



Cardiovascular Services Portfolio Overview and Resources

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Donald H. McGahee, Vice President - HPS
don.mcghee@healthcareprocurement.com
Phone: (770) 953-3056 - Fax (770) 771-5945



Value analysis

A value analysis (VA) program is established to lead and manage the process for obtaining quality supplies, services and equipment, and to ensure their availability at the lowest total cost to support quality patient care in a fiscally responsible manner. Value analysis must be structured within a framework of quality and safety focusing on the appropriate utilization of supplies and services. It must also follow applicable organizational processes and support the health system's mission, vision and strategic goals.

This is accomplished through standardization, pricing optimization, implementation of cost-savings initiatives and identification and elimination of waste, redundancy and inefficiency throughout the organization. It is a decision-making process that takes into account and strives to balance issues related to quality, patient and staff safety, revenue enhancement and charge optimization across the continuum of care.

These processes provide the structure that healthcare organizations will need to face the challenges of an ever-changing healthcare landscape.

Successful value analysis programs use the VA process and a value analysis team as the point of entry for any new products under consideration for purchase by the organization. In addition, they are responsible for and coordinate contract review, renewal, implementation and compliance.

At small organizations or in developing programs, creating the process and policy around new product introduction and contract review is a primary area of focus. The development and adherence to these policies will serve as a strong foundation of the overall value analysis process.

Senior leadership involvement in the development of these policies, and more importantly the support of them, in the early stage of implementation is critical to overall success and cannot be passive.

More mature and robust VA programs will engage in more complex standardization efforts around clinically sensitive product categories, focus on reimbursement implications of product selection and address utilization issues that can yield phenomenal financial rewards for healthcare organizations. In these systems, the focus will be a more advanced level of complexity.



Learn more:

Download [Premier's Value Analysis Guidebook](#) to discover how to develop a strong, structured value analysis process as a strategic tool.

Overview of Premier, Inc.

Premier, Inc. is a leading healthcare improvement company, uniting an alliance of approximately 3,750 U.S. hospitals and 130,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide.

➤ **Our mission:**

To improve the health of communities

➤ **Our vision:**

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

➤ **How do we do it?**

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

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

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

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

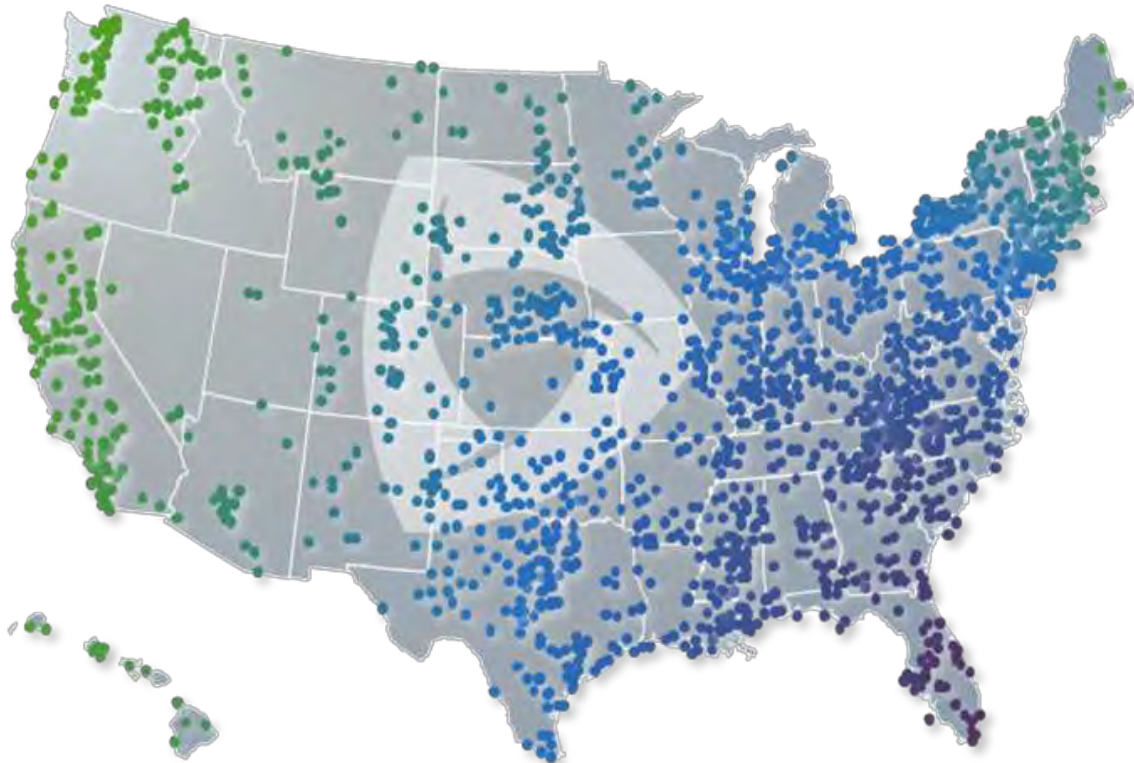




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^A ASCEND contract numbers are included where applicable. For materials that support ASCEND agreements, please visit the [ASCEND portal](#).

Cardiac Rhythm Management

Effective April 1, 2017

Expires March 31, 2019

Products and services available

This category includes pacemakers, implantable cardioverter defibrillators (ICDs), cardiac resynchronization therapy pacemakers (CRT-Ps), cardiac resynchronization therapy defibrillators (CRT-Ds), insertable cardiac monitors (ICMs), leads, lead extraction and accessories.

Class of trade

- Agreements with Biotronik, Boston Scientific, Cook and Oscor are available to acute care, non-acute healthcare and non-healthcare facilities.
- Medtronic is available to acute care and non-acute healthcare providers only.

Biotronik	Aaron Schneider	504.579.4686	aaron.schneider@biotronik.com
Boston Scientific	Mykkia Cameron	513.348.0061	mykkia.cameron@bsci.com
Cook	Chris Smith	877.544.6140	chris.smith@cookmedical.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com
Oscor	Andrew Giraldo	727.937.2511	agiraldo@oscor.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Biotronik, Boston Scientific, Medtronic and Oscor.
- Cook requires price activation for Tier 1.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Biotronik, Cook and Oscor.
- Boston Scientific allows aggregation for multi-facility systems and established networks of facilities with the ability to influence purchasing decisions. Members include owned, leased and managed (OLM) facilities and aggregation will be allowed upon mutual consent.
- Medtronic allows aggregation for members who own and operate multi-facility systems, have the ability to coordinate purchasing decisions and identify as top or direct parents.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Biotronik offers 2.8 percent savings overall compared to the expiring agreement.
- Biotronik offers a new customer discount for member who have no sales with Biotronik in the prior 12 months.
- Boston Scientific offers 5 percent savings overall compared to the expiring agreement.
- Medtronic offers 1 percent savings overall compared to the expiring agreement.
- Oscor offers 0.9 percent savings overall compared to the expiring agreement.
- Available direct: Biotronik, Boston Scientific, Cook, Medtronic and Oscor.

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
 BIOTRONIK excellence for life	PP-CA-301	PP-CA-205
 Boston Scientific	PP-CA-302	PP-CA-206
 COOK MEDICAL	PP-CA-305	New
 Medtronic	PP-CA-303	PP-CA-207
 OSCOR	PP-CA-304	PP-CA-208

Oscor is a small business enterprise (SBE).

Financial considerations:

- Reimbursement
- Warranties
- Data templates for all pay, capitation and limited supplier contracting strategies
- Value-adds such as new member discounts

Patient safety and satisfaction:

- Appropriate use criteria
- Remote monitoring capability

Roadblocks to conversion:

- Existing supplier relationships
- Supplier support for ongoing patient follow-up

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 overview intended to assist supply chain management and other non-clinicians with a basic understanding of cardiac rhythm management devices.
- Feature map: Reference for clinicians and physicians to identify the varying device features and capabilities required to treat specific cardiac rhythm disorders. [PDF](#) | [Sortable Excel](#)
- [CRM cost-modeling tool](#): Excel tool that allows you to compare CRM costs within your facility to gauge opportunities that may exist within Premier's new contract portfolio.
- [Lead extraction cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents.
- [Warranty information](#): A PDF overview of each supplier's prorated warranty by product type.

Clinical Field Specialist support is available to assist members in reviewing these new contracts. Examples include custom analysis of a member's current market share and utilization, financial impact of the new contracts on current spend and opportunities to reduce unnecessary variation. In addition, clinical education regarding cardiac anatomy, procedures to diagnose and treat coronary artery disease (CAD), products used during these procedures, and a review of market trends and new technology is also available. Clinical Field Specialist support is a value-added resource that is available to all members at no charge.

If you are interested in a custom analysis and/or educational offering, Chris Lindahl, RN MS is the CV Clinical Field Specialist and she can be reached at chris_lindahl@premierinc.com or 630.715.7772.

Cardiopulmonary Rehabilitation Monitoring Solutions

Effective March 1, 2017

Expires January 31, 2019

Products and services available

This category includes solutions utilized by cardiopulmonary rehabilitation centers to monitor and collect data on their patients' physiologic responses to the rehabilitation program. These solutions include the ability to generate customized reports.

Class of trade

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

ScottCare	Lisa Kendall	800.243.9412	lisak@scottcare.com
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Note: Supplier contact information is current as of February 17, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- Electronic price activation (PA) is required at Tier 2. A Participating Member Designation Form (PMDF) must be attached to electronic PA.
- Multi-facility systems must commit 85 percent of purchases to ScottCare to qualify for Tier 2.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement.
- ScottCare's new agreement pricing offers 25 percent savings off of list price.
- ScottCare offers additional seller opportunities not covered under Premier's group purchasing program. See value-adds in the value analysis toolkit for details.
- ScottCare is available direct.


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

Full launch content and additional resources available

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Related categories

- **Non-invasive Cardiology Equipment:** Products that assist in assessment and diagnosis of cardiac function (e.g. electrocardiograph (ECG) machines and carts, ECG management systems, Holter monitors and stress testing)
- **Physiological Monitoring Systems:** This category includes:
 - Physiological monitoring systems, which monitor patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure so physiological changes can be identified and, if necessary, treated
 - Vital signs monitors, which periodically measure multiple vital signs parameters such as blood pressure and temperature

Awarded supplier		
Supplier	New	Expiring
	PP-CA-306	New

Financial considerations:

- Reimbursement
- Warranties
- Training costs

Patient safety and satisfaction:

- Connectivity capabilities to EMR/EIMS reduce data entry errors
- Interface ease of use
- Ability to customize treatment plans

Roadblocks to conversion:

- Existing supplier relationships
- Capital budget constraints

Diagnostic and Interventional Cardiology Products

Effective July 1, 2016







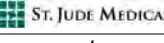
Expires June 30, 2019

Products available

This category includes angioplasty balloon catheters, diagnostic catheters, fractional flow reserve, fluid management, guide catheters, guidewires, inflation devices, intravascular ultrasound and sheaths/introducers.

Class of trade

- Abbott, ACIST, Boston Scientific, Merit and St. Jude are available to acute care, continuum of care and Premier REACH™ members.
- Cardinal is available to acute care facilities and surgery centers only.
- Medtronic is available to acute and non-acute healthcare facilities only.

Awarded suppliers		
Supplier	New	Expiring
 Abbott	PP-CA-273	PP-CA-219
 ACIST	PP-CA-278	New
 Boston Scientific	PP-CA-272	PP-CA-220
 CardinalHealth™	PP-CA-275	PP-CA-221*
 Medtronic	PP-CA-274	PP-CA-222
 MERIT MEDICAL	PP-CA-277	PP-CA-223
 ST. JUDE MEDICAL	PP-CA-276	PP-CA-226

The current agreements with Teleflex (PP-CA-225) and Oscor (PP-CA-224) expire June 30, 2016.

*Cordis was [acquired](#) by Cardinal in October 2015.

Abbott	Bob Laird	980.328.4027	robert.laird@abbott.com
ACIST	Scott Liskey	703.608.5369	scott.liskey@acist.com
Boston Scientific	Mykkia Cameron	614.327.9656	mykkia.cameron@bsci.com
Cardinal	Tim Gruber	513.484.4825	timothy.gruber@cardinalhealth.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com
Merit	Susan Harrington	978.273.2847	susan.harrington@merit.com
St. Jude	Bob Laird	980.328.4027	robert.laird@abbott.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with ACIST, Boston Scientific and Medtronic.
- Abbott, Cardinal, Merit and St. Jude require PMDF/PA at all tiers.
- Cardinal accepts electronic price activation only.

Aggregation opportunities

- Abbott allows aggregation for top/direct parents of multi-facility systems and established networks.
- ACIST allows aggregation for multi-facility systems, GPOs and established networks.
- Boston Scientific allows aggregation for multi-facility systems and established networks of facilities with the ability to influence purchasing decisions.
- Cardinal allows aggregation for two or more members that are owned, leased, managed or affiliated (OLMA) by a common headquarters with legal and financial authority over members.
- Medtronic allows aggregation for top/direct parents of multi-facility systems.
- Aggregation is not applicable with Merit and St. Jude due to single tier offerings.

Financial considerations:

- Reimbursement
- Facility usage
- Additional value for multi-category commitment

Patient satisfaction and safety:

- Appropriate use criteria
- Reduction of restenosis
- ACC guidelines

Roadblocks to conversion:

- Physician engagement
- Supplier service and support
- Class of trade and aggregation restrictions

Other key value and terms

- Pricing is firm for the term of all agreements.
- Abbott offers between 8.2 and 9.7 percent savings overall compared to the expiring agreement.
- Boston Scientific offers 1.9 percent increase overall compared to the expiring agreement.
- Cardinal offers flat pricing overall compared to the expiring agreement.
- Medtronic offers 7.6 percent savings overall compared to the expiring agreement.
- Merit offers 4.7 percent savings overall compared to the expiring agreement.
- St. Jude offers flat pricing overall compared to the expiring agreement.
- Available direct: Abbott, ACIST, Boston Scientific, Cardinal, Medtronic, Merit and St. Jude

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

Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the summary that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [Clinical primer](#): A PDF overview intended to assist supply chain management and other non-clinicians with a basic understanding of coronary stents and interventional cardiology products.
- [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.
- [DIC cost-modeling tool](#): Excel tool that allows you to compare coronary stent costs within your facility to gauge opportunities that may exist within Premier's new contract portfolio.

Clinical Field Specialist support is available to assist members in reviewing these new contracts. Examples include custom analysis of a member's current market share and utilization, financial impact of the new contracts on current spend and opportunities to reduce unnecessary variation. In addition, clinical education regarding cardiac anatomy, procedures to diagnose and treat coronary artery disease (CAD), products used during these procedures, and a review of market trends and new technology is also available. Clinical Field Specialist support is a value-added resource that is available to all members at no charge.

If you are interested in a custom analysis and/or educational offering, Chris Lindahl, RN MS is the CV Clinical Field Specialist and she can be reached at chris_lindahl@premierinc.com or 630.715.7772.

Related categories

- **Drug Eluting Coronary Stents (DES):** Cobalt chromium cylinder type devices that elute an immunosuppressive drug. The drug blocks cell proliferation which can lead to restenosis (re-blockage) of the artery.
- **Non-Drug Eluting Coronary Stents (Non-DES):** Small, expandable, stainless steel or cobalt chromium tubes used to prop open and offer support to coronary arteries.

Diagnostic and Interventional Radiology

Effective February 1, 2017

Expires January 31, 2020

Products and services available

This category includes angioplasty balloons, guidewires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members with Abbott, Boston Scientific Cook, Merit and Surgical Specialties.
- Agreements are available to acute care and non-acute healthcare providers only with B. Braun, Medtronic and Penumbra.
- Cardinal's agreement is available to acute care facilities and surgery centers only.

Abbott	Bob Laird	980.328.4027	robert.laird@abbott.com
B. Braun	Jack Griffin	610.997.4716	jack.griffin@bbrauninterventional.com
Boston Scientific	Mykkia Cameron	513.348.0061	mykkia.cameron@bsci.com
Cardinal	Tim Gruber	513.484.4825	timothy.gruber@cardinalhealth.com
Cook	Chris Smith	877.544.6140	chris.smith@cookmedical.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com
Merit	Susan Harrington	978.273.2847	susan.harrington@merit.com
Penumbra	Collette Williams	510.748.3200	cwilliams@penumbrainc.com
Surgical Specialties	Robert Rossell	630.395.9031	rrossell@surgicalspecialties.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.










How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with B. Braun, Boston Scientific, Cook, Medtronic and Penumbra.
- A PMDF/PA is required at all tiers with Abbott, Cardinal and Merit.
- A PMDF/PA is required at all tiers except for members with sales in the prior 12 months with Surgical Specialties.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with B. Braun, Cook, Penumbra and Surgical Specialties.

Awarded suppliers

Supplier	New	Expiring
 Abbott Vascular	PP-CA-291	PP-CA-228
 B. BRAUN	PP-CA-300	PP-CA-230
 Boston Scientific	PP-CA-293	PP-CA-231
 CardinalHealth™	PA-CA-294	PP-CA-233*
 COOK MEDICAL	PP-CA-297	New
 Medtronic	PP-CA-295	PP-CA-234 PP-CA-232**
 MERIT MEDICAL	PP-CA-296	PP-CA-235
 Penumbra	PP-CA-298	New
 SURGICAL SPECIALTIES CORPORATION	PP-CA-292	PP-CA-229

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

* Cardinal Health [acquired](#) Cordis Co. in 2015.

** Medtronic Inc. [acquired](#) Covidien/ev3 in 2015.

Cardinal's agreement is effective February 1, 2017, through January 31, 2018, with two possible 12-month extensions.

Financial considerations:

- Value adds, such as rebates and incentives
- Reimbursement
- Indigent patient assistance programs

Patient safety and satisfaction:

- Variety of sizes (lengths available)
- Appropriate balloon coverage (cutting, workhorse, below the knee, high pressure)
- [GTIN barcoding](#) for traceability

Roadblocks to conversion:

- Supplier tiers limiting the number of vendors in a facility
- Existing supplier relationships

Aggregation opportunities (continued)

- Aggregation is allowed for top or direct parents that operate as multi-facility systems and established networks of facilities with Abbott.
- Aggregation is allowed for multi-facility systems and established networks of facilities with Boston Scientific.
- Aggregation is allowed for two or more members that are owned, leased, managed or affiliated (OLMA) by a common headquarters with legal and financial authority over members with Cardinal.
 - The system must have authority to sign and commit on behalf of each and every OLMA facility.
- Aggregation is allowed for multi-facility systems that have the contractual authority in purchasing decisions of other facilities or identify as top or direct parents with Medtronic.
- Aggregation is allowed for multi-facility systems with the ability to influence purchasing decisions with Merit.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Abbott, Cardinal and Surgical Specialties offer flat pricing compared to their expiring agreements.
- B. Braun, Boston Scientific, Medtronic and Merit offer savings and/or increases varying by tier and subcategory compared to their expiring agreements. See the financial analysis in the value analysis toolkit for details.
- Cardinal's then current trade policy requirements may affect minimum order requirements.
- Cook may have minimum purchase order requirements for non-stock products.
- Medtronic offers an indigent care program as a value-add.
- Penumbra offers a Tier 2 pricing program, an indigent care program, a multi-line rebate program, a peripheral embolic coil rebate, a ruby coil consignment agreement and a ruby coil inventory program as value-adds.
- Surgical Specialties' will allow members who are currently purchasing under PP-CA-229 to be grandfathered under this agreement and not be required to sign a PMDF/PA.
- Available direct: Abbott, B. Braun, Boston Scientific, Cardinal, Cook, Medtronic, Merit, Penumbra and Surgical Specialties.
- Available through distribution: B. Braun, Penumbra and Surgical Specialties.

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

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Clinical primer](#): A PDF overview intended to assist supply chain management and other non-clinicians with a basic understanding of coronary stents and interventional cardiology products.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- [DIR cost-modeling tool](#): Excel tool that allows you to compare DIR costs within your facility to gauge opportunities that may exist within Premier's new contract portfolio.

Related categories

- **Diagnostic and Interventional Cardiology:** Products used in cardiac cath labs during percutaneous interventions to diagnose and treat blockages in the coronary arteries
- **Peripheral and Biliary Stents (PBS):** Vascular, biliary and carotid stents, along with embolic protection devices

Drug-Eluting Coronary Stents

Effective July 1, 2016

Expires June 30, 2019

Products available

This category includes cylinder type devices that elute an immunosuppressive drug. The immunosuppressive drug blocks cell proliferation which can lead to restenosis (re-blockage) of the artery. The stent is indicated for improving coronary artery diameter in patients with symptomatic heart disease due to coronary blockage.

Class of trade

- Abbott and Boston Scientific are available to acute care, continuum of care and Premier REACH™ members.
- Medtronic is available to acute care and non-acute healthcare only.

Abbott	Bob Laird	980.328.4027	robert.laird@abbott.com
Boston Scientific	Mykkia Cameron	614.327.9656	mykkia.cameron@bsci.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher for Boston Scientific and Medtronic.
- Abbott requires a PMDF/PA at all tiers.

Aggregation opportunities




- Abbott allows aggregation for top/direct parents of multi-facility systems and established networks.
- Boston Scientific allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Medtronic allows aggregation for top/direct parents of multi-facility systems.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Abbott offers 11.3 percent savings overall compared to the expiring agreement.
- Boston Scientific offers 0.6 percent savings overall compared to the expiring agreement.
- Medtronic offers 3.7 percent savings overall compared to the expiring agreement.
- Available direct: Abbott, Boston Scientific and Medtronic

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
 Abbott	PP-CA-280	PP-CA-213
 Boston Scientific	PP-CA-279	PP-CA-214
 Medtronic	PP-CA-281	PP-CA-215

There is no ASCEND® award in this category.

Financial considerations:

- Reimbursement
- Facility usage
- Additional value for multi-category commitment

Patient safety and satisfaction:

- Appropriate use criteria
- Reduction of restenosis
- ACC guidelines

Conversion considerations:

- Physician engagement
- Supplier service and support
- Class of trade and aggregation restrictions

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Coronary stent cost-modeling tool](#): Excel tool that allows you to compare coronary stent costs within your facility to gauge opportunities that may exist within Premier's new contract portfolio.

Clinical Field Specialist support is available to assist members in reviewing these new contracts. Examples include custom analysis of a member's current market share and utilization, financial impact of the new contracts on current spend and opportunities to reduce unnecessary variation. In addition, clinical education regarding cardiac anatomy, procedures to diagnose and treat coronary artery disease (CAD), products used during these procedures, and a review of market trends and new technology is also available. Clinical Field Specialist support is a value-added resource that is available to all members at no charge.

If you are interested in a custom analysis and/or educational offering, Chris Lindahl, RN MS is the CV Clinical Field Specialist and she can be reached at chris_lindahl@premierinc.com or 630.715.7772.

Related categories

- **Diagnostic and Interventional Cardiology Products:** Angioplasty balloon catheters, diagnostic catheters, fractional flow reserve, fluid management, guide catheters, guidewires, inflation devices, intravascular ultrasound and sheaths/introducers
- **Non-Drug-Eluting Coronary Stents:** Small, expandable, stainless steel or cobalt chromium tubes used to prop open and offer support to coronary arteries

Electrophysiology Products

Effective December 1, 2017




Expires November 30, 2020




Products and services available

This category includes products used in electrophysiology pacing (EP, EPS) studies – both diagnostic/therapeutic catheters and the connector cables used to connect the catheters to the monitoring equipment, as well as accessories/access products.

Class of trade

- Agreements with Boston Scientific and CIRCA are available to acute care, non-acute healthcare and non-healthcare facilities.
- Medtronic’s agreement is available to acute care and non-acute healthcare facilities.

Awarded suppliers		
Supplier	New	Expiring
	PP-CA-313	PP-CA-254
	PP-CA-315	New
	PP-CA-314	PP-CA-255

	Mykkia Cameron	614.327.9656	mykkia.cameron@bsci.com
	Lee Geist	303.951.8767	lee.geist@circascientific.com
	Tim Howard	651.335.0190	tim.howard@medtronic.com

Note: Supplier contact information is current as of September 5, 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 Boston Scientific and CIRCA.
- A PMDF/PA is not required with Medtronic due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems and established networks of facilities with Boston Scientific and CIRCA.
- Aggregation with Medtronic is allowed for multi-facility systems who identify as a top or direct parent in Premier’s membership roster. Medtronic will consider other aggregation opportunities proposed by affiliated groups.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Boston Scientific’s new agreement pricing offers 3.3 percent savings compared to its expiring agreement pricing.
- CIRCA offers members a free two-year CIRCA Temperature Monitor loaner when purchase requirements are met and additional warranties on products listed in Exhibit A-3. See the value-add section in the value analysis toolkit for details.
- Medtronic’s new agreement pricing is flat compared to its expiring agreement pricing.
- **Boston Scientific is the low-cost supplier on crossed items.**
- Available direct: Boston Scientific, CIRCA, Medtronic

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.

Electrophysiology Products

Effective December 1, 2017

Expires November 30, 2020

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 category

- **Invasive Cardiology Equipment**: Cath lab hemodynamic and electrophysiology monitoring systems

External Defibrillators and Related Products

Effective June 1, 2016

Expires May 31, 2019

Products available

This category includes manual external defibrillators and automated external defibrillators (AEDs). The category also includes non-disposable cables and leads, proprietary dispersive pads, batteries, storage cases and CPR assistive devices.

Class of trade

Philips and ZOLL are available to acute care, continuum of care and Premier REACH™ members. Physio-Control is available to hospital members only.

Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Physio-Control	Christine Bills	507.279.3805	chris.bills@physio-control.com
ZOLL	Lynn Conaway	978.421.9655	lconaway@zoll.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Philips and ZOLL.
- Physio-Control requires PMDF/PA for Tier 3 or higher.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, GPOs and established networks with Physio-Control and ZOLL.
- Philips allows aggregation for multi-facility systems with the ability to control purchasing decisions.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Philips offers a 1.0 percent to 10.7 percent savings overall compared to the expiring agreement.
- Physio-Control offers a 3.7 percent to 22.3 percent increase overall compared to the expiring agreement.
- ZOLL offers a 0.1 percent increase to a 1.5 percent savings overall compared to the expiring agreement.
- Based on scenarios, Philips is the overall low-cost supplier.
- Based on scenarios, ZOLL is the low-cost supplier for public access AEDs.
- Available through distribution: Philips and Physio-Control
- Available direct: Philips, Physio-Control and ZOLL

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

Awarded suppliers

Supplier	New	Expiring
	PP-CA-268	PP-CA-210
	PP-CA-269	PP-CA-211
	PP-CA-270	PP-CA-212

The current agreement with Cardiac Science (PP-CA-209) expires May 31, 2016.

There is no ASCEND® award in this category.

Financial considerations:

- Battery life
- Clinical needs determine product configurations
- Ongoing disposable costs
- Warranties
- Early payment and large order discounts

Patient safety and satisfaction:

- Patient safety - poor electrode application and skin burns at pad site
- Need for standardization so clinical staff can safely respond to all events

Roadblocks to conversion:

- Existing supplier relationships
- Multiple platforms may result in possible safety implications and additional training needs

External Defibrillators and Related Products

Effective June 1, 2016

Expires May 31, 2019

Full launch content and additional resources available

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

Related categories

- **ECG Electrodes, Cables, Lead Wires and Defibrillator Pads**: Nonproprietary dispersive pads, ECG electrodes, cables and lead wires
- **Pulse Oximetry**: Disposable pulse oximetry device sensors
- **Chart Paper and Related Products**: ECG recoding paper

Hemostasis and Compression Products

Effective November 1, 2014

Expires October 31, 2017

Products available

This category includes products used to promote hemostasis (clotting of the blood) of the puncture site after an intervention such as hemostatic patches and dressings that incorporate a range of coagulant components. It also includes the compression devices that may be used separately or in tandem with the hemostatic dressings.

Class of trade

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

Advanced Medical	Byron Zahler	503.244.7348	byron@advancedmedsystems.net
Advanced Vascular	Mathew Semler	503.525.6382	mattsemler@yahoo.com
HemCon	Simona Buergi	503.201.3691	simona.buergi@tricolbiomedical.com
Merit	Susan Harrington	978.273.2847	susan.harrington@merit.com
Pulse	Barbara Boyce	706.632.1370	bboyce@pulsemedical.net
TZ Medical	Benjamin Stetzer	800.944.0187	bstetzer@tzmedical.com
Z-Medica	Manny Montoya	480.414.5193	mmontoya@z-medica.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher for all suppliers offering more than one tier.
- Merit requires a PMDF to be eligible to purchase from the agreement.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with HemCon, TZ Medical and Z-Medica.
- AMS, AVD, Merit and Pulse offer single tiers; aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- TZ Medical's agreement offers 1.7 percent to 10.1 percent savings overall compared to the expiring agreement.
- Z-Medica's agreement offers flat pricing to a 0.4 percent increase overall compared to the expiring agreement.
- Advanced Medical Systems is the overall low-cost supplier for the 2" x 2" patch.
- Available through distribution: HemCon and TZ Medical
- Available direct: AMS, AVD, HemCon, Merit, Pulse, TZ Medical and Z-Medica

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

Awarded suppliers

Supplier	New	Expiring
	PP-CA-247	New
	PP-CA-251	New
	PP-CA-248	New
	PP-CA-249	New
<i>Pulse Medical Inc.</i>	PP-CA-250	New
	PP-CA-252	PP-CA-188
Z-MEDICA	PP-CA-253	PP-CA-189

Advanced Medical and TZ Medical are veteran-owned businesses (VET). Advanced Vascular and Z-Medica are small business (SBE). Pulse Medical is a woman-owned business (WBE).

Financial considerations:

- Appropriate selection of closure device – vascular closure devices are more costly than hemostasis pads

Patient safety and satisfaction:

- Patient allergies for coagulant
- Consider time to ambulation
- Maximum puncture size treatable
- Femoral or radial approach deployed

Roadblocks to conversion:

- Existing supplier relationships

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

- **Diagnostic and Interventional Radiology**: Core disposable radiology products used primarily for the treatment of peripheral vascular disease including peripheral angiography, peripheral angioplasty, stent placement and other interventional radiology procedures.
- **Diagnostic and Interventional Cardiology**: Routine products used for diagnostic and interventional cardiac catheterizations.



Intra-Aortic Balloon Catheters and Pumps

Effective November 1, 2017

Expires October 31, 2020

Products and services available

This category includes circulatory assist devices placed in the aorta to reduce how hard the heart needs to work. The catheters are connected to a console (pump) that inflates and deflates the device along with the patient's heart rate. IABPs can provide partial support of up to 30 percent of cardiac output.

Awarded suppliers		
Supplier	New	Expiring
 Teleflex®	PP-CA-311	PP-CA-246
 MAQUET GETINGE GROUP	PP-CA-312	PP-CA-245

Class of trade

- The agreement with Arrow/Teleflex is available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with MAQUET is available to acute care and non-acute healthcare facilities.

Arrow/Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com
MAQUET	Michael Smith	949.226.9195	mike.smith@getinge.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Arrow/Teleflex.
- Aggregation is allowed for multi-facility systems with the ability to coordinate the purchasing decisions of such facilities with MAQUET.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Arrow/Teleflex's new agreement pricing increases overall by 8.4 percent compared to its expiring agreement pricing.
- Members are offered extended warranty plans on various support programs and a variety of educational seminars and courses with Arrow/Teleflex. See value-adds in the value analysis toolkit for details.
- MAQUET's new agreement pricing increases overall by 2.5 percent compared to its expiring agreement pricing.
- **Pricing scenarios reveal Arrow/Teleflex is the low-cost supplier.**
- Available through distribution: Arrow/Teleflex
- Available direct: Arrow/Teleflex, MAQUET

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

Full launch content and additional resources available

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

Related category

- **Hemodynamic Monitoring Products and Accessories:** All hemodynamic critical care products used to manage, measure and maintain a critically ill patient's cardiac output (CO), cardiac index (CI) and pulmonary artery wedge pressures (PAWP)

Invasive Cardiology Equipment

Effective March 1, 2015

Expires February 28, 2018

Products available

The invasive cardiology equipment category includes two subcategories:

- Cath lab hemodynamic monitoring systems - comprehensive systems that monitor and record patient parameters during invasive cardiology procedures.
- Electrophysiology monitoring systems - systems that create and record the data for analysis of the electrophysiology study.

Class of trade

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

GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers.
- Philips requires a signed GPO designation form in Exhibit B-1 at all tiers, if not previously declared.

Aggregation opportunities



- GE allows aggregation for multi-facility systems, GPOs and established networks.
- Philips allows aggregation for multi-facility systems with the ability to control purchasing decisions.

Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- GE offers hemodynamic monitoring and electrophysiology monitoring.
- Philips offers hemodynamic monitoring.
- Philips has a minimum order for medical consumable sensor products of \$500.
- Available direct: GE and Philips

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

Awarded suppliers

Supplier	New	Expiring
	PP-CA-258	PP-CA-194
	PP-CA-259	PP-CA-195

The current agreement with EP Technologies (PP-CA-196) expires February 28, 2015.

The current agreement with CareFusion (PP-CA-194a) expires February 28, 2015. The products currently on PP-CA-194a will transition to CareFusion's new Non-invasive Cardiology Equipment agreement (PP-CA-260) and Physiological Monitoring Systems agreement (PP-MM-309).

Financial considerations:

- Reimbursement
- Warranties
- Training costs
- Multi-line value-adds

Patient safety and satisfaction:

- Connectivity capabilities to EMR/EIMS reduce data entry errors
- Pediatric settings and algorithms
- Interface ease of use

Roadblocks to conversion:

- Existing supplier relationships
- Capital budget constraints

Invasive Cardiology Equipment

Effective March 1, 2015

Expires February 28, 2018

Full launch content available

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

Related categories

- **Electrophysiology Products:** Products used in EP studies (diagnostic/therapeutic catheters, cables)
- **Hemodynamic Monitoring Products and Accessories:** All hemodynamic critical care products used to manage, measure and maintain a critically ill patient's cardiac output and pressure (catheters, transducers, accessories)
- **Non-invasive Cardiology Equipment:** Products that assist in assessment and diagnosis of cardiac function: electrocardiograph machines and carts, ECG management systems, Holter monitoring and stress testing

Neurovascular Interventional Radiology Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category includes diagnostic and interventional products used in the treatment of cerebral vascular disease. These products include micro catheters, intracranial access devices, intracranial balloons, intracranial coils and intracranial embolization products.

Class of trade

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

Penumbra	Collette Williams	651.402.8485	cwilliams@penumbrainc.com
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Note: Supplier contact information is current as of June 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunity

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


Other key value and terms

- Pricing is firm for the term of agreement.
- For members who have previously purchased under PP-CA-244, Penumbra will grandfather member's tier pricing under PP-CA-244 until member's ongoing purchases warrant a different tier.
- Penumbra's new agreement pricing offers up to 2.1 percent savings compared to its expiring agreement savings. Savings vary by product subcategory.
- Penumbra offers a 2 percent discount on orders paid within 10 days of product delivery, invoice receipt or acceptance, whichever date is later.
- Members are offered an indigent care program, neurovascular embolic coil rebate and multi-line rebate as value-adds.
- Available direct: Penumbra

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.
- [Clinical primer](#): A PDF document that includes basic clinical information that educates those who may be new to or unfamiliar with the category, it's 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.

Awarded supplier		
Supplier	New	Expiring
Penumbra 	PP-CA-310	PP-CA-244

The current agreement with Covidien (ev3) (PP-CA-243) expires August 31, 2017.

Related categories

- **Neurosurgical Ablation and Aspiration Products:** Neurosurgical products utilized for ablation and aspiration of soft tissue, hard tissue and bone
- **Neurosurgical Critical Care Products:** Shunts, valves, ICP monitoring devices, CSF reservoirs and ports, catheters, drains and related accessories used for patients undergoing craniotomy and shunt placement surgery
- **Neurosurgical Dural Repair and Related Products:** Products used for the repair of dura mater (outermost membrane enveloping the brain and spinal cord)
- **Neurosurgical Products:** Products that are utilized for patients undergoing craniotomies and other neurosurgical procedures
- **Peripheral and Biliary Stents:** Vascular, biliary and carotid stents, along with embolic protection devices

Non-Drug-Eluting Coronary Stents

Effective July 1, 2016

Expires June 30, 2019

Products available

This category includes small, expandable, stainless steel or cobalt chromium tubes used to prop open and offer support to coronary arteries.

Class of trade

- Abbott and Boston Scientific are available to acute care, continuum of care and Premier REACH™ members.
- Medtronic is available to acute care and non-acute healthcare only.

Abbott	Daniel Clark	678.277.4264	daniel.clark@abbott.com
Boston Scientific	Mykkia Cameron	614.327.9656	mykkia.cameron@bsci.com
Cardinal	Tim Gruber	513.484.4825	timothy.grueber@cardinalhealth.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com

Note: Supplier contact information is current as of August 29, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher for Boston Scientific and Medtronic.
- Abbott requires a PMDF/PA at all tiers.

Aggregation opportunities





- Abbott allows aggregation for top/direct parents of multi-facility systems and established networks.
- Boston Scientific allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Medtronic allows aggregation for top/direct parents of multi-facility systems.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Abbott offers 8.5 percent savings overall compared to the expiring agreement.
- Boston Scientific offers 3.2 percent savings overall compared to the expiring agreement.
- Medtronic offers 2.8 percent savings overall compared to the expiring agreement.
- Available direct: Abbott, Boston Scientific and Medtronic

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
 Abbott	PP-CA-283	PP-CA-216
 Boston Scientific	PP-CA-282	PP-CA-217
 CardinalHealth™	PP-CA-316	New
 Medtronic	PP-CA-284	PP-CA-218

Cardinal has been awarded a Technology Breakthrough contract effective September 1, 2017, through June 30, 2019.

There is no ASCEND® award in this category.

Financial considerations:

- Reimbursement
- Facility usage
- Additional value for multi-category commitment

Patient safety and satisfaction:

- Appropriate use criteria
- Reduction of restenosis
- ACC guidelines

Conversion considerations:

- Physician engagement
- Supplier service and support
- Class of trade and aggregation restrictions

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): Microsoft Word version of the toolkit that allows edits and customization for member specific needs. Please note that links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Clinical primer](#): A PDF overview intended to assist supply chain management and other non-clinicians with a basic understanding of coronary stents and interventional cardiology products.
- [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.
- [Coronary stent cost-modeling tool](#): Excel tool that allows you to compare coronary stent costs within your facility to gauge opportunities that may exist within Premier's new contract portfolio.
- [Technology Breakthrough contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier(s) added to the category. This document is unable to be edited.

Clinical Field Specialist support is available to assist members in reviewing these new contracts. Examples include custom analysis of a member's current market share and utilization, financial impact of the new contracts on current spend and opportunities to reduce unnecessary variation. In addition, clinical education regarding cardiac anatomy, procedures to diagnose and treat coronary artery disease (CAD), products used during these procedures, and a review of market trends and new technology is also available. Clinical Field Specialist support is a value-added resource that is available to all members at no charge.

If you are interested in a custom analysis and/or educational offering, Chris Lindahl, RN MS is the CV Clinical Field Specialist and she can be reached at chris_lindahl@premierinc.com or 630.715.7772.

Related categories

- **Diagnostic and Interventional Cardiology Products:** Angioplasty balloon catheters, diagnostic catheters, fractional flow reserve, fluid management, guide catheters, guidewires, inflation devices, intravascular ultrasound and sheaths/introducers
- **Drug-Eluting Coronary Stents:** Cylinder type devices that elute an immunosuppressive drug

Non-Invasive Cardiology Equipment

Effective March 1, 2015

Expires February 28, 2018

Products available

This category includes products that assist in assessment and diagnosis of cardiac function: electrocardiograph (ECG) machines and carts, ECG management systems, Holter monitors and stress testing.

Class of trade

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

CareFusion (Vital Signs)	Zach Moore	901.302.0504	zachary.moore@bd.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Mortara	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, GPOs and established networks with CareFusion, GE and Mortara.
- CareFusion requires facilities to independently commit to market share requirements.
- Welch Allyn allows aggregation for multi-facility acute care systems under common ownership and owned or controlled acute and ambulatory facilities.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- GE's enhanced seller value program offers an additional one to two percent savings for non-invasive equipment with market share commitment to multiple categories.
- Mortara's new agreement offers 3.1 percent increase to 5.0 percent increase compared to the expiring agreement.
- Welch Allyn's new agreement offers 0.7 percent savings to 1.7 percent savings compared to the expiring agreement.
- Scenarios reveal that Welch Allyn was the low-cost supplier in the scenarios they participated in.
- Available through distribution: CareFusion, GE, Mortara and Welch Allyn
- Available direct: CareFusion, GE, Mortara and Welch Allyn

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

Awarded suppliers

Supplier	New	Expiring
 CareFusion	PP-CA-260	PP-CA-197a
	PP-CA-261	PP-CA-197
 Mortara	PP-CA-262	PP-CA-198*
 Welch Allyn	PP-CA-263	PP-CA-199

*Mortara [acquired](#) Cardiac Science's diagnostic cardiology line

Financial considerations:

- Reimbursement
- Warranties
- Training costs
- Minimum order requirements
- Multi-line value-adds

Patient safety and satisfaction:

- Connectivity capabilities to EMR and EIMS
- Capacity (storage hours)
- Display capabilities
- Size and weight of Holter device

Roadblocks to conversion:

- Existing supplier relationships

Non-Invasive Cardiology Equipment

Effective March 1, 2015

Expires February 28, 2018

Full launch content available

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

Related categories

- **ECG Electrodes, Cables, Lead Wires and Defibrillator Pads:** Sensors and accessories used in cardiology-related physiological tracings to detect and relay information to ECG monitors
- **Invasive Cardiology Equipment:** Catheterization lab hemodynamic monitoring systems and electrophysiology monitoring systems

Peripheral and Biliary Stents

Effective February 1, 2017

Expires January 31, 2020

Products and services available

This category includes vascular, biliary and carotid stents, along with embolic protection devices.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members with Abbott, Boston Scientific and Cook.
- Cardinal's agreement is available to acute care facilities and surgery centers only.
- Medtronic's agreement is available to acute care and non-acute healthcare providers only.

Abbott	Daniel Clark	678.277.4264	daniel.clark@abbott.com
Boston Scientific	Mykkia Cameron	513.348.0061	mykkia.cameron@bsci.com
Cardinal	Jeff Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
Cook	Chris Smith	877.544.6140	chris.smith@cookmedical.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Abbott, Boston Scientific, Cook and Medtronic.
- A PMDF/PA is required at all tiers with Cardinal.

Aggregation opportunities

- Aggregation is allowed for top or direct parents that operate as multi-facility systems and established networks of facilities with Abbott.
- Aggregation is allowed for multi-facility systems and established networks of facilities with Boston Scientific.
- Aggregation is allowed for two or more members that are owned, leased, managed or affiliated (OLMA) by a common headquarters with legal and financial authority over members with Cardinal.
 - The system must have authority to sign and commit on behalf of each and every OLMA facility.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Cook.
- Aggregation is allowed for multi-facility systems that have the contractual authority in purchasing decisions of other facilities or identify as top or direct parents with Medtronic.

Awarded suppliers

Supplier	New	Expiring
 Abbott Vascular	PP-CA-285	PP-CA-236
 Boston Scientific	PP-CA-286	PP-CA-237
 CardinalHealth™	PP-CA-287	PP-CA-239*
 COOK™ MEDICAL	PP-CA-289	New
 Medtronic	PP-CA-288	PP-CA-240 PP-CA-238**

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

* Cardinal Health [acquired](#) Cordis Co. in 2015.

** Medtronic Inc. [acquired](#) Covidien/ev3 in 2015.

Cardinal's agreement is effective February 1, 2017, through January 31, 2018, with two possible 12-month extensions.

Financial considerations:

- Reimbursement
- Indigent patient assistance programs

Patient safety and satisfaction:

- Variety of sizes available
- Flexibility due to movement in extremities
- High prevalence of off-label use
- [GTIN barcoding](#) for traceability

Roadblocks to conversion:

- Supplier tiers limiting the number of vendors in a facility
- Existing supplier relationships

Peripheral and Biliary Stents

Effective February 1, 2017

Expires January 31, 2020

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Boston Scientific, Cardinal, Cook and Medtronic offer savings and/or increases varying by tier and subcategory compared to their expiring agreements.
- Abbott's new agreement offers flat pricing compared to its expiring agreement.
- Cardinal's then current trade policy requirements may affect minimum order requirements.
- Cook may have minimum purchase order requirements for non-stock products.
- All suppliers are available direct.

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

Full launch content and additional resources available

- [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 overview intended to assist supply chain management and other non-clinicians with a basic understanding of coronary stents and interventional cardiology products.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- [Peripheral and biliary stent cost-modeling tool](#): Excel tool that allows you to compare stent costs within your facility to gauge opportunities that may exist within Premier's new contract portfolio.

Related categories

- **Diagnostic and Interventional Radiology (DIR)**: Angioplasty balloons, guidewires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products
- **Drug Eluting Coronary Stents (DES)**: Cylinder-type devices that elute an immunosuppressive drug
- **Non-Drug Eluting Coronary Stents (Non-DES)**: Small, expandable, stainless steel or cobalt chromium tubes used to prop open and offer support to coronary arteries

Thrombectomy Products

Effective November 1, 2015

Expires October 31, 2018

Products available

This category includes devices used to remove blood clots from veins and arteries. These products include embolectomy catheters, thrombectomy catheters, mechanical thrombectomy catheters and devices, disposable spring clips, handleless clamps and atraumatic inserts.

Class of trade

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

Boston Scientific	Mykkia Cameron	614.327.9656	mykkia.cameron@bsci.com
Edwards Lifesciences	Kristina Reyes	949.250.2642	kristina_reyes@edwards.com
LeMaitre	Chance Kriesel	781.221.2223	ckriesel@lemaitre.com
Penumbra	Collette Williams	651.402.8485	cwilliams@penumbrainc.com

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

How to operationalize these agreements

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

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, GPOs and established networks with LeMaitre and Penumbra.
- Boston Scientific allows aggregation upon mutual consent with member for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Edwards Lifesciences allows aggregation for multi-facility systems and established networks with members at 90 percent participation within each facility for Tier 4 only.

Other key value and terms

- Pricing is firm for the term for all suppliers.
- Boston Scientific offers flat pricing to a 15.7 percent increase overall compared to the expiring agreement.
- Edwards Lifesciences offers a 2.6 percent savings to a 2.6 percent increase overall compared to the expiring agreement.
- LeMaitre is the low-cost supplier for embolectomy catheters.
- Penumbra offers peripheral coils.
- Penumbra offers value-adds including coil and multi-line rebates.
- Available through distribution: Edwards Lifesciences (distribution pricing is 4 percent less favorable)
- Available direct: Boston Scientific, Edwards Lifesciences, LeMaitre, Penumbra

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

Awarded suppliers

Supplier	New	Expiring
	PP-CA-264	PP-CA-204
	PP-CA-265	PP-CA-203
	PP-CA-267	New
	PP-CA-266	New

Note: [Boston Scientific acquired Bayer Interventional.](#)

The current agreement with MAQUET (PP-CA-202) expires October 31, 2015.

There is no ASCEND® award in this category.

The agreement with LeMaitre expires September 12, 2017.

Financial considerations:

- Reimbursement
- Value-adds e.g. coil incentives and multi-line discounts
- Consignment
- Indigent care programs

Patient safety and satisfaction:

- Deliverability of device, especially in emergent situations
- Patient population (e.g. anticoagulants not recommended)

Roadblocks to conversion:

- Existing supplier relationships
- Existing capital ownership for generator-driven catheters

Full launch content and additional resources available

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

Related categories

- **Diagnostic and Interventional Cardiology**: Routine products used for diagnostic and interventional cardiac catheterizations.
- **Diagnostic and Interventional Radiology**: Core disposable radiology products used primarily for the treatment of peripheral vascular disease including peripheral angiography, peripheral angioplasty, stent placement and other interventional radiology procedures.
- **Drug Eluting Coronary Stents**: Mesh, metal cylinder type devices that elute an immunosuppressive drug. The drug blocks cell proliferation which can lead to restenosis (re-blockage) of the artery.
- **Non-Drug Eluting Coronary Stents**: Small, expandable, mesh, metal tubes used to prop open and offer support to coronary arteries.
- **Peripheral and Biliary Stents**: Devices that are inserted into a natural conduit of the body intended to prop open the body by mechanical scaffolding. Stents included in this category are used in bile ducts, peripheral and central arteries.

Vascular Closure Devices

Effective June 1, 2016

Expires May 31, 2017

Products available

This category includes devices that deploy a small clip, suture, disc or sealant to close the arteriotomy following catheterization. This reduces time for hemostasis and decreases time to ambulation.

Class of trade

Agreements are available to acute care facilities and surgery centers.

Cardinal	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
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Note: Supplier contact information is current as of March 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

Price activation (PA) is required at all tiers.

Aggregation opportunities

Aggregation is allowed for two or more members that are owned, leased managed or affiliated (OLMA) by a common headquarters with legal and financial authority. The system must have the authority to sign and commit on behalf of each and every OLMA facility.

Other key value and terms

- Throughout the term of this agreement, Cardinal shall not increase prices without mutual written consent by both parties.
- Financial analysis reveals Cardinal offers flat pricing compared to the expiring agreement.
- Products are available direct from Cardinal.


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

Full launch content and additional resources available

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

- **Diagnostic and Interventional Cardiology Products:** Angioplasty balloon catheters, diagnostic catheters, fractional flow reserve, fluid management, guide catheters, guidewires, inflation devices, intravascular ultrasound and sheaths/introducers
- **Diagnostic and Interventional Radiology:** Angioplasty balloons, guidewires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion and drainage catheters and embolization products
- **Hemostasis and Compression Products:** Products used to promote hemostasis (clotting of the blood) of the puncture site after an intervention such as hemostatic patches and dressings that incorporate a range of coagulant components. It also includes the compression devices that may be used separately or in tandem with the hemostatic dressings.

Awarded supplier		
Supplier	New	Expiring
 CardinalHealth™	PP-CA-271	PP-CA-227*

*Cordis was [acquired](#) by Cardinal in October 2015.

This agreement is effective June 1, 2016, through May 31, 2017 with two optional 12-month extensions.

There is no ASCEND® award in this category.

Financial considerations:

- Reimbursement
- Time and labor savings compared to manual compression

Patient satisfaction and safety:

- Appropriate use protocols
- Patient satisfaction with less bed rest and/or pain

Roadblocks to conversion:

- Existing supplier relationships
- Training on device is required

Vena Cava Filters

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes stainless steel or nitinol basket shaped devices placed in the inferior vena cava to prevent venous emboli from reaching cardiopulmonary circulation.

Class of trade

- Cook's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- B. Braun's agreement is available to acute care and non-acute healthcare facilities only.

B. Braun	Jack Griffin	610.997.4716	jack.griffin@brauninterventional.com
Cook	Chris Smith	812.339.2235	chris.smith@cookmedical.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Members can earn up to a 3 percent rebate from B. Braun if a designated total net purchase of convertible filter products is achieved. See the value-add section in the value analysis toolkit for details.
- Cook's new agreement pricing offers 1.4 percent savings on permanent filters and 6.5 percent savings on retrievable/convertible filters compared to its expiring agreement.
- Members can earn up to a 0.75 percent rebate from Cook if 5 percent growth is achieved. See the value-add section in the value analysis toolkit for details.
- Available direct: B. Braun and Cook

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



Full launch content and additional resources available

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

Related category

- **Diagnostic and Interventional Radiology (DIR)**: Angioplasty balloons, guidewires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products

Awarded suppliers

Supplier	New	Expiring
 B. BRAUN SHARING EXPERTISE	PP-CA-307	New
 COOK MEDICAL	PP-CA-308	PP-CA-242

Current agreementS with Bard (PP-CA-241 and AS-CA-241) expire July 31, 2017.

Cardiac Ultrasound Contrast Media

Effective December 1, 2014

Expires December 31, 2017

Products available

Cardiac ultrasound contrast media, an injectable form of perflutren microspheres, is used in echocardiographic studies of patients with suboptimal echocardiograms. The agent allows the heart borders to be seen more clearly.

Class of trade

Agreements are available to acute care and continuum of care members.

GE	Amanda Hamilton	610.247.0528	Amandahamilton@ge.com
Lantheus	Kathleen Pfahl	614.565.0154	kathleen.pfahl@lantheus.com

Note: Supplier contact information is current as of September 4, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities


- GE allows aggregation for multi-facility systems, group purchasing organizations and established networks.
- Lantheus allows aggregation for multi-facility systems that have ability to coordinate purchasing decisions or already established networks of facilities.

Other key value and terms

- Firm pricing for term of agreement with GE.
 - Pricing firm through December 1, 2015. Thereafter, possible annual increase of <2.5 percent or 50 percent of change in PPI
- GE offers up to 25 percent discount off list pricing
- Lantheus offers flat pricing compared to their expiring agreement pricing.
- Products are available through distribution: Lantheus
- Products are available direct: GE, Lantheus

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

Awarded suppliers

Supplier	New	Expiring
	PP-IM-252	New
	PP-IM-253	PP-IM-161

Lantheus is a small business enterprise (SBE).

Financial considerations:

- Use of correct reimbursement codes
- Appropriate use results in fewer suboptimal exams, ultimately reducing costs

Patient safety and satisfaction:

- Storage (refrigeration needed prior to activation)
- Preparation device needed for activation
- Dispensing and imaging protocols

Roadblocks to conversion:

- Facility not currently performing contrast enhanced echocardiography
- Physician champion needed to implement this program

Full launch content

- [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.
- [Ionic/nonionic and MR contrast media product comparison chart](#): An Excel spreadsheet reference identifying product comparisons.
- [Decision trees](#): A PDF decision matrix designed to help make purchasing decision based on current purchasing behaviors.
- [Cost modeling tool](#): An Excel file designed to help members analyze the financial impact of the contracts.

Related categories

- **Contrast Media Barium**: Barium sulfate contrast agents used to improve the visibility of internal organs and surrounding structures in imaging studies.
- **Contrast Media Ionic/Non-ionic**: Iodinated contrast media agents, which are usually classified by chemical structures, ionic or nonionic. These agents are used for enhancement of body structures for general radiography, special procedures, interventional procedures, computerized tomography and cardiovascular procedures.
- **Contrast Media Injectors/Disposables**: Medical devices used to inject contrast media into the body using syringes, tubing and other disposable products. These devices assist in the delivery of the contrast agent to the patient through an injection system.
- **Contrast Media MR**: Magnetic Resonance Imaging (MRI) (Gadolinium or paramagnetic contrast) is used in Magnetic Resonance (MR) studies. Gadolinium-based contrast agents (GBCAs) are approved by FDA for use with MRI as a contrast agent to provide an improved image of body organs and tissues. GBCAs are also used for magnetic resonance angiography (MRA), an imaging procedure used to evaluate blood vessels.

Cardiovascular Imaging (Cardiac Catheterization, Vascular Systems)

Effective October 1, 2015
Expires September 30, 2018

Products available

This category includes angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems (used to visually evaluate the anatomy and pathology of the heart and coronary vessels), systems used in electrophysiology labs and hybrid operating rooms and service agreements.

Class of trade

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

GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Philips	Ron Sciepko	704.254.0682	Ron.sciepko@philips.com
Siemens	Alan Quinn	603.502.1777	alan.d.quinn@siemens-healthineers.com
Toshiba	Chris Federoff	973.216.2786	cfederoff@tams.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is recommended for any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.

Aggregation opportunities

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

Other key value and terms

- Philips, and Toshiba offer firm for the term pricing.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE discounts are firm for the term.
- GE new agreement pricing offers up to 7 percent more favorable discount percentage than the expiring agreement.
- Philips pricing is up to 48 percent discount off list price.
- Siemens new agreement pricing offers up to 11 percent more favorable discount percentage than the expiring agreement.
- Toshiba new agreement pricing offers up to 3 percent more favorable discount percentage than the expiring agreement.
- Available through distribution: Philips, Siemens, Toshiba
- Available direct: GE, Philips, Siemens, Toshiba

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

Awarded suppliers

Supplier	New	Expiring
	PP-IM-264	PP-IM-184
PHILIPS	PP-IM-280	New
SIEMENS	PP-IM-272	PP-IM-192
TOSHIBA	PP-IM-288	PP-IM-198

Financial considerations:

- Service agreements and warranty
- Total life cycle costs
- Reimbursement
- Developing transcatheter procedures

Patient safety and satisfaction:

- Image quality for long, complex procedures
- Real-time visualization
- Reduced radiation exposure
- Radiation tracking for both patients and technologists

Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Space and construction requirements for floor and ceiling mounted components
- Current installed base

Full launch content and additional resources available

- [Cardiovascular Imaging clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE 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.
- [Philips 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.
- [Siemens 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.
- [Toshiba 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.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

Related categories

- **Radiation Dose Tracking**: includes solutions (software, hardware, interfaces, licenses, etc.) needed to capture the radiation exposure metrics/parameters and to document that information in the medical record, national dose registries or accountable care organization (ACO) registries.
- **Ionic/Non-ionic Contrast Media**: Iodinated contrast media agents, which are usually classified by chemical structures, ionic or nonionic.
- **Diagnostic and Interventional Radiology**: Includes angioplasty balloons, guide wires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products.
- **Peripheral and Biliary Stents**: Includes vascular, biliary, and carotid stents, along with embolic protection devices.
- **Diagnostic and Interventional cardiology**: Angioplasty balloons, diagnostic catheters, fractional flow reserve (FFR), fluid management, guide catheters and wires, inflation devices, intravascular ultrasound catheters and sheaths/introducers.
- **Cardiac Rhythm Management**: Includes pacemakers, implantable cardioverter defibrillators (ICDs), cardiac resynchronization therapy pacemakers (CRT-Ps), cardiac resynchronization therapy defibrillators (CRT-Ds), implantable monitors, leads and accessories.
- **Invasive Cardiology Equipment**: Includes cath lab hemodynamic monitoring systems and electrophysiology monitoring systems
- **Enterprise Image Management Solutions**: This category includes the software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images (e.g. PACS, CPACS, CIS, RIS)

Contrast Media Injectors/Disposables

Effective January 1, 2015

Expires December 31, 2017

Products available

Contrast agents are compounds used to improve the visibility of internal organs and surrounding structures in imaging studies. Depending on the procedure, three types of contrast media compounds may be indicated: iodine, gadolinium or barium sulfate.

Contrast media injectors - Medical devices used to inject contrast media into the body using syringes, tubing and other disposable products. These devices assist in the delivery of the contrast agent to the patient through an injection system. These devices are used during imaging studies such as angiographic (including cardiac catheterization) procedures, computerized tomography procedures, magnetic resonance imaging procedures, and positron emission tomography procedures.

Class of trade

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

Bayer (Medrad)	Randy Roll	412.295.5568	randy.roll@bayer.com
Bracco	Randy Thrash	205.520.4055	randy.thrash@diag.bracco.com
MISI	Doug Holloway	734.354.0039	dholloway@misisyringes.com

Note: Supplier contact information is current as of August 16, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- All suppliers offer firm pricing for the term of the agreement.
- Bracco value-add opportunity includes an injector quick start program and injector placement program.
- Bayer has overall 0.3 percent less favorable capital pricing compared to their expiring agreement.
- Bracco has overall 1.0 percent less favorable capital pricing compared to their expiring agreement.
- Available through distribution: MISI
- Available direct: Bayer, Bracco, MISI

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

Awarded suppliers

Supplier	New	Expiring
	PP-IM-254	PP-IM-170
	PP-IM-255	PP-IM-168 AS-IM-168
	PP-IM-256	New

Current agreement with Mallinckrodt (PP-IM-169) expires December 31, 2014.

Financial considerations:

- Dual-head injectors compared to single-head injectors
- Consumables expense
- Service charge
- Total life cycle cost
- Injector placement programs

Safety and patient satisfaction:

- Adopt weight-based dosing protocols
- Injector systems have extravasation detectors

Roadblocks to purchasing:

- Capital costs
- Syringes: proprietary and third-party options

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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- [Ionic/nonionic and MR contrast media product comparison chart](#): An Excel spreadsheet reference identifying product comparisons.
- [Decision trees](#): A PDF decision matrix designed to help make purchasing decision based on current purchasing behaviors.
- [Cost modeling tool](#): An Excel file designed to help members analyze the financial impact of the contracts.

Related categories

- **Contrast Media Barium**: Barium sulfate contrast agents used to improve the visibility of internal organs and surrounding structures in imaging studies.
- **Contrast Media Ionic/Non-ionic**: Iodinated contrast media agents, which are usually classified by chemical structures, ionic or nonionic. These agents are used for enhancement of body structures for general radiography, special procedures, interventional procedures, computerized tomography and cardiovascular procedures.
- **Contrast Media MR**: Magnetic Resonance Imaging (MRI) (Gadolinium or paramagnetic contrast) is used in Magnetic Resonance (MR) studies. Gadolinium-based contrast agents (GBCAs) are approved by FDA for use with MRI as a contrast agent to provide an improved image of body organs and tissues. GBCAs are also used for magnetic resonance angiography (MRA), an imaging procedure used to evaluate blood vessels.
- **Cardiac Ultrasound Contrast Media**: Cardiac ultrasound contrast media, an injectable form of perflutren microspheres, is used in echocardiographic studies of patients with suboptimal echocardiograms. The agent allows the heart borders to be seen more clearly.

Radiation Dose Tracking

Effective October 1, 2016

Expires September 30, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher for all suppliers except Bayer. Not required for Bayer due to single tier.

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

Financial considerations:

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

User satisfaction and safety:

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

Roadblocks to conversion:

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

Radiation Dose Tracking

Effective October 1, 2016

Expires September 30, 2019

Full launch content available

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

Related category

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

Radiation Monitoring

Effective January 1, 2017

Expires December 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

- [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

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

Enterprise Image Management Solutions

Effective January 1, 2015

Expires December 31, 2017

Products and services available

This category includes the software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images. This includes complete solutions from suppliers that meet, at a minimum, one of the following two components:

- A. Cardiology picture archiving and communication system (CPACS), cardiology information solutions (CIS) and associated hardware and equipment; and/or
- B. Radiology PACS, radiology information solutions (RIS) and associated hardware and equipment.

Supplemental products and services from suppliers that provide products in at least one of the solutions outlined above may also be included in the category:

- Management for other clinical images (e.g., pathology, ophthalmology, endoscopy, etc.);
- Communication and reporting tools; and
- Other radiology/cardiology image management products and services associated with image management such as product implementation, support, training, education, etc.

Class of trade

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

Agfa	Mark Evans	864.421.1784	mark.evans@agfa.com
Lumedx	Mickey Norris	678.333.3760	mickey.norris@lumedx.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com

Note: Supplier contact information is current as of October 14, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.


How to operationalize these agreements

- A Participating Member Designation Form (PMDF) is required for Tier 2 or higher with Agfa and Lumedx.
- Philips does not require a PMDF/PA as purchase order volume determines tier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Agfa and Lumedx.
- Philips does not allow aggregation due to "per purchase order" tier requirements.

Awarded suppliers

Supplier	New	Expiring
AGFA 	PP-IT-138	PP-IT-070
LUMEDX	PP-IT-137	New
PHILIPS	PP-IT-139	New

The agreement with FUJIFILM (PP-IT-071) expired on December 31, 2014.

There is no ASCEND® award in this category.

Financial considerations:

- Acquisition options, e.g., purchase, lease, per click, per procedure, fee per study
- Annual maintenance agreements
- Training and consulting
- Implementation
- Warranty
- Update and upgrade expenses

Product/service considerations:

- Scalability
- Accessibility options
- Vendor-neutral archiving capabilities
- Image formats for storage and exporting
- Data security options
- Integration with speech recognition

Roadblocks to conversion:

- Existing supplier relationships

Other key value and terms

- Agfa manufactured products are firm for the term. Products not manufactured by Agfa are firm for 6-month periods with a maximum increase of CPI-U index or 3 percent cap per line item.
- Pricing with Lumedx and Philips is firm for the term.
- Scenario analysis reveals Philips is the low-cost supplier for the Cardiology PACS scenario.
- Agfa and Philips offer large order discounts.
- Available direct: Agfa, Lumedx and Philips

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

Full launch content and additional resources available

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

Related category

- **Conventional Film, Dry Media and Printers:** Conventional (wet) film, dry media film and printers that are used to provide hard copy for interpretation for diagnosis, imaging marketing or archiving

Blood Pressure Cuffs and Accessories

Effective March 1, 2015

Expires May 31, 2018

Products available

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

Class of trade

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

GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher with all suppliers.
- A PMDF/electronic PA is not required with Welch Allyn due to a single-tier offering.

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

Supplier	New	Expiring
 GE Healthcare	PP-MM-302 AS-MM-302	PP-NS-705
 Welch Allyn	PP-MM-303	PP-NS-704

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

Financial considerations:

- Disposable versus reusable equipment
- Value-adds

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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

Related categories

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

Chart Paper and Related Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category includes medical chart paper for cardiology (ECG), monitoring (fetal and physiological), defibrillator, neurology, pharmacy, lab and video imaging. Accessories include pens, optical disks and mounts.

Class of trade

- Print Media's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien's agreement is available to specific acute care and non-acute healthcare facilities. See Appendix A in the value analysis toolkit or Exhibit B-2 for details.

Covidien	Greg Goodall	508.261.8213	greg.i.goodall@medtronic.com
Print Media	Robert Gonzalez	305.884.0702	rgonzalez@printmedia.com

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

How to operationalize these agreements

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

Aggregation opportunities



- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Print Media.
- Aggregation is allowed for multi-facility systems and established networks of facilities that have the ability to influence purchasing decisions with Covidien.

Other key value and terms

- Pricing is firm for the term of agreement with Print Media.
- Pricing is firm for 12 months with Covidien. Prices may then increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien's new agreement pricing offers 2.0 percent savings compared to its expiring agreement pricing.
- Covidien offers a Comprehensive Hospital Audit for Med-Surg Purchasing (CHAMP) program and a quick start incentive rebate as value-adds.
- Orders of any Covidien products less than \$500 are subject to a \$90 fee with Covidien.
- Products available through authorized distributors that are ordered direct through Covidien are subject to a 3 percent handling fee.
- Print Media's new agreement pricing offers 2.4 percent savings compared to its expiring agreement pricing.
- Print Media offers a printhead replacement program and growth rebate as value-adds.
- Print Media offers a 2 percent discount on orders that are paid within 30 days of product delivery, invoice receipt or acceptance, whichever date is later.
- **Print Media is the low-cost supplier on crossed items.**
- Available through distribution: Covidien, Print Media
- Available direct: Covidien, Print Media

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-482 AS-MM-482	PP-MM-272 AS-MM-272
	PP-MM-483	PP-MM-273

Print Media is a minority-owned business enterprise (MBE).

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

Full launch content and additional resources available

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

Cleaning Validation Support Products

Effective October 1, 2016

Expires September 30, 2019

Products available

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

Class of trade

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

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

Note: Supplier contact information is current as of June 17, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-442	New
	PP-MM-441	New

Healthmark is a small business enterprise (SBE).

Financial considerations

- Pricing
- Cost of conversion

User satisfaction

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

Roadblocks to conversion

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

Full launch content and additional resources available

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

Related category

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

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

Products available

- **Physiological monitoring systems** allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated.
- **Vital signs monitors** allow periodic measurement of multiple vital signs parameters such as blood pressure, temperature.

Class of trade

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

Authentidate	Seth Loonan	908.787.1855	sloonan@authentidate.com
CJPS	Christophe Sevrain	248.593.1264	christophe@cjps-healthcare.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
CareFusion (Vital Signs Inc.)	Zach Moore	901.302.0504	zachary.moore@carefusion.com
Mindray	John Hones	773.972.5526	j.jones@mindray.com
Nihon Kohden	David Loeb	443.797.2098	david_loeb@nkusa.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Spacelabs	Neill Moore	678.455.0300	neill.moore@spacelabs.com
Welch Allyn	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Authentidate, CareFusion, CJPS, Draeger, Mindray, Nihon Kohden and Spacelabs.
 - CareFusion requires facilities to independently commit to market share requirements.
- Philips allows aggregation for multi-facility systems capable of controlling purchasing decisions and established networks.
- Welch Allyn allows aggregation for multi-facility acute care systems under common ownership able to coordinate purchases and owned or controlled acute and ambulatory sites.

Other key value and terms

Awarded suppliers

Supplier	New	Expiring
	PP-MM-286	PP-MM-162
	PP-MM-287	PP-MM-163
	PP-MM-288	New
	PP-MM-289	PP-MM-164
	PP-MM-309	PP-MM-164a
	PP-MM-290	New
	PP-MM-291	PP-MM-165
	PP-MM-292	PP-MM-166
	PP-MM-293	New
	PP-MM-294	PP-MM-167

AuthentiDate is a small business enterprise (SBE). CJPS is a minority-owned business enterprise (MBE).

The agreement with Authentidate expires February 28, 2018.

Financial considerations:

- Warranties
- Value-adds
- Service agreements
- Reprocessing fees and third party reprocessing terms

Patient safety and satisfaction:

- Atrial fibrillation detection
- Latching alarms
- Patient population, such as pediatrics
- Accuracy
- Infection control and cleaning
- Alarms
- Visibility of parameters

Roadblocks to conversion

- Proprietary equipment
- Availability of universal adapters
- Connectivity with electronic medical record (EMR) and clinical information systems (CIS)

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

- Pricing is firm for the term with Authentidate, CareFusion, CJPS, Dräger, GE, Mindray, Spacelabs and Welch Allyn.
- Pricing is firm for 6 months with Nihon Kohden and 7 months with Philips.
- **Product considerations have been updated since the previous launch. Review the product offering section in the value analysis toolkit for details.**
- Overall weighted financial analysis reveals when compared to expiring agreement pricing:
 - Authentidate and GE offer 10 percent and 2 percent savings, respectively.
 - Pricing is flat with CJPS, Nihon Kohden and Philips.
 - Welch Allyn pricing is 2 percent or 6 percent less favorable for direct or distribution orders, respectively.
- Available through distribution: CareFusion, CJPS, Philips and Welch Allyn
- Available direct: Authentidate, CareFusion, CJPS, Dräger, GE, Mindray, Nihon Kohden, Philips, Spacelabs and Welch Allyn

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

Full launch content available

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

- **Blood Pressure Cuffs and Accessories:** Sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.
- **Fetal Monitoring:** Fetal monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.
- **Invasive Cardiology:** Cath lab hemodynamic monitoring systems and electrophysiology monitoring systems.
- **Non-Invasive Cardiology:** Electrocardiography machines and carts, ECG management systems, holter monitoring and stress testing products.
- **Pulse Oximetry Devices:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.

Arterial Blood Gas Kits

Effective December 1, 2017

Expires November 30, 2020

Products and services available

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

Class of trade

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

Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com
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Note: Supplier contact information is current as of September 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

- [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

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

Awarded supplier

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

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

ECG Electrodes, Cables, Lead Wires and Defibrillator Pads

Effective October 1, 2017

Expires September 30, 2020

Products and services available

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

Class of trade

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

Advantage Medical/LifeSync	Zachary Wunsch	954.745.3528	zwunsch@advantagemed.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with both suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

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

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

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

Full launch content and additional resources available

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

Related categories

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

Hemodynamic Monitoring Products and Accessories

Effective July 1, 2017


Expires June 30, 2020

Products available

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

Class of trade

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

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

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

Arrow/Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com
Edwards	Kristina Reyes	714.721.7220	kristina_reyes@edwards.com
ICU Medical	Mark Jorgensen	949.366.3550	mjorgensen@icumed.com
ReavillMED	Matt Reavill	815.483.5712	matt@reavillmed.com

Note: Supplier contact information is current as of May 12, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Arrow/Teleflex, ICU Medical and ReavillMED.
- Edwards requires a PMDF/PA at all tiers.

Aggregation opportunities

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Equipment with proprietary disposables

Other key value and terms

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

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

Full launch content and additional resources available

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

Related categories

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

Endovascular Vein Harvesting Products

Effective November 1, 2017

Expires October 31, 2020

Products and services available

Endoscopic vein harvesting products and accessories that are used to remove blood vessels during open heart procedures.

Products in this category were previously included in the Open Heart Disposable Supplies category.

Class of trade

This agreement is available to acute care and non-acute healthcare providers for their own use.

Maquet	Mike Smith	949.226.9195	mike.smith@getinge.com
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Note: Supplier contact information is current as of August 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

Aggregation is allowed for multi-facility systems. Maquet will consider in good faith additional aggregation options; see the terms and conditions section of the value analysis toolkit for details.

Other key value and terms

- Pricing is firm for the term of agreement.
- Maquet's new agreement pricing offers an overall 1.4 percent increase compared to its expiring open heart disposable supplies agreement pricing.
- Available direct: Maquet

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

Full launch content and additional resources available

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Related categories

- **Endovascular Vein Harvesting Products:** Endoscopic vein harvesting products and accessories that are used to remove blood vessels during open heart procedures
- **Perfusion Products:** Cannulas, catheters, connectors, pump oxygenators and accessories utilized during cardiopulmonary bypass

Awarded suppliers

Supplier	New	Expiring
MAQUET GETINGE GROUP	PP-OR-1446	PP-OR-1089*

*Maquet was a Premier contracted supplier in the Open Heart Disposable Supplies category. Some products from the expiring agreement are now included in this category.

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

Neurosurgical Ablation and Aspiration Products **Effective September 1, 2017**

Expires August 31, 2020

Products and services available

This is a *new* Premier category. This category includes neurosurgical products utilized for ablation and aspiration of soft tissue, hard tissue and bone.

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

Class of trade

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

Stryker	Greg Shantz	269.389.5839	greg.shantz@stryker.com
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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 this agreement

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

Aggregation opportunities

Aggregation is allowed for multi-facility systems and established networks of facilities with the authority to influence and coordinate purchasing decisions and for group purchasing organizations that will work with Stryker to identify reasonable mutual value provided to one another and the designated tier level under this agreement.

- Facilities looking to aggregate purchasing volume must meet the tier threshold collectively and half of the aggregation members purchase at least 70 percent of their Neurosurgical Products from Stryker.

Other key value and terms

- Pricing is firm for the term of agreement.
- Stryker's new agreement pricing has an overall 2.1 percent increase compared to its expiring agreement pricing.
- Available through distribution: Stryker
- Available direct: Stryker

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

Full launch content and additional resources available

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Awarded supplier		
Supplier	New	Expiring
stryker	PP-OR-1432	PP-OR-1118*

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

Neurosurgical Ablation and Aspiration Products Effective September 1, 2017

Expires August 31, 2020

Related categories

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

Neurosurgical Critical Care Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

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

Class of trade

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

Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
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Note: Supplier contact information is current as of June 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms


- Pricing is firm for the term of agreement.
- Integra's new agreement pricing offers an overall of 3.4 percent savings compared to its expiring agreement pricing.
- Integra allows for electronic fund transfers and credit cards at no added cost.
- Available direct: Integra

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

Full launch content and additional resources available

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

Supplier	New	Expiring
 INTEGRA <small>LIMITED LIABILITY COMPANY</small>	PP-OR-1434	PP-OR-1115*

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

Neurosurgical Critical Care Products

Effective September 1, 2017

Expires August 31, 2020

Related categories

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

Neurosurgical Dural Repair and Related Products Effective September 1, 2017

Expires August 31, 2020

Products and services available

This is a *new* Premier category. This category includes products used for the repair of dura mater (outermost membrane enveloping the brain and spinal cord). These products include sealants, patches, onlays, suturable grafts and accessories.

These products were previously included in the Neurosurgical Products category. Ablation and aspiration and critical care products also available on the prior agreement have been split into their own categories – Neurosurgical Ablation and Aspiration Products and Neurosurgical Critical Care Products.

Class of trade

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

Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
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Note: Supplier contact information is current as of June 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities only on Tiers 4 and 5.


Other key value and terms

- Pricing is firm for the first 24 months of agreement, then Integra may implement a one-time price increase of no more than 3 percent per line item during the last 12 months of the agreement.
- Integra's new agreement pricing has an overall of 3.1 percent increase compared to its expiring agreement pricing.
- DuraSeal product will be included in the new agreement and was not included in previous agreement. The analytics do not include off-contract DuraSeal product pricing. Product now on contract.
- Integra allows for electronic fund transfers and credit cards at no added cost.
- Integra offers all subcategories in this category except onlays.
- Available direct: Integra

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

Full launch content and additional resources available

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Awarded suppliers		
Supplier	New	Expiring
 INTEGRA <small>LIMITED LIABILITY COMPANY</small>	PP-OR-1433	PP-OR-1115*

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

Neurosurgical Dural Repair and Related Products Effective September 1, 2017

Expires August 31, 2020

Related categories

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

Neurosurgical Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

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

Class of trade

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

Aesculap	Bill Miller	630.445.3277	bill.miller@bbraun.com
Stryker	Greg Shantz	269.389.5839	greg.shantz@stryker.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

Awarded suppliers

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

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

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

Other key value and terms (continued)

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

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

Full launch content and additional resources available

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

Related categories

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

Open Heart Disposable Supplies

Effective November 1, 2017

Expires October 31, 2020

Products and services available

Supplies used during open heart surgeries, including coronary artery bypass grafting (CABG), valve procedures and pediatric open heart procedures.

Endoscopic vein harvesting products and accessories previously included in this category are now included in the new Endovascular Vein Harvesting Products category.

Class of trade

Agreements with both suppliers are available to acute care and non-acute healthcare providers.

Maquet	Mike Smith	949.226.9195	mike.smith@getinge.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com

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

How to operationalize these agreements

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

Aggregation opportunities

Aggregation is allowed for multi-facility systems with both suppliers. Both suppliers will consider in good faith additional aggregation options; see the terms and conditions section of the value analysis toolkit for details.

- Medtronic requires that members are identified as top or direct parent on the membership roster.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Maquet's new agreement pricing has a 0.8 percent increase compared to its expiring agreement pricing.
- Medtronic's new agreement pricing offers a 2.9 percent savings compared to its expiring agreement pricing.
- **Medtronic is the low-cost supplier on crossed items.**
- Available direct: Maquet, Medtronic

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

Full launch content and additional resources available

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

Related categories

- **Endovascular Vein Harvesting Products:** Endoscopic vein harvesting products and accessories that are used to remove blood vessels during open heart procedures
- **Perfusion Products:** Cannulas, catheters, connectors, pump oxygenators and accessories utilized during cardiopulmonary bypass

Awarded suppliers

Supplier	New	Expiring
MAQUET GETINGE GROUP	PP-OR-1444	PP-OR-1089
Medtronic	PP-OR-1445	PP-OR-1090

Current agreements with Alliant (PP-OR-1088) and Sorin (PP-OR-1091) expire October 31, 2017.

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

Perfusion Products

Effective February 1, 2015

Expires January 31, 2018

Products available

This category includes products that are used to artificially pump blood through the patients' body during cardiac surgery. These items mimic the function of vital body parts such as the patient's circulatory system during the operative procedure and help to create a bloodless surgical field.

Class of trade

Agreements are available to acute care and continuum of care members.

Edwards	Kristina Reyes	949.250.2642	kristina_reyes@edwards.com
Medtronic	Tim Howard	651.335.0190	tim.howaard@medtronic.com
Sorin	Mat Martinides	404.444.4119	mat.martinides@sorin.com
Surge (Alliant)	Matt Saul	310.593.3512	msaul@medalliancesolutions.com

Note: Supplier contact information is current as of May 12, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

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

Aggregation opportunities

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



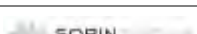

- Aggregation for Edwards is allowed for multi-facility systems only; Aggregation for Tiers 1 through 3 requires >70 percent compliance of each facility and Tier 4 requires >85 percent compliance within each facility.
 - Members may aggregate to attain the dollar volume; but participation is measured at each facility level by percent commitment.
- Medtronic allows aggregation for IDN's and will provide special considerations for affiliate groups.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Financial analysis reveals that compared to their expiring agreement pricing:
 - Edwards' new agreement pricing has an overall 0.1 percent increase.
 - Medtronic's new agreement pricing is flat.
 - Sorin's new agreement pricing offers an overall 2.4 percent savings.
- Surge's new agreement pricing has an overall 2.9 percent increase.
- Medtronic offers grandfathering for existing member agreements and members who have signed a PMDF/PA under expiring agreement PP-OR-798.
- Available direct: Edwards, Medtronic, Sorin, and Surge
- Available through distribution: Edwards, Sorin, and Surge

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1152	PP-OR-797
	PP-OR-1151	PP-OR-798
	PP-OR-1150	PP-OR-799
	PP-OR-1153	PP-OR-796

The current agreement with Terumo (PP-OR-800) expires January 31, 2015.

Financial considerations

- Specific supplier tiers that allow for aggregation
- Firm product pricing

Patient safety and satisfaction

- Product reliability
- Available alarms and sensors

Roadblocks to conversion

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

Full launch content and additional resources available

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

Surgical Slush Machines

Effective Date October 1, 2015

Expires Date September 30, 2018

Products and services available

This is a *new* Premier category. This category includes equipment which produces sterile smooth ice or slush for various types of surgical procedures as well as any accessories needed to accompany such services.

Class of trade

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

C Change Surgical	Patrick Kammer	336.210.5525	pkammer@cchangesurgical.com
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Note: Supplier contact information is current as of October 1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

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 C Change Surgical.
- C Change Surgical offers value-adds including no-charge reusable containers and splash guards. Please see the value-add section of the value analysis toolkit for details.
- Available direct only.

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

Full launch content and additional resources available

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Awarded supplier

Supplier	New	Expiring
	PP-OR-1264	New

Financial considerations:

- Potential savings with reusable sterile container
- Value-adds

Patient safety and satisfaction:

- Maintaining sterile technique
- Machine is portable
- Slush can be made prior to procedure

Roadblocks to conversion:

- Capital budget/expenditure



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?

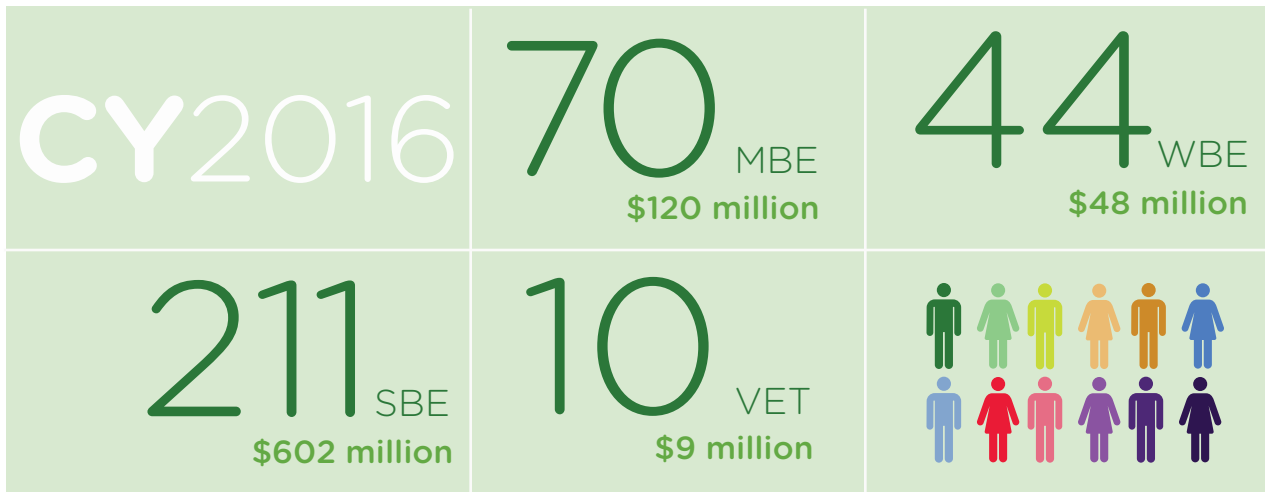
[Contact your Premier representative.](#)



Premier's supplier diversity initiatives recognize and track the following classifications (diverse and small business suppliers): **small business enterprises** (SBE) and **minority-** (MBE), **woman-** (WBE) and **veteran-owned** (VET) enterprises.

We are committed to building a portfolio of contracted products and services that mirrors the demographics of the communities our members serve.

In 2016, Premier members spent \$775 million on products and services from diverse suppliers.



SEEDS (Sourcing Education and Enrichment for Diverse and Small Suppliers)

The program provides contracted suppliers with experienced resources and educational tools intended to assist in gaining contract sales and building long-term relationships across the alliance.

Contract language protection for members looking to do business with diverse suppliers

The diverse suppliers' volume is considered a carve-out and members can still qualify for the best tiered pricing negotiated.



Additional resources

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

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

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Cardiovascular Field Specialist



Chris Lindahl, RN, MS

Diploma, Nursing
Bachelor of Science, Master of Science

Prior to joining Premier, Chris spent several years as the director of value analysis at University HealthSystem Consortium where, in addition to administrative responsibility for the program, Chris served as lead consultant in process improvement and non-labor cost reduction for several large academic healthcare organizations. Chris is trained in team facilitation, is a published author and has spoken to numerous professional groups at both the regional and national levels. Chris has direct patient care experience in coronary ICU and the cardiac cath lab.

Affiliations

- American Association of Critical Care Nurses (member)
- American Board of Quality Assurance and Utilization Review Physicians (fellow)
- American College of Cardiology (member)

What I do – These services are provided to Premier members at no charge

- Develop tools and resources to help Premier members evaluate our strategic cardiovascular agreements including:
 - Cardiac Rhythm Management (CRM)
 - Drug-eluting Stents (DES)
 - Non-drug Eluting Stents (Non-DES)
 - Diagnostic and Interventional Cardiology (DIC)
 - Diagnostic and Interventional Radiology (DIR)
 - Peripheral and Biliary Stents (PBS)
- Perform custom analyses for Premier members identifying opportunities to reduce costs and eliminate unnecessary variation
- Provide market updates and clinical education on cardiovascular topics
- Facilitate knowledge sharing of cost reduction strategies and best practices

Contact

If you are interested in working with Chris, please reach out to your Premier representative for more information.