management services (freight reduction, cost analysis, rate improvement) and supply chain management functions (warehousing, transportation, distribution, freight consolidation)

Awarded suppliers: Triose

### **Reusable Textiles and Textile Services Expires November 30, 2018**

Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles and hamper bags

Awarded suppliers: Above the Sill, American Dawn, Cube Care, Encompass Group, Hinson & Hale Medical Technologies, Medline Industries, Phoenix Textile, Silentia, Standard Textile, WebbShade

### **Roofing Products, Systems and Services Expires May 31, 2018**

Built-up roof systems, single ply and multi membranes, tar pitch, polyvinyl-chloride (PVC), plastics, modified asphalt systems, solar and green roofing, caulking, tuck pointing, flashing, waterproofing, installation, repair, maintenance and emergency response

Awarded suppliers: Garland Company, Johns Manville, Simon Roofing (SR Products), Tremco.

### **Soaps, Lotions and Waterless Hand Rinses Expires September 30, 2020**

Cleansing products such as alcohol rubs, hand rinses, foams, sprays and lotions as well as lotions intended for moisturizing purposes

Awarded suppliers: DebMed USA, Ecolab, GOJO

### **Support Services Outsourcing – Facilities Operations Expires March 31, 2019**

Third party outsourcing of facilities management services, including housekeeping and environmental services, laundry and linen services, plant operations and patient transport

Awarded suppliers: ABM Healthcare, Aramark Uniform and Career Apparel, DSS Staffing, MEDtegrity, SDB Contracting, Rickman Enterprise, Southwest Linen, Xanitos

### **Television Systems and Services Expires February 29, 2020**

Healthcare-grade and commercial-grade television systems and accessories

Awarded suppliers: D&L Communication Systems, MDM Commercial Enterprises, Telehealth Services

### **Total Building Environment Systems and Controls Expires December 31, 2018**

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

Awarded suppliers: Siemens Industry Inc.

## Premier Business and Industry categories

### **Transcription Services** **Expires December 31, 2018**

Companies that provide the technology, resources, and services that allow healthcare providers to outsource medical transcription services and software requirements to third parties for processing.

Awarded suppliers: Accutype Medical Services, Acusis LLC, American Healthcare Documentation Professionals, Chase Transcriptions, Inc, Healthcare Global Inc, Keystrokes Transcription Service, Inc., MDofficeManager, RecordsOne, Softscript, Inc.

### **Uniforms, Mats, Microfiber and Towels** **Expires January 31, 2018**

The rental/lease or direct purchase of uniforms, mats, microfiber and/or towels

Awarded suppliers: Cintas, Superior Uniform Group, UniFirst, Vestagen Protective Technologies

### **Vending Machines and Services** **Expires December 31, 2017**

Vending machines (coffee, ice cream, frozen meals, beverages), kiosks, equipment, supplies and payment solutions technology (such as changers and ATMs)

Awarded suppliers: Gilly National, Vendture

### **Wall and Door Covering and Protection** **Expires January 31, 2019**

Wall and door coverings that provide increased protection for daily use and high-impact areas (wallpaper, handrails, chair rails, corner guards, bumper rails, wall panels, bed locators and door protectors)

Awarded suppliers: Pawling Co., Koroseal Interior, Inpro Co.

### **Waste Management Products and Services** **Expires May 31, 2019**

Consulting, audits, collection, hauling, incineration, landfill, waste disposal, sharps container services, recycling and biomediation

Awarded suppliers: AMS Med Waste, Clean Harbors, Curtis Bay, Daniels Sharpsmart, LBMedwaste, Medi-Waste, Rubicon, Refuse Specialists, Specific Waste, Sustainability Resources International, Stericycle, TransChem

### **Workforce Solutions – Human Resources Technology** **Expires July 31, 2020**

Software applications, such as personnel sourcing and tracking, payroll, benefits, administration, performance development and regulation compliance, that improve and oversee talent management and performance

Awarded supplier: Job Market Maker

### **Translation and Interpretation Services** **Expires June 30, 2020**

Language translation (document translation, document typesetting) and interpretation services (in-person, via telephone, video conferencing)

Awarded suppliers: GLOBO Language Solutions, InDemand Interpreting, Language Services Associates, Propio, Transperfect

### **Vehicle Rental Services** **Expires October 31, 2020**

Rental of vehicles for business and personal use. Vehicle subcategories include cars (economy, compact, intermediate, standard, full, premium, luxury), sports utility vehicles (SUVs), vans and trucks.

Awarded supplier: Hertz

### **Wall Art and Mirrors** **Expires April 30, 2019**

Artwork and mirrors available for lease or purchase, as well as consultation and design services

Awarded suppliers: Ambiance Group, ARCH Design, Artistic Framing, Great American Art, RAO Contract Sales, Robert Smith Fine Art

### **Warewashing Chemicals and Related Products** **Expires August 31, 2019**

This category includes chemicals used in the process of the washing and sanitation of kitchen ware and cutlery.

Awarded suppliers: Ecolab, Inc.

### **Water Treatment Products, Systems and Services** **Expires March 31, 2020**

Water management specific to cooling towers and boilers, chemical applications, related water treatment services, detailed system audits and diagnostics used to prescribe the best chemical, equipment/service programs that lead to water and energy savings, asset preservation and increased plant reliability and safety

Awarded suppliers: Chem-Aqua, ChemTreat, Garratt-Callahan, H-O-H Water Technology, Nalco, Pall Corporation

### **Workforce Solutions – Managed Service Providers** **Expires March 31, 2021**

All-inclusive contract labor management services that manage the procurement, selection, engagement and tracking of contract labor workers

Awarded suppliers: AMN Healthcare

## Premier Business and Industry categories

### **Workforce Solutions – Staffing** **Expires March 31, 2018**

Staffing services for temporary, contract and/or direct placement labor for positions within the healthcare industry, such as nursing, allied health, physicians and medical offices

Awarded supplier: AMN Healthcare

*Last updated: September 11, 2017*





# 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-FA-007	Behavioral Health Furniture and Design Services	Blockhouse
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.](mailto:custom_contracting@premierinc.com)

Interested in creating a custom contract for your system or member group?

[Contact your Premier representative.](#)



# QUITE SIMPLY THE MOST VALUABLE TOOL IN YOUR HANDS. US.

CAPITAL AND CONSTRUCTION: IT'S TIME TO TAME THE CHAIN

**Are you planning, designing or buying capital equipment technology?**

**Are you getting the best equipment at the lowest price?**

**Now you can.**

**Average identified savings for members using MEMdata services: 10-18 percent**

## MEMdata

**Comprehensive suite of solutions for construction, renovation, and routine capital projects**

- Equipment planning
- Equipment procurement
- Equipment budgeting
- Price benchmarking
- Equipment savings

Yes, we're all about having the right tool for the right job. Introducing Premier Capital and Construction: a supercharged supply chain service line focused on helping you lower costs at any or every stage of your construction, renovation project or routine capital procurement.

Capital equipment is a large-spend category that presents challenges since products are purchased infrequently, technology changes rapidly, and there is significant pricing variation. You face changing needs and fragmented services. Yet you need to make the right choices when planning and acquiring capital equipment.

To help you gain significant savings and value in both the near and long term, Premier has acquired MEMdata, a technology management firm serving existing medical facilities and those under construction.

By integrating Premier's robust portfolio with MEMdata's solutions, we'll help you lower costs, increase your efficiency, and improve your facilities to better serve your patient population. Benefits to you include:



**Integrated approach to capital planning and procurement**



**Competitively derived price intelligence to make decisions**



**Lower cost for clinical and non-clinical capital equipment**



**Your needs matched with turnkey or customized programs and consulting support**



“We replaced our previous equipment planning firms with MEMdata. **They promptly cleaned up our plans and specs and saved us over \$4 million on equipment. In design meetings they called up pictures and specs from their website in moments.** I highly recommend MEMdata.”

Jack Robinson, CFO

- St. Joseph’s Healthcare System, New Jersey

## ACHIEVE SUPPLY CHAIN SAVINGS IN CAPITAL EQUIPMENT AND CONSTRUCTION

### PERFORMER ELITE PROGRAM

MEMdata leverages an electronic request for proposal process and a proprietary database of more than 35,000 products and specifications to benchmark the capital equipment price quotes you receive against the best prices in the market. They then provide the final pricing working with your team, delivering significant savings.

MEMdata’s service is based on providing price transparency by comparing clinically equivalent products and maintaining a national database of pricing. Services include:

- Electronic RFP competitive bidding
- Capital equipment price intelligence
- Budgeting services and software
- Fair market valuations of used equipment
- Total cost of ownership calculator
- Maintenance reviews
- Equipment specification sheets
- Flexible pricing options including no charge unless savings are realized

### EQUIPMENT PLANNING AND PROCUREMENT SERVICES

This service offers full equipment planning and procurement services for healthcare construction projects. Gain access to best practices in medical facility space planning, equipment budgeting, procurement and installation for all equipment needs. Services include:

- User group design sessions
- Capital equipment budgeting and tracking
- AutoCAD/Revit design, drafting and printing
- Unmatched procurement and pricing intelligence
- Existing inventory services; useful life determinations
- Equipment charge order protection and mitigation
- MEMplanner Pro software
- Initial outfitting and transitions
- Services for health systems, DoD, and VA
- Customized fees based on services requested

**MEMdata**



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**With the right tools, our comprehensive portfolio and expert support you can plan, build and acquire capital with confidence.**

### FOR MORE INFORMATION PLEASE

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### About Premier, Inc.

Premier, Inc. (NASDAQ:PINC) is a leading healthcare improvement company, uniting an alliance of more than 2,900 U.S. hospitals and nearly 100,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.

PREMIERINC.COM



# Solutions

Premier Insurance Management Services Inc. (PIMS)

## ANCILLARY BENEFIT ANALYSIS

# Analyze and control costs of ancillary benefit plans.

### **REVEAL THE ACCURACY OF ANCILLARY BENEFIT PLAN RATES**

How do you know your ancillary benefit plan rates are correct? Incorrect rates means higher premium costs.

### **EASE THE BURDEN ON HUMAN RESOURCES**

We do all the work including getting data from insurance carriers.

### **A RESULTS DRIVEN SOLUTION**

Offered exclusively to Premier members with 2,000 or more employees.

Ancillary benefit plans are frequently overlooked during analysis of health and dental plans. A specialized solution to address this growing need will help your organization control life and disability insurance costs and confirm the accuracy of your plan experience. Our industry-leading, best practice analysis provides an impartial, objective review ensuring the best coverage for your employees and fair, accurate rates for you.

### **AN ADVOCATE FOR TRANSPARENCY**

Unite with an experienced professional whose sole objective is to provide you with full disclosure of where your insurance dollars are spent. Our comprehensive, independent analysis of ancillary plans reviews your insurance carrier claims data, reserves, and expenses, and reforecasts your experience to provide a more accurate picture of how your plans are running. Transparency is necessary in today's benefit world so take control and know exactly what fees and charges are used to create your insurance rate.

### **QUANTIFIABLE RESULTS**

Validation and refinement of ancillary benefit claims data drives results. In an executive summary provided to you after the analysis, you will have a total understanding of your actual claims experience. Claims experience is a critical factor with insurance rate development. The analysis highlights for you the observations and opportunities to improve the financial performance of your ancillary benefit plan, and provides an immediate cost savings to your organization. To qualified Premier alliance members, the analysis is risk and cost free.

13034 Ballantyne Corporate Place  
Charlotte, NC 28277

T 704 357 0022

444 N Capitol Street NW  
Suite 625  
Washington, DC  
20001-1511  
T 202 393 0860  
F 202 393 6499

12544 High Bluff Drive  
Suite 430  
San Diego, CA 92130

T 858 481 2727  
F 858 481 8919

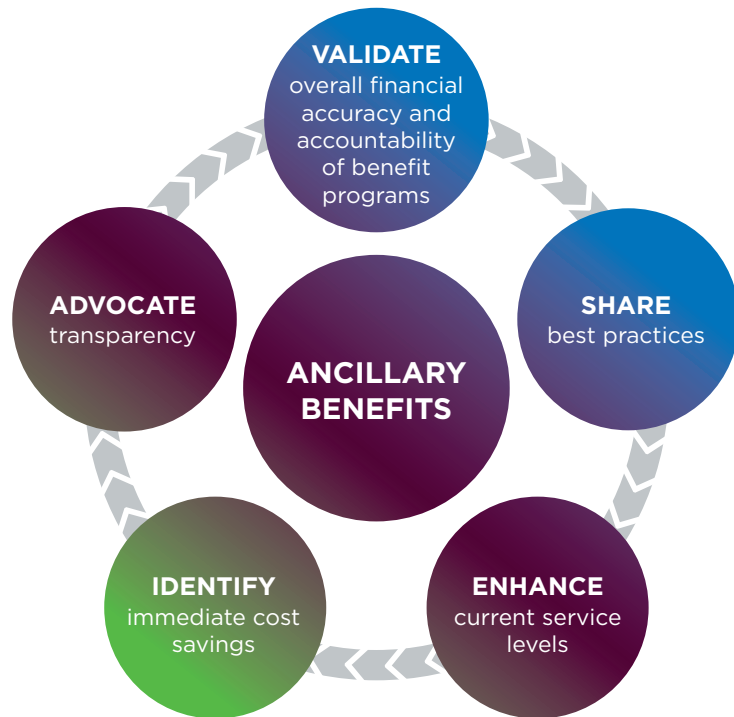
PREMIERINC.COM

Premier Insurance Management Services, Inc., a subsidiary of Premier, does business as Premier IMS Insurance Services in California, Premier Insurance Management Services of Illinois in New Hampshire, and Premier I.M.S. Insurance Agency in Oklahoma and New York.

## CONTINUED ACCOUNTABILITY

A quarterly analysis confirms the accuracy of your claims data more frequently, identifies financial trends in experience and provides the opportunity to present or evaluate new concepts and programs.

Universal Benefit Solutions, PIMS' endorsed national consulting firm, will perform the quarterly analysis of your ancillary benefit plans, handle all aspects of data collection with the insurance carrier and establish quarterly stewardship meetings with you to review their findings. Best of all, the experienced professionals with Universal Benefits Solutions remove the burden from human resources so they can direct their energy to other responsibilities.

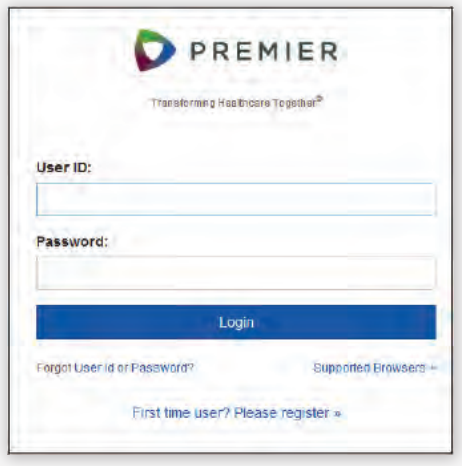


### CONNECT WITH US TO LEARN MORE

Members with 2,000 or more employees can learn more about this service by contacting us at [insurance@premierinc.com](mailto:insurance@premierinc.com) or through the Premier Solution Center at 877.777.1552.

### Log in to PremierConnect®

1. Go to <https://premierconnect.premierinc.com>.
2. Enter your existing user ID and password to log in.
3. Click the **Marketplace** tile in the middle of the page.



### Who can shop on Marketplace?

Anyone with a PremierConnect® user ID and password has access to Marketplace.

GPO members can access additional special offers like Group Buys.



### What type of discounts are available?

Take advantage of savings and special offers on exam gloves, protective apparel, stethoscopes, wood products, tourniquets, pharmaceuticals, and much more. We are adding new products every quarter. So let us know what else you would like to buy.

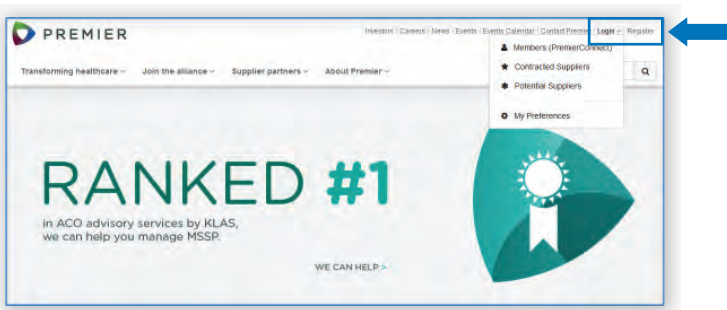


### Core member benefits:

- Consumer shopping experience
- Transparent price
- Small order shipment
- Deep discounts and special offers
- Access to Bloodbuy®, connecting hospitals to blood suppliers
- Access to Group Buy, connecting hospitals to short-term, discounted capital (for GPO members only)

### Create a Premier user ID/password to access PremierConnect

1. Go to <https://www.premierinc.com>.
2. Click on the **Register** link on the top right of the page.
3. Complete the applicable sections of the registration page, including the personal information section. In the Business Address section enter the phrase **Marketplace**.
4. Finish by scrolling to the bottom and clicking **Submit**.
5. Your registration will process in 3–5 business days. Once you have your PremierConnect user ID, log in to Marketplace at <https://premierconnect.premierinc.com>.



### How do I access Marketplace?

To access Marketplace, log in to our PremierConnect® platform.

If you need any help registering for PremierConnect, please contact the Premier Solution Center at 877.777.1552 or [solutioncenter@premierinc.com](mailto:solutioncenter@premierinc.com).

Help us innovate and improve! Try our shopping portal, let us know what you think and give ideas. We would love to hear from you: [premiermarketplace@premierinc.com](mailto:premiermarketplace@premierinc.com).

[PREMIERINC.COM](https://www.premierinc.com)





# 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](mailto: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](mailto:solutioncenter@premierinc.com)

## Accessing an electronic version of this book

A PDF version of this and other portfolio books can be found by visiting the [Portfolio Books](#) page on PremierConnect. You can also find the books through the [Supply Chain News](#) tile on PremierConnect.