



Clinical Laboratory Services Portfolio Overview and Resources

Updated September 2017

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New FASB standards: Potential impact to your laboratory

By: Susan Helms, MA, MHA, MT (ASCP) SLS, Senior Region Director/Laboratory Clinical Specialist, Premier Inc.

If you are a laboratory director or administrator you may be asking why new Financial Accounting Standards Board (FASB) standards are important to you. While this article should not be construed as counsel or directive, this snapshot of the new leasing standards will hopefully create discussion with your chief financial officer (CFO), legal, supply chain, board and accounting departments.



What do I need to know?

- Final guidance from the FASB will require lessees to recognize most leases on your balance sheet (i.e. assets and liabilities for most leases of medical equipment that may currently be accounted for as operating leases).
- Lessees and lessors will use a principle generally consistent with current U.S. generally accepted accounting principles (GAAP) to classify leases.
- This guidance changes accounting for lessee involvement in asset construction and removes existing accounting guidance for nonperformance default covenants in leases.
- In general, the guidance is effective in 2019 for calendar-year public and not-for-profit entities and 2020 for other calendar-year entities. All entities are permitted to be early adopters.

Because healthcare entities often have contracts that include lease and non-lease components (e.g. your lab has a contract for both equipment and medical supplies), there may be a need to put vigorous processes in place to identify lease and non-lease components. Many of your operating leases under [ASC 840](#) may continue to qualify as operating leases under [ASC 842](#), however, these leases will now appear on the face of your financial statements.

What questions should I consider?

- Do you have a team in place to work on implementation?
- Has a preliminary assessment been done to determine how your lease accounting will be affected?
- Has your board been involved in discussions?
- How will you communicate changes to your financial reporting to governing board and other key stakeholders?
- What are potential leasing options?
- What capital acquisitions are in place and what is planned? How will this impact those acquisitions?

Learn more:



Review the following resources to learn more about the new FASB standards:

- [Ernst & Young: FASB new leases standard](#)
- [New FASB leases standard brings transparency to lessee balance sheets](#)
- [Why did the FASB issue a new standard on leases?](#)
- [FASB issues targeted changes to key areas of accounting guidance](#)
- [U.S. GAAP codification topic: 840 Leases](#)
- [The leasing standard – A comprehensive look at the new model and its impact](#)

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.

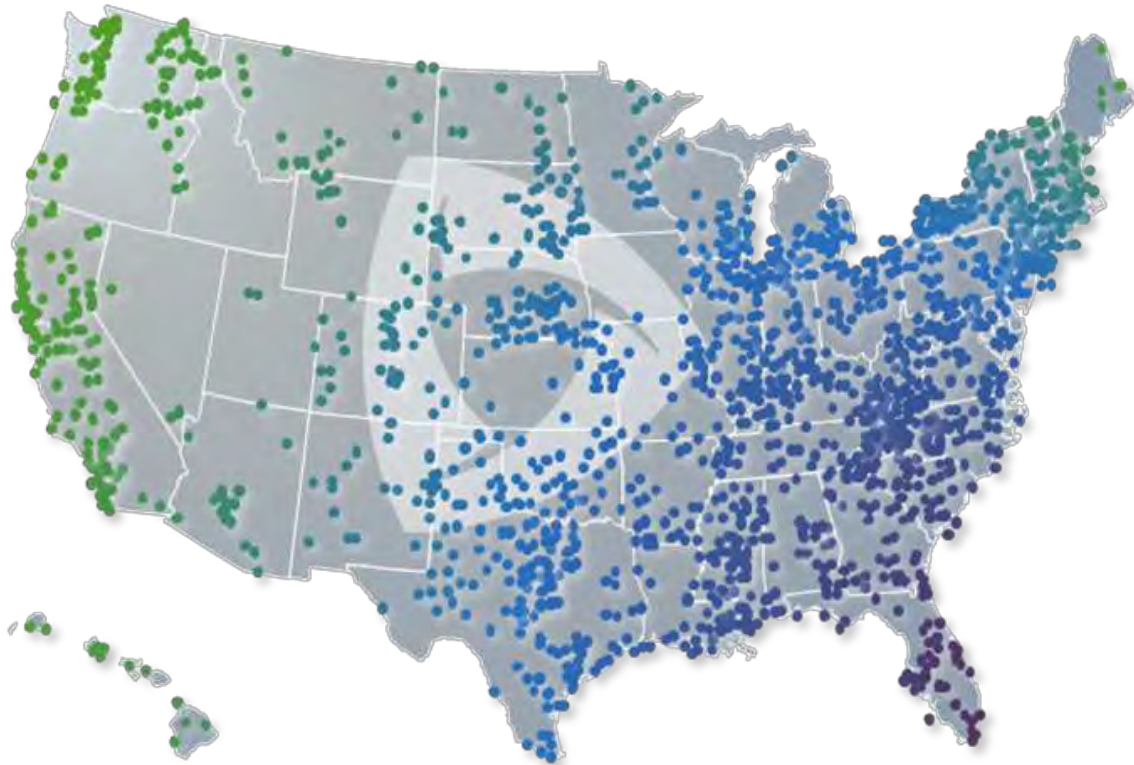
➤ **How do we do it?**

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.





Clinical Laboratory Services

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

Automated Blood Culture and Mycobacterial Recovery Analyzers, Reagents, Consumables and Service

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes instruments designed for the rapid detection of micro-organisms in clinical specimens. They continuously monitor blood culture bottles for evidence of micro-organisms and automatically activate an alarm when growth is detected.

Class of trade

- Agreements with BD and bioMérieux are available to acute care facilities and free-standing labs, including reference labs.
- Remel's agreement is available to acute care, free-standing labs, long-term care, physicians, surgery centers, colleges and universities.

BD	Chuck Collis	586.980.9338	charles_collis@bd.com
bioMérieux	Peter Graves	978.270.9952	peter_graves@biomerieux.com
Remel	Todd Peterson	469.540.5278	todd.peterson@thermofischer.com

Note: Supplier contact information is current as of October 12, 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 BD and bioMérieux.
- A PMDF/PA is required at all tiers with Remel.
- Member agreements are only required for reagent rentals or other acquisition options 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 BD and bioMérieux.
- Pricing is firm for the first 12 months with Remel; thereafter prices may increase up to 3 percent, one time during the term of the agreement if the cost of raw goods increases.
- BD's new agreement pricing offers 1.0 percent overall weighted decrease compared to its expiring agreement pricing.
- BD offers a laboratory information sheet allowance and trade-in allowance as value-adds. See value-add section of the value analysis toolkit for more information.
- bioMérieux's new agreement pricing offers 2.4 percent overall weighted increase compared to its expiring agreement pricing.
- bioMérieux offers a performance commitment discount as a value-add. See value-add section of the value analysis toolkit for more information.

Awarded suppliers

Supplier	New	Expiring
	PP-LA-439	PP-LA-352
	PP-LA-438	PP-LA-353
	PP-LA-437	PP-LA-354

Financial considerations:

- Total cost of ownership
- Shipping terms
- Laboratory information system (LIS) allowances
- Service and maintenance agreements
- Value-adds

User safety and satisfaction:

- Acceptable specimen types
- Plastic versus glass blood culture bottles
- Types of media: aerobic, anaerobic, standard or enriched
- Pediatric and neonatal specimen requirements
- Instrument footprint
- FDA recalls and issues
- Process for entering samples

Roadblocks to conversion:

- Existing agreements and installed instruments
- Standardization of suppliers used throughout facility
- Capital equipment budget constraints
- Clinician preference

Automated Blood Culture and Mycobacterial Recovery Analyzers, Reagents, Consumables and Service

Effective November 1, 2016

Expires October 31, 2019

Other key value and terms (continued)

- Remel's new agreement pricing offers 0.2 percent overall weighted decrease compared to its expiring agreement pricing.
- **Remel is the low-cost supplier based on pricing scenarios.**
- Available through distribution: BD
- Available direct: BD, bioMérieux, Remel

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.

Automated Microbial Identification and Susceptibility Analyzers, Reagents, Consumables and Service

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes automated instruments which identify microorganisms and determine which antibiotic would be the most effective in treating a patient's infection.

Class of trade

- Beckman's agreement is available to hospital laboratories, including university hospital-affiliated laboratories, hospital-operated satellite laboratories, student health centers, Indian health centers, or any local, county, state or federal government healthcare facility, clinical and commercial laboratories and national reference laboratories.
- bioMérieux's agreement is available to acute care facilities and reference laboratories only.

Beckman	Ann Iannuzzi	774.270.6959	amiannuzzi@beckman.com
bioMérieux	Peter Graves	978.270.9952	peter.graves@biomerieux.com

Note: Supplier contact information is current as of September 21, 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 bioMérieux.
- New Beckman customers and members transitioning to Premier will need to submit a GPO Declaration, if requested by Beckman.
- A member agreement is only required for reagent rentals or other acquisition options with bioMérieux.
- A member agreement is required for all tiers with Beckman.
- See the operationalization instructions section of the value analysis toolkit for full details.


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.
- Beckman's new agreement pricing offers 1.8 percent overall weighted increase compared to its expiring agreement pricing.
- Beckman offers a multiple analyzer discount, LIS interface allowance and IDN discount. See the value-add section of the value analysis toolkit for more information.
- bioMérieux's new agreement pricing offers 2.7 percent overall weighted increase compared to its expiring agreement pricing.
- bioMérieux offers a performance commitment discount. See the value-add section of the value analysis toolkit for more information.

Awarded suppliers

Supplier	New	Expiring
 BECKMAN COULTER	PP-LA-441	PP-LA-356
BIO-MÉRIEUX	PP-LA-440	PP-LA-355

Financial considerations:

- Total cost of ownership
- Payment terms
- Shipping terms
- Laboratory information system (LIS) allowances
- Service and maintenance agreements
- Value-adds

User safety and satisfaction:

- Test panel configurations
- Length of time to result
- Testing process: automation versus semi-automation versus manual
- Maintenance requirements
- FDA recalls and issues

Roadblocks to conversion:

- Existing agreements
- Products currently being used in the facility
- Capital equipment budget constraints
- Reagent cards and panels that are proprietary to each supplier
- Clinical preference

Automated Microbial Identification and Susceptibility Analyzers, Reagents, Consumables and Service

Effective November 1, 2016

Expires October 31, 2019

Other key value and terms (continued)

- **bioMérieux is the low-cost supplier based on pricing scenarios.**
- Available direct: Beckman, bioMérieux

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.
- [Operational feature worksheet](#): An Excel spreadsheet reference containing details and specifications for analyzers offered by suppliers.

Products available

This category includes products that are used for automated and manual testing in the blood bank.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members.
 - Ortho's agreement is available for acute care hospitals, surgery centers and clinics that perform blood bank testing.

Awarded suppliers		
Supplier	New	Expiring
	PP-LA-417	PP-LA-320
	PP-LA-419	New
	PP-LA-416	PP-LA-321
	PP-LA-415	PP-LA-322
	PP-LA-418	PP-LA-323

Quotient is a small business enterprise (SBE).

Bio-Rad	Brad Burnette	501.944.9414	brad_burnette@bio-rad.com
Grifols	Kirk Fischer	720.498.4768	kirk.fischer@grifols.com
Immucor	Kim Chastain	770.280.3356	kchastain@immucor.com
Ortho	David Fouts	224.360.3477	david.fouts@orthoclinicaldiagnostics.com
Quotient	Bill Brady	919.428.0428	bill.brady@quotientbd.com

Note: Supplier contact information is current as of May 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 required for **all** tiers with Immucor and Ortho for new customers or customers changing tiers.
- A PMDF/electronic PA is required for Tier 2 or higher with Bio-Rad, Grifols and Quotient.
- In addition to the Premier agreement, suppliers may require the completion of a **separate member agreement** for new or renewing customers, which is to be negotiated between the member and the supplier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Bio-Rad, Grifols, Ortho and Quotient.
 - Bio-Rad requires established networks to be capable of influencing purchase decisions.
- Immucor allows aggregation for owned IDNs and on a case-by-case basis for GPOs and regional collaboratives.

Other key value and terms

- Pricing is firm for the term with Bio-Rad, Grifols, Ortho and Quotient.
- Pricing is firm for two years with Immucor.
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing by product subcategory offers:
 - An increase of 0.2 percent to a savings of 1.0 percent with Bio-Rad.
 - Flat to 2.0 percent savings with Immucor.
 - Flat to 21.7 percent savings with Ortho.
 - Flat to 3.0 percent savings with Quotient.

Financial considerations:

- Warranties
- Shipping and freight
- Value-adds
- Total cost of ownership

Patient safety and satisfaction:

- [American Association of Blood Bankers](#) (AABB)
- [FDA guidelines](#)

Roadblocks to conversion:

- Product preference among staff
- Existing supplier relationships and agreements

Other key value and terms (continued)

- Immucor offers multiple value-adds, including rebates and bulk buy discounts.
- Ortho offers multi-unit program discounts.
- Available through distribution: Ortho
- Available direct: Bio-Rad, Grifols, Immucor, Ortho and Quotient

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

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Traditional reagent product comparison](#): An Excel spreadsheet identifying traditional blood bank reagents that are available from each supplier. The spreadsheet includes the product number, description and package size.

Blood Gas Analyzers, Reagents, Consumables and Service

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes analyzers that measure the pH of blood and the amount of oxygen and carbon dioxide in the blood. Many of the analyzers perform basic chemistry testing such as sodium, potassium, chloride, glucose, creatinine and bun.

Products in this category do not include handheld analyzers, which are located in the Point of Care Blood Gas and Additional Tests category.

Class of trade

- The agreement with Nova is available to acute care facilities, free-standing labs (including reference labs) and contract research organizations.
- Agreements with Siemens and Werfen are available to acute care, free-standing labs (reference labs), contract research organizations, non-acute healthcare and non-healthcare facilities.

Nova	John Britt	678.435.6025	jbritt@novalab.com
Siemens	Alan Quinn	603.502.1777	alan.d.quinn@siemens.com
Werfen	Lewis Staum	614.581.8729	lstaum@ilww.com

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

How to operationalize these agreements

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


Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Nova on a case-by-case basis.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and facilities with formal processes across multiple facilities with Siemens. Restrictions apply, see the terms and conditions section of the value analysis toolkit for details.
- Aggregation is allowed for multi-facility systems that have the ability to influence purchasing decisions, group purchasing organizations and established networks of facilities with Werfen.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Nova's new agreement pricing is flat compared to its expiring agreement pricing.
- Nova is offering members a purchase volume/unit credit as a value-add. See the value-add section of the value analysis toolkit for details.
- Siemens' new agreement pricing is flat compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
	PP-LA-451	PP-LA-363
SIEMENS	PP-LA-452 AS-LA-452	PP-LA-362
Werfen	PP-LA-453	PP-LA-361

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

Other key value and terms (continued)

- Siemens is offering a growth rebate, extended warranty, analyzer volume discounts, laboratory information system (LIS) allowances and a partner plan as value-adds. See the value-add section of the value analysis toolkit for details.
- Siemens is offering members an early payment discount. See the terms and conditions section of the value analysis toolkit for details.
- Siemens has a late payment penalty; See the terms and conditions section of the value analysis toolkit for details.
- Werfen's new agreement pricing offers an overall 2.9 percent savings compared to its expiring agreement pricing.
- Werfen is offering members a host interface system (HIS) allowance program, warranty and multiple products category pricing tier adjustments as value-adds. See the value-add section of the value analysis toolkit for details.
- Available direct: Nova, Siemens, Werfen

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

Full launch content and additional resources available

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

Related categories

- **Arterial Blood Gas Kits:** Products packaged in kits used to obtain arterial blood samples (ABS) for determination of a patient's oxygen level, carbon dioxide level, pH level, bicarbonate level and oxygen saturation in the blood
- **Point of Care Blood Gas and Additional Tests:** Handheld analyzer devices used for blood gas testing and additional tests at the patient bedside

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

Nova



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

Roche

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

Aggregation opportunities

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Other key value and terms

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

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

Full launch content and additional resources available

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

Related category

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

Blood Specimen Collection and Ancillary Products

Effective October 1, 2015

Expires September 30, 2018

Products available

This category includes devices approved by the Food and Drug Administration (FDA) for the collection and transportation of blood specimens and other body fluids.

Class of trade

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

BD	Chuck Collis	248.377.9080	charles_collis@bd.com
Greiner	Michael Hobbs	216.630.4229	michael.hobbs@gbo.com
Sarstedt	Andrew Berry	828.465.4000	admin@sarstedt.us

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 or higher with all suppliers.

Aggregation opportunities

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

- BD requires that aggregating multi-facility systems have the ability to influence purchasing decisions.

Other key value and terms




- Pricing is firm for the term for all suppliers.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 1.0 percent less favorable with BD.
 - 9.9 percent more favorable to the distributor with Greiner.
 - 4.9 percent more favorable with Sarstedt.
- Greiner's pricing under the expiring agreement was *net member*. Moving forward, pricing will be *net distributor*. To determine your facility's overall impact, your distribution mark-up must be factored into the savings provided. See the financial analysis in the value analysis toolkit referenced below for details.
- Sarstedt's products are not interchangeable with products of other manufacturers and must be used with their safety phlebotomy products.
- Available through distribution: BD and Greiner
- Available direct: Sarstedt

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
	PP-LA-402 AS-LA-402	PP-LA-315
	PP-LA-403 AS-LA-403	PP-LA-316
	PP-LA-404	PP-LA-317

Full launch content and additional resources available (continued)

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

Related category

- **Safety Phlebotomy**: Safety-engineered devices approved by the Food and Drug Administration (FDA) for the collection of blood specimens; these devices reduce the risk of needlesticks and blood-borne pathogen exposure for healthcare workers

Clinical Reference Laboratory Testing Services

Effective October 1, 2015

Expires September 30, 2018

Services available

This category includes accredited laboratories who provide laboratory testing on patient samples. Reference laboratories provide a varied menu of laboratory procedures including routine tests with minimal complexity to esoteric tests with high complexity.

Class of trade

- ARUP's agreement is available for acute members and non-acute regional labs that are owned, managed or affiliated by an acute care provider.
- Agreements with LabCorp and Quest are available for acute care, continuum of care and Premier REACH™ members, with the exception of commercial reference labs not operated by hospitals or healthcare facilities.
 - LabCorp also restricts management companies on behalf of prisons and direct to consumer providers.

ARUP	Stephanie Millikan	713.299.6016	stephanie.millikan@aruplab.com
LabCorp	Jane Clery	224.239.3957	cleryj@labcorp.com
Quest	James A. DeSimone	617.599.6159	james.a.desimone@questdiagnostics.com

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

How to operationalize these agreements

- **Existing customers under the expiring ARUP Premier agreement:** A new Participating Member Designation Form (PMDF)/electronic price activation (PA) is *not* required.
 - A separate member agreement is required.
- **Existing customers under expiring LabCorp and Quest Premier agreements:** A new PMDF/electronic price activation (PA) is *not* required. No action is needed.
- **New customers with all suppliers:** A PMDF/electronic price activation is required.
 - A separate member agreement is required.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with LabCorp and Quest.
 - Aggregating facilities with Quest must use Quest as their primary reference lab.
- Aggregation is allowed with ARUP for members operating a single entity with the authority to commit all aggregating members to purchase, or a GPO where all members commit to purchase in aggregate.

Awarded suppliers

Supplier	New	Expiring
	PP-LA-405	PP-LA-272
	PP-LA-406	PP-LA-273
	PP-LA-407	PP-LA-274

Financial considerations:

- Payment terms and early payment discounts
- [Laboratory information system \(LIS\)](#) interference allowances
- Additional fees, such as STAT or send out fees from the reference lab to a third lab that may occur
- Internal cost for creating and testing database for result reporting
- Hot list of tests

Patient safety and satisfaction:

- [CLIA](#) status
- Testing complexity
- Clinical or anatomical testing
- Unacceptable specimen notification time
- Test menu
- Test result reporting options
- Courier schedule for specimen pickup
- Materials provided by supplier for specimen collection of samples
- Invoicing process
- Report format
- Unacceptable test turnaround times

Roadblocks to conversion:

- Existing clinical reference agreements in your facility
- Extensive resources required for [LIS](#) conversion
- Early termination penalties for LIS interface agreements

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of send-out tests.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing for **supplier-performed tests** is:
 - 4.9% to 23.6% more favorable with ARUP.
 - 0.5% to 0.9% more favorable with LabCorp.
 - Flat with Quest.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use this 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.
- [Example request for proposal \(RFP\)](#): A sample RFP that can be used as a reference when developing a RFP for clinical reference laboratory testing services.
- [Reference laboratory testing services worksheet](#): Excel spreadsheet containing suggested information to be completed when conducting an RFP.
- Due to the high configurability of testing services in this category, a cross reference is unavailable. Speak with your supplier representatives to put together a cross reference based on your facility's testing mix.

Products available

Products in this category are used to create digital images from glass slides that can be accessed, archived and retrieved over networks and integrated into laboratory or hospital information systems.

Class of trade

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

Leica	Rana Ramsey	815.382.4881	rana.ramsey@leicabiosystems.com
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Note: Supplier contact information is current as of January 26, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is not required due to a single tier offering.
- **A member agreement is required when signing up for a new agreement with Leica.**

Aggregation opportunities

Aggregation is not applicable with Leica due to a single tier offering.


Other key value and terms

- Pricing is firm for the term of the agreement.
- Due to the high-configurability of systems and services in this category, a financial analysis is unavailable.
- Products and services are available direct from Leica.

Full launch content and additional resources available

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

Awarded supplier

Supplier	New	Expiring
	PP-LA-392	New

* Leica [acquired Aperio](#) in 2012.

Note: The current agreement with DigiPath, PP-LA-327, expires July 31, 2015.

Financial considerations:

- Software license – individual versus network
- Training and validation
- Warranty and service agreements
- Installation cost

Patient safety and satisfaction:

- Ease of use
- Clarity and accuracy of images
- Scan time

Roadblocks to conversion:

- Product acceptance by staff and pathologists
- Product value – pathologist read slides vs. digital pathology system

Fecal Occult Blood

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This is a *new* Premier category. This category includes manufacturers and sole distributors of fecal occult blood testing products. These products test for blood in the stool.

Class of trade

Agreements are available to acute care, freestanding labs, including reference labs, contract research organizations, non-acute healthcare and non-healthcare facilities.

HemoCue	Brett Basil	714.646.2379	brett.a.basil@hemocue.com
S2S Global	Chris McCaw	804.310.0034	chris_mccaw@premierinc.com
Teco	Lewis Cabrera	714.463.1111	lewis@tecodiagnostics.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 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.
- HemoCue and Teco offer fecal immunochemical tests (FIT).
- HemoCue and S2S Global offer Guaiac tests.
- Teco offers an early payment discount. See the terms and conditions section of the value analysis toolkit for details.
- **S2S Global is the low-cost supplier for the Guaiac and Guaiac-enhanced low and high volume tests.**
- **Teco is the low-cost supplier for the FIT test.**
- Available through distribution: HemoCue, S2S Global
- Available direct: S2S Global (container shipments only), Teco

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
 HEMOCUE	PP-LA-445 AS-LA-445	New
 S2S GLOBAL	PP-S2-1001P AS-S2-001P	New
 TecoDiagnostics	PP-LA-446	New

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

The S2S Global agreement is effective August 15, 2016, through January 31, 2019.

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

Financial considerations:

- Cost of test kits
- Cost of postage

Patient safety and satisfaction:

- Colorectal cancer screening guidelines
- Patient prep requirements
- Testing interferences

Roadblocks to conversion:

- Staff preference
- Products currently being used in the facility

Products available

This category includes general laboratory products used for the preparation, handling and/or storage of blood, blood products, laboratory reagents and consumables.

Class of trade

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

Beckman	Greg Kleedtke	248.561.6491	greg.kleedtke@beckman.com
Fisher HealthCare	Bonnie Cooper	610.449.5427	bonnie.cooper@thermofisher.com
Helmer	Shannon Krenz	800.743.5637 x3926	skrenz@helmerinc.com
Hettich	Bryan Shubert	904.333.7281	bryan.shubert@hettweb.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic Price Activation (PA) is required for Tier 2 or higher with Fisher, Helmer and Hettich.
- Due to a single-tier offering, a PMDF or electronic PA is not applicable with Beckman.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Weighted financial analysis reveals new agreement pricing with Helmer offers 0.3 percent savings over expiring agreement pricing overall.
- Helmer offers an early payment discount of 2 percent when payment is made within 30 days.
- Available direct: Beckman, Fisher HealthCare, and Helmer
- Available through distribution: Helmer and Hettich

Full launch content available

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

Awarded suppliers

Supplier	New	Expiring
	PP-LA-383	New
	PP-LA-382	New
	PP-LA-381	PP-LA-302
	PP-LA-384	New

Update May 2017: All contracts in the General Laboratory Products, Equipment and Service category have been extended three months and now expire March 31, 2018.

Financial considerations

- Payment terms and early payment discounts
- Shipping terms

Patient safety and satisfaction

- Size and capacity options
- Safety features
- Refrigerator and freezer design options
- Temperature ranges available
- Alarm notifications
- Temperature monitoring options

Roadblocks to conversion

- Existing agreements in your facility

Hematology Analyzers, Automation, Reagents, Consumables and Service

Effective August 1, 2016




Expires July 31, 2019

Products available

This category includes products used to provide hematology testing in the clinical laboratory. The primary focus of hematology testing is the diagnosis of disease related to the production of blood and/or its components.

Class of trade

Agreements are available to select acute care and non-acute healthcare facilities. See the supplier tiers and terms and conditions sections of the value analysis toolkit for full details.

Awarded suppliers		
Supplier	New	Expiring
 Abbott	PP-LA-425	PP-LA-343
 BECKMAN COULTER	PP-LA-426	PP-LA-344
 sysmex	PP-LA-427	PP-LA-345 AS-LA-345

Abbott	Jim Meyer	636.537.3110	james.meyer@abbott.com
Beckman	Ann Iannuzzi	774.270.6959	amiannuzzi@beckman.com
Sysmex	Tom Zimmerman	630.699.5129	zimmermant@sysmex.com

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Abbott.
- Beckman requires that new members or new customers complete a PMDF/PA for all tiers.
 - New customers of Beckman will have to complete a GPO designation form.
 - Beckman requires that all members at Tier 2 or higher complete a separate member agreement in addition to a PMDF/PA.
- Sysmex requires PMDF/PA for all tiers.
- All suppliers require a member agreement.
- See the operationalization instructions section of the value analysis toolkit for full details.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Abbott and Beckman.
- Aggregation is allowed for multi-facility systems that operate and manage their facilities, group purchasing organizations under safe harbor regulations and regional collaboratives approved by Sysmex.

Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Abbott and Sysmex offer early payment discounts. See the terms and conditions section of the value analysis toolkit for details.
- Abbott has a late payment penalty. See the terms and conditions section of the value analysis toolkit for details.
- Shipping terms vary based on if supplies or equipment are shipped. See the terms and conditions section of the value analysis toolkit for details.
- **Available through distribution: Abbott (facilities with less than 250 beds) and Sysmex**
- **Available direct: Abbott (facilities with over 250 beds), Beckman and Sysmex**

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use this 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.
- [Operational feature worksheet](#): Workbook containing details and specifications for analyzers offered by suppliers.
- [Clinical Laboratory Capital Acquisition](#): Overview and guide of the different methods of capital acquisition when evaluating equipment.

Hemoglobin A1c Analyzers, Reagents, Consumables and Service

Effective February 1, 2017

Expires January 31, 2020

Products and services available

Stand-alone analyzers that perform hemoglobin A1c testing used for the monitoring of diabetes.

Class of trade

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

Trinity	Tina Simon	716.485.4900	contract.administrator@trinityusa.com
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Note: Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) 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.
- Cost per reportable pricing is included on Exhibit A-3.
- Financial analysis reveals that Trinity's new agreement pricing offers an overall 8.1 percent savings compared to its expiring agreement pricing.
- Trinity has a \$20 minimum order requirement.
- Trinity offers a sales growth price reduction on all tiers as a value-add. See the value-add section of the value analysis toolkit for more information.
- Trinity's agreement is only 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.

Awarded supplier

Supplier	New	Expiring
 Trinity Biotech	PP-LA-442	PP-LA-357

Trinity is a small business enterprise (SBE).

Financial considerations:

- Pricing
- Acquisition options
- Payment terms
- Shipping terms
- Total cost of ownership
- Value-adds

Patient safety and satisfaction:

- Length of time to result
- FDA recalls and issues
- Maintenance requirements
- Instrument size

Roadblocks to conversion:

- Existing agreements
- Organizational use of hemoglobin A1c testing
- Proprietary reagents and consumables
- Usage of A1c testing on multi-platform analyzers

Hemostasis Analyzers, Reagents, Consumables and Service

Effective August 1, 2016




Expires July 31, 2019

Products and services available

This category includes products used to provide hemostasis testing in the clinical laboratory. Hemostasis testing is used to diagnose coagulation disorders and to monitor patients on medicines that prevent blood clots.

Class of trade

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

Awarded suppliers		
Supplier	New	Expiring
	PP-LA-428	PP-LA-348 AS-LA-348
	PP-LA-429	PP-LA-347
	PP-LA-430	PP-LA-346

Diagnostica Stago	Robert Hewitt	973.452.1858	robert.hewitt@us.stago.com
Siemens	Alan Quinn	603.502.1777	alan.d.quinn@siemens.com
Werfen	Lewis Staum	614.581.8729	lstaum@ilww.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 or higher with Werfen.
 - Diagnostica Stago requires a PMDF/PA for all tiers for new customers. Current customers who have not previously submitted a PA/PMDF will be required to do so.
 - Siemens has included Limitation of Liability language on the PMDF/PA that all members should be aware of.
 - Werfen requires a PMDF/PA for all tiers.
 - All suppliers require a member agreement for reagent rentals and other acquisition options.

Aggregation opportunities

Aggregation is allowed. See the portfolio summary in the value analysis toolkit for supplier requirements.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Siemens offers a one percent early payment discount for orders paid via electronic data interchange (EDI) and paying via electronic fund transfer within 10 days of invoice.
- Siemens and Werfen offer value-adds.
- Available direct: Diagnostica Stago, Siemens Healthcare, Werfen USA (IL)
- Available through distribution: Siemens

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

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use this PDF value analysis toolkit.
- [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.
- [Operational feature worksheet](#): Workbook containing details and specifications for analyzers offered by suppliers.

Products available

This category includes products used in histology and cytology to fix, preserve, prepare and stain tissue and cell samples for evaluation.

Class of trade

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

Agilent	James Deambrose	215.435.6107	james.deambrose@dako.com
Leica	Rana Ramsey	815.382.4881	rana.ramsey@leicabiosystems.com
Meditate	Edith Tello	407.996.9630	etello@medite-group.com
Richard-Allan	Tammy Stojanovski	602.363.3361	tammy.stojanovski@thermofisher.com
StatLab	Pete Ciaravino	586.214.9078	pciaravino@statlab.com
Volu-Sol	Celeste Horrocks	801.974.9474	celeste.horrocks@volusol.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 **all** tiers with Dako and Richard-Allan.
- A PMDF/electronic PA is required for Tier 2 or higher with Leica, Medite and StatLab.







Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Overall weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing with:
 - Medite is 0.9 percent more favorable.
 - Richard-Allan is 0.9 percent more favorable.
 - StatLab is 11.0 percent less favorable.
- Medite offers multiple value-adds, including a no charge extended warranty, free equipment training and free preventative maintenance.
- Richard-Allan offers a point-of-sale Premier service discount value-add.
- Available through distribution: Richard-Allan
- Available direct: Dako, Leica, Medite, Richard-Allan and StatLab

Awarded suppliers

Supplier	New	Expiring
	PP-LA-374	New
	PP-LA-375	New
	PP-LA-378	PP-LA-303
	PP-LA-376	PP-LA-289
	PP-LA-377	PP-LA-290
	SD-LA-004	New

Medite is a small business enterprise (SBE).

Volu-Sol is a **SEEDS**™ supplier; woman-owned business (WBE) effective April 1, 2015.

These agreement has been extended four months and now expire January 31, 2018.

Agreements with Medite and Volu-Sol expire September 30, 2017.

Financial considerations:

- Payment terms and early payment discounts
- Shipping terms
- Value-adds
- Service, maintenance agreements and warranties

Product considerations:

- FDA recalls and issues
- Products available
- Size of equipment
- Safety features
- Chemical monitoring

Roadblocks to conversion:

- Existing agreements in your facility
- Pathologist preference

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

Integrated Platform (Chemistry and Immunochemistry Analyzers, Automation, Reagents, Consumables and Service)

Effective April 1, 2013

Expires March 31, 2019

Products available

This category includes clinical chemistry analyzers, immunoassay analyzers and integrated laboratory analyzers that perform both clinical chemistry and immunoassay testing.

Class of trade

- Agreements with Roche and Siemens are available to acute care, continuum of care and Premier REACH™.
- The agreement with Beckman is available for hospital market facilities only, including hospital laboratories, clinical, commercial and national reference laboratories.

Beckman	Ann Iannuzzi	781.248.2984	amiannuzzi@beckman.com
Roche	Rick Feid	317.521.4717	rick.feid@roche.com
Siemens	John McClellan	469.216.5024	john.mcclellan@siemens.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for **all** tiers with Beckman, Tier 4 or higher with Roche and Tier 2 or higher with Siemens.
- A separate *member agreement* must be completed to access any tiers with Roche and Tier 2 or higher with Beckman.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with all suppliers. See the portfolio summary section in the value analysis toolkit for supplier requirements.

Other key value and terms

- All suppliers offer interface allowances.
- Beckman offers enhanced discounts on instruments when purchasing five or more on a single purchase order (PO).
- Roche offers a no-charge instrumentation value-add for one Cobas 6000 Module. See value-adds for details.
- Siemens offers multiple value-adds, including discounts of up to 15 percent. See the value-add section in the value analysis toolkit for a complete listing.
- Available direct: Beckman, Roche and Siemens

Full launch content and additional resources available

- **Modifiable value analysis toolkit:** A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- **PDF value analysis toolkit:** A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- **Operational feature worksheet and analyzer test menu:** Workbook containing details and specifications for analyzers offered by contracted and non-contracted suppliers, and an analyzer test-menu listing.
- **Clinical Laboratory Capital Acquisition:** Overview and guide of the different methods of capital acquisition when evaluating equipment.

Awarded suppliers		
Supplier	New	Expiring
	PP-LA-333	PP-LA-255
	PP-LA-334	PP-LA-256
	PP-LA-335 AS-LA-335	PP-LA-257

These agreements are **six years**, effective through March 31, 2019.

Financial considerations:

- Warranties
- Biomedical and user training
- Value-adds, rebates and interface allowances

Safety and product considerations:

- FDA recalls and issues
- Manufacturer financial stability

Roadblocks to conversion:

- Existing integrated platform agreements in your facility
- The expiration date of any current member agreements your organization may have

Manual Microbiology

Effective October 1, 2017

Expires September 30, 2020

Products and services available

Consumables used in the process of isolation and identification of microorganisms which lead to diagnosis and treatment of sepsis. Products included in this category are: Media, susceptibility diffusion disks, quality control micro-organisms and micro-stains.

Products in this category do not include microbiology streakers and equipment which are included in the Microbiology Automation category.

Class of trade

- BD's agreement is available to healthcare providers. It is also available to clinical research organizations at Tier 1 only.
- Remel's agreement is available to acute care, non-acute healthcare and non-healthcare facilities. It is also available to free-standing labs (including reference labs, but not national reference labs).

BD	Chuck Collis	586.980.9338	charles_collis@bd.com
Remel	Todd Peterson	469.540.5278	todd.peterson@thermofisher.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 BD.
- A PMDF/PA is required at all tiers with Remel.

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 BD.
- BD's new agreement pricing offers an overall 7.1 percent savings compared to its expiring agreement pricing. Please note that pricing has been changed from net member to net distributor.
- BD is offering members no-charge validation products, environmental containers and rack, liquid transport training/support and dispensers as value-adds. See the value-add section of the value analysis toolkit for details.
- Pricing is firm for 12 months with Remel. Thereafter Remel may implement a one-time cost of raw materials or cost to manufacture or supply product price increase not to exceed three percent. See the terms and conditions section of the value analysis toolkit for details.
- Remel's new agreement pricing has an overall 3.7 percent increase compared to its expiring agreement pricing.
- Remel has limitation of liability language that members should be aware of. See the value analysis toolkit and Exhibit A-2 for details.
- Remel is offering a conversion rebate as a value-add. See the value-add section of the value analysis toolkit for details.
- Available through distribution: BD, Remel
- Available direct: Remel

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-LA-448	PP-LA-368
	PP-LA-447 AS-LA-447	PP-LA-367 AS-LA-367

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

Full launch content and additional resources available

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

Related categories

- **Automated Blood Culture and Mycobacterial Recovery Analyzers, Reagents, Consumables and Service:** Analyzers designed for the rapid detection of microorganisms in clinical specimens
- **Automated Microbial Identification and Susceptibility Analyzers, Reagents, Consumables and Service:** Automated analyzers which identify microorganisms and determine which antibiotic would be the most effective in treating a patient's infection
- **Microbiology Automation:** Solutions that automate the daily tasks within the microbiology department

Microbiology Automation

Effective October 1, 2017

Expires September 30, 2020

Products and services available

Solutions that automate the daily tasks within the microbiology department. Some of the tasks included in the category are specimen processing which includes the inoculation, streaking and labeling of culture plates, gram stains and transporting and storage of the inoculated culture media. These solutions may provide an automation solution for the microbiology department.

Class of trade

- bioMérieux's agreement is available to acute care facilities, free-standing labs (including reference labs) and contract research organizations.
- Remel's agreement is available to acute care, free-standing labs (including reference labs, but not national reference labs), contract research organizations, non-acute healthcare and non-healthcare facilities.

bioMérieux	Peter Graves	978.270.9952	peter.graves@biomerieux.com
Remel	Todd Peterson	469.540.5278	todd.peterson@thermofisher.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 with bioMérieux.
- A PMDF/PA is required at Tier 1 with Remel.

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 bioMérieux.
- bioMérieux's new agreement pricing has an overall 1.8 percent increase compared to its expiring agreement pricing.
- bioMérieux has a minimum order requirement of \$100 which can include any bioMérieux products.
- Pricing is firm for 12 months with Remel. Thereafter Remel may implement a one-time cost of raw materials or cost to manufacture or supply product price increase not to exceed three percent. See the terms and conditions section of the value analysis toolkit for details.
- Remel's new agreement pricing has an overall 0.8 percent increase compared to its expiring agreement pricing.
- Remel has limitation of liability language that members should be aware of. See the value analysis toolkit and Exhibit A-2 for details.
- **bioMérieux is the low-cost supplier.**
- Available through distribution: Remel
- Available direct: bioMérieux, Remel

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-LA-450	PP-LA-364
	PP-LA-449	PP-LA-366

The current agreement with Beckman (PP-LA-365) expires September 30, 2017.

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

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

- **Automated Blood Culture and Mycobacterial Recovery Analyzers, Reagents, Consumables and Service:** Analyzers designed for the rapid detection of microorganisms in clinical specimens
- **Automated Microbial Identification and Susceptibility Analyzers, Reagents, Consumables and Service:** Automated analyzers which identify microorganisms and determine which antibiotic would be the most effective in treating a patient's infection
- **Manual Microbiology:** Products used in the manual processes of isolation and identification of microorganisms in the clinical laboratory

Microscopes, Accessories Parts and Service

Effective February 1, 2015

Expires January 31, 2018

Products available

This category includes clinical and research microscopes. These microscopes are used in the clinical setting to examine blood, body fluids, body tissues and other materials.

Class of trade

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

Leica	Rana Ramsey	815.382.4881	rana.ramsey@leicabiosystems.com
Nikon	Melody Burba	502.494.4066	mburba@nikon.net
Olympus	Patty Anderson	312.909.6521	patty.anderson@olympus-ossa.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 not required due to single tier offerings.

Aggregation opportunities

Aggregation is not applicable with all suppliers due to single tier offerings.



Other key value and terms

- Pricing is firm for the term with Leica.
- Pricing is firm for the term with Nikon unless the [Yen](#) falls below 85 for a period of 90 consecutive days. See the terms and conditions section in the value analysis toolkit for details.
- Pricing is firm for 12 months with Olympus.
- Weighted financial analysis reveals new agreement pricing with Olympus offers 0.40 percent to 2.61 percent savings over expiring agreement pricing when comparing tiers members purchased from during the previous agreement. See the financial analysis section in the value analysis toolkit for details.
- Leica and Nikon offer additional discounts when purchasing multiple microscopes on a single purchase order (PO).
- Olympus offers additional discount opportunities when purchasing over \$50,000 of product.
- Available direct: Leica, Nikon and Olympus
- Available through distribution: Nikon and Olympus

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

Awarded suppliers

Supplier	New	Expiring
	PP-LA-391	New
	PP-LA-390	New
	PP-LA-389	PP-LA-307

Financial considerations:

- Payment terms and early payment discounts
- Shipping terms
- Value-adds

Patient safety and satisfaction:

- Microscope ergonomics
- Microscope configuration
- Microscope durability
- Types of studies being conducted
- Accessory options

Roadblocks to conversion:

- Pathologist preference
- Existing agreements in your facility

Products and services available

Analyzers that analyze DNA or RNA at the gene, chromosome or genome level to identify the source of a disease or identify factors that affect disease susceptibility or progression.

Class of trade

Agreements with both suppliers are available to acute care, free-standing labs (including reference labs), contract research organizations and non-acute healthcare facilities.

Abbott	Jim Meyer	636.537.3110	james.meyer@abbott.com
Roche	Whitney Johnson	317.225.7697	whitney.johnson@roche.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 for all tiers (Tiers 1 through 14) with Abbott.
- A PMDF/PA is required for all tiers with Roche. See the operationalization instructions section of the value analysis toolkit for details.
- Member agreements are required with both suppliers; See the operationalization instructions section of the value analysis toolkit for details.

Aggregation opportunities



- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Abbott.
- Aggregation is allowed for multi-facility systems with the ability to commit purchasing decisions, Premier recognized regional group purchasing organizations and established networks of facilities with Roche. Restrictions apply, 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 with both suppliers.
- Abbott's ID new agreement pricing offers 11.7 percent savings compared to its expiring agreement pricing.
- Abbott's FISH new agreement pricing offers 20.1 percent savings compared to its expiring agreement pricing.
- Abbott is offering members a laboratory information system (LIS) allowance as a value-add. See the value-add section of the value analysis toolkit for details.
- Roche's new agreement pricing offers 1.7 percent savings compared to its expiring agreement pricing.
- Roche is offering members a growth discount and a no-charge certified used system as value-adds. See the value-add section of the value analysis toolkit for details.
- Available direct: Abbott, Roche

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-LA-454	PP-LA-372
 Roche	PP-LA-455	PP-LA-373

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

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

- **Molecular Rapid Qualitative Screening**: Analyzers that perform molecular testing and results are available within two to three hours

Molecular Rapid Qualitative Screening

Effective October 1, 2017

Expires September 30, 2020

Products and services available

Food and Drug Administration (FDA)-approved in vitro diagnosis tests and methods for disease identification by analyzing DNA and RNA. These products provide test results within three hours or less by using fast, accurate and simplified molecular testing.

Class of trade

- BD's agreement is available to healthcare providers only; contract research organizations allowed at Tier 1.
- Agreements with Luminex and Meridian are available to acute care, free-standing labs (including reference labs), contract research organizations, non-acute healthcare and non-healthcare facilities.

BD	Chuck Collis	586.980.9338	charles_collis@bd.com
Luminex	Jeff Kallach	512.850.8771	jkallach@luminex.com
Meridian	John Kohl	410.336.8310	john.kohl@meridianbioscience.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 BD and Meridian.
- A PMDF/PA is required at all tiers with Luminex.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
 - Aggregation pricing option limited to purchasing volume of facilities that designate the member as top or direct parent on the membership roster and any facilities listed on Exhibit A-2 with BD.

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- BD's new agreement pricing is flat compared to its expiring agreement pricing.
- Meridian's new agreement pricing offers an overall 5 percent savings compared to its expiring agreement pricing.
- **Meridian is the low-cost supplier.**
- Available through distribution: Meridian
- Available direct: BD, Luminex, Meridian

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

Full launch content and additional resources available

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

Supplier	New	Expiring
	PP-LA-456	PP-LA-369
	PP-LA-457 AS-LA-457	New
	PP-LA-458	PP-LA-370

The current agreement with Great Basin (PP-LA-371) expires September 30, 2017.

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

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

Molecular Rapid Qualitative Screening

Effective October 1, 2017

Expires September 30, 2020

Related category

- **Molecular Analyzers, Reagents, Consumables and Service:** Analyzers that analyze DNA or RNA at the gene, chromosome or genome level to identify the source of a disease or identify factors that affect disease susceptibility or progression

Near Patient Testing Clinical Chemistry/Immunoassay **Effective November 1, 2017**



Expires October 31, 2020

Products and services available

Small benchtop analyzers that perform chemistry/immunoassay testing in the clinical laboratory or in areas adjacent to patient care.

Class of trade

- bioMérieux’s agreement is available to acute care, free-standing labs (including reference labs) and contract research organizations (CROs).
- Siemen’s agreement is available to acute care (including acute care provider core labs and regional reference labs), non-acute healthcare and non-healthcare facilities. Also allowed for CROs with labs in the U.S. (except Quintiles, Covance, Charles River and Eurofins).

Awarded suppliers		
Supplier	New	Expiring
	PP-LA-459	PP-LA-379
	PP-LA-460	PP-LA-380

bioMérieux	Peter Graves	919.479.3599	peter.graves@biomerieux.com
Siemens	Alan Quinn	603.502.1777	alan.d.quinn@siemens.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, group purchasing organizations (GPOs) and established networks of facilities with bioMérieux.
- Aggregation is allowed for multi-facility systems, GPOs and facilities with formal processes across multiple facilities with Siemens. Restrictions apply, 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 with both suppliers.
- bioMérieux’s new agreement pricing offers an overall 5.5 percent savings compared to its expiring agreement pricing.
- bioMérieux has a minimum order requirement of \$100 that can be across any bioMérieux products.
- bioMérieux is offering members interface allowances, instrument purchase discounts, upgrade programs, remote diagnostics and clinical implementation support as value-adds. See the value-add section of the value analysis toolkit for details.
- Siemen’s new agreement pricing is flat compared to its expiring agreement pricing.
- Siemens has an early payment discount and a late payment penalty. See the terms and conditions section of the value analysis toolkit for details.
- Siemens does not have a minimum order to purchase, but has one for freight to be pre-paid. See the terms and conditions section of the value analysis toolkit for details.
- Siemens is offering members instrument discounts, placement discounts, implementation assistance and new instrument placement discounts as value-adds. See the value-add section of the value analysis toolkit for details.
- **bioMérieux is the low-cost supplier based on scenario analysis.**
- Available direct: bioMérieux, Siemens

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

Near Patient Testing Clinical Chemistry/Immunoassay Effective November 1, 2017

Expires October 31, 2020

Full launch content and additional resources available

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

Near Patient Testing Drugs of Abuse and/or Additional Tests Effective December 1, 2017

Expires November 30, 2020

Products and services available

Manual kits and small analyzers that perform drugs of abuse testing. The analyzer may perform other tests in addition to drugs of abuse.

Class of trade

Agreements are available to acute care, free-standing labs (including reference labs), contract research organizations, non-acute healthcare and non-healthcare facilities.

BTNX	Zed Dhalla	312.985.7865	zdhalla@btnx.com
LifeSign	Matt Lane	704.661.9551	matt@lifesignmed.com
MEDTOX	Channing Franklin	336.482.2899	frankv1@labcorp.com
Mercedes Medical	Brooke Niecestro	941.355.3333 ext. 29	brooke.niecestro@mercedesmedical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with BTNX and Mercedes Medical.
- A PMDF/PA is not required with LifeSign due to single tier offering.
- A PMDF/PA is required at all tiers with MEDTOX.

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.
- BTNX's new agreement pricing offers 7.0 percent savings compared to its expiring agreement pricing.
- LifeSign's new agreement pricing offers 23.4 percent savings compared to its expiring agreement pricing.
- MEDTOX's new agreement pricing offers 6.2 percent savings compared to its expiring agreement pricing.
- BTNX, LifeSign and Mercedes Medical offer early payment discounts. See the terms and conditions section of the value analysis toolkit for details.
- BTNX has a large order threshold of \$5,000 or more per order.
- Available through distribution: BTNX, LifeSign, MEDTOX
- Available direct: BTNX, LifeSign, MEDTOX, Mercedes Medical

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
	PP-LA-463	PP-LA-388
	PP-LA-464	PP-LA-387
	PP-LA-462	PP-LA-385
	PP-LA-461	New

BTNX and LifeSign are minority-owned business enterprises (MBEs). Mercedes Medical is a woman owned business enterprise (WBE).

The current agreement with Siemens (PP-LA-386) expires November 30, 2017.

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

Products available

This category includes laboratory plastic and glass products, such as test tubes, containers, cuvettes, assay plates, petri dishes, cell cultureware and pipettes that can be used for research or clinical use.

Class of trade

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

Sarstedt	Andrew Berry	828.465.4000	admin@sarstedt.us
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Note: Supplier contact information is current as of April 29, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms


- Pricing is firm for the term with Sarstedt.
- Sarstedt offers plasticware products only. *Glassware is not available under this agreement.*
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is 0.3% less favorable with Sarstedt.
- Products are available direct with Sarstedt.

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
 SARSTEDT	PP-LA-394	RS-LA-003

Update: December 2015 – Greiner terminated its Premier agreement in this category December 16, 2015.

Financial considerations:

- Cost comparison of functionally equivalent products
- Direct versus distribution availability

Product considerations:

- Where product will be used, such as the clinical lab or the research setting.
- Types of products available from the supplier.

Roadblocks to conversion:

- Staff acceptance of the product
- Product quality
- Availability of product

Point of Care (POC) Blood Gas and Additional Tests

Effective April 1, 2016

Expires March 31, 2019

Products available

This category includes a hand-held analyzer device used for blood gas testing and additional tests at the patient's bedside. This analyzer provides immediate test results which provide the clinician with information to use in patient diagnosis and regulation of therapy.

Class of trade

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

Awarded supplier		
Supplier	New	Expiring
	PP-LA-424	PP-LA-342

Alere	John Blair	540.538.0851	john.blair@alere.com
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Note: Supplier contact information is current as of December 23, 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 is required for Tier 2 or higher.
- A separate member agreement, which is to be negotiated between the member and the seller, is required for new customers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement.
- Weighted financial analysis reveals that compared to expiring agreement pricing, new agreement pricing offers:
 - 0.2 percent savings on access pricing.
 - 2.9 to 10.6 percent savings on analyzers.
 - 0.1 percent savings on accessories.
 - Flat pricing on service and test cards.
- Alere offers an additional savings opportunity for members signing up for a 60-month agreement. See the value-add section in the value analysis toolkit for details.
- Products are available direct.

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

Full launch content available

- [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 category summary.
- [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.

Financial considerations:

- Cost of POC testing versus time and convenience benefits
- Value-add

Safety and patient satisfaction:

- Convenience of POC test for patient and clinician
- [Clinical Laboratory Improvement Amendments \(CLIA\)](#) status

Roadblocks to conversion:

- Existing POC blood gas agreements in your facility
- Organizational use of POC testing.

Quality Control Material

Effective April 1, 2017

Expires March 31, 2020

Products and services available

Quality control (QC) materials which are used to confirm that analyzer function, reagent stability, technique and other testing parameters are functioning properly and patient results are accurate. The material is analyzed and treated in the same manner as patient samples.

Class of trade

Agreements are available to acute care (including free-standing labs, reference labs and contract research organizations), non-acute healthcare and non-healthcare facilities.

Bio-Rad	Brad Burnette	501.944.9414	brad_burnette@bio-rad.com
Microgenics	John Schaefering	636.628.1940	john.schaefering@thermofisher.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Bio-Rad.
- A PMDF/PA is required at all tiers with Microgenics.

Aggregation opportunities

- Aggregation with Bio-Rad is only allowed for facilities that are committed within multi-facility systems, group purchasing organizations and established networks of facilities with the ability to influence purchasing decisions.
- Aggregation with Microgenics is allowed for multi-facility systems, group purchasing organizations, and established networks.
 - To move to the committed tier, individual facilities must commit to Microgenics.

Other key value and terms



- Pricing is firm for the term of agreement with both suppliers.
- Bio-Rad's new agreement pricing has an overall 4.0 percent increase compared to its expiring agreement pricing.
- Microgenics' new agreement pricing has an overall 5.3 percent savings compared to its expiring agreement pricing.
- Microgenics offers a non-committed tier price reduction as a value-add. See the value analysis toolkit for more details.
- Available through distribution: Bio-Rad, Microgenics
- Available direct: Bio-Rad, Microgenics

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.
- [Quality Control product attributes](#): An Excel Workbook containing a product information by supplier.

Awarded suppliers

Supplier	New	Expiring
	PP-LA-443 AS-LA-443	PP-LA-359 AS-LA-359
	PP-LA-444	PP-LA-360

Financial considerations:

- Shelf life considerations
- Determining cost per millileter as supplier product offerings are difficult to compare
- Cost of purchasing one product that can be used for multi-[analytes](#) versus purchasing multiple products
- Terms for sequestering (holding) lot numbers of QC product

Patient safety and satisfaction:

- Type of material: liquid or lyophilized (freeze-dried)
- Volume of material per vial
- Number of analytes each product contains
- Product expiration dates
- FDA issues and recalls
- Regulations for QC

Roadblocks to conversion:

- Product storage space available
- Supplier product offerings
- Availability of peer group data
- Number of labs participating in inter-laboratory QC programs

Rapid Diagnostic Test Kits

Effective November 1, 2015

Expires October 31, 2018

Products available

This category includes laboratory test kits that provide results in less than 30 minutes. A complete list of tests available by supplier can be found within the value analysis toolkit referenced below.

Class of trade

- Agreements with BTNX, Cardinal, LifeSign and Meridian are available to acute care, continuum of care and [Premier REACH™](#) members.
- The agreement with OraSure is available for acute care members and facilities owned by acute facilities only.

BTNX	Zed Dhalla	312.985.7865	zdhalla@btnx.com
bioLytical Laboratories	Nancy Kailas	847.682.8532	nkailas@biolytical.com
Cardinal	Mark Overman	972.337.3506	mark.overman@cardinalhealth.com
LifeSign	Thomas Lane	925.984.4180	tlane@lifesignmed.com
Meridian	John Kohl	410.336.8310	john.kohl@meridianbioscience.com
OraSure	Jonathan Parry	484.553.6577	jparry@orasure.com

Note: Supplier contact information is current as of February 23, 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 BTNX, LifeSign, Meridian and OraSure.
- A PMDF/electronic PA is required for **all** tiers with Cardinal.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Rapid kits currently on Cardinal's Lab Distribution agreement, PP-LA-328, will be removed. Members purchasing these products on PP-LA-328 will automatically receive Tier 1 pricing under Cardinal's Rapid Kits agreement by November 15, 2015. Members can submit a PMDF or PA to access higher tiers.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is flat with Meridian and OraSure.
- BTNX new agreement pricing is 9.5 percent higher, however, BTNX will grandfather pricing for members purchasing under SD-LA-002.
- Available through distribution: BTNX, Cardinal, LifeSign and Meridian

Awarded suppliers

Supplier	New	Expiring
 BTNX	PP-LA-410	SD-LA-002
 bioLytical	PP-LA-435	New
 CardinalHealth™	PP-LA-413	New
 LifeSign	PP-LA-414	New
 Meridian Bioscience, Inc. <small>Integrated Science. Proven Solutions.</small>	PP-LA-411 AS-LA-411	PP-LA-325
 OraSure Technologies, Inc.	PP-LA-412	PP-LA-326

BTNX and LifeSign are minority-owned business enterprises (MBEs). OraSure is a small business enterprise (SBE).

The current agreement with MedGyn (PP-LA-324) expires October 31, 2015.

December 2016: bioLytical Laboratories has been awarded a technology breakthrough award. For details, see the technology breakthrough contract announcement.

Financial considerations:

- Value-adds
- Shipping and freight
- Minimum order requirements

Safety and patient satisfaction

- Test turnaround time
- Specimen type needed

Roadblocks to conversion:

- Product preference among staff
- Existing supplier relationships and agreements
- [Clinical Laboratory Improvement Amendments \(CLIA\)](#) status

Rapid Diagnostic Test Kits

Effective November 1, 2015

Expires October 31, 2018

Other key value and terms (continued)

- Available direct: BTNX, LifeSign, Meridian and OraSure

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

Reprocessed Disposables

Effective March 1, 2016

Expires February 28, 2019

Products and services available

This category includes the cleaning of biohazardous non-biodegradable plastic lab items, such as cuvettes, rotors, cups trays and cartridges. Reprocessed disposables provide savings over standard purchases and reduce the volume of non-biodegradable items sent to landfills.

Class of trade

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

L.E.S.S.	Jim Westhoff	480.951.0911	jwesthoff@lessinc.net
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Note: Supplier contact information is current as of January 1, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize 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 the agreement.
- The tier structure for the new L.E.S.S. agreement remains unchanged from expiring agreement.
- Financial analysis reveals:
 - L.E.S.S.'s new agreement pricing offers up to a 3.4 percent increase compared to its expiring agreement pricing.
- Available direct: L.E.S.S.

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
	PP-LA-423 AS-LA-423	PP-LA-332 AS-LA-332

L.E.S.S. is a small business enterprise (SBE).

Financial considerations:

- Pricing
- Shipping terms
- Cost comparison of purchasing reprocessed disposables compared to purchasing new items

Patient safety and satisfaction:

- Supplier quality control procedures
- Products that pass established quality control procedures are returned to customer
- Damaged and non-reusable products are recycled

Roadblocks to conversion:

- Current products being used in your organization
- Existing supplier agreements
- Product capability to be reprocessed by supplier
- Pushback from equipment manufacturer that using reprocessed disposables may invalidate warranty

Safety Phlebotomy

Effective October 1, 2015

Expires September 30, 2018








Products available

This category includes safety-engineered devices approved by the Food and Drug Administration (FDA) for the collection of blood specimens. These devices reduce the risk of needlesticks and blood-borne pathogen exposure for healthcare workers.

Class of trade

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

BD	Chuck Collis	248.377.9080	charles_collis@bd.com
Greiner	Michael Hobbs	216.630.4229	michael.hobbs@gbo.com
HTL-STREFA	Brian Crowell	980.622.8989	brian.crowell@htl-strefa.com
Kawasumi	Lakishia Bouie	813.630.5554 (ext. 230)	lbouie@kawasumiamerica.com
RTI	Patti King	214.908.4570	rti.king@vanishpoint.com
Sarstedt	Andrew Berry	828.465.4000	admin@sarstedt.us
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Awarded suppliers		
Supplier	New	Expiring
	PP-LA-395	PP-LA-309
	PP-LA-396 AS-LA-396	PP-LA-310
	PP-LA-397	PP-LA-311
	PP-LA-398	New
	PP-LA-399	PP-LA-312
	PP-LA-400	PP-LA-313
	PP-LA-401 AS-LA-401	PP-LA-314

*RTI is a small business enterprise (SBE).

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 or higher with BD, Greiner, Kawasumi, Sarstedt and Smiths Medical.
- A PMDF/electronic PA is not required with HTL-STREFA or RTI due to single tier offerings.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Greiner, Kawasumi and Sarstedt.
 - BD requires that aggregating multi-facility systems have the ability to influence purchasing decisions.
 - Smiths Medical allows aggregation for members who own/manage multi-facility systems capable of driving purchase decisions.
- Aggregation is not applicable with HTL and RTI due to single tier offerings.

Other key value and terms

- Pricing is firm for the term with all suppliers except RTI.
- Upon mutual agreement, RTI may increase prices. See terms and conditions in the value analysis toolkit for details.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - BD: 0.9 percent more favorable.
 - Greiner: 10.0 percent more favorable to the distributor. See the value analysis toolkit for details.
 - HTL: 36.6 percent more favorable.
 - RTI: 7.7 percent more favorable.
 - Sarstedt: 18.3 percent more favorable.
- Available direct: Kawasumi (upon local negotiation), RTI, Sarstedt and Smiths Medical.
- Available through distribution: BD, Greiner, HTL-STREFA, Kawasumi, RTI and Smiths Medical.

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

Full launch content and additional resources available

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

Related category




- **Blood Specimen Collection and Ancillary Products:** Devices approved by the Food and Drug Administration (FDA) for the collection and transport of blood specimens and other body fluids

Products and services available

This category includes distributors of laboratory equipment and products, such as reagents, blood collection products, and rapid kits.

Class of trade

- LABSCO's available to acute care, continuum of care and Premier REACH™ members.
- The agreement with Cardinal is available to acute care, surgery centers, long term care and home sites only.
- The agreement with Fisher is available to clinical healthcare entities/facilities only.

Awarded suppliers		
Supplier	New	Expiring
 CardinalHealth	PP-LA-420	PP-LA-328
 Fisher HealthCare	PP-LA-421	PP-LA-329
 LABSCO <small>LABORATORY SUPPLY COMPANY</small>	PP-LA-422	PP-LA-331

The agreement with Infolab (McKesson), PP-LA-330, expires February 29, 2016.

Cardinal	Mark Overman	972.337.3506	mark.overman@cardinalhealth.com
Fisher	Bonnie Cooper	610.449.5427	bonnie.cooper@thermofisher.com
LABSCO	George Ksenich	440.452.2480	george.ksenich@mckesson.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 with Cardinal and LABSCO for new customers or existing customers changing tiers.
- Fisher requires a PMDF/electronic PA for Tier 2 or higher for all customers.
- Cardinal and LABSCO are grandfathering members with existing agreements to new tiers based on their current purchasing level.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with all distributors.
- Cardinal requires aggregating members use Cardinal as their primary distributor and purchase 80 percent of their total lab and product distribution spend from Cardinal.

Other key value and terms

- Cost plus markup percentages are firm for the term of the agreement with all distributors.
- Cardinal may increase product prices on January 1, 2017 and January 1, 2018, which shall be limited to the aggregate percent increase in the CPI and three percent in aggregate.
- Fisher may increase product prices up to 1.5 percent and 2 percent in the aggregate on January 1, 2017 and January 1, 2018, respectively.
- LABSCO's product prices are firm for the term of the agreement.
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing has:
 - An increase of 1.8 percent to a savings of 6.0 percent with Cardinal.
 - An increase of 5.3 percent to a savings of 5.7 percent with Fisher (beginning 01.01.16).
 - Increases of 3.8 percent to 5.2 percent with LABSCO.

Financial considerations:

- Cost plus markup percentages on standard products
- Direct manufacturing agreement (DMA) cost plus markup percentages
- Distributor's number of allowable hot list items
- Value-adds

Distributor considerations:

- The current laboratory and/or research product distributor your facility has designated as the *primary* distributor for these products
- Differences in agreement terms and requirements when designating a distributor as *primary*
- Service capabilities related to deliveries, fill rates and invoice accuracy

Roadblocks to conversion:

- Current distribution agreements in your facility

Other key value and terms (continued)

- Fisher and LABSCO offer rebate programs. See value-adds section in the value analysis toolkit for offerings.

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

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Distribution worksheet](#): An Excel file containing all distributor tiers (expiring and new), direct manufacturing agreement (DMA) schedules and hot list details.

Products available

This category includes products and equipment approved by the [Food and Drug Administration](#) (FDA) for donor blood collection, blood component processing and transfusions.

Class of trade

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

Haemonetics Corporation	Scott Trainor	614.425.0826	scott.trainor@haemonetics.com
Sarstedt	Andrew Berry	828.465.4000	sales@sarstedt.us

Note: Supplier contact information is current as of August 11, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

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 agreement term with both suppliers.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - Flat with Haemonetics
 - 5.2 percent more favorable with Sarstedt.
- Haemonetics now offers additional products not previously on contract under its new agreement.
- Members can earn a 2 percent rebate from Haemonetics if a designated level of growth is achieved. See the value-add section in the value analysis toolkit for details.
- Available direct: Haemonetics and Sarstedt
- Available through distribution: Haemonetics

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

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Awarded suppliers

Supplier	New	Expiring
 HAEMONETICS <small>THE Blood Management Company™</small>	PP-LA-408	PP-LA-318
 SARSTEDT	PP-LA-409	PP-LA-319

Financial considerations:

- Warranties
- Shipping

Patient safety and satisfaction:

- [American Association of Blood Bankers](#) (AABB)
- [FDA guidelines](#)

Roadblocks to conversion:

- Product preference among staff
- Existing supplier relationships at your organization

Urinalysis Analyzers, Reagents, Consumables and Service Effective August 1, 2016

Expires July 31, 2019

Products and services available

Products used to perform chemical tests, which identify and quantify the amount of cellular material in urine samples for diagnostic purposes.

Class of trade

- Agreements with BTNX and Siemens are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Teco is available to acute care and non-acute healthcare facilities.
- The agreement with Beckman is available for hospital market facilities only, which includes hospital laboratories, clinical, commercial, national reference laboratories and non-acute providers that are part of a multi-facility systems may access if the hospital system has central purchasing. See section 3.0 of the terms and conditions for full details.

Beckman	Ann Iannuzzi	774.270.6959	amiannuzzi@beckman.com
BTNX	Zed Dhalla	312.985.7865	zdhalla@btnx.com
Siemens	Alan Quinn	603.502.1777	alan.d.quinn@siemens.com
Teco	Lewis Cabrera	949.246.7773	lcabrera@tecodiag.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.
- Beckman requires a PMDF/PA at all tiers for new customers.
- Beckman requires all members at Tier 2 or higher complete a separate member agreement in addition to PMDF/PA.
- Siemens included limitation of liability language on the PMDF/PA that all members should be aware of.
- Siemens requires a member agreement for reagent rental and other acquisition methods.
- See the operationalization instructions section of the value analysis toolkit for details.




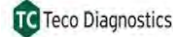
Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
- Siemens requires that facilities must either operate multi-facility systems with the ability to coordinate purchasing decisions, be bound together legally (GPO, LLC, etc.) or have an established formal process across multiple facilities.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Beckman offers multiple value-adds. See the value-add section of the value analysis toolkit for details.
- Beckman prices are 2.1 percent less favorable than expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 BECKMAN COULTER	PP-LA-431	PP-LA-349
 BTNX	PP-LA-433	SD-LA-003
 SIEMENS	PP-LA-432 AS-LA-432	PP-LA-350 AS-LA-350
 Teco Diagnostics	PP-LA-434	New

BTNX and Teco are minority-owned business enterprises (MBE).

The current agreement with Sysmex (PP-LA-351) expires July 31, 2016.

ASCEND®: This category is designated as clinical lab module (CLDx). Visit the [ASCEND portal](#) for ASCEND launch materials.

Urinalysis Analyzers, Reagents, Consumables and Service Effective August 1, 2016

Expires July 31, 2019

Other key value and terms (continued)

- BTNX offers an early payment discount. See the value analysis toolkit for details.
- BTNX prices are 7.3 percent less favorable than expiring agreement pricing.
- Siemens requires a member agreement for reagent rental and other acquisition methods.
- Siemens offers an early payment discount. See the value analysis toolkit for details.
- Siemens has a late payment penalty. See the value analysis toolkit for details.
- Siemens offers multiple value-adds. See the value-add section of the value analysis toolkit for details.
- Siemens pricing is flat compared to expiring agreement pricing.
- Teco offers an early payment discount. See the value analysis toolkit for details.
- Available through distribution: BTNX, Siemens
- Available direct: Beckman, BTNX, Siemens, Teco

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

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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.
- [Operational feature workbook](#): Workbook containing details and specifications for analyzers offered by contracted and non-contracted suppliers.

Products and services available

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

Class of trade

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

Allseating	Chris Binnendyk	905.502.3203	chris@allseating.com
Durfold	Jim Warren	601.922.4144	jwarren@durfold.com
Haworth	Donna Minarik	616.393.3572	donna.minarik@haworth.com
Herman Miller	Ross Westlake	404.939.1641	ross_westlake@hermanmiller.com
Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Krueger (KI)	Kelli Plamann	920.468.2719	kelli.plamann@ki.com
Nat. Office Furniture	Melissa Fuller	812.481.6479	melissa.fuller@nationalofficefurniture.com
NK Medical	Angela Hastings	716.759.7200 x206	ahastings@novummed.com
Steelcase	Steven Knippen	630.806.5537	sknippen@steelcase.com
Stryker	Ben Hobbs	502.690.6147	ben.hobbs@stryker.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Awarded suppliers

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

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

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

Financial considerations:

- Installation
- Price protection
- Value-adds

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Capital budget constraints
- Aesthetics

Other key value and terms

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

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

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Related categories

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

Glucose Management

Effective April 1, 2016

Expires March 31, 2019

Products and services available

This category includes blood glucose meters, insulin pen needles, lancets, lancet devices, oral glucose tolerance testing and test strips used in healthcare settings, as well as products designed for home use by consumers.

This category was previously titled Blood Glucose Meters, Reagents, Consumables and Service (Continuum of Care).

Class of trade

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

AgaMatrix	Bill Kelley	603.328.6000	bkelley@agamatrix.com
ARKRAY	Greg DeRosa	727.242.4613	derosag@arkrayusa.com
Azer Scientific	Ralph Finkbiner	610.524.5810	ralph@azersci.com
MHC Medical Products	Ashley Gleason	513.354.2691	agleason@mhcmed.com
Steede Medical	Jorge Pereira	305.597.0607	jgpereira@steedemedical.com

Note: Supplier contact information is current as of April 27, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Azer Scientific.
- A PMDF/PA is not required with AgaMatrix, ARKRAY, MHC Medical or Steede Medical due to single tier offerings.

Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Azer Scientific.
- Aggregation is not applicable with AgaMatrix, ARKRAY, MHC Medical or Steede Medical due to single tier offerings.

Other key value and terms

- Pricing is firm for the term with AgaMatrix, ARKRAY, Azer Scientific, MHC Medical Products and Steede Medical.
- AgaMatrix's new agreement pricing is flat compared to its expiring agreement pricing.
- AgaMatrix is the low-cost supplier.
- ARKRAY's new agreement pricing offers 3.5 percent savings compared to its expiring pricing.
- Azer Scientific offers oral glucose tolerance testing only.
- Available direct and through distribution: AgaMatrix, ARKRAY, Azer Scientific, MHC Medical Products and Steede Medical

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

Awarded suppliers

Supplier	New	Expiring
	PP-AC-114	PP-AC-067
	PP-AC-115	PP-AC-068
	PP-AC-116	New
	PP-AC-117	New
	PP-AC-118	New

Azer Scientific and Steede Medical are small business enterprises (SBE).

Financial considerations:

- Early payment discounts
- Pricing for meters and test strips

Patient safety and satisfaction:

- Possible cross-contamination from sharing blood glucose meters

Roadblocks to conversion:

- Test strips are proprietary to blood glucose meters

Glucose Management

Effective April 1, 2016

Expires March 31, 2019

Full launch content and additional resources available

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

Related category

- **Blood Glucose Meters, Reagents, Consumables and Service**: Blood glucose monitors, lancets and test strips used in healthcare settings

Pharmacy Grade Refrigerators and Freezers

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes refrigerators and freezers that maintain specific temperatures in order to protect and preserve pharmaceuticals or research materials. Products may also be used in the laboratory setting.

Class of trade

- Nor-Lake's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Helmer serves all classes of trade except retail.

Helmer	Aaron Stout	800.743.5637 ext. 3925	astout@helmerinc.com
Nor-Lake	Greg White	800.477.5253	gwhite@norlake.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Helmer.
- A PMDF/PA is not required with Nor-Lake due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations, and established networks for Helmer.
- Aggregation is not applicable for Nor-Lake due to their single tier offering.

Other key value and terms


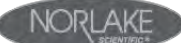
- Pricing is firm for the term of the agreement for Helmer.
- Nor-Lake's pricing is firm for the first 24 months of the agreement.
- Helmer has a large order dollar threshold of \$100,000.
- Helmer offers an early payment discount of 2 percent for payments within 15 days.
- Financial analysis reveals the new agreement for Helmer offers between 27 and 32 percent savings off list price at time of purchase.
- Nor-Lake's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Available direct and through distribution: Helmer and Nor-Lake

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

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Awarded suppliers

Supplier	New	Expiring
 Helmer SCIENTIFIC	PPPH20HLM01	PPPH17HLM01
 NORLAKE SCIENTIFIC	PPPH20NLK01	New

Helmer is a small business enterprise (SBE).

Financial considerations:

- Early payment discounts
- Large order dollar thresholds

Patient safety and satisfaction:

- Consider storage volume for current and future needs
- Look at construction material
- Stainless steel is highly durable; hinge and seal quality
- Compressor position and serviceability

Roadblocks to conversion:

- Lifespan of current equipment used within the facility

Pharmacy Grade Refrigerators and Freezers

Effective March 1, 2017

Expires February 29, 2020

Related categories

- **USP Chapter <797> General Supplies:** Items used to create a sterile environment.
- **Pharmacy Intravenous Robots and Software:** Automated solutions for chemotherapy and general compounding I.V. preparation.
- **Primary Engineering Control Devices (I.V. hoods):** Devices that help create an ISO class 5 environment when compounding compounded sterile preparations.
- **Wireless Temperature Monitoring Systems:** Systems which continuously assess that medications, vaccines and other pharmacy products are maintained under recommended storage and transport conditions and ensure regulatory compliance.
- **Ice Machines and Dispensers:** Ice and water dispensing machines, stand-alone water dispenser units and under-counter healthcare grade refrigeration/freezers, and related services.

Vein Finder Equipment

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes vein finder devices designed for the percutaneous location of veins. Devices are available in a variety of shapes, sizes and technologies according to the intended veins to be located and/or the procedure to be performed. Vein locator equipment utilizes transillumination and infrared-based imaging mechanisms to locate deep veins. These devices are particularly useful in the neonatal and pediatric clinical settings.

Class of trade

Agreements with AccuVein and Vuetek are available to acute care, non-acute healthcare and non-healthcare facilities. Christie Medical's agreement is available to acute care and non-acute healthcare only.

AccuVein	Monica Jugovic	631.367.0390	mjugovic@accuvein.com
Christie Medical	George Pinho	901.721.0304	george.pinho@christiedigital.com
Vuetek	Douglas Moran	207.657.6565	dmoran@vuetekscientific.com

Note: Supplier contact information is current as of June 30, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- AccuVein's new agreement pricing is flat compared to its expiring agreement pricing.
- AccuVein offers the following value-adds:
 - An onsite nurse educator for inservice training
 - Online device training
- Christie Medical will grandfather current pricing or offer the lower product pricing for members currently purchasing from PP-MM-276.
- Christie Medical's new agreement pricing offers up to a 0.2 percent savings compared to its expiring agreement pricing.
- Vuetek's new agreement pricing offers up to a 3.5 percent savings compared to its expiring agreement pricing.
- **Vuetek is the low-cost supplier on crossed items.**
- Available through distribution: Christie Medical, Vuetek
- Available direct: AccuVein, Christie Medical, Vuetek

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
 AccuVein	PP-MM-595 AS-MM-595	PP-MM-275
 Christie Medical	PP-MM-596	PP-MM-276
 Vuetek <small>CCTV ACCESS CONTROL</small>	PP-MM-597	PP-MM-277

Accuvein and Vuetek are small business enterprises (SBE).

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

Wireless Temperature Monitoring

Effective April 1, 2017

Expires March 31, 2020

Products available

This category includes wireless temperature monitoring systems that continuously assess that medications, vaccines and other pharmacy products are maintained under recommended storage and transport conditions and ensure regulatory compliance.

Class of trade

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

Cooper-Atkins	Mike Donovan	860.894.4429	mdonovan@cooper-atkins.com
Isensix	Donna Shaw	312.822.0106	dshaw@isensix.com
SensoScientific	Mike Zarei	800.279.3101	mikez@sensotechnologies.com
SMART Temps	Josh Griggs	877.272.3111 x160	josh@smart-temps.com

Note: Supplier contact information is current as of January 24, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Isensix, SensoScientific and SMART Temps.
- Cooper-Atkins offers a single tier and PA/PMDF is not required.

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Isensix, SensoScientific and SMART Temps.
- Aggregation is not applicable with Cooper-Atkins due to a single tier offering.

Other key value and terms

- Pricing is firm for the term for all agreements.
- Isensix, SensoScientific and SMART Temps offer early payment discounts of 2 percent net 30.
- Isensix and SensoScientific offer a large order threshold.
- Premier pharmacy members are able to access the AeroScout agreement (PP-IT-157) under the RFID Asset Tracking and Management Solutions category which expires January 31, 2019.

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
	PPPH20CPR01	PPPH17CPR01
	PPPH20ISX01	PPPH17ISX01
	PPPH20SNS01	PPPH17SNS01
	PPPH20SMT01	New

Cooper-Atkins is a woman owned business (WBE). SensoScientific and SMART Temps are small business entities (SBE).

The agreement with TempSys (PPPH17TMP01) expires March 31, 2017.

Financial considerations:

- Pricing
- Payment terms and early payment discounts
- Shipping terms
- Warranties
- Installation costs

Product considerations:

- Device temperature sensitivity
- Alarm and alert options
- Battery life
- Where the temperature monitoring is needed and device placement
- Storage volume for current and future needs
- High and low set limits, time interval range flexibility
- Additional measurements beyond standard ones

Roadblocks to conversion:

- Lifespan of current equipment used within the facility
- Existing agreements and products used at your organization
- Wireless infrastructure in your facility

Wireless Temperature Monitoring

Effective April 1, 2017

Expires March 31, 2020

Full launch content available

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

- **USP Chapter <797> General Supplies:** Items used to create a sterile environment.
- **Pharmacy Intravenous Robots and Software:** Includes automated solutions for chemotherapy and general compounding I.V. preparation.
- **Primary Engineering Control Devices (I.V. hoods):** Devices that help create an ISO class 5 environment when compounding compounded sterile preparations.
- **Pharmacy Refrigerators:** Medical grade refrigerators and freezers that maintain drugs and/or solutions and/or products within their required temperature ranges.
- **RFID Asset Tracking and Management Solutions:** Includes hardware and software, along with the associated professional services used to locate and/or track tags wirelessly and accurately using RFID.



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.](#)



PP-S2-001

Through direct sourcing, [S2S Global](#) vertically integrates the supply chain and provides Premier members with factory direct products, meaningful cost savings and improved supply chain transparency. All PremierPro™ products are validated by Premier staff and member representatives.

Contract number	Product offering
PP-S2-001A	Wood products
PP-S2-001B	Stethoscopes
PP-S2-001C	Surgical and isolation masks
PP-S2-001D	Tourniquets
PP-S2-001E	Patient belonging bags
PP-OR-1401	Lap sponges, OR towels and specialty sponges
PP-NS-1056	Fall management footwear
PP-S2-001I	Exam gloves
PP-S2-001J	Disposable non-sterile protective apparel
PP-S2-001K	Mobility aids
PP-S2-001L	Ultrasound gel
PP-S2-001M	Pressure infusion bags
PP-S2-001N	Orthopedic soft goods
PP-S2-001O	Safety lancets

Contract number	Product offering
PP-S2-001P	Fecal occult blood
PP-S2-001Q	IV site management and accessories
PP-S2-001R	Single use thermometers
PP-S2-001S	Sphygmomanometers
PP-S2-001T	Otoscope tips
PP-S2-001U	Ice wraps
PP-S2-001V	Specimen bags
PP-S2-001W	Casting and splinting products
PP-S2-001X	Cohesive bandages
PP-S2-001Y	Disposable vaginal speculums
PP-NS-1068	Incontinence products
PP-OR-1427	Laryngoscope systems
PP-NS-1070	Disposable labor and delivery products
PP-FA-605	Microfiber towels, mats and accessories

S2S Global highlights

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.
- Participation is open to acute care, non-acute healthcare and non-healthcare facilities.
- Once you have made the decision to purchase, please notify your distributor of your intent to purchase these products.
- Additional savings may be achieved through direct order options.
- Speak with your Premier region director or S2S Global representative regarding trial samples and/or direct order savings options.

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

Contracting Calendar – Clinical Laboratory Services

- The table below includes a listing of the current categories available within Premier's Clinical Laboratory Services portfolio, along with the respective category effective and expiration dates. Please note, categories are listed by expiration date, and potential new categories are not included.

Contract title	Effective date	Expiration date
Automated Blood Culture and Mycobacterial Recovery Analyzers, Reagents, Consumables and Service	11/1/2016	10/31/2019
Automated Microbial Identification and Susceptibility Analyzers, Reagents, Consumables and Service	11/1/2016	10/31/2019
Hemoglobin A1c Analyzers, Reagents, Consumables and service	2/1/2017	1/31/2020
Quality Control Material	4/1/2017	3/31/2020
Blood Gas Analyzers, Reagents, Consumables and Service	10/1/2017	9/30/2020
Histology and Cytology Instruments, Reagents and Consumables	10/1/2014	1/31/2018
Manual Microbiology	10/1/2017	9/30/2020
Microbiology Automation	10/1/2017	9/30/2020
Molecular Analyzers, Reagents, Consumables and Service	10/1/2017	9/30/2020
Molecular Rapid Qualitative Screening	10/1/2017	9/30/2020
Near Patient Testing (NPT) Clinical Chemistry/Immunoassay	11/1/2017	10/31/2020
NPT Drugs of Abuse and/or Additional Tests	12/1/2017	11/30/2020
General Laboratory Products, Equipment and Service	1/1/2015	1/31/2018
Microscopes, Accessories, Parts and Service	2/1/2015	1/31/2018
Blood Glucose Meters, Reagents, Consumables and Service	4/1/2013	3/31/2018
Digital Pathology Systems, Accessories and Service	8/1/2015	7/31/2018
Plasticware and Glassware - Research	8/1/2015	7/31/2018
Blood/Specimen Collection and Ancillary Products	10/1/2015	9/30/2018
Safety Phlebotomy	10/1/2015	9/30/2018
Clinical Reference Laboratory Testing Services	10/1/2015	9/30/2018
Transfusion, Blood Donor Services, Equipment and Supplies	10/1/2015	9/30/2018
Rapid Diagnostic Test Kits	11/1/2015	10/31/2018
Specialty Distribution – Laboratory and/or Research Products	3/1/2016	12/31/2018
Blood Bank Analyzers, Reagents, Consumables and Service	2/1/2016	1/31/2019
Reprocessed Disposables	3/1/2016	2/28/2019
POC Blood Gas and Additional Tests	4/1/2016	3/31/2019
Integrated Platform (Chemistry and Immunochemistry Analyzers, Automation, Reagents, Consumables and Service)	4/1/2013	3/31/2019
Hematology Analyzers, Automation, Reagents, Consumable and Service	8/1/2016	7/31/2019
Hemostasis Analyzers, Reagents, Consumables and Service	8/1/2016	7/31/2019
Urinalysis Analyzers, Reagents, Consumables and Services	8/1/2016	7/31/2019
Fecal Occult Blood	3/1/2017	2/29/2020

Products/Services		Contract Number	Contract Effective Dates	Company Name	
Blood Bank		PP-LA-417	2/1/16 - 1/31/19	Bio-Rad Laboratories www.bio-rad.com	
		PP-LA-419	2/1/16 - 1/31/19	Grifols Biological, Inc. www.grifols.co	
		PP-LA-416	2/1/16 - 1/31/19	Immucor, Inc. www.immucor.com	
		PP-LA-415	2/1/16 - 1/31/19	Ortho Clinical Diagnostics (OCD), a division of Johnson & Johnson www.orthoclinical.com	
		PP-LA-418	2/1/16 - 1/31/19	Quotient Biodiagnostics, Inc. www.quotientbd.com	
Blood Collection	Blood/ Specimen Collection	PP-LA-402 AS-LA-402	10/1/15 - 9/30/18	Becton Dickinson and Company www.bd.com	
		PP-LA-403 AS-LA-403	10/1/15 - 9/30/18	Greiner Vacuette North America, Inc. www.gbo.com	
		PP-LA-404	10/1/15 - 9/30/18	Sarstedt Inc. www.sarstedt.com	
	Tourniquets	PP-S2-001D	5/1/13 - 1/31/19	S2S Global s2s-global.com	
	Safety Lancets	PP-S2-001O	11/1/15 - 1/31/19	S2S Global s2s-global.com	
	Specimen Bags	PP-S2-001V	1/1/17 - 1/31/19	S2S Global s2s-global.com	
	Safety Phlebotomy	PP-LA-395	10/1/15 - 9/30/18	Becton Dickinson and Company www.bd.com	
		PP-LA-396 AS-LA-396	10/1/15 - 9/30/18	Greiner Vacuette North America, Inc. www.gbo.com	
		PP-LA-397	10/1/15 - 9/30/18	HTL-STREFA, Inc. www.htl-strefa.com	
		PP-LA-398	10/1/15 - 9/30/18	Kawasumi Laboratories America www.kawasumiamerica.com	
		PP-LA-399	10/1/15 - 9/30/18	Retractable Technologies, Inc. www.vanishpoint.com	
		PP-LA-400	10/1/15 - 9/30/18	Sarstedt Inc. www.sarstedt.com	
		PP-LA-401 AS-LA-401	10/1/15 - 9/30/18	Smiths Medical, ASD, Inc. www.smiths-medical.com	
	Blood Culture		PP-LA-439	11/1/16 - 10/31/19	Becton Dickinson and Company www.bd.com
			PP-LA-438	11/1/16 - 10/31/19	bioMerieux, Inc. www.biomerieux-usa.com
		PP-LA-437	11/1/16 - 10/31/19	Remel, Inc. www.remel.com	
Blood Gas		PP-LA-361	10/1/14 - 9/30/17	Werfen USA (formerly Instrumentation Laboratory) www.ilww.com	
		PP-LA-362	10/1/14 - 9/30/17	Siemens Healthcare Diagnostics, Inc. www.siemens.com/diagnostics	
		PP-LA-363	10/1/14 - 9/30/17	Nova Biomedical Corporation www.novabiomedical.com	
Blood Gas, Point-of-Care (POC)		PP-LA-424	4/1/16 - 3/31/19	Alere www.alere.com	
Blood Glucose Meters, Reagents		PP-LA-337	4/1/13 - 3/31/18	Nova Biomedical Corporation www.novabiomedical.com	
		PP-LA-338 AS-LA-338	4/1/13 - 3/31/18	Roche Diagnostics Corporation www.roche.com/diagnostics	
Chemistry	Integrated Platform	PP-LA-333	4/1/13 - 3/31/19	Beckman Coulter, Inc. www.beckman.com	
		PP-LA-334	4/1/13 - 3/31/19	Roche Diagnostics Corporation www.roche.com/diagnostics	
		PP-LA-335 AS-LA-335	4/1/13 - 3/31/19	Siemens Healthcare Diagnostics, Inc. www.siemens.com/diagnostics	
Digital Pathology Systems		PP-LA-392	8/1/15 - 7/31/18	Leica Microsystems, Inc. www.leica-microsystems.com	
Distribution		PP-LA-420	3/1/16 - 12/31/18	Cardinal Health 200, Inc. www.cardinal.com	
		PP-LA-421	3/1/16 - 12/31/18	Fisher Healthcare www.fishersci.com	
		PP-LA-422	3/1/16 - 12/31/18	Laboratory Supply Company, Inc. (LABSCO) www.labsco.com	
Fecal Occult Blood		PP-LA-445	3/1/17 - 2/29/20	Hemocue Inc. www.hemocue.com	
		PP-LA-446	3/1/17 - 2/29/20	Teco Diagnostics www.tecodiag.com	
		PP-S2-001P	8/15/16 - 1/31/19	S2S Global s2s-global.com	
General Laboratory Products		PP-LA-381	1/1/15 - 12/31/17	Helmer, Inc. www.helmerinc.com	
		PP-LA-382	1/1/15 - 12/31/17	Fisher Scientific Healthcare www.fishersci.com	
		PP-LA-383	1/1/15 - 12/31/17	Beckman Coulter, Inc. www.beckman.com	
		PP-LA-384	1/1/15 - 12/31/17	Hettich Instruments www.hettich.com	
Hematology Analyzers		PP-LA-425	8/1/16 - 7/31/19	Abbott Laboratories, Inc. www.abbottdiagnostics.com	
		PP-LA-426	8/1/16 - 7/31/19	Beckman Coulter, Inc. www.beckman.com	
		PP-LA-427	8/1/16 - 7/31/19	Sysmex America, Inc. www.sysmexusa.com/usa/	
Hemoglobin A1c		PP-LA-442	2/1/17 - 1/31/20	Trinity Biotech www.trinitybiotech.com	
Hemostasis		PP-LA-430	8/1/16 - 7/31/19	Werfen USA (formerly Instrumentation Laboratory) www.ilww.com	
		PP-LA-429	8/1/16 - 7/31/19	Siemens Healthcare Diagnostics, Inc. (fka Dade) www.dadebehring.com	
		PP-LA-428	8/1/16 - 7/31/19	Diagnostica Stago, Inc. www.stago-us.com	

Histology and Cytology		PP-LA-374	10/1/14 - 9/30/17	Dako North America, Inc. www.dakocytomation.com
		PP-LA-375	10/1/14 - 9/30/17	Leica Microsystems, Inc. www.leica-microsystems.com
		PP-LA-376	10/1/14 - 9/30/17	Richard-Allan Scientific www.rallansci.com
		PP-LA-377	10/1/14 - 9/30/17	Statlab Medical Products Inc. www.statlab.com
		PP-LA-378	10/1/14 - 9/30/17	Medite Inc. www.medite-group.com
		SD-LA-004	4/1/15 - 9/30/17	Valu-Sol www.valusol.com
Microbiology	Automation	PP-LA-364	10/1/14 - 9/30/17	bioMerieux, Inc. www.biomerieux-usa.com
		PP-LA-365	10/1/14 - 9/30/17	Siemens Healthcare Diagnostics, Inc. www.siemens.com/diagnostics
		PP-LA-366	10/1/14 - 9/30/17	Remel, Inc. www.remel.com
	Automated Microbial ID MIC	PP-LA-440	11/1/16 - 10/31/19	bioMerieux, Inc. www.biomerieux-usa.com
		PP-LA-441	11/1/16 - 10/31/19	Beckman Coulter, Inc. www.beckman.com
	Manual	PP-LA-367 AS-LA-367	10/1/14 - 9/30/17	Remel, Inc. www.remel.com
PP-LA-368		10/1/14 - 9/30/17	Becton Dickinson and Company www.bd.com	
Microscopes, Accessories		PP-LA-389	2/1/15 - 1/31/18	Olympus America Inc. www.olympus.com
		PP-LA-390	2/1/15 - 1/31/18	Nikon Instruments, Inc. www.nikonusa.com
		PP-LA-391	2/1/15 - 1/31/18	Leica Microsystems, Inc. www.leica-microsystems.com
Molecular Analyzers		PP-LA-372	10/1/14 - 9/30/17	Abbott Laboratories, Inc. www.abbottdiagnostics.com
		PP-LA-373	10/1/14 - 9/30/17	Roche Diagnostics Corporation www.roche.com/diagnostics
Molecular Rapid Qualitative		PP-LA-369	10/1/14 - 9/30/17	Becton Dickinson and Company www.bd.com
		PP-LA-370	10/1/14 - 9/30/17	Meridian Bioscience Corporation www.meridianbioscience.com
		PP-LA-371	10/1/14 - 9/30/17	Great Basin Corporation www.gbscience.com
Near Patient Testing - Chemistry/Immuno		PP-LA-379	11/1/14 - 10/31/17	bioMerieux, Inc. www.biomerieux-usa.com
		PP-LA-380	11/1/14 - 10/31/17	Siemens Healthcare Diagnostics, Inc. www.siemens.com/diagnostics
Near Patient Testing - Drugs of Abuse		PP-LA-385	12/1/14 - 11/31/17	MedTox Diagnostics www.medtox.com
		PP-LA-386	12/1/14 - 11/31/17	Siemens Healthcare Diagnostics, Inc. www.usa.healthcare.siemens.com
		PP-LA-387	12/1/14 - 11/31/17	LifeSign LLC. www.lifesignmed.com
		PP-LA-388	12/1/14 - 11/31/17	BTNX, Inc. www.btnx.com
Pasticware and Glassware		PP-LA-394	8/1/15 - 7/31/18	Sarstedt, Inc. www.sarstedt.com
Platelet Function		PP-LA-358 AS-LA-358	4/1/14 - 3/31/17	Siemens Healthcare Diagnostics, Inc. (fka Dade) www.dadebehring.com
Quality Control Material		PP-LA-359 AS-LA-359 PP-LA-443 upon expiration	4/1/14 - 3/31/17	Bio-Rad Laboratories www.bio-rad.com
		PP-LA-360 PP-LA-444 upon expiration	4/1/14 - 3/31/17	Microgenics Corporation www.microgenics.com
Rapid Test Kits		PP-LA-410	11/1/15 - 10/31/18	BTNX, Inc. www.btnx.com
		PP-LA-411 AS-LA-411	11/1/15 - 10/31/18	Meridian Bioscience Corporation www.meridianbioscience.com
		PP-LA-412	11/1/15 - 10/31/18	Orasure Technologies Inc. www.orasure.com
		PP-LA-413	11/1/15 - 10/31/18	Cardinal Health 200, Inc. www.cardinal.com
		PP-LA-414	11/1/15 - 10/31/18	LifeSign LLC www.lifesignmed.com
		PP-LA-435	12/1/16 - 10/31/18	bioLytical Laboratories Inc www.biolytical.com
Reference Laboratory		PP-LA-405	10/1/15 - 9/30/18	ARUP Laboratories www.aruplab.com
		PP-LA-406	10/1/15 - 9/30/18	Laboratory Corporation of America Holdings (LabCorp) www.labcorp.com
		PP-LA-407	10/1/15 - 9/30/18	Quest Diagnostics, Inc. (fka Nichols Institute) www.questdiagnostics.com
Reprocessed Disposables		PP-LA-423 AS-LA-423	3/1/16 - 2/28/19	Laboratory Environment Support Systems, Inc. www.lessinc.net
Transfusion, Blood Donor		PP-LA-408	10/1/15 - 9/30/18	Haemonetics Corp www.haemonetics.com
		PP-LA-409	10/1/15 - 9/30/18	Sarstedt Inc. www.sarstedt.com
Urinalysis		PP-LA-431	8/1/16 - 7/31/19	Beckman Coulter, Inc. (formerly Iris Diagnostics) www.beckman.com
		PP-LA-432	8/1/16 - 7/31/19	Siemens Healthcare Diagnostics, Inc. www.siemens.com/diagnostics
		PP-LA-433	8/1/16 - 7/31/19	BTNX, Inc. www.btnx.com
		PP-LA-434	8/1/16 - 7/31/19	Teco Diagnostics www.tecodiag.com



Laboratory Inventory Worksheet (LIW)

The worksheet is organized by laboratory area and contains questions that cover most of the laboratory's capital and consumable expenses. We recommend the Regional Director and/or Laboratory Clinical Specialist complete this worksheet with the laboratory director/manager as a starting point in understanding the current contract strategy of the laboratory.

Instructions:

- 1) Complete the general information below.
- 2) Complete the inventory worksheet to cover all purchases of the laboratory, using drop down lists where appropriate.
- 3) For additional information, see Tab 1 (Instruction Sheet) below
- 4) Please email a copy of the spreadsheet to one of the following Premier specialists:

[Susan Helms - susan_helms@premierinc.com](mailto:susan_helms@premierinc.com)

[Brian Decker - brian_decker@premierinc.com](mailto:brian_decker@premierinc.com)

System:	
Institution:	
Hospital Entity Code:	
Department:	
Address:	
City:	
State:	
Zip:	
Laboratory Director	
Completed by:	
Title:	
Phone:	
Fax:	
Email:	
Original date filled in	
Last Date Updated	

Workbook last revised 9/11/2017

Institution:

Suppliers	Equipment/product information								Service information				Acquisition information			Notes
	New contract	Expiring contract	Contract expiration	Model/series	Primary or secondary	Name of distributor	Electronic interface	Length of contract (months)	Contract expiration date	Service type	Service provider	Acquisition method	Age of equipment (years)	Expiration date	Acquisition date	
Automated Blood Culture and Mycobacterial Recovery Analyzers, Reagents, Consumables and Service																
Premier supplier:	BD	PP-LA-439	PP-LA-352	10/31/2019												
Premier supplier:	bioMérieux	PP-LA-438	PP-LA-353	10/31/2019												
Premier supplier:	Remel	PP-LA-437	PP-LA-354	10/31/2019												
Other:																
Other:																
Automated Microbial Identification and Susceptibility Analyzers, Reagents, Consumables and Service																
Premier supplier:	Beckman	PP-LA-441	PP-LA-356	10/31/2019												
Premier supplier:	bioMérieux	PP-LA-440	PP-LA-355	10/31/2019												
Other:																
Other:																
Blood Bank Analyzers, Reagents, Consumables and Service																
Premier supplier:	Bio-Rad	PP-LA-417	PP-LA-320	1/31/2019												
Premier supplier:	Gnifots	PP-LA-419	New	1/31/2019												
Premier supplier:	Immucoor	PP-LA-416	PP-LA-321	1/31/2019												
Premier supplier:	J&J (Ortho)	PP-LA-415	PP-LA-322	1/31/2019												
Premier supplier:	Quotient	PP-LA-418	PP-LA-323	1/31/2019												
Other:																
Other:																
Blood Gas Analyzers, Reagents, Consumables and Service																
Premier supplier:	Nova Biomedical	PP-LA-451	PP-LA-363	9/30/2020												
Premier supplier:	Siemens	PP-LA-452 AS-LA-452	PP-LA-361	9/30/2020												
Premier supplier:	Werfen USA (IL)	PP-LA-463	PP-LA-362	9/30/2020												
Other:																
Other:																
Blood Glucose Meters, Reagents, Consumables and Service (acute care)																
Premier supplier:	Nova Biomedical	PP-LA-337	PP-LA-261	3/31/2018												
Premier supplier:	Roche Diagnostics	PP-LA-338 AS-LA-338	PP-LA-262	3/31/2018												
Other:																
Other:																
Blood/Specimen Collection and Ancillary Products																
Premier supplier:	BD	PP-LA-402 AS-LA-402	PP-LA-315	9/30/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Greiner	PP-LA-403 AS-LA-403	PP-LA-316	9/30/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Sarstedt	PP-LA-404	PP-LA-317	9/30/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Clinical Reference Laboratory Testing Services																
Premier supplier:	ARUP	PP-LA-405	PP-LA-272	9/30/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	LabCorp	PP-LA-406	PP-LA-273	9/30/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Quest Diagnostics	PP-LA-407	PP-LA-274	9/30/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Digital Pathology Systems, Accessories and Service																
Premier supplier:	Leica	PP-LA-392	New	7/31/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Fecal Occult Blood																
Premier supplier:	HemoCue	PP-LA-445 AS-LA-445	New	2/29/2020	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	S2S Global	PP-S2-001P AS-S2-001P	New	1/31/2019	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Teco Diagnostics	PP-LA-446	New	2/29/2020	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:																
Other:																
General Laboratory Products, Equipment and Service																
Premier supplier:	Beckman Coulter	PP-LA-383	New	3/31/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Fisher	PP-LA-382	New	3/31/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Helmer	PP-LA-381	PP-LA-302	3/31/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Hettich	PP-LA-384	New	3/31/2018	N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Hematology Analyzers, Automation, Reagents, Consumable and Service																
Premier supplier:	Abbott	PP-LA-425	PP-LA-343	7/31/2019												
Premier supplier:	Beckman Coulter	PP-LA-426	PP-LA-344	7/31/2019												
Premier supplier:	Sysmex	PP-LA-427	PP-LA-345	7/31/2019												
Other:																
Other:																
Hemoglobin A1c Analyzers, Reagents, Consumables and Service																
Premier supplier:	Trinity Biotech	PP-LA-442	PP-LA-357	1/31/2020												
Other:																
Other:																
Hemostasis Analyzers, Reagents, Consumables and Service																
Premier supplier:	Diagnostica Stago	PP-LA-428	PP-LA-348	7/31/2019												
Premier supplier:	Siemens	PP-LA-429	PP-LA-347	7/31/2019												

Premier supplier:	Werfen USA (IL)	PP-LA-430	PP-LA-346	7/31/2019															
Other:																			
Other:																			
Histology and Cytology Instruments, Reagents and Consumables																			
Premier supplier:	Dako	PP-LA-374	New	1/31/2018															
Premier supplier:	Leica	PP-LA-375	New	1/31/2018															
Premier supplier:	Medie	PP-LA-378	PP-LA-303	9/30/2017															
Premier supplier:	Richard-Allan (ThermoFisher)	PP-LA-376	PP-LA-289	1/31/2018															
Premier supplier:	StatLab	PP-LA-377	PP-LA-290	1/31/2018															
Premier supplier:	Voku-Sol	SD-LA-004	New	9/30/2017															
Other:																			
Other:																			
Integrated Platform (Chemistry and Immunochemistry Analyzers, Automation, Reagents, Consumables and Service)																			
Premier supplier:	Beckman Coulter	PP-LA-333	PP-LA-255	3/31/2019															
Premier supplier:	Roche	PP-LA-334	PP-LA-256	3/31/2019															
Premier supplier:	Siemens	PP-LA-335 AS-LA-335	PP-LA-257	3/31/2019															
Other:																			
Other:																			
Manual Microbiology																			
Premier supplier:	BD	PP-LA-448	PP-LA-368	9/30/2020	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Remel	PP-LA-447 AS-LA-447	PP-LA-367 AS-LA-367	9/30/2020	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Microbiology Automation																			
Premier supplier:	bioMérieux	PP-LA-450	PP-LA-364	9/30/2020															
Premier supplier:	Remel	PP-LA-449	PP-LA-366	9/30/2020															
Other:																			
Other:																			
Microscopes, Accessories, Parts and Service																			
Premier supplier:	Leica	PP-LA-391	New	1/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Nikon	PP-LA-390	New	1/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Olympus	PP-LA-389	PP-LA-307	1/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Molecular Analyzers, Reagents, Consumables and Service																			
Premier supplier:	Abbott Molecular	PP-LA-454	PP-LA-372	9/30/2020															
Premier supplier:	Roche	PP-LA-455	PP-LA-373	9/30/2020															
Other:																			
Other:																			
Molecular Rapid Qualitative Screening																			
Premier supplier:	BD	PP-LA-456	PP-LA-369	9/30/2020															
Premier supplier:	Luminex	PP-LA-457 AS-LA-457	New	9/30/2020															
Premier supplier:	Meridian	PP-LA-458	PP-LA-370	9/30/2020															
Other:																			
Other:																			
Near Patient Testing (NPT) Clinical Chemistry/Immunoassay																			
Premier supplier:	bioMérieux	PP-LA-459	PP-LA-379	10/31/2020															
Premier supplier:	Siemens	PP-LA-460	PP-LA-380	10/31/2020															
Other:																			
Other:																			
Near Patient Testing (NPT) Drugs of Abuse and/or Additional Tests																			
Premier supplier:	BTNX	PP-LA-463	PP-LA-388	11/30/2020															
Premier supplier:	LifeSign	PP-LA-464	PP-LA-387	11/30/2020															
Premier supplier:	MEDTOX	PP-LA-462	PP-LA-385	11/30/2020															
Premier supplier:	Mercedes Medical	PP-LA-461	New	11/30/2020															
Other:																			
Other:																			
Plasticware and Glassware – Research																			
Premier supplier:	Sarstedt	PP-LA-394	RS-LA-003	7/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Point of Care (POC) Blood Gas and Additional Tests																			
Premier supplier:	Alere	PP-LA-424	PP-LA-342	3/31/2019															
Other:																			
Other:																			
Quality Control Material																			
Premier supplier:	Bio-Rad	PP-LA-443 AS-LA-443	PP-LA-359	3/31/2020	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Microgenics	PP-LA-444	PP-LA-360	3/31/2020	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Rapid Diagnostic Test Kits																			
Premier supplier:	BTNX	PP-LA-410	SD-LA-002	10/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Cardinal Health	PP-LA-413	New	10/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	LifeSign	PP-LA-414	New	10/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Meridian	PP-LA-411 AS-LA-411	PP-LA-325 AS-LA-325	10/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	OraSure	PP-LA-412	PP-LA-326	10/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Reprocessed Disposables																	
Premier supplier:	L.E.S.S.	PP-LA-423 AS-LA-423	PP-LA-332 AS-LA-332	2/28/2019	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Safety Phlebotomy																	
Premier supplier:	BD	PP-LA-395	PP-LA-309	9/30/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Greiner	PP-LA-396 AS-LA-396	PP-LA-310	9/30/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	HTL-STREFA	PP-LA-397	PP-LA-311	9/30/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Kawasumi	PP-LA-398	New	9/30/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Retractable Technologies Inc.	PP-LA-399	PP-LA-312	9/30/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Sarstedt	PP-LA-400	PP-LA-313	9/30/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Smiths Medical	PP-LA-401 AS-LA-401	PP-LA-314	9/30/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Specialty Distribution - Laboratory and/or Research Products																	
Premier supplier:	Cardinal Health	PP-LA-420	PP-LA-328	12/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	Fisher Healthcare	PP-LA-421	PP-LA-329	12/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Premier supplier:	LABSCO	PP-LA-422	PP-LA-331	12/31/2018	N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other:					N/A			N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Transfusion, Blood Donor Services, Equipment and Supplies																	
Premier supplier:	Hemonetics	PP-LA-408	PP-LA-318	9/30/2018													
Premier supplier:	Sarstedt	PP-LA-409	PP-LA-319	9/30/2018													
Other:																	
Other:																	
Urinalysis Analyzers, Reagents, Consumables and Services																	
Premier supplier:	Beckman Coulter	PP-LA-431	PP-LA-349	7/31/2019													
Premier supplier:	BTNX	PP-LA-433	SD-LA-003	7/31/2019													
Premier supplier:	Siemens	PP-LA-432 AS-LA-432	PP-LA-350	7/31/2019													
Premier supplier:	Teco Diagnostics	PP-LA-434	New	7/31/2019													
Other:																	
Other:																	

Last revised: 9/11/2017



Laboratory Inventory Worksheet (LIW) Instructions

Coversheet: Complete all hospital information, i.e. System Name, Address, contact Information, etc.

LIW worksheet: For each product category, please complete the following fields using the drop down boxes where applicable:

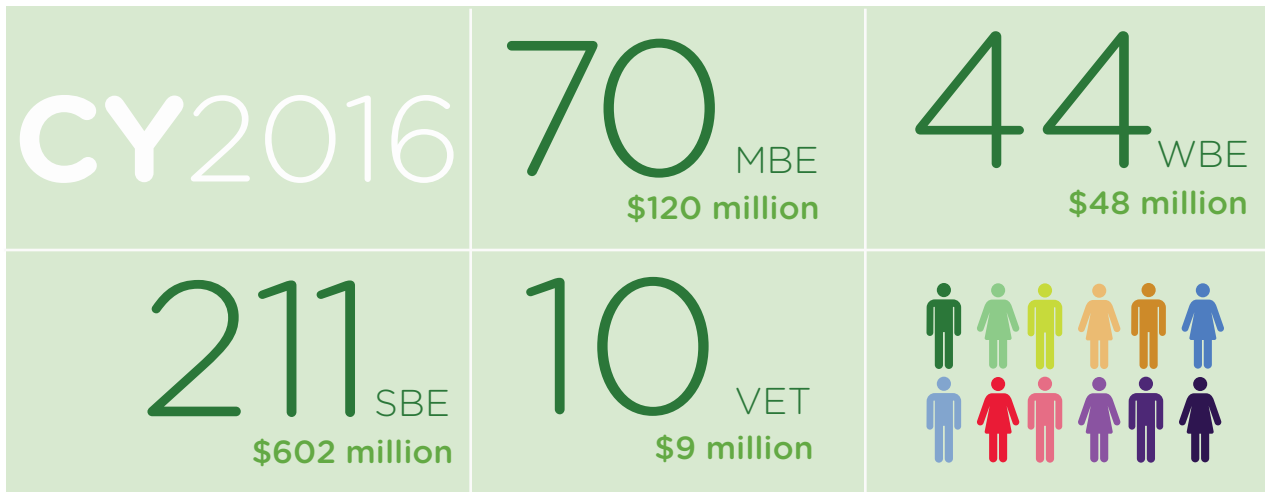
- ◆ Model, number, and series of the instrument
- ◆ Primary or secondary:
 - ◆ Select Primary or Secondary if that supplier is the primary or secondary source for ordering products, consumables and instruments. If you have both a Primary and Secondary item from one supplier, please enter the information for the additional item in one of the "other" rows. Please do not combine two instruments in one row.
- ◆ Service contract information:
 - ◆ Select length of service contract in months from drop-down menu
 - ◆ Select from drop down menu, contracted, fee for service or tied to consumable/reagent agreements.
 - ◆ Select who services the instrument(s), supplier, in-house or third party entity.
- ◆ Acquisition method:
 - ◆ Select from drop-down menus, acquisition type, age of equipment, acquisition date and expiration date.
- ◆ Non-contracted supplier: If the supplier you are using is not listed, please list the name of the vendor in the "other" row.
- ◆ Notes section: Include additional information that may provide insight should an assessment be performed. For example, if the instrument is being replaced or if the instrument was recently retrofitted or upgraded.



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.



Clinical Laboratory Field Specialists



Brian Decker, MBA, MT (ASCP)

Bachelor of Science, Master of Business Administration
Medical Technologist (American Society for Clinical Pathology)

Brian has more than 16 years of laboratory experience as a medical technologist, lab supervisor and manager. His experience includes large hospitals and small clinics, as well as large, multi-office physician labs with core lab and specialty lab settings.

Affiliations

- American Society for Clinical Pathology

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

Brian is responsible for providing laboratory supply chain and contracting expertise to enable Premier's acute and non-acute members to gain the most value from Premier's laboratory portfolio and programs. He offers support for laboratory contract optimization, supply chain reviews, standardization and safety initiatives, contracted capital equipment quote review, and project analysis and analytics. Furthermore, he assists members with category RFP strategy and participates as the lab subject matter expert during new member onboarding. Additionally, Brian presents at member regional meetings to provide general laboratory resources and updates.



Susan Helms, MA, MHA, MT (ASCP) SLS

Susan Helms is a Senior Region Director and a Laboratory Clinical Specialist for Premier. Susan has over thirty years of experience as a professional healthcare leader in supply chain contract management and laboratory medicine. She has been with Premier since January 2000, providing member and supplier support and education in clinical supply chain management, quality, and supply cost reductions.

Prior to joining Premier, Susan managed quality, accreditation/regulatory compliance and safety for the Presbyterian Hospital System (Charlotte, NC) after managing the virology, mycology and mycobacteriology laboratories. She is a registered medical technologist with the American Society for Clinical Pathology (ASCP) with specialty certification in safety, and was an inspector for the College of American Pathologists (CAP) for more than 17 years.

Susan has developed laboratory safety and quality improvement programs, and has also published guidelines for developing a microbiology training manual in the Medical Laboratory Observer (MLO).

Affiliations

- American Association of Clinical Chemistry (member)
- American Society for Clinical Pathology with a specialty in laboratory safety

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

As a laboratory specialist, Susan is responsible for identifying potential savings opportunities for Premier member laboratories through formal supply chain reviews, standardization and contract optimization, as well as being a laboratory resource to members which includes contract reviews and supplier liaison efforts. She brings educational opportunities to members through Premier's Labinar monthly education sessions.

Contact

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



Additional resources

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

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

Accessing an electronic version of this book

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