



Diversity

Portfolio Overview and Resources

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Premier awards members and suppliers for exceptional performance

Each year at the Premier Annual Breakthroughs Conference and Exhibition, Premier recognizes the outstanding work of our members and suppliers in their efforts to improve community health.

The **Member Diversity Award** honors member hospitals and health systems that have established, as a part of their social responsibility initiatives, active programs to evaluate and support minority-, women- and veteran-owned enterprises as well as small businesses, available through the Premier contract portfolio. Members are measured on engagement in diversity initiatives through community involvement, diversity business outreach initiatives, benchmarking and sharing best practices.

The 2017 winner of the Member Diversity Award was Doctors Community Hospital (DCH) in Lanham, Maryland. “It was an honor to receive this award that recognizes the commitment that supply chain at DCH has in diversity,” said Kenyetta Keys, administrative director of supply chain and support services at Doctors Community Hospital. “I truly believe in inclusiveness and that we should look like the community that we serve. I myself fall into many categories of diversity – being a woman, veteran and African American, thus I am committed to allowing all an opportunity.”

The honorable mention was given to Baystate Health System. “Our supplier diversity program engages and invests in our community by building partnerships with diverse vendors throughout the Pioneer Valley,” said H. Tim Ewing, Ph.D., vice-president of talent management and inclusion at Baystate. “As we look to the future, we must ask ourselves different questions regarding our role in the community, and supplier diversity aligns with our mission to provide safety, high quality and value to our patients. It’s an honor to be recognized for our supplier diversity program and to know that we are making a difference.”

The **Supplier Diversity Award** recognizes contracted suppliers who have made important contributions in developing and nurturing diversity programs in their organizations and communities within the Premier alliance. Suppliers are measured on engagement in diversity initiatives through community involvement, diversity business outreach initiatives, and benchmarking and best practice sharing.

The 2017 winner of the Supplier Diversity Award was Cardinal Health. “We are humbled and honored to be recognized by Premier with this Supplier Diversity Award,” said Craig Cowman, EVP, of global sourcing at Cardinal Health. “Every day, we get to do work that touches the lives of those who are in need of important medical care. Our people – and our relationships – differentiate us from our competition. Delivering customer-driven value and sustainable economic impact has a far-reaching effect. We are lifted by the collaborative and inventive partnerships we cultivate through inclusion.”

The honorable mention was given to MASS Medical. I’m very proud of our company’s accomplishment of winning a diversity award from Premier,” said Aubrey Guezuraga, chief executive officer at MASS Medical. “As a graduate of Premier’s SEEDS program, we had quarterly business line reviews in person where we were challenged to up our game as a supplier. We transformed our distribution and factory capacity so that we could compete well against international companies in our field. Similar to Premier’s philosophy, MASS believes that small businesses must throw aside old ways of thinking and use their inherent advantages (being nimble and customer centric and having innovative, talented employees) to outperform and differentiate themselves in the field.”

Congratulations to the 2017 winners and honorable mentions of the Member Diversity Award and Supplier Diversity Award!

Overview of Premier, Inc.

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

➤ **Our mission:**

To improve the health of communities

➤ **Our vision:**

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

➤ **How do we do it?**

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

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

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

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

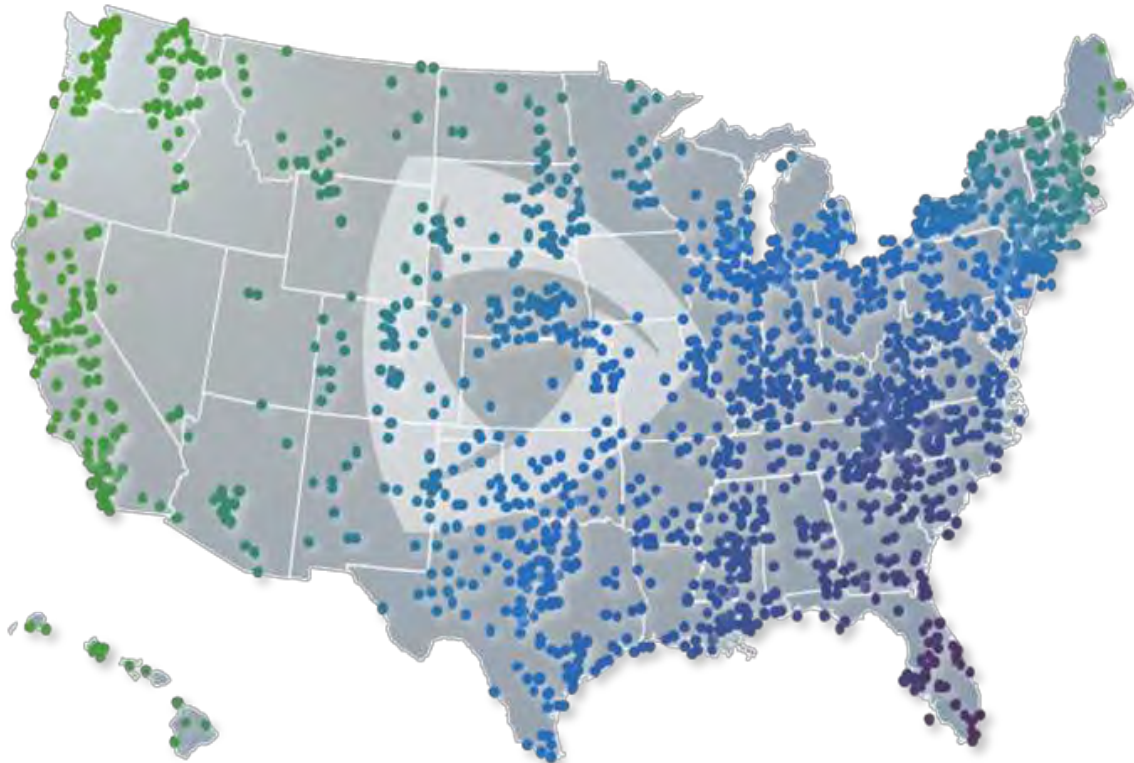




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^A ASCEND contract numbers are included where applicable. For materials that support ASCEND agreements, please visit the [ASCEND portal](#).

Advertising and Marketing Services

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category includes market research, advertisement development (print, online, mobile, radio and television), corporate branding, reputation and review management, trade show booths, search engine optimization, direct mailing, billboards, stationary, social media marketing, Yellow Pages/directories and telesales.

Class of trade

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

American Solutions for Business	Sarah Thomas	215.688.2334	stthomas@americanbus.com
Berry Network	Matthew Garrett	937.296.2121	matthew.garret@berrynetw.ork.com
Big Mountain Imaging	Steven Saltzman	877.229.4050	stevens@bigmountain.com
Burton & Mayer	Mary Molloy	262.703.9168	mmolloy@burtonmayer.com
BVK Direct	Dawn Sanderson	610.640.1454 extension 224	dsanderson@dsgssi.com
ST Printing	Jeffrey Reyes	407.478.7478	jreyes@stprintco.com
Wendling Printing	Nick Baum	859.261.8300	nick@wendlingprinting.net

Note: Supplier contact information is current as of March 27, 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 Big Mountain Imaging.
- A PMDF/PA is not required with American Solutions for Business, Berry Network, Burton & Mayer, BVK Direct nor Wendling Printing due to single tier offerings.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Big Mountain Imaging.
- Aggregation is not applicable with American Solutions for Business, Berry Network, Burton & Mayer, BVK Direct nor Wendling Printing due to single tier offerings.

Awarded suppliers

Supplier	New	Expiring
	PP-SV-067	PP-AC-073
	PP-SV-068	New
	PP-SV-069	New
	PP-SV-070	New
	PP-SV-071 AS-SV-071	PP-MM-177
	SD-SV-002	New
	PP-SV-072	New

Big Mountain Imaging and Burton & Mayer are small business enterprises (SBE).

ST Printing & Communications is a [SEEDS™](#) supplier; veteran-owned business enterprise (VET) effective June 15, 2016.

The current agreement with Marketing Resource Solutions (SD-AC-002) expires March 31, 2016.

Financial considerations:

- Value-adds, including rebates, no charge services and multi-service discounts

Service considerations:

- Types of services offered
- Target region and demographics
- Ability to meet deadline

Roadblocks to conversion:

- Geographic coverage
- Local relationships
- In-house marketing and advertising capabilities

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Berry Network offers no-charge services and a Yellow Pages rebate as value-adds.
- Big Mountain Imaging and BVK Direct offer no-charge services as value-adds.
- Wending Printing offers rebates as a value-add.

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

Full launch content and additional resources available

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

Background Check Services

Effective March 1, 2015

Expires February 28, 2018

Services available

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

Class of trade

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

eVerifile	Garrett Mullins	770.859.9899	garrett.mullins@everifile.com
JD Palatine	Kevin Bishop	773.230.9896	kevin@jdpalatine.com
MBI Worldwide	Brian Chapman	866.275.4624	bchapman@mbiworldwide.com
OPENonline	Brett Dillon	614.481.6010	bdillon@openonline.com
Pre-employ	Tyson Poso	530.629.5305	tposo@pre-employ.com
Private Eyes	Sandra James	925.927.3333	sandra@privateeyesinc.com

Note: Supplier contact information is current as of March 17, 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 will 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.
- eVerifile's new agreement offers flat pricing compared to the expiring agreement.
- eVerifile waives the set-up fee for Premier members as a value-add.
- MBI Worldwide's new agreement pricing offers up to 11 percent savings compared to its expiring agreement pricing.
- Pre-employ's new agreement pricing offers up to 10 percent savings compared to its expiring agreement pricing.
- Private Eyes' new agreement pricing offers up to 6 percent savings compared to its expiring agreement pricing.

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
 eVERIFILE™ Be Certain.	SD-SV-001	SD-MM-018
 JDP	PP-SV-052	New
 MBI WORLDWIDE® BACKGROUND CHECKS AND DRUG SCREENING	PP-SV-053	PP-MM-168
 OPEN online	PP-SV-054	New
 Pre employ	PP-SV-055	PP-MM-170
 PRIVATE EYES CORPORATE INVESTIGATION	PP-SV-056	PP-MM-171

eVerifile is a minority-owned business (MBE), MBI Worldwide and Private Eyes are woman-owned businesses (WBE) and Pre-employ is a small business enterprise (SBE).

There is no ASCEND® award in this category.

Financial considerations:

- Pricing for standard services and additional services

Service considerations:

- Turnaround times
- Integration with human resource information systems and applicant tracking systems

Roadblocks to conversion:

- Local relationships

Background Check Services

Effective March 1, 2015

Expires February 28, 2018

Full launch content and additional resources available (continued)

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

Related categories

- **Executive Recruiting**: Recruiting services of personnel at the director level and above
- **Temporary Information Technology Staffing**: Companies that provide information technology skilled personnel for temporary engagements
- **Workforce Solutions – Vendor Management**: Vendor-neutral, all-inclusive contract labor management services that provide a sole point of contact for temporary, contract, and/or direct placement labor services for clinical and non-clinical positions

Billing and Debt Collection Services

Effective August 1, 2016

Expires July 31, 2019

Products and services available

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

This category does not include debt buyers, which are companies that buy debt at reduced rates from creditors or debt collection agencies and then retain all money collected from accounts.

Class of trade

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

EGS	Zachary Madrigal	800.252.3996	zach.madrigal@egscorp.com
Magellan	Mark Hess	415.867.8074	mhess@magellanresourcepartners.com
NorthWind	Gary Norris	844.413.2243	gary@northwindcompaniesllc.com
Signature	Chris Vairo	402.343.0300	sphealthcare@signatureperformance.com
SOS	John Prologo	800.228.4323	jprologo@hmcgrp.com
TSI	Laurie Boisclair	513.260.3207	laurie.boisclair@transworldsystems.com

Note: Supplier contact information is current as of September 28, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 with Signature, SOS and TSI.
- Premier recommends that members complete a PMDF/PA at all tiers with all suppliers. A member agreement is required 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

- Contingency and flat rate fees are firm for the term of agreement with all suppliers.
- For a comparison of the suppliers' contingency fees, see the financial analysis section of the value analysis toolkit.
- NorthWind, Signature Performance and SOS offer 2 percent early payment discounts.
- NorthWind will waive the monthly service fee for the first 90 days as a value-add.
- SOS offers account volume discounts, a maximum recovery fee and guaranteed savings as value-adds.

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
 EGS	PP-SV-126	New
 Magellan	PP-SV-127	New
 NorthWind	PP-SV-128	New
 SIGNATURE Performance	PP-SV-129	New
 S-O-S	PP-SV-130	New
 tsi	PP-SV-131	New

Signature Performance and SOS are small business enterprises (SBE).

Update August 2017: EGS Financial Care has given Premier notice of its cancellation of contract PP-SV-126 in the Billing and Debt Collection Services category. The cancellation is effective October 25, 2017.

Financial considerations:

- Pricing model: Percentage-based versus fee-based
- Incidental costs incurred while recovering debt

Service considerations:

- Follow-up process and debt collection tactics
- Licensed, insured and bonded
- Industry experience

Roadblocks to conversion:

- In-house billing and debt collection services
- Local relationships
- Geographic location

Billing and Debt Collection Services

Effective August 1, 2016

Expires July 31, 2019

Full launch content and additional resources available

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

Clinical Equipment Repair and Maintenance Services

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes the third-party outsourcing of clinical biomedical engineering, which includes the repair, maintenance and diagnostic services of clinical equipment. Equipment management programs and parts-only service agreements are also included.

This category was previously sourced as Clinical Engineering.

Class of trade

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

Aramark	Kameron DeMarco	407.310.9365	demarco-keaton@aramark.com
Conquest	Laci Yocum	866.900.9404	lyocum@conquestimaging.com
GE	Curtis Marks	919.280.1614	curtis.marks@med.ge.com
Northfield	Julie Lindsay	336.314.2220	jlindsay@northfieldrepair.com
PartsSource	Kate Shafer	330.954.1578	kshafer@partssource.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Remi	Michael Van Derveer	704.602.0878	mvanderveer@theremigroup.com
RS&A	David Conrad	800.320.4332	dconrad@rsainc.net
Siemens	Roger Lindgren	901.237.7665	roger.lindgren@siemens.com
Trisonics	April Lebo	717.939.6860	alebo@trisonics.com

Note: Supplier contact information is current as of June 12, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- All suppliers, except PartsSource, require a signed member agreement.
- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Northfield and Siemens.
- GE requires PMDF/PA at all tiers.
- PMDF/PA is not applicable with Aramark as there are no tiers associated with that agreement.
- PMDF/PA is not required with Remi as their tiers are based on Premier aggregate spend.
- Conquest Imaging, PartsSource, Philips, RS&A and Trisonics have a single tier. PA/PMDF is not required.

Awarded suppliers

Supplier	New	Expiring
	PP-SV-125	PP-MM-238
	PP-SV-107	New
	PP-SV-124	PP-MM-240
	PP-SV-108	New
	PP-SV-123	New
	PP-SV-122	New
	PP-SV-120	New
	PP-SV-110	New
	PP-SV-111	New
	PP-SV-112	New

Northfield is a woman-owned business enterprise (WBE). RS&A and Trisonics are small business enterprises (SBE).

The current agreement with Modern Medical (PP-MM-239) expires September 30, 2016.

Remi Group has terminated their agreement effective April 3, 2017.

Financial considerations:

- Additional fees (24/7 coverage, adding equipment to inventory, restocking, OEM maintenance)
- Value-adds

Service considerations:

- Type of service (onsite/offsite full service, depot repairs, parts only)
- Uptime guarantees
- Maintenance completion thresholds

Roadblocks to conversion:

- Geographic coverage
- Facilities with in-house clinical biomedical engineering teams

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Aramark and Northfield.
- GE and Siemens allow aggregation for multi-facility systems.
- Aggregation is not applicable with Remi as their tiers are based on Premier aggregate spend.
- Conquest Imaging, PartsSource, Philips, RS&A and Trisonics have a single tier. Aggregation is not applicable.

Other key value and terms

- Pricing and discount percentages are firm for the term of agreement with all suppliers, except Aramark and PartsSource.
 - Aramark shall provide best available pricing for the member's custom design solution at the time the member enters into an agreement.
- Conquest Imaging's new agreement offers 15 percent savings compared to list price.
- Northfield Medical's new agreement offers 28.6 percent savings on Tier 1 compared to list price.
- Northfield Medical offers a 2 percent early payment discount.
- Philips offers 32 percent savings compared to list price.
- Philips offers multiple value-adds, including an exterior body parts package, preferred labor rates and in-house engineering value-adds.
- RS&A offers a 2 percent early payment discount.
- Trisonics offers 5 percent savings on parts compared to list price.

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

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Clinical equipment repair and maintenances guide](#): A best practice guide written by Premier staff and subject matter experts to help you negotiate service agreements.

Related category

- **Support Services Outsourcing – Facilities Operations**: Third-party outsourcing of facilities management services (housekeeping, linen services, plant operations and patient transport)

Credit Card Services

Effective December 1, 2014

Expires February 28, 2018

Products and services available

This category includes equipment and services for processing credit card transactions, as well as secure online payment solutions.

Class of trade

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

Paymentus	Chris Trainor	980.272.2101	ctrainor@paymentus.com
Solupay	Lisa Smith	330.388.3072	lisa.smith@solupay.com
Sun Communications	Greg Schneider	866.588.1113	gschneider@suncommunications.com
USPAY	Charles Levato	866.725.8500	charlesl@uspaygroup.com

Note: Supplier contact information is current as of December 9, 2014. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 or higher with Paymentus.
- A PMDF/PA is not required with Solupay, Sun Communications or USPAY due to single tier offerings.
- All suppliers require a signed Member Processing Agreement.

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



- The pricing shown in each supplier's Exhibit A-3 Price List may vary based on the specific needs and processing volume of the member. The price presented is a guide to help show members where the pricing fees should be.
- Paymentus and USPAY offer additional services, such as mobile payments and insurance protection, as value-adds.
- Pricing scenarios were developed to identify costs that members will pay for processor mark ups above the standard interchange rates. **USPAY was the low cost supplier in the majority of scenarios.**

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-SV-044	New
	PP-SV-045	New
	PP-SV-046	New
	PP-SV-043	PP-AC-047

Sun Communications and USPAY Group are small business enterprises (SBE).

Update August 2017: All contracts in the Credit Card Services category have been extended and now expire February 28, 2018.

Financial considerations:

- Transaction fees and billing models
- Acceptance of credit card payments at the time of service can be an efficient way of reducing bad debt, particularly for patients with high deductible plans
- Value-adds

Service considerations:

- Protecting patient credit card information
- Introduction of chip-based credit cards in the United States

Roadblocks to conversion:

- Bank relationships

Credit Card Services

Effective December 1, 2014

Expires February 28, 2018

Related category

- **Purchasing Cards and Electronic Payables:** Provides an electronic accounts payable solution that operates on the Visa® platform.

Executive Recruiting

Effective February 1, 2017

Expires January 31, 2020

Services available

This category includes the recruiting services of personnel at the director level and above. Examples of positions recruited include: chancellors, chief officer positions, clinical department chairs, deans, directors and vice presidents.

Class of trade

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

Knight Group	Ray Knight	216.789.0182	rknight@theknightgroupinc.com
Synergy	Kenneth Cohen	267.983.6503	ken@synergyorg.com
Witt/Kieffer	Sally Del Beccaro	630.575.6143	sallyd@wittkieffer.com

Note: Supplier contact information is current as of October 28, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with The Knight Group and Witt/Kieffer.
- A PMDF/PA is not required with Synergy due to its single tier offering.

Aggregation opportunities

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

Other key value and terms

- Professional fee percentages are firm for the term of agreement with all suppliers.
- Recruiting firms calculate their fees based on a percentage of the candidate's estimated total cash compensation for the first year of work. Some include salary only, and some include bonuses. See the value analysis toolkit for more details. Professional fee percentages are:
 - Knight Group: As low as 22 percent
 - Synergy: 33 percent
 - Witt/Kieffer: As low as 28 percent
- The Knight Group offers a talent assessment tool and reference checks at no charge as value-adds.
- Witt/Kieffer has a minimum fee of \$55,000 per search.
- Available direct: Knight Group, Synergy, Witt/Kieffer

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
 THE KNIGHT GROUP	PP-SV-138	PP-SV-007
 THE SYNERGY ORGANIZATION	PP-SV-139	New
 WITT / KIEFFER	PP-SV-140	PP-SV-004

The Knight Group is a minority-owned business enterprise (MBE).

Current agreements with Kavaliro (PP-SV-005) and The Exeter Group of Illinois (PP-SV-006) expire January 31, 2017.

Financial considerations:

- Professional fees
- Minimum fee requirements
- Additional fees (travel, drug screenings, employee verification, etc.)

Service considerations:

- Positions recruited by firm
- Search time
- Candidate re-recruitment policies
- Performance guarantees
- Contingent versus retained firms

Roadblocks to conversion:

- Local relationships

Executive Recruiting

Effective February 1, 2017

Expires January 31, 2020

Related categories

- **Background Check Services:** Provides prospective employers with background checks and pre-screening of candidates
- **Temporary Information Technology (IT) Staffing:** Companies that provide IT skilled personnel for temporary engagements
- **Workforce Solutions – Staffing:** Staffing services for temporary, contract and/or direct placement labor
- **Workforce Solutions – Vendor Management:** Vendor neutral, all-inclusive contract labor management services capable of providing a sole point of contact for temporary, contract, and/or direct placement labor services for clinical and non-clinical positions

Moving Services

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes services to aid in interstate and intrastate, residential and commercial moves. Packing/unpacking, crating/uncrating, moving heavy furniture and medical equipment, long-term container storage services, rentals and logistics are also included.

This category was previously sourced as two separate categories:

- Moving Services
- Healthcare Transition Planning and Coordination Services

Class of trade

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

Armstrong	Leslie Coleman	256.509.9002	lesliecoleman@goarmstrong.com
Beltmann	Jim Mauch	201.274.3312	jim.mauch@beltmann.com
Ewing	Zanity Steward	901.774.2197	zsteward@ewingmovingservices.com
HCR	David Morris	888.826.8652	dave@hcr-moves.com
SIRVA	Josh Anderson	713.725.6285	john.anderson@sirva.com
Stevens	Vicki Bierlein	989.392.2918	vicki.bierlein@stevensworldwide.com
Wheaton	AJ Schneider	317.558.0746	aj_schneider@wvlcorp.com

Note: Supplier contact information is current as of June 15, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Armstrong, Ewing and Wheaton.
- A PMDF/PA is not required with Beltmann, HCR, SIRVA and Stevens due to single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Due to the customizable nature of this category, a financial analysis is not available.
- Available direct: Armstrong, Beltmann, Ewing, HCR, SIRVA, Stevens, Wheaton

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-SV-156	PP-SV-034
	PP-SV-158	PP-SV-048**
	PP-SV-159	PP-SV-036
	PP-SV-161	PP-SV-057**
	PP-SV-162	PP-SV-050
	PP-SV-163	New
	PP-SV-164	PP-SV-039

*Armstrong is a woman-owned business enterprise (SBE) and Ewing is a minority-owned business enterprise (MBE).

Current agreements with Atlas (PP-SV-035) and Graebel (PP-SV-038) expire July 31, 2017.

**Beltmann and Health Care Relocations were previously sourced under Healthcare Transition Planning and Coordination Services.

Offsite Storage Services

Effective February 1, 2017

Expires January 31, 2020

Products and services available

This category includes secure offsite storage, archiving services and temporary secured document storage units.

Class of trade

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

2-20	Patrick McKillop	732.902.2658 x123	pmckillop@2-20rm.com
AMS	Louis Rofrano	847.458.3806	lou@amsstoreandshred.com
Vital Records	Danny Palo	901.363.6555	dpalo@vrcnetwork.com

Note: Supplier contact information is current as of January 27, 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 AMS and Vital Records.
- A PMDF/PA is not required with AMS due to single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 2-20 and AMS do not charge permanent removal fees.
 - Vital Records charges \$1.50 per container to be removed.
- 2-20 offers conversion/permanent removal assistance as a value-add.
- 2-20 has a limitation of liability. See the terms and conditions section of the value analysis toolkit for details.
- AMS offers a silver rebate as a value-add.
- Vital Records offers conversion/permanent removal assistance as a value-add.
- Vital Records has a \$50 monthly fee for accounts that have less than 395 cubic feet of storage.
- Financial analysis reveals the following low-cost suppliers:
 - Per cubic foot per month: 2-20
 - Retrieval per container: 2-20
 - Retrieval per file: Vital Records
 - Adding a new container: Vital Records
 - Permanent removal: 2-20 and AMS (who do not charge permanent removal fees)
- Available direct: 2-20, AMS, Vital Records

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-SV-141	New
	PP-SV-143	New
	PP-SV-144	New

AMS is a small business enterprise (SBE).

Financial considerations:

- Minimum order requirements
- Additional fees
- Permanent removal and conversion assistance
- Silver rebate
- Limitation of liability

Service considerations:

- Security and protection of documents
- Quantity and size of stored items
- Length of storage needed
- Tracking methods

Roadblocks to conversion:

- Supplier relationships
- Onsite document storage
- Geographic coverage and staff's accessibility to documents

Offsite Storage Services

Effective February 1, 2017

Expires January 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.
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Related categories

- **Document Management Solutions:** Software-based solutions that organize and manage electronic and paper documents
- **Hard Copy Document Shredding and Media Destruction Services:** Onsite and offsite shredding and the destruction of confidential hard copy paper and media, such as hard drives
- **Mobile Storage Services:** Portable storage solutions, including self-storage containers, shipping containers and mobile offices

Postage Meters and Mailing Systems

Effective June 1, 2016

Expires May 31, 2021

Products and services available

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

Class of trade

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

FP Mailing	Andre Randle	336.589.6992	andre@pds-x.com
Pitney Bowes	Jane Friddell	757.470.9826	jane.friddell@pb.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required as there are no pricing tiers associated with these agreements.
 - Price activation is available for members purchasing supplies only from Pitney Bowes.
- FP Mailing Solutions and Pitney Bowes require member agreements. Services agreements are optional. See each supplier's Exhibit K for details.

Aggregation opportunities

Aggregation is not applicable with suppliers as there are no pricing tiers associated with these agreements.

Other key value and terms


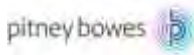
- FP Mailing and Pitney Bowes offer lease agreements for 24, 30, 39, 51 and 63 months. Pricing and discount percentage is firm for the term of agreement with FP Mailing Solutions.
- FP Mailing's new agreement pricing offers 20 to 50 percent savings on equipment lease and purchase and 33 percent savings on supplies purchases compared to list price.
- Discount percentage is firm for the term of agreement with Pitney Bowes; pricing may change annually.
- Pitney Bowes' new agreement pricing offers 25 percent savings on equipment lease, 14 percent savings on equipment purchase and 25 percent savings on supplies purchases compared to list price.
- Pitney Bowes offers various value-adds, including replacement of equipment from different manufacturers, free mail management seminars and a subscription to their online postage and shipping solution pbSmartPostage.
- Available through distribution: FP Mailing Solutions
- Available direct: FP Mailing Solutions, Pitney Bowes

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-AC-131	New
	PP-AC-130	New

FP Mailing Solutions is a small business enterprise (SBE).

Financial considerations:

- Cost of consumables (ink, envelopes, tape, sealing solution)

Product considerations:

- Volume of mailings needed to be sent per month
- Feature needed (such as folding and sealing options)

Roadblocks to conversion:

- Consumables (i.e. ink) are proprietary to machine
- Geographic coverage of service technicians

Service Awards and Promotional Products

Effective June 1, 2016

Expires August 31, 2019

Products and services available

This category includes products and offerings for rewarding staff, such as service and recognition awards and incentive points programs.

Class of trade

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

American Solutions for Business	Sarah Thomas	215.688.2334	stthomas@americanbus.com
Office Depot	Jim Czajka	630.679.1649	Jim.czajka@officedepot.com
Positive Promotions	Luke Marchese	877.258.1225	lmarchese@positivepromotions.com
Proforma Promographix	Kevin Dovel	919.846.1379 x127	kevin.dovel@proforma.com
Standard Register	Patrick Kennedy	937.221.1516	pat.kennedy@taylorcommunications.com
Staples	Shelley Haaker	214.215.2936	Shelley.haaker@staples.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing or pricing discounts are firm for the term of agreement with all suppliers except Office Depot.
 - Office Depot's pricing is firm for the first 12 months of the agreement and afterwards may increase up to 3 percent in aggregate.
- All contractors provide waived or discounted employee incentive points program fees.
- A variety of additional service fees are discounted or waived with all contractors.
- All contractors except Standard Register offer an early payment discount.
- Available direct: American Solutions, Office Depot, Positive Promotions, Proforma Promographix, Staples and Standard register

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
	PP-MM-425	New
	PP-MM-426	New
	PP-MM-423	PP-MM-221
	PP-MM-422	PP-MM-223
	PP-MM-424	PP-MM-222
	PP-MM-427	New

*Positive Promotions Inc. is a small business enterprise (SBE).

Financial considerations:

- Supplier discounts off end quantity price (EQP)
- Additional fees that may be incurred
- Price protection
- Payment terms
- Early payment discounts
- Value-adds

User satisfaction:

- Correct spelling on awards
- Quality of the products
- Quick turnaround

Roadblocks to conversion:

- Product customization offerings
- If additional services are available, such as art design
- Duration required for customized product design and completion
- Employee incentive points program structure and fees

Support Services Outsourcing – Facilities Operations Effective April 1, 2016

Expires March 31, 2019

Services available

This category includes third party outsourcing of facilities management services, including housekeeping and environmental services, laundry and linen services, plant operations and patient transport.

Class of trade

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

ABM	Kevin Bray	813.455.4588	kbray@hhaservices.com
Aramark	Dave Canziani	562.547.0386	canziani-david@aramark.com
DSS	Calvin McCoy	678.381.1708	cmccoy@dss-staffing.com
MEDtegrity	Ed Westbury	405.203.3582	edwestbury@medtegrity.us
Rickman	Roderick Rickman	313.454.4000	prod@rickmanenterprise.com
SDB	Rhonna Endres	832.754.3044	endres@sdb.com
Southwest	Richard Mars	254.965.3145	richard@swlinen.com
Xanitos	Ron Glisk	484.654.2323	rglisk@xanitos.com

Note: Supplier contact information is current as of May 6, 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 Aramark and SDB
- A PMDF/PA is not required with DSS, MEDtegrity, Southwest Linen nor Xanitos due to single tier offerings.
- A PMDF/PA is not required with ABM nor Rickman because there are no pricing tiers associated with these agreements. A member agreement is required with ABM and Rickman.
- To access Premier negotiated terms and conditions, each supplier may require the completion of a separate member agreement, which is to be negotiated between the member and the supplier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers, except ABM.
- Aggregation is not allowed with ABM.

Awarded suppliers

Supplier	New	Expiring
	PP-SV-090	PP-MM-213
	PP-SV-092	PP-MM-212
	PP-SV-093	New
	PP-SV-095	New
	PP-SV-096	PP-MM-215
	PP-SV-097	New
	PP-SV-098	New
	PP-SV-099	New

* DSS and Rickman are both a minority-owned business enterprise (MBE).

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

Financial considerations:

- Signing up for multiple services with a single supplier for reductions in total management fees

Patient safety and satisfaction:

- Use of environmentally-friendly products
- Response time
- Desired communication level

Roadblocks to conversion:

- Local relationships
- Geographic coverage
- In-house facilities operations

Support Services Outsourcing – Facilities Operations Effective April 1, 2016

Expires March 31, 2019

Other key value and terms

- Pricing is firm for the term of agreement with Aramark, SDB Contracting and Xanitos.
- Pricing is locally negotiated with ABM, DSS, MEDtegrity, Rickman and Southwest Linen.
- Due to the high degree of service customization in this category, a financial analysis is not available.
- Rickman and SDB Contracting offers a 10 percent discount off of various services as value-adds.

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

Full launch content and additional resources available

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Related category

- **Clinical Equipment Repair and Maintenance Services:** Third party outsourcing of clinical biomedical engineering (the repair, maintenance and diagnostic services of clinical equipment), equipment management programs and parts-only service agreements

Third Party Freight Management

Effective June 1, 2016

Expires May 31, 2019

Services available

This category includes suppliers that provide third party freight management services, such as freight reduction, freight management cost analysis and rate improvement. Suppliers specialize in supply chain management functions including warehousing, transportation, distribution and freight consolidation.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members for Triose.
- Cardinal's agreement is only available to healthcare but excludes laboratories.

Cardinal Health (OptiFeight)	David Rowe	847.887.6147	David.rowe@cardinalhealth.com
Triose	Sherri Fulp	610.621.4531	s.fulp@triose.com

Note: Supplier contact information is current as of March 11, 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 Cardinal Health and Triose.

Aggregation opportunities

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

Other key value and terms

- Pricing or discounts is firm for the term of agreement with all suppliers.
- Cardinal and Triose offer value adds, rebates or special discounts.
- Triose has an early payment discount and a late payment penalty.



Full launch content available

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Related category

- **Inbound Outbound Freight:** Shipping services throughout the United States, Puerto Rico and Canada.

Awarded suppliers

Supplier	New	Expiring
 CardinalHealth	PP-MM-419 AS-MM-419	PP-MM-218 AS-MM-218
 TRIOSE	PP-MM-420	PP-MM-220

Financial considerations:

- Carrier discounts
- Price protection
- Payment terms
- Early payment discounts
- Inbound rate and outbound rate differences
- Savings guarantees
- Value-adds

Service considerations:

- Primary carrier used by supplier
- Number of compliant suppliers
- Reporting capabilities
- Geographical coverage

Transcription Services

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category includes companies that provide the technology, resources, and services that will allow healthcare providers to outsource their medical transcription services and software requirements to third parties for processing.

Class of trade

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

Accutype	Ed Garven	913.384.3000	egarven@accutype.com
Acusis	Robert McClelland	412.209.1311	bob.mcclelland@acusis.com
AHDPG	Peter Reilly	509.925.5400	peter.reilly@ahdpg.com
Chase	Paul Geaney	954.224.1950	pgeaney@chasetranscriptions.com
Healthcare Global	David Ebenezer	781.329.6620	de@healthcareglobal.net
Keystrokes	Lee Tkachuk	630.385.7504	lee@keystrokesmt.com
MDOffice Manager	Phil Benninger	812.248.9206	phil@mdofficemanager.com
RecordsOne	Isabella Sperapani	301.363.4440	iz@recordsonetranscription.com
SoftScript	Howard Levine	310.570.2054	hlevine@softscript.com

Note: Supplier contact information is current as of September 28, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Accutype, Acusis, Healthcare Global, Keystrokes, MDOfficeManager and RecordsOne.
- A PMDF/PA is not required with American Healthcare Documentation Professionals Group (AHDPG), Chase or SoftScript due to single tier offerings.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Accutype, Acusis, Healthcare Global, Keystrokes, MDOfficeManager and RecordsOne.
- Aggregation is not applicable with AHDPG, Chase or SoftScript due to single tier offerings.

Awarded suppliers

Supplier	New	Expiring
 ACCUTYPE	PP-SV-073	PP-IT-092
 ACUSIS	PP-SV-074	PP-IT-093
 American Healthcare Documentation Professionals Group	PP-SV-075	New
 Chase Clinical Transcription	PP-SV-076	New
 healthcare global	PP-SV-077	PP-IT-095
 KEYSTROKES	PP-SV-079	New
 MDOfficeManager	PP-SV-080	New
 RECORDS ONE	PP-SV-081	PP-IT-098
 SoftScript	PP-SV-082	New

AHDPG, Chase Transcriptions, MDOfficeManager and RecordsOnes are small business enterprises (SBE). Healthcare Global is a minority-owned business enterprise (MBE). Keystrokes is a woman-owned business enterprise (WBE).

Current agreements with Breitner Transcription Services (PP-IT-094), iMedX (PP-IT-097), Integrated Document Solutions (PP-IT-096), MD Online (PP-IT-107) and Saince (PP-IT-099) expire December 31, 2015.

Financial considerations:

- How a line is defined determines pricing
- Standard turnaround times

Satisfaction and information security:

- [HIPAA](#) confidentiality compliance
- Quality assurance and data security of transcribed reports
- Ability to use only domestic transcriptionists

Roadblocks to conversion:

- In-house transcription services

Transcription Services

Effective January 1, 2016

Expires December 31, 2018

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- In order to compare supplier pricing, Premier analyzed pricing scenarios using three pricing methodologies and six reports. Chase and MDOfficeManager were the low-cost suppliers. See the value analysis toolkit for details.
- Acusis offers various no-charge implementation items, such as software licenses and workflow applications, as value-adds.

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

Full launch content and additional resources available

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Translation and Interpretation Services

Effective July 1, 2017

Expires June 30, 2020

Services available

This category includes language translation (document translation, document typesetting) and interpretation services (in-person, via telephone, video conferencing).

Class of trade

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

Globo	Matthew Schuh	267.331.4330	matt@globolanguage.com
InDemand	Casey Zanetti	877.899.3824	czanetti@indemandinterpreting.com
LSA	Jerry Lotierzo	215.259.7000	jlotierzo@lsaweb.com
Propio	Jim Busby	303.818.9042	jbusby@propio-ls.com
Transperfect	John Yoder	213.965.0560	jyoder@transperfect.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 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.
- Early payment discounts are available with Globo, InDemand, Propio and Transperfect.
- Globo's new agreement pricing offers 10.0 percent savings compared to its expiring agreement pricing.
- InDemand's new agreement pricing offers 0.5 percent savings compared to its expiring agreement pricing.
- Propio's new agreement pricing offers 2.8 percent savings compared to its expiring agreement.
- Members can earn free auxiliary aids from Propio. See value-adds in the value analysis toolkit for details.
- Available direct: Globo, InDemand, LSA, Propio, Transperfect

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-SV-150	PP-SV-021
	PP-SV-151	PP-SV-022
	PP-SV-152	New
	PP-SV-153	PP-SV-025
	PP-SV-154	New

Globo is a minority-owned business enterprise (MBE), LSA and Transperfect are woman-owned businesses (WBEs) and Propio is a small business enterprise (SBE).

Current agreements with Interpreters Unlimited (PP-SV-023), Language Line (PP-SV-028), Lazar & Associates (PP-SV-024) and Thebigword (PP-SV-026) expire June 30, 2017.

Financial considerations:

- Cost differences associated with the language translated
- Fees for leasing audio/video equipment
- Per word, per minute and per hour usage rates

Service considerations:

- Translation channels available
- Guaranteed response times
- Languages available
- Supplier insurance and liability

Roadblocks to conversion:

- Local relationships
- Geographic coverage
- In-house staff to translate/interpret

Cardiac Rhythm Management

Effective April 1, 2017

Expires March 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

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

Oscor is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

- Appropriate use criteria
- Remote monitoring capability

Roadblocks to conversion:

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

Full launch content and additional resources available

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

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

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

Hemostasis and Compression Products

Effective November 1, 2014

Expires October 31, 2017

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Full launch content and additional resources available

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

Related categories

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

Architectural Flooring Products and Services

Effective December 1, 2015

Expires November 30, 2018

Products and services available

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

Class of trade

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

Armstrong	David Roperti	717.672.7254	dloperiti@armstrongflooring.com
BBL	Ronald Small	704.562.6478	rgs1414@aol.com
Ecore	Mark Huxta	484.571.4051	mark.huxta@ecoreintl.com
Forbo	Scott Reeder	913.620.3005	scott.reeder@forbo.com
Johnsonite	James Bourgeois	225.205.4519	james.bourgeois@tarkett.com
Mannington	Kathy Griffel	904.742.4883	kathy_griffel@mannington.com
Shannon	Dale Carson	407.414.7933	dalec@shannonspecialtyfloors.com
Shaw	Kelly Sherrill	706.832.5129	kelly.sherril@shawinc.com
Tandus	James Bourgeois	225.205.4519	james.bourgeois@tarkett.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Forbo, Johnsonite, Mannington, Shannon and Shaw
- A PMDF/PA is not required with Armstrong, BBL nor Tandus due to single tier offerings.









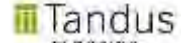
Aggregation opportunities

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.
- According to Premier pricing scenarios, BBL is the low-cost supplier for luxury vinyl tile.
- Forbo's new agreement pricing has an overall 2.3 percent increase compared to its expiring agreement.
- Forbo offers various construction services
- Johnsonite's new agreement pricing has an overall 2.4 percent increase compared to its expiring agreement.

Awarded suppliers

Supplier	New	Expiring
 Armstrong	PP-FA-562	New
 BBL FLOOR	PP-FA-501	New
 ecore	PP-FA-553	New
 Forbo	PP-FA-495	PP-FA-372
 Johnsonite	PP-FA-496	PP-FA-374
 MANNINGTON	PP-FA-497	PP-FA-375
 SHANNON	PP-FA-500	New
 Shaw FLOORS	PP-FA-498	PP-FA-377
 Tandus FLOORING	PP-FA-499	PP-FA-378

BBL is a small business enterprise (SBE).

Current agreements with Graniti Vicentia (PP-FA-373), Mondo America (PP-FA-376) and Pawling (SD-FA-021) expire November 30, 2015.

July 2016 – Ecore International was awarded a technology breakthroughs award for its rubber-backed resilient flooring. For details, see the [technology breakthroughs contract announcement](#).

August 2016: Armstrong Flooring was added to the category effective August 1, 2016. For details, see the [category update document](#).

Financial considerations:

- Freight costs
- Installation costs
- Minimum orders
- Warranties

Patient safety and satisfaction:

- Type of flooring offered and its certifications
- Recycling
- Antimicrobial properties

Roadblocks to conversion:

- Existing product standards (i.e. carpet tiles)

Other key value and terms (continued)

- Mannington's new agreement pricing has an overall 0.7 percent increase compared to its expiring agreement.
- Shaw's new agreement pricing has an overall 0.6 percent increase compared to its expiring agreement.
- According to Premier pricing scenarios, Shaw is the low-cost supplier for carpet.
- Tandus' new agreement pricing has an overall 2.7 percent savings compared to its expiring agreement.
- Tandus has different minimum order requirements per product line. See the value analysis toolkit for details.
- Available through distribution: Johnsonite, Mannington (resilient flooring only), Shannon (Puerto Rico only), Shaw, Tandus
- Available direct: BBL, Forbo, Johnsonite, Mannington (carpet only), Shannon (United States only), Tandus

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

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Category update](#): A PDF update document providing information about new supplier Armstrong Flooring added to the category. This document is unable to be edited.
- [Ecore technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthroughs awarded suppliers added to the category. This document is unable to be edited.

Related categories

- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring

Clinical Headwalls

Effective April 1, 2016

Expires March 31, 2019

Products and services available

This category includes clinical headwall systems and wall hanging accessories.

Class of trade

- Agreements with Amico and Hospital Systems are available to acute care, continuum of care and Premier REACH™ members.
- Hill-Rom's agreement is available to acute care and long-term care facilities only.

Amico	Mark Kelton	905.764.0800	mkelton@amico.com
Hill-Rom	Kirill Andrienko	812.222.0373 x101	kandrienko@wittrockhc.com
Hospital Systems	Kathie Campbell	925.427.7800	kcampbell@hsiheadwalls.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Amico and Hospital Systems.
- A PMDF/PA is required with Hill-Rom.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Amico and Hospital Systems.
- Aggregation is not applicable with Hill-Rom due to its single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Amico's new agreement pricing offers a 0.5 percent savings compared to its expiring agreement pricing.
- Amico offers a multi-category discount as a value-add.
- **Based on pricing scenarios, Amico and Hill-Rom are the low-cost suppliers.**
- Hill-Rom's new agreement pricing offers a 0.2 percent savings compared to its expiring agreement pricing.
- Hill-Rom offers a multi-category discount as a value-add.
- Hospital Systems offers up to an 18 percent discount off of list price.
- Available direct: Amico, Hill-Rom, Hospital Systems

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-FA-535	PP-FA-397
	PP-FA-536	PP-FA-398
	PP-FA-537	New

Hospital Systems is a woman-owned business enterprise (WBE).

Effective January 9, 2017, Hill-Rom has assigned its clinical headwalls agreement PP-FA-536 to Wittrock Enterprises.

Financial considerations:

- Installation and user training costs

Patient safety and satisfaction:

- Medical gas tubing misconnections
- Easy to clean surfaces

Roadblocks to conversion:

- Class of trade restrictions
- Capital budget constraints

Clinical Headwalls

Effective April 1, 2016

Expires March 31, 2019

Related categories

- **Furniture and Systems, Casegoods, Seating and Accessories:** Furnishings, furniture, cabinetry, casegoods, and seating
- **Medical Gas Pipeline Equipment, Services and Accessories:** Capital equipment, such as alarms, compressors, gauges, manifolds, outlets and pumps, that delivers gas through a facility
- **OR Lights and Booms:** Overhead surgical lights and ceiling-mounted columns or racks that are designed to hold equipment that is needed for surgical procedures

Products and services available

This category includes performance-based supply-side energy management services, such as performance of real-time, online reverse energy auctions, energy procurement and energy efficiency services that help facilities identify, evaluate and implement energy-saving measures. Brokers, wholesalers and direct utility providers who provide energy services, such as natural gas, electricity, oil, gasoline and sustainable and renewable power (wind, solar, etc.) are also included.

This category was previously sourced as three separate categories: Energy Efficiency Services, Procurement of Energy and Renewable Energy Products and Services.

Class of trade

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

- Trane's agreement is available to healthcare facilities, colleges and universities only.

Brogdon	Nick Lafferty	303.638.9829	nlafferty@thebrogdongroup.com
Hospital Energy	Mark Mininberg	203.668.3522	mark@hospitalenergy.com
Next Generation Fuel	Dawn Lindsey	888.410.6448	dawn@nxtgenfuel.com
NRG	Tyler Johnston	713.537.5318	tyler.johnston@nrg.com
Trane	Iona Canada	615.870.4548	icanada@trane.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Brogdon Group, Hospital Energy and NRG.
- A PMDF/PA is required at **all tiers** with Trane.

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

- Fee percentages are firm for the term of agreement with all suppliers.
- Brogdon offers grandfathering language: If a member currently has a locally negotiated price that is lower than this agreement's pricing, the member has the right to sustain their locally negotiated pricing.
- Hospital Energy's new agreement pricing is flat compared to its expiring agreement pricing.
- **Hospital Energy, NRG and Trane are the low-cost suppliers in natural gas procurement.**
- **NRG is the low-cost supplier in electricity procurement.**

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

Awarded suppliers

Supplier	New	Expiring
	PP-FA-526	New
	PP-FA-527	PP-FA-435
	SD-FA-033	New
	PP-FA-530	New
	PP-FA-528	PP-FA-396

Brogdon is a small business enterprise (SBE).

Update April 2017: Next Generation Fuel has been added to this category with a SEEDS™ agreement effective May 1, 2017.

Current agreements with EnerNOC (PP-FA-392), Healthcare Energy Solutions (PP-FA-393), MSW Power (PP-FA-357), Performance Services (PP-FA-394) and Siemens (PP-FA-395) expire December 31, 2015.

Financial considerations:

- Savings through energy efficiency and aggregate pricing
- Carbon offsets
- Credits, grants and loan programs available for renewable energy

Service considerations:

- Types of energy
- Procurement options
- Environmentally-friendly initiatives

Roadblocks to conversion:

- Government regulations (regulated versus non-regulated states)

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.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

Exam Room Furniture Equipment

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes furniture designed for exam rooms in physician offices, surgery centers, imaging centers, dialysis centers and acute care settings. Items include exam and procedure tables, stools, chairs, table top sterilizers, carts and mobile desks.

Class of trade

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

Brewer	Patrick Destafanis	262.251.9530	pdestafanis@brewercompany.com
First Healthcare	Paul Smith	800.881.3149	psmith@firstproducts.com
Midmark	Scott Hirst	661.618.4510	shirst@midmark.com
MTI	Doug Jones	801.875.8656	doug.jones@mti.net
TransMotion Mecalid	Tom Lorick	352.854.2929	tom.lorick@wincomfg.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) 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 Brewer, First healthcare, MTI and TransMotion Medical.
- Aggregation is allowed for members who own, lease or manage multi-facility systems with Midmark at Tiers 3 and 4. Other aggregation opportunities may be considered for Tier 2.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Installation will be at an additional cost with Brewer. Products will be installed by authorized distributor.
- First Healthcare's new agreement pricing has a 3 percent increase compared to its expiring Wall Desks and Patient Charting Equipment and Supplies agreement pricing.
- Installation will be at an additional cost with First Healthcare. Products will be installed by seller.
- Midmark's new agreement pricing has a 2.1 percent increase compared to its expiring agreement pricing.
- Installation with MTI is included in product price.
- TransMotion Medical's new agreement pricing offers a 1.5 percent savings compared to its expiring agreement pricing.
- Installation with Winco is included in product price.
- **Midmark and MTI are the low-cost suppliers based on the exam room table pricing scenarios. See financial analysis section of the value analysis toolkit for details.**
- Available through distribution: Brewer, Midmark, MTI

Awarded suppliers

Supplier	New	Expiring
	PP-MM-462	New
	PP-MM-459	PP-MM-241*
	PP-MM-460	PP-AC-095
	PP-MM-461	New
	PP-MM-463	PP-AC-096

Brewer, First Healthcare, MTI and TransMotion Medical are small business enterprises (SBE).

* First healthcare was a Premier contracted supplier in the Wall Desks and Patient Charting Equipment and Supplies category.

Current agreements with Clinton Industries (PP-AC-094) and UMF Medical (SD-AC-005) expire March 31, 2017.

Financial considerations:

- Early payment discounts
- Pricing

Patient safety and satisfaction:

- Disinfection and sterilization
- Barrier-free tables
- Bariatric and pediatric products

Roadblocks to conversion:

- Capital budget constraints

Other key value and terms (continued)

- Available direct: First Healthcare, MTI, TransMotion Medical

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

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Related categories

- **Adult and Pediatric Exam Table Paper:** Paper products used to protect exam tables and the patient
- **Furniture and Systems, Caseworks, Seating and Accessories:** Furnishings, furniture, cabinetry, case goods, multiple seating, ergonomics, fabrics, artwork, related accessories, restoration and repair
- **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, casegoods, food service, mobile transport carts, shelving, IV and specialty stands, scrub sinks, and tables

Products and services available

This category includes fire, life safety and security systems products and the related scheduled and unscheduled services (e.g. design, installation, repair and general on call maintenance).

Class of trade

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

Cintas	Erika Rosenberger	708.924.7102	rosenbergere@cintas.com
Critical System Solutions	Melissa Morlan	813.618.4787	melissa.morlan@criticalsystemsolutions.com
IDenticard	Ann Bordeianu	978.439.3116	ann_bordeianu@bradycorp.com
ODS	Rafe Wilkinson	804.521.7897	rafe@ods-security.com
Siemens	Dana "Dino" Coliano	972.207.2832	dino.coliano@siemens.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms






- Product pricing is firm for the term of agreement with all suppliers.
 - Siemens' labor prices (Exhibit A-3c) are firm for 12 months; thereafter may increase by no more than 3 percent per line item and are held firm for the following 24 months.
- Cintas' new agreement pricing offers an overall 0.7 percent savings compared to its expiring agreement.
- Critical System Solutions has a large order threshold of \$25,000.
- Siemens' new agreement pricing offers an overall 19.2 percent savings on security-related products and services and a 4.0 percent increase on fire-related products and services compared to its expiring agreement.
- Siemens has a large order threshold of \$2,000,000.
- Products are available direct from all suppliers.

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-FA-521	PP-FA-382
	PP-FA-522	New
	PP-FA-523	New
	PP-FA-524	New
	PP-FA-525	PP-FA-385

Critical System Solutions and ODS Security are small business enterprises (SBE).

Current agreements with Odyssey Technologies (PP-FA-383), Pop-A-Lock (PP-FA-384) and Allegion (PP-FA-390) expire December 31, 2015.

Financial considerations:

- Installation and maintenance costs
- Large order thresholds

Product and service considerations:

- Compatibility with interfaces of other manufacturers

Roadblocks to conversion:

- Local relationships
- In-house services

Related categories

- **HVAC Equipment, Controls and Services:** Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services
- **Total Building Environment Systems and Controls:** Space controllers, zone sensors and overall monitoring/system training

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.

Full launch content and additional resources available

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

- **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

High Density Mobile Storage Systems

Effective April 1, 2015

Expires June 30, 2018

Products available

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

The purpose of high density storage systems is to save space, maximize storage capacity, cut costs, make room for people, accommodate growth, consolidate operations, avoid moving, improve workflow and productivity, reduce supply inventories, prevent misfiling, control unauthorized access and pilferage, and eliminate clutter.

Class of trade

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

LogiQuip	Bobby Oliver	210.317.9621	bobby.oliver@logiquip.net
Montel Aetnastak	John Plewa	321.777.0464 x240	jplewa@montel.com
Quantum	Elizabeth Faller	305.479.4711	elizabethf@quantumstorage.com
Spacesaver	Patty Koshak	920.563.0590	pkoshak@spacesaver.com

Note: Supplier contact information is current as of September 14, 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 Quantum and Spacesaver suppliers.
- A PMDF/electronic PA is not applicable with LogiQuip and Montel due to single-tier offerings.

Aggregation opportunities





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

Other key value and terms

- Pricing is firm for the term with LogiQuip, Montel and Quantum.
- Pricing with Spacesaver is firm for the first 12 months of the agreement.
- Overall weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing with:
 - Montel is flat.
 - Spacesaver is 4.1 percent higher.
- Spacesaver was the low-cost supplier in two of three pricing scenarios.
- Montel was the low-cost supplier in the cantilever shelving pricing scenario.
- Available through distribution: LogiQuip and Spacesaver
- Available direct: LogiQuip, Montel and Quantum.

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
 LOGIQUIP Healthcare Storage Solutions	PP-MM-324	New
 MONTEL The Intelligent Use of Space	PP-MM-325	PP-FA-329
 QUANTUM ®	PP-MM-326	New
 Spacesaver	PP-MM-327	PP-FA-330

LogiQuip, Montel and Quantum are small business enterprises (SBE).

Financial considerations:

- Installation
- Warranties
- Space utilization/conservation

Product considerations:

- Configurable decorative finishes and shelving options
- Manual and mechanized shelving
- Amount of physical exertion necessary to adjust shelving
- Safety mechanisms for operator protection

Roadblocks to conversion

- Existing agreements and storage solutions used in your facility

High Density Mobile Storage Systems

Effective April 1, 2015

Expires June 30, 2018

Full launch content available

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Related categories

- **Clinical Headwalls**: Products such as vertical and horizontal headwalls for general care and acute care settings, patient service columns and over bed lighting systems
- **Furniture and Systems, Casegoods, Seating and Accessories**: Furnishings, furniture, cabinetry, case goods, multiple seating, ergonomics, fabrics, related accessories, restoration and repair
- **Modular Casework, Storage Systems and Mobile Carts**: Non-stainless steel modular casework, mobile carts, storage systems, warming cabinets, wire shelving and work centers
- **Stainless Steel Equipment, Storage Systems and Mobile Carts**: Manufacturers of stainless steel cabinetry, casework, foodservice, mobile transport carts, shelving, IV and specialty stands, scrub sinks and tables

Housekeeping Products

Effective February 1, 2015

Expires January 31, 2018

Products and services available

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

Scheduling systems are not included in this category.

Class of trade

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

3M Company	Ben Oberle	651.736.7861	boberle@mmm.com
Diversey	Hector Espaillet	954.465.0838	hector.espaillet@sealedair.com
Procter & Gamble	Nicolle Hazelip	312.515.1511	hazelip.ne@pg.com
Spartan	Doug Peterson	800.537.8990	dpeterson@spartanchemical.com
Wexford Labs	Mary Jo Thierry	314.966.4134	mjthierry@wexfordlabs.com

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

How to operationalize these agreements

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

Aggregation opportunities






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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 3M Company's new agreement pricing compared to its expiring agreement pricing offers a 0.4 percent savings.
- 3M Company offers conversion allowances as value-adds.
- Diversey's new agreement pricing compared to its expiring agreement pricing offers up to a 4.5 percent savings.
- Diversey offers free dispensers and hook ups, a savings guarantee and a conversion allowance as value-adds.
- **Diversey is the low-cost supplier.**
- Procter & Gamble's (P&G) new agreement pricing compared to its expiring agreement pricing offers up to a 1.2 percent savings.
- P&G offers customized dispensing solutions, conversion allowances and free product evaluations as value-adds.
- Spartan's new agreement compared to its expiring agreement offers flat pricing.
- Spartan offers conversion and growth incentives and additional resources as value-adds.
- Wexford Labs offers conversion incentives and education/training as value-adds.
- Available through distribution: 3M Company, Diversey, Procter & Gamble, Spartan, Wexford Labs
- Available direct: Wexford Labs

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

Awarded suppliers

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

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

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

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

Financial considerations:

- Dilution ratio
- Value-adds

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

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

Related categories

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

Products and services available

This category includes ice and water dispensing machines, stand-alone water dispenser units, under-counter healthcare grade refrigeration/freezers and related services.

Class of trade

- The agreement with Follett is available to healthcare and healthcare-related classes of trade including acute care, non-acute healthcare and retail pharmacies.
- The agreement with Scotsman is available to acute care, non-acute healthcare and non-healthcare facilities.

Follett	Eileen Gilson	800.523.9361	egilson@follettice.com
Scotsman	Jeff Biel	847.215.4459	jeff.biel@scotsman-ice.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Follett's new agreement pricing has up to a 5.6 percent increase compared to its expiring agreement pricing.
- Scotsman offers free freight delivery on orders over \$50,000 for new construction.
- **Follett is the low-cost supplier on crossed items.**
- Available through distribution: Scotsman
- Available direct: Follett and Scotsman

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



Full launch content and additional resources available

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Related categories

- **General Laboratory, Products, Equipment and Services:** General laboratory products, such as refrigerators and freezers, used for the storage of blood and laboratory reagents
- **Pharmacy Refrigerators:** Medical-grade refrigerator models
- **Stainless Steel Equipment, Storage System and Mobile Carts:** Cabinetry, casework, casegoods, food service, mobile transport carts (ice carts), shelving, scrub sinks, and tables

Awarded suppliers

Supplier	New	Expiring
	PP-FA-596 AS-FA-596	PP-FA-442 AS-FA-442
	PP-FA-597	New

Financial considerations:

- Maintenance and repair costs
- Cost of accessories, like filters that need to be changed every six months

Patient safety and satisfaction:

- Ice types offered
- Storage
- Ease of cleaning
- Antimicrobial parts
- Water filtration systems
- Maximum daily production rate
- Energy and water consumption

Roadblocks to conversion:

- Capital budget constraints
- Brand loyalty

Interior and Exterior Signage

Effective March 1, 2017

Expires February 29, 2020

Products and services available

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

This category was previously sourced as Exterior Signage.

Class of trade

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

2/90	Shannon Dusendang	616.656.4310	shannondusendang@290signs.com
Mandeville	Jeanne Mandeville	401.834.9003	jeanne@mandevillesign.com
MDM	Steve Austin	800.359.6741 x110	steve.austin@mdmcommercial.com
South Water	Noah Pettit	630.607.6297	npettit@southwatersigns.com

Note: Supplier contact information is current as of June 15, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at all tiers with 2/90 Sign.
- A PMDF/PA is required at Tier 2 or higher with MDM and South Water.
- A PMDF/PA is not required with Mandeville due to its single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 2/90 Sign, MDM and South Water.
- Aggregation is not applicable with Mandeville due to its single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 2/90 Sign Systems offers a free assessment, additional discount when bundling subcategories of services, a no-charge one-year service agreement and a waived minimum order fee as value-adds.
- 2/90 Sign Systems has a \$100,000 large order threshold.
- Mandeville's new agreement pricing offers savings on sign permit fees, sign installation and sign maintenance compared to its expiring agreement. See financial analysis section of the value analysis toolkit for details.
- Mandeville offers an extended warranty and a free initial project consultation as value-adds.
- MDM Commercial offers members a discount on an extended warranty as a value-add.
- Available through distribution: 2/90 Sign Systems
- Available direct: 2/90 Sign Systems, Mandeville, MDM Commercial, South Water Signs

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

Awarded suppliers

Supplier	New	Expiring
	PP-FA-575	New
	PP-FA-577	PP-FA-480
	PP-FA-578	New
	PP-FA-579	CC-FA-010

2/90 Sign Systems, Mandeville Sign and MDM Commercial are small business enterprises (SBE).

The current agreement with Grafton Data Systems (SD-FA-029) expires February 28, 2017.

Financial considerations:

- Installation fees
- Permit fees
- Repair and maintenance

Product considerations:

- Size, type, materials used and illumination options
- City zoning codes and regulations

Roadblocks to conversion:

- Geographic area
- Local relationships
- Local sign ordinances

Interior and Exterior Signage

Effective March 1, 2017

Expires February 29, 2020

Full launch content and additional resources available

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Laundry Products and Maintenance

Effective January 1, 2016

Expires December 31, 2018

Products and services available

Products in this category include detergents, bleaches, builders (water conditioning), sourers (to neutralize alkalinity), softeners, starch, antichlor (chlorine neutralization), specialty products (solvent boosters, label removers, mildew inhibitors, fungicides) and shop towel dyes/mat kits. Maintenance includes energy saving programs, evaluation tools and auditing of quality, dispensing equipment, inventory and costs.

Class of trade

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

- Ecolab's agreement is not available to marine and casino/gaming facilities.

Ecolab	Lee Derrick	980.298.3068	lee.derrick@ecolab.com
Gurtler	Jake Gurtler	708.331.255 x129	jgurtler@gurtler.com
Midlab	Steve Miller	800.467.6294 x229	smiller@midlab.com
P&G	Nicolle Hazelip	312.515.1511	hazelip.ne@pg.com
Spartan	Doug Peterson	800.537.8990	dpeterson@spartanchemical.com
State	Brian Wamser	216.931.7520	bwamser@stateindustrial.com
U.N.X.	Jessica Nobles	252.756.1373	jessica@unxinc.com

Note: Supplier contact information is current as of November 15, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.


How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Gurtler, Midlab, P&G, Spartan and State.
- A PMDF/PA is **required at all tiers** with Ecolab.
- A PMDF/PA is not required with U.N.X. due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Gurtler, Midlab, P&G, Spartan and State.
- Aggregation is not applicable with Ecolab or U.N.X. due to single tier offerings.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-514	PP-FA-365
	PP-FA-515	PP-FA-366
	PP-FA-516	PP-FA-367
	PP-FA-517	PP-FA-368
	PP-FA-518	PP-FA-369
	PP-FA-519	PP-FA-370
 U.N.X.	PP-FA-520	New

Gurtler, Spartan Chemical and U.N.X. are small business enterprises (SBE).

Current agreements with Diversey (PP-FA-364) and Swisher (PP-FA-371) expire December 31, 2015.

Financial considerations:

- Value-adds
- Shipping terms

Safety and satisfaction:

- Efficiency of products
- Environmentally-friendly products

Roadblocks to conversion:

- Facilities that outsource laundry services

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers except P&G.
 - Pricing is firm for 18 months with P&G; thereafter prices may increase by no more than 2.7 percent in aggregate and no more than 3 percent per line item.
- Ecolab's new agreement has an overall 2.0 percent increase compared to its expiring agreement.
- Gurtler's new agreement has an overall 1.4 percent increase compared to its expiring agreement.
- Midlab's new agreement has an overall 15 percent increase compared to its expiring agreement.
- **Midlab is the low-cost supplier.**
- P&G's new agreement is flat compared to its expiring agreement.
- P&G offers grandfathering. Members in the hospitality class of trade who are currently purchasing off PP-FA-368 will maintain their tier and pricing status that correlates with PP-FA-368 and all member agreements.
- P&G offers no-charge equipment and a conversion incentive as value-adds.
- Spartan's new agreement offers an overall 0.85 percent savings compared to its expiring agreement.
- State has an overall 3.5 percent increase compared to its expiring agreement.
- Available through distribution: Ecolab, Gurtler, Midlab, P&G, Spartan,
- Available direct: Ecolab, Gurtler, State, U.N.X.

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

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

Related categories

- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena (e.g., can liners, floor care equipment, housekeeping products, paper towels and tissue, soaps/lotions and related supplies)

Maintenance, Repair and Operations

Effective May 1, 2017

Expires April 30, 2022

Products and services available

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

Class of trade

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

AirSupply Tools	Nichole Neher	858.831.0980	nichole@airsupplytools.com
Grainger	Mark Lombardo	847.567.3266	mark.lombardo@grainger.com
The Part Works	Oly Welke	206.632.8900	oly@thepartworks.com

Note: Supplier contact information is current as of February 14, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with The Part Works.
- A PMDF/PA is required for Tiers 1 and 2 with Grainger for all members except those who were previously affiliated with Grainger's expiring MRO contract PP-FA-437.
- A PMDF/PA and Exhibit L Committed Grainger Value Program and Participation Form is required for Tier 3 with Grainger for all members.
- A PMDF/PA is not required with AirSupply Tools due to its single tier offering.

Aggregation opportunities

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

Other key value and terms

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

Awarded suppliers

Supplier	New	Expiring
	PP-FA-590	New
	PP-FA-591	PP-FA-437
	PP-FA-594	SD-FA-028

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

- Purchasing and inventory software
- Custom catalogs

Roadblocks to conversion:

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

Other key value and terms (continued)

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

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

Full launch content and additional resources available

- [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

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

Products and services available

This category includes capital equipment that delivers gas throughout a facility. The following subcategories are included: alarms, compressors, gauges, manifolds, outlets and pumps (vacuum and air systems).

Class of trade

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

Allied	Terri Workes	314.268.1605	workest@alliedphi.com
Amico	Tyler Patterson	905.764.0800	tpatterson@amico.com
Boehringer	Ben Grounds	800.642.4945	bgrounds@boehringerlabs.com
Ohio Medical	Christine Drewry	847.855.6320	christine.drewry@ohiomedical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Allied, Amico and Ohio Medical.
 - Amico requires Exhibit A-2(b) Letter of Commitment for members purchasing pipeline products.
- A PMDF/PA is not required with Boehringer due to its single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Allied's new agreement pricing offers an overall 0.1 percent savings compared to its expiring agreement pricing.
- Allied offers additional discounts on medical gas equipment products and outside wall equipment products as value-adds.
- Allied has a \$50 per purchase order minimum order requirement.
- Amico offers a multi-category discount as a value-add.
- Boehringer offers a large order dollar threshold and a no-charge assessment as a value-add.
- Boehringer has a \$50 minimum order requirement.
- Ohio Medical's new agreement pricing offers between flat pricing and a 2.7 percent savings, depending on the product subcategory, compared to its expiring agreement pricing.
- Ohio Medical offers continuing education units as a value-add.
- Ohio Medical has a \$25 minimum order requirement.
- **Allied is the low-cost supplier on crossed items.**
- Available through distribution: Allied, Amico, Ohio Medical

Awarded suppliers

Supplier	New	Expiring
	PP-FA-571	PP-FA-422
	PP-FA-572	New
	PP-FA-573	New
	PP-FA-574	PP-FA-423

* Allied Healthcare and Boehringer are small business enterprises (SBE).

Financial considerations:

- Installation fees
- Raw materials (copper, steel)

Safety considerations:

- ISO standards
- National Fire Protection Association codes

Roadblocks to conversion:

- Capital budget constraints
- Systems/parts not interchangeable between suppliers

Other key value and terms (continued)

- Available direct: Allied, Amico, Boehringer, Ohio Medical

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

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

Related categories

- **Bulk Oxygen:** Bulk oxygen, carbon dioxide, hydrogen, nitrogen, nitrous oxide and other medical gases
- **Clinical Headwalls:** Clinical headwall systems and wall hanging accessories
- **Cylinder Gases:** Rental purchases and associated services for cylinder gases

Modular Casework, Storage Systems and Mobile Carts

Effective July 1, 2015

Expires June 30, 2018

Products and services available

This category includes non-stainless steel modular casework, mobile carts, storage systems, wire shelving and work centers.

Class of trade

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

Groupe Lacasse	Benjamin Wagenmaker	312.670.9100	benjamin.wagenmaker@groupelacasse.com
Herman Miller	Kim Blume	803.808.0168	kim_blume@hermanmiller.com
InterMetro	Bill Daggett	214.842.4259	bill.daggett@metro.com
Lakeside	Patrick Kline	414.902.6487	pkline@elakeside.com
MASS Medical	Aubrey Guezuraga	913.438.8835	ag@massmedical.com
Solaire	Dan Schroeder	616.430.4950	dschroeder@solaiomedical.com
Stanley (Innerspace)	Walt Beasley	919.306.2031	walter.beasley@sbdinc.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with suppliers offering more than one tier.







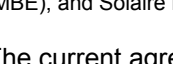
Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers except InterMetro.
- Aggregation is allowed for facilities that are owned, leased or managed with InterMetro.

Other key value and terms

- Pricing and discounts are firm for the term of agreement with Groupe Lacasse, InterMetro, Lakeside, Mass Medical and Solaire.
 - Discounts are firm for the term with Herman Miller. List price is firm for six months and may not increase more than an average of 5 percent in any 12-month period after January 1, 2016.
 - Pricing with Lakeside is firm for 12 months. Thereafter, prices may increase up to 3 percent for each subsequent 12-month period.
 - Pricing with Stanley is firm for 18 months. Thereafter seller may implement a one-time increase by no more than 3 percent on a line-item basis.
- Groupe Lacasse's new agreement has flat pricing compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-485	PP-FA-349 (Neocase)
	PP-FA-481	PP-FA-346
	PP-FA-482	PP-FA-347
	PP-FA-483	PP-FA-348
	PP-FA-484	New
	PP-FA-486	New
	PP-FA-487	PP-FA-350

MASS Medical is a minority-owned business enterprise (MBE), and Solaire is a small business enterprise (SBE).

The current agreement with Steelcase (PP-FA-351) expires June 30, 2015.

Financial considerations:

- Installation
- Value-adds

Product considerations:

- Reconfigurable systems for utilization needs
- Pre-installed security
- Ergonomics
- Infection control

Roadblocks to conversion:

- Capital budgeting constraints

Other key value and terms (continued)

- Herman Miller's new agreement pricing offers up to a 2 percent greater discount than its expiring agreement pricing.
- Herman Miller has a multi-category (furniture and modular casework) tier advantage as a value-add.
- InterMetro's new agreement pricing has a 4.2 percent increase compared to its expiring agreement pricing.
- Lakeside's new agreement pricing offers a 3.8 percent savings compared to its expiring agreement pricing.
- Lakeside has a multi-category (furniture and modular casework) tier advantage as a value-add.
- MASS Medical has a larger single purchase order discount as a value-add.
- Stanley's new agreement pricing offers a 2.2 percent savings compared to its expiring agreement pricing.
- Available through distribution: Groupe Lacasse, Herman Miller, Lakeside, MASS Medical, Solaire
- Available direct: Groupe Lacasse, InterMetro, Lakeside, MASS Medical, Solaire, Stanley

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

Full launch content and additional resources available

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

Related categories

- **Clinical Headwalls:** Vertical and horizontal headwalls, patient service columns and over-bed lighting systems
- **Furniture and Systems, Casegoods, Seating and Accessories:** Furniture, cabinetry, casegoods, seating, and related accessories
- **High Density Mobile Storage Systems:** Solid steel shelving, rotary storage systems and related high density storage accessories
- **Stainless Steel Equipment, Storage Systems, and Mobile Transport Carts:** Stainless steel cabinetry, casework, mobile carts, shelving, IV and specialty stands, scrub sinks and tables

Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes paper towels, tissues and related dispensers.

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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Awarded suppliers

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

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

Financial considerations:

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

Product considerations:

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

Roadblocks to conversion:

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

Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

Full launch content and additional resources available (continued)

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

Related categories

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

Products and services available

This category includes shuttle buses, handicap accessible vehicles, full-sized vans and school, municipality and prison buses.

Class of trade

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

Capitol Coachworks	David L. Webb	240.455.0200	dwebb@capitolcoachworks.com
TESCO	Cindy Graham	855.376.9797	cgraham@tescobus.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher for 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 both suppliers unless annually mandated by the Federal Producer Pricing Index
- TESCO's new agreement pricing has an overall 5 percent increase compared to its expiring agreement pricing.
- TESCO offers a Ford incentive rebate as a value add.
- Based on pricing scenarios, **TESCO is the low-cost supplier.**
- Available direct: Capitol Coachworks, TESCO

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

Full launch content and additional resources available

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Related category

- **Parking Management, Equipment and Services:** Parking management (snow/ice removal, valet, concierge, wheelchair assistance/transportation, lot/garage security), parking lot equipment, revenue control equipment, procurement and installation project management, claims processing, system design and layout

Awarded suppliers

Supplier	New	Expiring
	PP-AC-133	New
	PP-AC-132	PP-AC-088

Capitol Coachworks and TESCO are small business enterprises (SBE).

Financial considerations:

- Lease versus purchase
- Maintenance agreements
- Fuel options

Product considerations:

- Size of van/bus
- Accessibility (wheelchair lifts, ramps, etc.)

Roadblocks to conversion:

- Local Relationships
- Vehicle makes and models currently being used in the facility

Reusable Textiles and Textile Services

Effective December 1, 2015

Expires November 30, 2018

Products and services available

This category includes apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, cubicle curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles, hamper bags and incontinence products.

Class of trade

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

Above the Sill	Phillip Barone	941.492.3101	phil@abovethesill.net
American Dawn	Steve Berg	612.860.6573	sberg@americandawn.com
Cube Care	Susana Robledo	305.556.8700	susana@cubecare.com
Encompass	Tom Sweatt	817.233.8064	tom.sweatt@encompassgroup.net
Hinson & Hale	Michael Hinson	336.651.2500	mhinson@hmedtech.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Phoenix	Scott Rodgers	800.325.1440 x5752	srodgers@phoenixtextile.com
Silentia	Tim Goranson	805.880.3391	tim@silentia.us
Standard	Norman Frankel	513.761.9255	nfrankel@standardtextile.com
WebbShade	Allison Benbrook	800.262.9322	awebb@webbshade.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 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.
- If a member currently has a locally negotiated price for a product that is lower than on the Premier agreement with Medline, Phoenix or Standard, the member has the right to sustain their locally negotiated pricing.
- Above the Sill offers free design assistance and free upgrade to stainless steel chain controls as value-adds.
- American Dawn's new agreement pricing offers an overall 0.9 percent savings compared to the expiring agreement.
- American Dawn waives the minimum order requirement as a value-add.
- Encompass' new agreement pricing offers an overall 2.5 percent savings compared to the expiring agreement.

Awarded suppliers

Supplier	New	Expiring
 ABOVE the SILL	PP-FA-503	New
 AMERICANDAWN	PP-FA-502	PP-FA-359
 Cube Care	SD-FA-031	New
 Encompass	PP-FA-504	PP-FA-360
 h&h	PP-FA-598	New
 MEDLINE	PP-FA-505	PP-FA-361
 PHOENIX	PP-FA-506	PP-FA-362
 Silentia	PP-FA-589	New
 standardtextile	PP-FA-507 AS-FA-507	PP-FA-363
 WEBB	SD-FA-030	New

Above the Sill and Phoenix Textile are woman-owned business enterprises (WBE); American Dawn is a minority-owned business enterprise (MBE); and Encompass and Hinson & Hale are small business enterprises (SBE).

WebbShade is a [SEEDS](#)™ supplier; veteran-owned business enterprise (VET) effective April 15, 2016. Cube Care is a [SEEDS](#)™ supplier; minority-owned business enterprise (MBE) effective June 15, 2016.

Silentia has been awarded a Technology Breakthrough contract effective May 1, 2017. Hinson & Hale has been awarded a Technology Breakthrough contract effective June 1, 2017.

The current agreement with ICP Medical (SD-FA-024) expires November 30, 2015.

Other key value and terms (continued)

- Encompass offers a guaranteed savings, conversion incentive, multiple product line rebate and employee purchase program as value-adds.
- Medline's new agreement pricing offers an overall 4.4 percent savings compared to the expiring agreement.
- Medline offers a guaranteed savings, conversion rebate and a variety of corporate programs as value-adds.
- Phoenix's new agreement pricing has an overall 0.2 percent increase compared to the expiring agreement.
- Phoenix offers TexTrax linen management software at no charge as a value-add.
- **Phoenix is the low-cost supplier.**
- Standard's new agreement pricing offers an overall 2.8 percent savings compared to the expiring agreement.
- Available through distribution: Encompass, Medline
- Available direct: Above the Sill, American Dawn, Encompass, Medline, Phoenix, Standard

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

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [SEEDS category update \(WebbShade\)](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.
- [SEEDS category update \(Cube Care\)](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.
- [Technology breakthrough category update \(Silentia\)](#): A PDF update document providing information about the Technology Breakthroughs awarded suppliers added to the category. This document is unable to be edited.
- [Technology breakthrough category update \(Hinson & Hale\)](#): A PDF update document providing information about the Technology Breakthroughs awarded suppliers added to the category. This document is unable to be edited.

Related categories

- **Reusable Surgical Linen and Gown Reprocessing Services:** Sterile drapes and gowns that are collected when soiled and delivered to the operating room once they are cleansed and sterile
- **Uniforms, Mats, Microfiber and Towels:** Rental/lease or direct purchase of uniforms, mats, microfiber and/or towels

Stainless Steel Equipment, Storage Systems and Mobile Carts

Effective March 1, 2015

Expires June 30, 2018

Products available

This category includes manufacturers of stainless steel cabinetry, casework, foodservice, mobile transport carts, shelving, IV and specialty stands, scrub sinks and tables.

Class of trade

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

Blickman	Rob Freedman	973.330.0561	r.freedman@blickman.com
Lakeside	Patrick Kline	414.902.6487	pkline@elakeside.com
MASS Medical	Aubrey Guezuraga	913.579.6899	ag@massmedicalstorage.com
Pedigo	Brenda Gillas	800.822.3501 x103	brenda.gillas@pedigo-usa.com

Note: Supplier contact information is current as of February 18, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with MASS Medical and Pedigo.
- A PMDF/electronic PA is required for **all** tiers with Lakeside.
- A PMDF/electronic PA is not applicable with Blickman due to a single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term with Blickman and MASS Medical.
- Pricing is firm for 12 months with Pedigo and 6 months with Lakeside.
- Weighted financial analysis reveals when compared to expiring agreement pricing, new agreement pricing overall with:
 - Lakeside offers 2.7 percent savings overall.
 - MASS Medical is flat.
 - Pedigo is 2.6 percent less favorable
- MASS Medical offers an additional 2 percent discount on orders over \$25,000.
- Available direct and through distribution: Blickman, Lakeside, MASS Medical and Pedigo

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-310	New
	PP-MM-311	PP-FA-326
	PP-MM-313	SD-FA-022
	PP-MM-312	PP-FA-327

Blickman and Pedigo are a small business enterprise (SBE). MASS Medical is a minority-owned business enterprise (MBE).

The agreement with MASS Medical expired June 30, 2015.

Financial considerations:

- Installation costs
- Warranties
- Payments and shipping terms

Product considerations:

- [Specialty Steel Industry of North America \(SSINA\) design guidelines](#) for the selection and use of stainless steel
- [ASTM](#) standards
- Utility carts with ergonomic design features
- Assembly requirements

Roadblocks to conversion:

- Class of trade specific product offerings such as food and culinary offerings

Full launch content and additional resources available

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

Related categories

- **Clinical Headwalls**: Vertical and horizontal headwalls, patient service columns and over-bed lighting systems
- **Furniture and Systems, Casegoods, Seating and Accessories**: Furniture, cabinetry, casegoods, seating, and related accessories
- **High Density Mobile Storage**: Solid steel shelving, rotary storage systems and related high density storage accessories
- **Modular Casework, Storage Systems and Mobile Carts**: Non-stainless steel modular casework, mobile carts, storage systems, warming cabinets, wire shelving and work centers.

Television Systems and Services

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes healthcare-grade and commercial-grade television systems and accessories (cabling, speakers). Services include interactive television programming solutions (such as education offerings, games, Internet and music) and integration between television application and networked healthcare patient and hospitality guest databases.

Class of trade

- Agreements with D&L and MDM are available to acute care, non-acute healthcare and non-healthcare facilities.
- TeleHealth's agreement is available to acute and non-acute healthcare providers only.

D&L	Matthew Chitwood	623.587.0556	matt@dlcom.net
MDM	Jaime Marini	800.359.6741 x147	jaime.marini@mdmcommercial.com
TeleHealth	Tim Archambault	910.547.8111	tim.archambault@telerent.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with D&L and TeleHealth.
- A PMDF/PA is not required with MDM due to single tier offering.

Aggregation opportunities

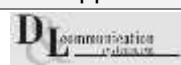


- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with D&L and TeleHealth.
- Aggregation is not applicable with MDM due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- All suppliers offer early payment discounts.
- Installation is available for an additional fee with D&L and MDM.
 - Installation is not included in product price with TeleHealth.
- D&L's new agreement pricing has an overall 0.7 percent increase compared to its expiring agreement pricing.
- MDM's new agreement pricing is flat compared to its expiring agreement pricing.
- TeleHealth's new agreement pricing offers an overall 0.3 percent savings compared to its expiring agreement.
- **According to pricing scenarios, TeleHealth is the low-cost supplier for televisions and D&L is the low-cost supplier for content delivery. See financial analysis section of the value analysis toolkit for details.**
- Available direct: D&L, MDM, TeleHealth

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

Awarded suppliers

Supplier	New	Expiring
	PP-FA-569	PP-FA-426
	PP-FA-563	PP-FA-428
	PP-FA-565 AS-FA-565	PP-FA-430

D&L is a small business enterprise (SBE).

Current agreements with BES (PP-FA-425), HCI (PP-FA-443), SONIFI (PP-FA-427) and TB&A (PP-FA-429) expire February 28, 2017.

Financial considerations:

- Financing options
- Installation fees
- Warranties

Product considerations:

- Software integration
- Educational/menu offerings
- Monitor sizes
- LCD and LED offerings
- Energy efficient options

Roadblocks to conversion:

- Integration into facility's pillow speakers and nurse call systems
- Some pillow speakers may be proprietary

Television Systems and Services

Effective March 1, 2017

Expires February 29, 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.

Related category

- **Patient Education and Consumer Health Content Services:** Patient education, consumer health information and population health management communication solutions in the form of print, interactive (televisions and hospital websites), mobile and integrated into electronic medical records

Total Building Environment, Systems and Controls Effective January 1, 2016

Expires December 31, 2018

Products and services available

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

Class of trade

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

- Trane's agreement is available to healthcare facilities, colleges and universities only.

Blue Pillar	Todd Krause	443.864.2007	todd.krause@bluepillar.com
Siemens	Dino Coliano	972.207.2832	dino.coliano@siemens.com
Trane	Iona Canada	615.870.4548	icanada@trane.com

Note: Supplier contact information is current as of September 29, 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 Blue Pillar and Siemens
- A PMDF/PA is **required at all tiers** with Trane.

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 Blue Pillar and Trane.
- For Siemens, product prices are firm for the term of agreement. Labor prices are firm for 12 months.
- Blue Pillar offers monitoring services, a site survey and asset inventory list and membership in the Customer 360 Program as value-adds.
- Siemens' new agreement pricing has an overall 3.0 percent increase compared to its expiring agreement pricing.
- Trane's new agreement pricing offers an overall 5.0 percent savings compared to its expiring agreement pricing.
- Siemens and Trane have large order thresholds.
- Available direct: Blue Pillar, Siemens, Trane

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
 Blue Pillar	PP-FA-509	New
SIEMENS	PP-FA-510	PP-FA-381
 TRANE	PP-FA-511	PP-FA-380

Blue Pillar is a small business enterprise (SBE).

Financial considerations:

- Labor and service costs

Product considerations:

- Open architecture versus proprietary systems

Roadblocks to conversion:

- Supplier relationships
- Some systems and controls may be proprietary

Total Building Environment, Systems and Controls Effective January 1, 2016

Expires December 31, 2018

Related categories

- **Energy Services: Procurement, Efficiency and Renewable:** Performance-based contracts that aim to achieve budget-neutral methods of funding facilities improvements, whereby downstream savings offset investment costs
- **Fire, Life Safety, Security Systems and Services:** Fire, life safety and security systems products and the related scheduled and unscheduled services
- **HVAC Equipment, Controls and Services:** Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services

Vending Machines and Services

Effective January 1, 2015

Expires December 31, 2017

Products and services available

This category offers refrigerated and non-refrigerated vending machines (including candy, snacks, hot and cold beverages and frozen food), products and supplies, remote monitoring systems, maintenance, inventory management, and marketing necessary for the efficient operation of the member vending program.

Class of trade

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

Gilly	Gilda Rosenberg	305.620.8081	gilda@gillyvending.com
Vendture	Danny Parker	626.791.8101	danny@eatwave.com

Note: Supplier contact information is current as of April 8, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at all tiers with all suppliers.
- Vending agreement is also required with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems that have the ability to coordinate purchasing decisions or networks of facilities established for group purchasing purposes with all suppliers.

Other key value and terms



- The program structure is held firm for the term of the agreement, unless there is an unusual increase in the cost of transportation, energy, raw materials, manufacturing, or any other event beyond the contractor's control with all suppliers.
- Vending machines and services are available direct and through authorized third-party vendors with all suppliers.
- All vending machines are the property of the contractor, and the member does not incur any expense for shipment and/or placement of machines.
- Gilly offers health and wellness programs.
- Vendture offers EatWave machines, vending machines capable of vending hot food (cooked to order, not pre-heated), cold food, snacks, drinks and other items from the same machine.

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
	PP-DI-987	SD-DI-002
	PP-DI-989	New

Gilly is a minority-owned business enterprise, and Vendture is a small business enterprise.

There is no ASCEND® award in this category.

Financial considerations:

- Guaranteed commission percentages

Product and service considerations:

- Energy Star rated equipment
- Web-based remote vendor monitoring
- Web-based usage reports
- Onsite refund coupons
- 24-hour support service

Roadblocks to conversion:

- Existing contract commitment

Waste Management Products and Services

Effective June 1, 2016

Expires May 31, 2019

Products and services available

This category includes consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposal, regulated medical waste disposal, reusable sharps container services, recycling (of light bulbs, batteries, hard drives, backup magnetic tapes, optical media, x-rays, and video/cassette tapes), bioremediation and other waste streams.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members.
- Stericycle's agreement is available to acute care hospitals and facilities that are at least 51 percent directly owned by an acute care hospital.

AMS	Denise Hammer	847.658.0400	denise@amsstoreandshred.com
Clean Harbors	Bill Satz	215.801.7720	satz.william@cleanharbors.com
Curtis Bay	Todd Schaubach	757.778.7174	tschaubach@curtisbayenergy.com
Daniels	David Skinner	805.907.1160	dskinner@danielshealth.com
LBMedwaste	Roger Thielman	715.571.0099	rogert@lbmedwaste.com
Medi-Waste	Shawn Davis	402.413.7518	shawn.davis@mediwastedisposal.com
Refuse Specialists	David Schmitt	805.482.5895	dschmitt@refusespecialists.com
Rubicon	Stephen Coskery	678.906.2601	stephen.coskery@rubiconglobal.com
Specific Waste	Angela Anderson	310.508.0689	aanderson@a-solutionsinc.com
SRI	Bob Thompson	949.770.7005	bob@sri-green.com
Stericycle	Matt Battaglia	801.599.6040	mbattaglia@stericycle.com
TransChem	Donald Huey	602.513.6528	dhuey@tcenv.com

Note: Supplier contact information is current as of February 8, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers, except Curtis Bay, Rubicon and Stericycle.
- Curtis Bay does not require a PMDF/PA.
- Rubicon requires a PMDF/PA or a signed member agreement at **all tiers**.
- PMDF/PA is not available with Stericycle because there are no pricing tiers associated with this agreement. Stericycle requires a member agreement.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-543	New
	PP-FA-544	PP-FA-399
	PP-FA-545	New
	PP-FA-546	PP-FA-400
	PP-FA-547	New
	PP-FA-548	New
	SD-FA-032	New
	PP-FA-549	New
	PP-FA-550	SD-FA-026
	PP-FA-508	New
	PP-FA-551	PP-FA-402
	PP-FA-552	New

AMS, Curtis Bay, LBMedwaste, Medi-Waste, SRI and TransChem are small business enterprises (SBE). Specific Waste is a minority-owned business enterprise (MBE).

Current agreements with Gre3n Waste Removal (SD-FA-025), Heritage Environmental Services (PP-FA-401) and OnSite Sterilization (SD-FA-023) expire May 31, 2016.

Refuse Specialists is a **SEEDS**™ supplier; woman-owned business enterprise (WBE) effective February 1, 2017.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers, except Rubicon and Stericycle.
- Rubicon's pricing is based on aggregated spend across the Premier membership.
- Aggregation is locally negotiated with Stericycle.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers, except Stericycle. Pricing is locally negotiated with Stericycle.
- AMS offers rapid pay service on earned x-ray film recovery and training programs as value-adds.
- Clean Harbors offers free biennial report assistance, hazardous waste compliance reviews and site assessments as value-adds.
- Clean Harbors owns its own incineration plant, landfill, recycling plant and transportation fleet.
- Curtis Bay has minimum order requirements. See Exhibit A-3 for details.
- According to pricing scenarios, Daniels Sharpsmart is a low-cost supplier for sharps disposal.
- Daniels offers an additional discount on consulting, education and auditing services as a value-add.
- LBMedwaste offers an additional discount on confidential document destruction, pharmaceutical waste disposal, universal waste disposal and OSHA compliance programs when added to regularly scheduled services as a value-add.
- Rubicon offers waste management consulting services.
- According to pricing scenarios, Specific Waste is a low-cost supplier for sharps disposal.
- SRI offers an organic/food waste solution, the EnviroPure System. This product was awarded a Technology Breakthroughs award in 2015 by Premier's Facilities and Environmental Services Committee.
- SRI offers an additional one-year service agreement for parts and labor at no additional charge for the Enviro-Pure products installed by SRI as a value-add.
- Stericycle provides integrated waste steam solution services to larger volume generators only.
- TransChem offers municipal solid waste disposal.

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

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Waste management guide](#): A best practice guide written by Premier staff and subject matter experts to help you negotiate service agreements.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

Related categories

- **Equipment Liquidation and Related Services:** Liquidation/disposal services for excess medical and non-medical (office, IT) equipment
- **Hard Copy Document Shredding and Offsite Storage Services:** Onsite/offsite shredding, removal and destruction of confidential/ secured hard copy paper and related files and offsite storage
- **Liquid Medical Waste Management Systems:** Systems used to pull medical waste from the operative field and collect it for disposal
- **Sharps Disposal Containers:** Canisters and mounting accessories designed for the safe containment of sharps medical waste

Financial considerations:

- How pricing is based (per pound, per container, per number of units)
- Additional fees (fuel charges, taxes)

Service considerations:

- Compliance with government regulations
- Training programs for facility staff

Roadblocks to conversion:

- Local relationships
- Service agreement obligations
- Geographic coverage
- Class of trade restrictions

Water Treatment Products, Systems and Services

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes water treatment that makes water more acceptable for end use (drinking, industry or medicine). This includes domestic water filters, products and services specific to cooling towers and boilers, chemical applications, detailed system audits and diagnostics used to prescribe the best chemical, programs that lead to water and energy savings, asset preservation and increased plant reliability and safety.

Class of trade

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

- Nalco's agreement is available to healthcare, education and commercial real estate only.

Chem-Aqua	Mary McClellan	314.496.4354	mary.mcclellan@nch.com
ChemTreat	Cassia Connors	804.935.2000	cassia@chemtreat.com
Garratt-Callahan	John Reseland	412.721.5292	jreseland@g-c.com
H-O-H	Paul Gleason	847.358.7400	pgleason@hohwatertechnology.com
Nalco	Michael Backode	630.305.2900	mbackode@nalco.com
Pall	Tom Knox	770.668.6045	tom_knox@pall.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 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.
- Chem-Aqua customers whose pricing is more favorable under their current tier when compared to the prices under their new qualifying tier will receive grandfathered pricing
- Chem-Aqua's new agreement pricing offers 0.5 percent savings compared to its expiring agreement pricing.
- Chem-Aqua offers a new accounts incentive, annual service agreement incentive, no-charge services, discounted water management plan and unused chemical conversion plan as value-adds.

Awarded suppliers

Supplier	New	Expiring
	PP-FA-583	PP-FA-431
	PP-FA-587	New
	PP-FA-584	PP-FA-432
	PP-FA-585	New
	PP-FA-586	PP-FA-433
	PP-FA-588	New

Garratt-Callahan and H-O-H are small business enterprises (SBE).

The current agreement with Water Engineering Services (PP-FA-434) expires March 31, 2017.

Financial considerations:

- Installation, repair and maintenance
- Injection administration equipment
- Water treatment systems can decrease downtime and loss of efficiency caused by corrosion and scale deposits

Product and service considerations:

- Configurability
- EPA and OSHA guidelines
- Environmentally-friendly initiatives
- Routine inspections reduce employee safety hazards and extend equipment life

Roadblocks to conversion:

- Costs to switch out pumps
- Local water conditions
- Different in the location on injection points
- Prior proprietary chemicals used
- Some equipment may be proprietary and unable to be serviced by a different supplier

Other key value and terms (continued)

- Chem-Treat offers instant savings, reporting, utility audits and a discount on special projects as value-adds.
- Garratt-Callahan's new agreement pricing is flat compared to its expiring agreement pricing.
- Garratt-Callahan offers a conversion incentive, handling of unused chemicals, training, equipment cost support and a no-cost engineering study as value-adds.
- H-O-H offers no-charge laboratory studies and conversion assistance with unused chemicals as value-adds.
- Nalco's new agreement pricing offers 3.3 percent savings compared to its expiring agreement pricing.
- Nalco offers an unused chemical conversion plan as a value-add.
- Pall offers a turnkey aqua plan program as a value-add.
- Pall provides domestic water filters only.
- **According to various pricing scenarios, Chem-Aqua, ChemTreat, H-O-H and Garratt-Callahan are the low-cost suppliers. See the financial analysis section in the value analysis toolkit for details.**
- Products with all suppliers are available direct.

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

Full launch content and additional resources available

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Related categories

- **Energy Services – Procurement, Efficiency and Renewable:** Performance-based supply-side energy management services
- **Pool and Spa Care Products and Services:** Products that assist in maintaining balanced pool and spa chemistry

Medical and Surgical Products Distribution

Effective January 1, 2017

Expires December 31, 2021

Products and services available

This category includes the distribution of medical and surgical products, IV therapy items, janitorial and sanitation materials, suture and endomechanical products and private label goods.

Class of trade

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







American Medical Depot	Akhil Agrawal	305.364.0888	akhil.agrawal@american-depot.com
Buffalo	Ryan Burke	716.626.9400	rburke@buffalohospital.com
Cardinal	Bob Glover	847.887.6147	bob.glover@cardinalhealth.com
Claflin	Krystina Almon	401.739.4150	contracts@claflin.com
Concordance	Buddy Wert	865.281.4127	bwert@concordancehs.com
Henry Schein	Christian Flohr	704.302.7362	christian.flohr@henryschein.com
McKesson	Cathy Dirnberger	804.264.7500	cathy.dirnberger@mckesson.com
MSD	Terri Travers	800.967.6400 ext. 6249	ttravers@msdistributors.com
Medline	Mark Parry	815.273.2950	mparry@medline.com
Owens & Minor	Cope Sanders	864.201.9695	cope.sanders@owens-minor.com

Note: Supplier contact information is current as of October 26, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) is required at Tier 2 or higher with distributors offering more than one tier.
 - Cardinal and Claflin require a PMDF for all tiers.
 - MSD offers a single Premier tier.
- Electronic price activation is not available for these agreements.
- No action is required for members using locally negotiated member agreements until its natural expiration date.
- Cardinal, Medline and Owens & Minor all have commitment level requirements for primary level distribution.
 - Cardinal requires annual purchase commitment of at least 80 percent of med/surg products and at least 90 percent for suture and endomechanical products. If member fails to use Cardinal as its primary distributor for suture and endomechanical products, Cardinal may increase the cost plus markup on med/surg contracted products by an additional 3 percent.
 - Medline requires a member to purchase 90 percent of current product spend through Medline and 95 percent of suture and endomechanical products or custom procedure trays (CPTs),

Awarded suppliers

Supplier	New	Expiring
	PP-DS-081	PP-DS-050
	PP-DS-079	PP-DS-052
	PP-DS-080	PP-DS-053
	PP-DS-084	PP-DS-054
	PP-DS-082	PP-DS-059 PP-DS-064 PP-DS-069
	PP-DS-075	PP-DS-058
	PP-DS-076	PP-DS-060
	PP-DS-085	PP-DS-061
	PP-DS-077	PP-DS-062
	PP-DS-078	PP-DS-066

American Medical Depot is a minority owned business (MBE). Buffalo Hospital Supply and Claflin are a small business enterprise (SBE).

Kreisers Inc., Senca Medical and Midwest Medical Supply Co. [merged](#) with Concordance

Professional Hospital Supply Inc. (PP-DS-067) was [acquired](#) by Medline in 2014.

The current agreements with Apollo Safety (PP-DS-051), Customized USA, LLC (PP-DS-055), Dekroyft-Metz and Co. Inc. (PP-DS-056), EKLA Co. (PP-DS-057), Midland Medical Supply (PP-DS-063) and PSS World Medical, Inc. (PP-DS-068) expire December 31, 2016.

How to operationalize these agreements (continued)

- Owens & Minor requires a member to purchase 90 percent of their traditional med/surg products including suture and endomechanical products and custom procedure trays (CPTs). Owens & Minor can be used as a secondary distributor for committed product categories/product lines totaling at least \$10,000 per month for an additional mark-up of 2 percent for suture and endomechanical products and 5 percent for all other products.

Aggregation opportunities

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

- McKesson allows aggregation for members who own or operate multi-facility systems and have the ability to coordinate purchasing decision.
- Aggregation is not applicable for MSD due to a single tier offering.

Other key value and terms

- Cost plus markup percentages are firm for the term of the agreement.
- All distributors allow for members to locally negotiate their cost plus markup percentages.

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

Full launch content and additional resources available

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- [Distribution companion workbook](#): A detailed spreadsheet that allows users to compare distributor tiers, terms, responses to Premier's RFI questions and alignment with the Strategic Advisory Committee's strategic terms and conditions.
- [Videos](#): Members of Premier's Strategic Advisory Committee and staff provided their insight on challenges of distribution, best practices and how the new Premier agreements have been re-designed to address these issues. Please note that a PremierConnect® user name and password is required to view the videos.

Related category

- **Suture and Endomechanical Distribution:** Distribution services for suture and endomechanical products in the acute, surgery center, long term care and homecare settings.

Paper and Janitorial Supply Distribution

Effective November 1, 2017

Expires October 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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







Aggregation opportunities

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

Other key value and terms

- Markup percentages are firm for the term of agreement with all distributors.
- On each supplier's Exhibit A-1 Product and Pricing Terms, there is a menu of additional services that are offered and their corresponding markup.
- Markups vary per distributor. Lower markups can be achieved with increased distributor commitment. Markups for can liners, housekeeping chemicals, housekeeping products and paper towels, tissue and dispensers are shown in the value analysis toolkit.

Awarded suppliers

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

Triple S is a small business enterprise (SBE).

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

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

Other key value and terms (continued)

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

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

Full launch content and additional resources available

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Related categories

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

Specialty Distribution Suture and Endomechanical Products

Effective January 1, 2017

Expires December 31, 2021

Products and services available

This category offers members another option to purchase suture and endomechanical products from multiple suppliers through a specialty distributor.

Class of trade

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

Suture Express	Jason Pedaci	717.421.8485	jason.pedaci@sutureexpress.com
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Note: Supplier contact information is current as of September 30, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement.
- Suture Express' new agreement pricing offers 6.25 percent savings off the top tier price compared to its expiring agreement pricing.
- Products are available direct from Suture Express.

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


Full launch content and additional resources available

- [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

- **Endomechanical, Trocar, Suture and Topical Skin Adhesive:** Devices that are used to assist in open and closed surgical procedures and products to close wounds.
- **Medical and Surgical Products Distribution:** Medical and surgical, IV therapy, janitorial and sanitation, suture and endomechanical and private label products.

Awarded suppliers

Supplier	New	Expiring
 SutureExpress	PP-DS-086	PP-DS-049

Suture Express is a small business enterprise (SBE).

Financial considerations:

- Cost plus markup percentages
- Payment term impact to cost plus markup percentages
- Miscellaneous fees, such as anticipated shipping costs

Roadblocks to conversion:

- Current suture and endomechanical products used in your facility
- Existing distributor agreements your organization has that include suture and endomechanical products
- Suture and endomechanical purchase requirements that may exist within your facility's current distribution agreements

Brachytherapy Seeds

Effective August 1, 2016

Expires July 31, 2019

Products available

The scope of the brachytherapy seeds category will include radioactive seeds, needles, accessory equipment (i.e., Mick applicators), and delivery systems needed for safe handling, transport, preparation of seed spacing, loading, and implantation.

Class of trade

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

Best Medical	Manny Subramanian	703.451.2378 x15	manny@teambest.com
Oncura GE	Jim Clarkin	516.873.1953	james.clarkin@ge.com

Note: Supplier contact information is current as of April 11, 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 Oncura.
 - Oncura will grandfather all existing member pricing and/or tier designations, whichever is more favorable, for members purchasing under PP-IM-227.
- A PMDF/electronic PA is not applicable with Best Medical due to a single-tier offering.

Aggregation opportunities



- Aggregation is not applicable with Best Medical due to a single-tier offering.
- Aggregation is available with Oncura for multi-facility systems, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals:
 - New agreement pricing with Best Medical has an 8.9 percent increase overall.
 - New agreement pricing with Oncura offers 4.19 percent savings overall.
 - Best Medical and Oncura offer new agreement pricing that is up to 39.3 percent and 28.6 percent more favorable than Bard's expiring agreement pricing, respectively. See the financial analysis in the value analysis toolkit for details.
- Best Medical and Oncura now offer high-activity seeds under their agreements.
- Available through distribution: Best Medical
- Available direct: Best Medical and Oncura (GE)

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

Awarded suppliers

Supplier	New	Expiring
	PP-IM-347	PP-IM-225
	PP-IM-348	PP-IM-227

Best Medical is a minority-owned business enterprise (MBE).

The agreement with Bard (PP-IM-226) expires July, 31, 2016.

Financial considerations:

- Reimbursement
- Shipping/handling charges
- Fees for returned seeds
- Cost of calibration seeds

Patient satisfaction and safety:

- Low radiation to surrounding organs
- Custom stranded configurations
- Treatment plan
- Shipment schedule

Roadblocks to conversion:

- Physicist's need to convert radiation treatment planning system to new seed dose pattern (seed dose rate/half-life)
- New ordering and customization procedures

Brachytherapy Seeds

Effective August 1, 2016

Expires July 31, 2019

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

- **Radiation Treatment Planning Systems**: Planning software modules, radiation treatment planning computer workstations and servers, licenses, interfaces, printers, and service agreements

Cardiac Ultrasound Contrast Media

Effective December 1, 2014

Expires December 31, 2017

Products available

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

Class of trade

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

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

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

How to operationalize this agreement

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

Lantheus is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Ionic/nonionic and MR contrast media product comparison chart](#): An Excel spreadsheet reference identifying product comparisons.
- [Decision trees](#): A PDF decision matrix designed to help make purchasing decision based on current purchasing behaviors.
- [Cost modeling tool](#): An Excel file designed to help members analyze the financial impact of the contracts.

Related categories

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

Contrast Media Injectors/Disposables

Effective January 1, 2015

Expires December 31, 2017

Products available

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

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

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

Safety and patient satisfaction:

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

Roadblocks to purchasing:

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

Full launch content and additional resources available

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

Related categories

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

Radiation Monitoring

Effective January 1, 2017

Expires December 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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Related categories

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

Document Management Solutions

Effective August 1, 2016

Expires July 31, 2019

Products and services available

This category includes software-based systems and solutions that organize and manage electronic and paper documents throughout an organization (including preprinted paper forms).

Class of trade

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

IBSA	Mark McKinney	937.853.0347	mark_mckinney@ibsonline.com
Ricoh	Scott Petraglia	858.495.1050	scott.petraglia@ricoh-usa.com
Standard Register	Patrick Kennedy	937.221.1516	pat.kennedy@taylorcommunications.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) where available, is required for Tier 2 or higher.

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 IBSA and Ricoh.
- Pricing is firm for 12 months with Standard Register; thereafter, pricing may be increased up to 3 percent upon mutual consent between Standard Register and Premier.
- Scenario analysis reveals the low-cost supplier varies by facility type and subcategory.
- Available through distribution: IBSA and Ricoh
- Available direct: IBSA, Ricoh and Standard Register

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

- **Hard Copy Document Shredding and Media Destruction Services:** Onsite and offsite shredding and the destruction of confidential hard copy paper and media, such as hard drives
- **Managed Print Services, Devices and Accessories:** Professional services, software, hardware, equipment and accessories used to both execute as well as manage costs and efficiencies of printing, faxing and scanning of electronic and paper images via a device

Awarded suppliers

Supplier	New	Expiring
	PP-IT-159	PP-IT-114
	PP-IT-160	PP-IT-115
	PP-IT-161	PP-IT-116 PP-IT-117*

Taylor [acquired](#) Standard Register in August 2015.
*Standard Register [acquired](#) WorkFlowOne in 2013.

IBSA is a small business enterprise (SBE).

The current agreement with Xerox (PP-IT-118) expires July 31, 2016.

Financial considerations:

- Pricing is customized based on facility requirements
- Cost reduction associated with eliminating paper documents
- Initial software investment
- License fees

Product/service considerations:

- Integration capabilities
- Scalability
- Ease of use
- Mobile access
- Security
- Search capabilities
- Workflow
- Collaboration tools

Data security considerations:

- Existing supplier relationships
- Regulatory compliance for immediate access to records
- Security and access control

Hardware and Software Resellers

Effective October 1, 2017

Expires October 31, 2020

Products and services available

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

Class of trade

- Connection, Insight and Zones agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- CDW's agreement is available to specified acute care and non-acute healthcare facilities only.

CDW	Angela Gosz	312.705.0315	premier@cdw.com
Connection	Jacques Lahaie	770.316.9603	jacques.lahaie@connection.com
Insight	Erica Falchetti	480.333.3000	erica.falchetti@insight.com
Zones	Amanda Gunning	253.205.3571	amanda.gunning@zones.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) is required at Tier 2 or higher with all suppliers.
- All suppliers may require a separate member agreement or statement of work.

Aggregation opportunities

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

Other key value and terms





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

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-IT-163	PP-IT-133
	PP-IT-164	PP-IT-134
	PP-IT-166	New
	PP-IT-165	PP-IT-136

Zones is a minority-owned business (MBE).

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

Hardware and Software Resellers

Effective October 1, 2017

Expires October 31, 2020

Related categories

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

Infant and Patient Security Solutions

Effective December 1, 2017

Expires November 30, 2020

Products and services available

This category includes patient security systems utilized in various healthcare settings for the prevention of abduction of children. The category also includes equipment to locate patients, prevent elopement and wandering prevention in the older teen and geriatric populations and mother-infant matching.

This category was previously sourced as Radio Frequency (RF) Band Adult and Infant Security Systems.

Class of trade

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

CenTrak	Gary Sunsten	214.563.2400	gsunsten@centrak.com
RF Technologies	Joleen Simonetti-Weih	262.373.5222	jsimonetti@rft.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with CenTrak.
- CenTrak requires a separate member agreement.
- RF Technologies does not require a PMDF/PA due to single tier offering.
- RF Technologies may require a separate member agreement or statement of work.

Aggregation opportunities



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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Early payment discounts are offered by both suppliers.
- RF Technologies' new agreement pricing has an 11 percent increase compared to its expiring agreement pricing.
- RF Technologies offers a volume incentive program and software upgrade discounts. See the value-adds section in the value analysis toolkit for details.
- RF Technologies has a \$250,000 large order dollar threshold.
- Available direct: CenTrak and RF Technologies

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

Awarded suppliers

Supplier	New	Expiring
 CENTRAK®	PP-IT-168	New
 RF TECHNOLOGIES	PP-IT-169	PP-WC-142

*RF Technologies is a small business enterprise (SBE).

Full launch content and additional resources available

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Related category

- **RFID Asset Tracking and Management Solutions:** Hardware components and software, along with the associated professional services, used to locate and/or track tags wirelessly and accurately using radio frequency identification (RFID) to assist organizations improve overall productivity, efficiency, safety and quality

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

Expires December 31, 2018

Products and services available

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

This category was previously sourced as two separate categories:

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

Class of trade

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

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

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


How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher for suppliers offering more than one tier.
- A PMDF/PA is not required with KYOCERA due to single tier offering.
- All suppliers may require a separate member agreement.

Aggregation opportunities

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

Awarded suppliers

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

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

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

Financial considerations:

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

Product/service considerations:

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

Roadblocks to conversion:

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

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

Expires December 31, 2018

Other key value and terms

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

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

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Related categories

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

Nurse Call Systems

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes the manufacturers of the hardware, software, and accessories, along with the associated professional services for installation and support, used to provide electronic communication between patients and caregivers in both acute care as well as continuum of care environments.

Advanced optional components might include alerts, hallway alert lighting and device integration with other wireless communication technologies.

Class of trade

- Rauland and West-Com agreements are available to acute care, continuum of care and Premier REACH™ members.
- Hill-Rom is available to acute care and long-term care facilities and will allow other non-acute facilities on a case by case basis.

Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Rauland	Tony Hackett	847.212.5694	tony.hackett@ametek.com
West-Com	Marc Peters	800.761.1180	mpeters@westcall.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with West-Com.
- Hill-Rom requires a PMDF and purchase order for Tier 2 or higher, in the event the member has not previously signed a PMDF. Direct purchases through Hill-Rom require a master agreement between the member and Hill-Rom.
- Rauland does not require PMDF due to per purchase order/project tier requirements.

Aggregation opportunities

- Aggregation is not applicable with Rauland due to per purchase order/project tier requirements.
- Hill-Rom allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions to meet single order tiers.
- West-Com allows aggregation for multi-facility systems, GPOs and established networks with all suppliers.

Other key value and terms

- Rauland and West-Com offer firm pricing for the term of the agreement.
- Hill-Rom's pricing is firm for 12 months; thereafter may increase up to 2.9 percent in aggregate or percent change in CPI.

Awarded suppliers

Supplier	New	Expiring
 A HILLENBRAND INDUSTRY	PP-IT-140	PP-IT-077
	PP-IT-141	PP-IT-079
	PP-IT-142	PP-IT-080

Rauland is a small business (SBE).

Financial considerations:

- Warranty
- Installation
- Biomedical and technical training
- Maintenance fees
- Minimum order requirements
- Large order discounts

Product considerations:

- Ability to interface to paging systems/medical equipment
- Emergency/STAT functionality
- Third-party software requirements for writing reports
- Scalability
- Automatic locator functionality

Roadblocks to conversion:

- Existing supplier relationships

Nurse Call Systems

Effective April 1, 2015

Expires March 31, 2018

Other key value and terms (continued)

- Hill-Rom's agreement offers a 1 percent savings overall compared to the expiring agreement.
- Rauland's agreement offers a 12 to 15 percent increase overall, depending on system, compared to the expiring agreement.
- West-Com's agreement offers a 1 percent increase overall compared to the expiring agreement.
- Scenario analysis reveals Rauland is the low-cost supplier for scenario 1 (hardware only). West-Com is the low-cost supplier for scenario 2 (hardware only).
- Available through distribution: Hill-Rom, Rauland and West-Com
- Available direct: Hill-Rom and Rauland

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

Full launch content available

- [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

- **Physiological Monitoring Systems:** Systems that continuously monitor a patient's physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure so that changes can be identified and treated if necessary.

RFID Asset Tracking and Management Solutions

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category includes manufacturers of the hardware components and software, along with the associated professional services, used to locate and/or track tags wirelessly and accurately using radio frequency identification (RFID) to assist organizations improve overall productivity, efficiency, safety and quality.

Class of trade

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

Aeroscout (Stanley)	Aurel Lebel	613.287.1323	aurel.lebel@sbdinc.com
CenTrak	Gary Sunsten	214.563.2400	gsunsten@centrak.com
Champion	Steven Coloia	773.368.5507	scoloia@championmt.com
Versus	Scott Hirst	661.618.4510	shirst@midmark.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) where available, is required for Tier 2 or higher with Aeroscout and CenTrak.
 - CenTrak requires a separate member agreement.
- Versus requires a PMDF for all tiers.
- Champion does not require a PMDF due to single tier.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, GPOs and established networks with Aeroscout, CenTrak and Versus.
- Champion offers a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with CenTrak, Champion and Versus.
- Aeroscout pricing is firm for 18 months; thereafter pricing may be increased one time up to 3 percent on a line item basis.
- Aeroscout has a late payment penalty of up to 1.5 percent.
- CenTrak, Champion and Versus offer early payment discounts.
- Scenario analysis reveals Versus was the low-cost supplier for non-human asset tracking.
- Versus offers a large order threshold.
- Available through distribution: Aeroscout, CenTrak and Versus
- Available direct: Aeroscout, CenTrak, Champion and Versus

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

Awarded suppliers

Supplier	New	Expiring
 Aeroscout	PP-IT-157	PP-IT-087
 CENTRAK	PP-IT-158	New
 CHAMPION Medical Technologies	PP-IT-154	New
 VERSUS Locating Advantages for Healthcare™	PP-IT-155	New

Champion is a small business enterprise (SBE).

The agreements with Ekahau (PP-IT-088) and IBSA (PP-IT-085) expired July 31, 2015.

There is no ASCEND® award in this category.

Financial considerations:

- Labor costs associated with installation
- Maintenance costs if performed by the supplier
- Loss prevention and increased efficiency cost savings by using real time locating technologies
- Early payment discounts and large order thresholds

Product considerations:

- Temperature monitoring capabilities
- Hand hygiene monitoring capabilities
- Active or passive tag availability
- Tag sterilization requirements based on placement and use
- Battery life

Roadblocks to conversion:

- If your facility is currently using a different RFID supplier, the solutions are not easily interchangeable
- Capability to interface with installed vendors for related systems, e.g. electronic medical records (EMR) and building maintenance systems

RFID Asset Tracking and Management Solutions Effective February 1, 2016

Expires January 31, 2019

Full launch content and additional resources available

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

Related categories






- **Hand Hygiene Monitoring Systems**: Automatic identification hand hygiene monitoring solution for meeting stringent hand hygiene compliance requirements
- **Radio Frequency Band Adult and Infant Security Systems** (also known as anti-abduction systems): Patient security systems utilized in various healthcare settings to prevent the abduction of children ranging in age from neonate through youth. The category also includes equipment to locate patients and prevent elopement or wandering in the older teen and geriatric populations.
- **Surgical Sponge Detection Systems**: Sponges, gauze and towels used during surgery that are equipped with tracking mechanisms. Also included is the equipment used to detect and count these materials to ensure they are removed and accounted for.
- **Wireless Temperature Monitoring**: Wireless temperature monitoring systems which continuously assess that medications, vaccines and other pharmacy products are maintained under recommended storage and transport conditions and ensure regulatory compliance

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.

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

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.

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.

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

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

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.

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	zdhatta@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

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

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.




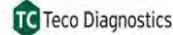
Aggregation opportunities

- 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.

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

Batteries and Battery Products

Effective August 1, 2015

Expires November 30, 2018

Products available



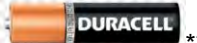
This category includes a full range of batteries and battery products, including rechargeable, non-rechargeable, disposable, button cell and specialty medical batteries.

Class of trade

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

Artisan Power	Julianne Pagano	978.562.4300	jpagano@artisanpower.com
Energizer	Gail Glenister	800.426.8268 x87047	gail.glenister@energizer.com
Duracell	Bob Maycock	803.329.1827	maycock.re@pg.com

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

Awarded suppliers		
Supplier	New	Expiring
 *	PP-MM-331	New
	PP-MM-332 AS-MM-332	PP-MM-176
 **	PP-MM-333	PP-MM-172

*Artisan Power is a small business enterprise (SBE).

**In August 2015, P&G divested its interest in Duracell to establish Duracell as a standalone business.

The agreement with Energizer expires July 31, 2018.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Artisan.
- A PMDF/electronic PA is not required with Energizer and P&G due to single-tier offerings.

Aggregation opportunities

- Aggregation is allowed with Artisan Power for multi-facility systems, GPOs and established networks.
- Aggregation is not applicable with Energizer and P&G due to single-tier offerings.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - Flat with Energizer.
 - 3.84 percent higher with P&G.
- **Financial analysis shows Energizer is the low-cost supplier for standard batteries.**
- Artisan Power offers handheld scanner and phone batteries.
- Available through distribution: Energizer and P&G
- Available direct: Artisan Power and Energizer

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

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited. For the Word version of the toolkit that can be edited, please see the modifiable value analysis toolkit in Supply Chain Advisor.
- [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.

Financial considerations:

- Payment terms and early payment discounts
- Minimum order requirements when purchasing direct
- Warranty coverage for batteries and items damaged as a result of the battery

Patient and product considerations:

- Battery type needed
- Battery chemistry and composition
- Shelf life
- Operating temperature

Roadblocks to conversion:

- Existing agreements in your facility

Cerebral and Regional Oximetry Equipment

Effective February 1, 2017

Expires April 30, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-MM-453	PP-MM-252
	PP-MM-452	PP-MM-253

Nonin is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Chart Paper and Related Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Full launch content and additional resources available

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

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content and additional resources available

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Awarded suppliers

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

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Capital budget constraints
- Conversion costs
- Standardization

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Related categories

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

Custom Whiteboards

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category is open to the manufacturers of custom whiteboards. These whiteboards can be used in healthcare to improve patient, family and staff communication; education for easy updates/announcements, display of calendar due dates and recognition of achievements; with athletic departments and teams to illustrate plays, post practice and game times and the starting lineup; restaurants to post menus, daily specials, promote happy hours, post employee schedules and track inventory; and in corporations and government for brainstorming, communication, charts and graphs, goals and policies. Accessories include markers, erasers, stands, mounts, magnets and cleaners.

Class of trade

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

Chameleon	Matthew Green	615.656.3280	matt@chameleonwhiteboard.com
Clarus	Kevin Froehlich	817.541.8147	kevin@clarusglassboards.com
Viscot	Gary Pieringer	973.887.9273	b32@viscot.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 Viscot.
- A PMDF/PA is not required with Chameleon or Clarus due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Viscot.
- Aggregation with Chameleon and Clarus is not applicable due to single tier offerings.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Chameleon offers a free insert (front-sided print) at no added charge with the purchase of a custom board (\$32 value).
- **Pricing scenarios reveal Chameleon is the low-cost supplier.**
- Available through distribution: Clarus
- Available direct: Chameleon, Clarus, Viscot

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

Full launch content and additional resources available

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Related category

- **Office Supplies and Business Services:** Routine office supplies plus products and services that help run your business, including paper, toner, break room/janitorial supplies, technology, furniture, print service and promotional products

Awarded suppliers

Supplier	New	Expiring
	PP-MM-598 AS-MM-598	New
	PP-MM-599	New
	PP-MM-600	New

Clarus is a small business enterprise (SBE).
Viscot is a veteran-owned business enterprise (VET).

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

Digital Media and Resource Materials

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This category includes printed and web-based publications as well as reference, research and information resources for health, non-health, scientific, educational, financial, compliance/legal and technical products. Also included are association management services and library management services.

Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- J.A. Majors' agreement excludes academic libraries.

HPC	Carla Hawkins	219.292.4295	chawkins@hiltonpub.com
J.A. Majors	Margaret Lane	704.998.3325	margaret.lane@baker-taylor.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 not required due to single tier offerings.

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.
- HPC's new agreement offers discounts up to 90 percent off list price. Discounts vary by sub-category.
- HPC offers an association management service and a library management service as value-adds.
- HPC offers an early payment discount on orders paid with 15 days of product delivery, invoice receipt or acceptance, whichever date is later.
- J.A. Majors' new agreement offers discounts up to 40 percent off list price. Discounts vary by sub-category.
- Available direct: HPC, J.A. Majors

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-MM-485	PP-MM-270
	PP-MM-487	PP-MM-271

HPC and J.A. Majors are a minority-owned business enterprise (MBE).

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

Equipment Liquidation and Related Services

Effective May 1, 2016

Expires April 30, 2019

Products and services available

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

Class of trade

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

AnewMed	Clay Johnson	770.263.9633	cjohnson@anewmed.com
BidMed	Joanne Frogge	714.272.4619	joanne@bidmed.com
Centurion	Terri Mangialomini	708.761.6655	terri@centurionservice.com
EcoMed	Erin Rubalsky	847.9013261	erubalsky@ecomedhtm.com
Ettin Group	Tomasz Bednarek	847.656.1234	tomasz@ettingroup.com
Manage Resource	Brad Andrew	440.289.6490	bandrew@manageresourcgroup.net
Tekyard	Ed Calloway	952.594.5787	ec@tekyard.com

Note: Supplier contact information is current as of February 14, 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 not required with any suppliers due to single tier offerings.
- A service agreement is required for all services with Centurion.

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.
- Centurion offers value-adds, such as asset relocation software, free appraisals and online time auction rebates.
- EcoMed offers reduced fees and waived fees as value-adds.
- Ettin Group offers performance commission discounts, shipping and handling commission discounts and travel expenses discounts as value-adds.
- Manage Resource Group offers access to Appraise Now™ as a value-add.

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
 AnewMed	PP-SV-100	New
 BidMed	PP-SV-148	PP-MM-228
 Centurion Service Group	PP-SV-101	PP-MM-229
 EcoMed	PP-SV-086	New
 Ettin Group	PP-SV-089	New
 Manage Resource Group, Inc.	PP-SV-087	PP-MM-230
 tekyard	PP-SV-088	New

Centurion is a small business enterprise (SBE), and Tekyard is a minority-owned business enterprise (MBE).

BidMed LLC was added to the category effective April 1, 2017.

Financial considerations:

- Supplier service fees and equipment revenue models
- Payment terms (from the member to the supplier and from the supplier to the member)

Service considerations:

- Auction types and auction procedures
- Policies and programs for unsold equipment and specific items, such as batteries

Roadblocks to conversion:

- Local relationships
- Geographic coverage

Equipment Liquidation and Related Services

Effective May 1, 2016

Expires April 30, 2019

Full launch content and additional resources available

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

Related category

- **Refurbished Capital Equipment:** Capital equipment that has been either refurbished or remanufactured and is available for purchase

Labels, Identification Bands and Related Products

Effective February 1, 2016

Expires January 31, 2019

Products available

This category includes departmental specific labels, pharmacy labels, color coded printers, ID wristbands, adult and pediatric wristbands and software.

Update October 2016: GA International was awarded a Technology Breakthroughs for their cryogenic labels. Their agreement is effective October 1, 2016 through January 31, 2019.

Class of trade

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

GA International	John Phillips	450.973.9420	john.phillips@ga-international.com
Medical ID Solutions*	Deven Pathak	407.505.5809	deven@medicalmands.com
Precision Dynamics Corporation (PDC)	Mark Bouchard	815.577.9682	markbouchard@pdcorp.com
Zebra	Sherry Love	314.726.3681	slove@zebra.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- All suppliers offer pricing that is firm for the term of the agreement.
- Medical ID Solutions offers an early payment discount.
- Orders under \$100 for Medical ID Solutions will be charged a flat shipping fee of \$10.
- Zebra's offering is limited to its proprietary products under this agreement.
- All suppliers have minimum order conditions.
- Available through distribution: Medical ID Solutions and PDC
- Available direct: Medical ID Solutions, PDC and Zebra

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





Full launch content and additional resources available

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

- **Radio Frequency Band Adult Infant Security Systems:** RFID alert systems for neonate to adult patients.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-434	New
 Medical ID Solutions	PP-MM-374	PP-MM-187
	PP-MM-372 AS-MM-372	PP-MM-186 AS-MM-186
	PP-MM-373	PP-MM-188 AS-MM-188

Medical ID Solutions is a minority-owned business enterprise (MBE).

Financial considerations:

- Pricing
- Payment terms and early payment discounts
- Minimum order requirements
- Shipping terms

Patient safety and satisfaction:

- Alert wristband colors
- Product offerings for varied patient population
- Standard versus custom labels and ID bands
- ID band material composition

Roadblocks to conversion:

- Existing labels and identification band agreements in your facility
- Printer compatibility

MSDS Management Services

Effective March 1, 2016

Expires February 28, 2019

Products and services available

This category includes online tools, such as on-demand compliance, electronic solutions, consulting and training, indexing, cross-referencing, storing and filing electronic records.

Class of trade

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

CloudSDS	Soumitra Banerjee	818.252.9447	info@cloudsds.com
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Note: Supplier contact information is current as of November 1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is 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
- CloudSDS offers three plans: Basic, professional and enterprise. Each plan is defined in the value analysis toolkit.
- CloudSDS offers between a 10 and 15 percent discount off of list price, depending on tier placement.
- CloudSDS offers a first responders plan and 24x7 fax back and emergency plan as value-adds.

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


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Related category

- **Housekeeping Products:** Products used within all internal facility areas to disinfect and clean general surface areas and flooring

Awarded supplier

Supplier	New	Expiring
 CloudSDS	PP-FA-533	New

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

The current agreement with MSDSONline (PP-FA-415) expires February 29, 2016.

Financial considerations:

- Scalable for small facilities and large systems
- Savings through the elimination of paper, binders and storage for MSDS sheets
- Prevention of fines and litigation for non-compliance

Service considerations:

- Infection control and [EPA guidelines](#)
- [OSHA Hazard Communication Safety Standard](#)
- Ease of use
- Ease of access
- Customer service support

Roadblocks to conversion:

- Unwillingness to convert to an electronic system
- MSDS management in-house

Non-invasive Ventilators

Effective July 1, 2016

Expires June 30, 2019

Products and services available

This category includes continuous airway pressure (CPAP) units, bi-level (biPAP) units and the associated consumables (masks, cannulas and tubing).

Class of trade

- Philips' agreement is available to acute care, continuum of care and Premier REACH members.
- ResMed's agreement is allowed for facilities doing business in the acute hospital market that only treat inpatients.

Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Pulmonary	Robert Berny	317.246.5505	bberny@pulmonary.com
ResMed	Ian Blaxland	858.836.6822	ian.blaxland@resmed.com

Note: Supplier contact information is current as of February 15, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with ResMed.
- A PMDF/PA is not required with Philips due to a single tier offering. Philips does require Exhibit K GPO Declaration Form unless the form has been previously submitted.

Aggregation opportunities


- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with ResMed.
- Aggregation is not applicable with Philips due to a single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Philips' new agreement pricing is flat compared to the expiring agreement pricing.
- Philips' consumables orders less than \$500 must be placed directly through the Philips eStore via EDI.
- A \$25 handling fee applies to ResMed orders less than \$200.
- Available direct: Philips, ResMed
- Available through distribution: Philips

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

Awarded suppliers

Supplier	New	Expiring
PHILIPS	PP-AC-123	PP-AC-084
Pulmonary®	SD-MM-025	New
 ResMed	PP-AC-124	New

Pulmonary is a SEEDS™ supplier; small business enterprise (SBE) effective February 15, 2017.

Financial considerations:

- Installation costs
- Minimum orders

Patient safety and satisfaction:

- Non-invasive ventilators are recommended to prevent ventilator-associated infections

Roadblocks to conversion:

- Disposables (masks, tubing, cannulas) may be proprietary to ventilators
- Capital budget constraints
- Class of trade restrictions

Non-invasive Ventilators

Effective July 1, 2016

Expires June 30, 2019

Full launch content and additional resources available

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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.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

Related categories

- **Active Humidification Devices and Accessories:** Humidification devices that humidify, warm and sometimes filter gas being delivered to the patient during ventilation
- **Respiratory Therapy Products:** Non-vented masks, CPAP and bi-level masks
- **Ventilators:** Intensive care, high frequency oscillatory, transport/ portable and mass casualty ventilators

Office Supplies and Business Services

Effective August 1, 2017

Expires July 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with AOPD, FriendsOffice, Guy Brown, MMS and Office Depot.
- A PA/PMDF is required at all tiers with Staples unless otherwise waived.

Aggregation opportunities

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

Other key value and terms

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

Awarded suppliers

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

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

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

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

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

Other key value and terms (continued)

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

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

Full launch content and additional resources available

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Related categories

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

Patient Lifts and Lateral Transfer Devices

Effective August 1, 2015

Expires July 31, 2018

Products available

This category includes:

- Mechanical devices used to assist healthcare workers in transferring patients from one location to another when that patient is unable to actively assist with the transfer or complete the transfer on their own.
- Non-mechanical and mechanical lateral patient transfer products specifically designed to transfer patients laterally or using side-to-side movements from one location to another.
- Mechanical devices used to transfer patients from automobiles to wheelchairs and back.

Class of trade

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

ArioHuntleigh	Steven Negri	620.757.5867	steven.negri@getinge.com
EZ Way	Mary Landhuis	712.542.1810	mlandhuis@ezlifts.com
Handicare (RoMedic)	John Hackbart	262.888.3202	john.hackbart@handicare.com
HoverTech*	Stacey Bailey	800.471.2776	sbailey@hovermatt.com
Joerns	Collin Sanders	800.826.0270 x1102	collin.sanders@joerns.com
McAuley Medical	John McAuley	352.399.6816	john@mcauleymedical.com
Tollos (T.H.E. Medical)	Christina Modeski	705.716.2028	cmodeski@tollos.com
Wy'East	Susan Ahmann	503.657.3101 x216	susana@wyeastmed.com

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher for all suppliers except McAuley who only offers one tier.

Aggregation opportunities









- Aggregation is available with for multi-facility systems, GPOs and established networks for all suppliers offering more than one tier.

Other key value and terms

- All suppliers except Joerns offer an early payment discount.
- ArjoHuntleigh, EZ Qay, HoverTech, Joerns, McAuley, Tollos and Wy'East all offer value adds.
- All suppliers offer shipment direct and via distribution.

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-339	PP-NS-709
	PP-MM-355	PP-NS-714
	PP-MM-356	PP-NS-718
	PP-MM-340	PP-NS-716
	PP-MM-353	PP-NS-711
	PP-MM-354	PP-NS-717
	PP-MM-342	PP-NS-710
	PP-MM-352	New

Financial considerations:

- Warranties
- Safe patient handling programs
- Installation
- Service agreements
- Disposable versus reusable slings

Patient and safety satisfaction:

- Features designed for patient safety and comfort
- Healthcare worker safety
- OSHA's ergonomic guidelines for reducing back injuries
- Safe patient handling legislation
- Infection control and cleaning requirements

Roadblocks to conversion:

- Slings that are proprietary
- Capital budget constraints
- Space constraints/ room and hall dimensions

Full launch content available

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Related Categories

- **Bathing Systems**: Shower trolleys and chairs
- **Mobility Aids**: Canes, walkers, and bath and toilet assists

Peak Use Rental Equipment

Effective December 1, 2016

Expires November 30, 2019

Products and services available

This category includes the rental of capital equipment, including infusion pumps, infant care, patient monitoring and respiratory care. Patient beds are not included in this category.

Class of trade

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

Freedom Medical	Bonnie Francis	610.903.0200	bfrancis@freedommedical.com
Martab Medical	Anthony Marmo	800.229.2290 x225	amarmo@martab.com
UHS	Tony Lacroix	706.414.8145	calacroix@uhs.com
US Med-Equip	Tim Heck	877.677.7767	theck@usmedequip.com

Note: Supplier contact information is current as of September 2, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.
- A PA/PMDF is required at all service tiers for UHS's additional services.

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.
- Freedom Medical's new agreement pricing offers 2.6 percent savings compared to its expiring agreement pricing.
- Freedom Medical offers price advantage and asset management as value-adds.
- Martab Medical offers asset management as a value-add.
- UHS's new agreement pricing offers 11.6 percent savings compared to its expiring agreement pricing.
- UHS offers long-term rental discount and a multi-line discount as value-adds.
- US Med-Equip's new agreement pricing offers 7.9 percent savings compared to its expiring agreement pricing.
- US Med-Equip offers an equity discount and a lost equipment policy as value-adds
- **UHS is the low-cost supplier on crossed items.**
- Available direct: Freedom Medical, Martab Medical, UHS and US Med-Equip.

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-448	PP-MM-243
	PP-MM-449	New
	PP-MM-451 AS-MM-451	PP-MM-244 AS-MM-244
	PP-MM-450	SD-MM-021

*Martab is a small business enterprise (SBE) and US Med Equip is a minority-owned business enterprise (MBE).

The current agreement with Hill-Rom (PP-MM-245) expires November 30, 2016.

Financial considerations:

- Rental pricing
- Payment terms
- Early payment discounts
- Billing methods
- Value adds, such as long-term rental discounts and tracking capabilities

Customer safety and satisfaction:

- Supplier geographic coverage
- Products available for rental
- Delivery guarantees
- Online capabilities
- Equipment maintenance process
- Customer educational offerings
- Consignment options
- Additional services offered

Roadblocks to conversion:

- Existing agreements and products used in your facility
- Supplier geographical and product coverage

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Related categories

- **Patient Beds, Mattresses, and Therapeutic Surfaces – Rental**: Bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, low beds, medical-surgical beds, bariatric beds and accessories for rental
- **Clinical Equipment Repair and Maintenance Services**: Third-party outsourcing of clinical biomedical engineering, which includes the repair, maintenance and diagnostic services of clinical equipment

Post Mortem Equipment and Supplies

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes adult, bariatric, pediatric and infant post mortem bags, shrouds and accessories.

Class of trade

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

Busse	Ray O'Hara	631.435.4711	rohara@busseinc.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offerings with both suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Busse's new agreement offers up flat pricing compared to its expiring agreement pricing.
- Medline offers a new customer conversion rebate. See value-adds/rebates in the value analysis toolkit for details.
- Available through distribution: Busse, Medline
- Available direct: Medline

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

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Awarded suppliers

Supplier	New	Expiring
	PP-MM-465	PP-MM-268 AS-MM-268
	PP-MM-466 AS-MM-466	New

Busse is a woman-owned business enterprise (WBE).

Current agreements with Alpha Medical (PP-MM-266), BioSeal (PP-MM-267) and LDI Corporation (PP-MM-269) expire June 30, 2017.

Financial considerations:

- Payment terms
- Shipping terms
- Rebates

Patient safety and satisfaction:

- Integrity of bag material and seals
- Product weight capacity
- Products for specific patient populations (e.g. pediatric, bariatric)
- Handles and ease of bag movement by staff

Roadblocks to conversion:

- Existing post mortem agreements in your facility
- Post mortem equipment provided by local funeral homes

Refurbished Capital Equipment

Effective October 1, 2015

Expires September 30, 2018

Products and services available

This category includes capital equipment that has been either refurbished or remanufactured and is available for purchase. Equipment consists of items such as operating room (OR) tables, OR lights, surgical microscopes and sterilizers.

This category was previously called Refurbished *Operating Room* Capital Equipment.

Class of trade

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

DRE	Joe Segree	877.321.8916	jsegree@dremed.com
Future Health Concepts	Kimberly Kern	407.322.3672	kkern@fhcuse.com
Heartland Medical	Michael Dirr	502.671.1014	mdirr@heartlandmeds.com
KMA Remarketing	Ken Allshouse	814.371.5242	kallshouse@kmaremarketing.com
Metropolitan Medical	Jeffrey Rhinehart	828.250.0173	j.rhinehart@metropolitanmedical.com
Monet Medical	Rich Absher	801.327.9063	rich@monetmedical.com
Olympus	Cheryl Tapper	484.896.3195	cheryl.tapper@olympus.com
ST Surg	Kevin Grant	800.827.3747 x13	kgrant@stsurg.com
STERIS	Jon Parnell	616.510.0678	jon.parnell@steris.com

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










How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with DRE, Heartland Medical, KMA Remarketing, Metropolitan Medical and ST. Surg.
- A PMDF/electronic PA is not available with FHC, Monet Medical, Olympus and STERIS due to single tier offerings.

Aggregation opportunities

- Aggregation is available with for multi-facility systems, GPOs and established networks with DRE, Heartland Medical, KMA Remarketing, Metropolitan Medical and ST. Surg.
- Aggregation is not applicable with FHC, Monet Medical, Olympus and STERIS due to single tier offerings.

Awarded suppliers

Supplier	New	Expiring
 DRE	PP-MM-348	New
 FHC	PP-MM-343	PP-OR-951
 Heartland *	PP-MM-344	PP-OR-952
 *	PP-MM-349	New
 *	PP-MM-345	PP-OR-953
 MONET MEDICAL, INC. <small>WHERE EQUIPMENT REDEFINES VALUE</small>	PP-MM-350	New
 OLYMPUS	PP-MM-351	New
 SEATTLE TECHNOLOGY	PP-MM-346	PP-OR-955
 STERIS	PP-MM-347	PP-OR-954

*Heartland Medical, KMA Remarketing and Metropolitan Medical are small business enterprises (SBEs)

Financial considerations:

- Distribution agreements
- Warranties
- Cost of maintenance
- Price protection

Product considerations:

- Assurance that all equipment has original manufacturer specified functionality

Roadblocks to conversion:

- Education of staff that refurbished equipment carries the same functionalities as new equipment
- Staff perception of refurbished equipment

Refurbished Capital Equipment

Effective October 1, 2015

Expires September 30, 2018

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Weighted financial analysis reveals, compared to expiring agreement pricing, new agreement pricing is:
 - 7.5 percent more favorable with FHC.
 - Flat with Heartland Medical.
 - 31.3 percent more favorable with Metropolitan Medical.
 - 10.5 percent more favorable with ST Surg.
 - 7.6 percent more favorable with STERIS.
- Available through distribution: ST Surg and STERIS
- Available direct: DRE, FHC, Heartland, KMA, Metropolitan Medical, Monet Medical, Olympus, ST Surg and STERIS

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

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Adult and Pediatric Exam Table Paper and Related Products

Effective July 1, 2017

Expires June 30, 2020

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 with TIDI.
- Graham does not require a PMDF/PA due to single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of both agreements.
- TIDI's new agreement offers a 3.4 percent increase compared to the expiring agreement pricing.
- TIDI offers volume rebates based on aggregate Premier purchases. See value analysis toolkit for details.
- **Graham is the overall low-cost supplier on crossed items.**
- Available through distribution: Graham and TIDI

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



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Related categories

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

Awarded suppliers

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

Graham is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Bandages, Dressings and Gauze

Effective October 1, 2016

Expires October 31, 2019

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with all suppliers.
- Covidien requires a Primary Group Designation Form, if not previously declared.

Aggregation opportunities

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

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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions

Full launch content and additional resources available

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

Related categories

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

Bladder Scanners

Effective June 1, 2017

Expires May 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content available

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Bladder Scanners

Effective June 1, 2017

Expires May 31, 2020

Related categories

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

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

Expires August 31, 2020

Products and services available

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

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

Class of trade

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

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Access Scientific	Phil Royston	913.626.1545	proyston@accessscientific.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
BioDerm	James Terpstra	616.335.4149	jterpstra@bioderminc.com
I.V. House	Lisa Vallino	314.956.7975	lisa@ivhouse.com

Note: Supplier contact information is current as of August 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 3M, Access Scientific, Bard and I.V. House.
- A PMDF/PA is not required with BioDerm due to single tier offering.

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

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

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

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

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

Expires August 31, 2020

Full launch content and additional resources available

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

Related categories

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

Central Venous Access Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

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

Class of trade

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

Access Scientific	Phil Royston	858.259.8333	proyston@accessscientific.com
Arrow/Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com
Bard	Robert Anderson	770.329.4556	bob.anderson@crbard.com
Centurion	Adrienne Croissant	618.206.8356	acroissant@centurionmp.com
Medcomp	Adam Brody	609.456.3856	abrody@medcompnet.com

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

How to operationalize these agreements

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

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

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

Access Scientific is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Central Venous Access Products

Effective July 1, 2017

Expires June 30, 2020

Full launch content and additional resources available

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

Related categories

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

Cohesive Bandages

Effective February 1, 2017

Expires January 31, 2020

Products available

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

Class of trade

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

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
Andover	Kevin Thomas	615.545.6658	kthomas@andoverhealthcare.com
S2S	Chris McCaw	804.310.0034	chris_mccaw@premierinc.com

Note: Supplier contact information is current as of August 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

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

Other key value and terms

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

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

Full launch content and additional resources available

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Awarded suppliers

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

Andover is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Cohesive Bandages

Effective February 1, 2017

Expires January 31, 2020

Related categories

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

Convulsive Therapy Stimulators and Related Products

Effective April 15, 2015

Expires March 31, 2018

Products and services available

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

Class of trade

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

MECTA	Adrian Kettering	304.685.7192	consult@mectacorp.com
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Note: Supplier contact information is current as of April 10, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offering.
- Members must specify to MECTA sales managers that they are a Premier member before ordering to receive the pricing and benefits negotiated on behalf of Premier.

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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Awarded supplier

Supplier	New	Expiring
MECTA	PP-AC-104	New

MECTA is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Consumables are proprietary
- Public opinion of convulsive therapy

Disposable Labor and Delivery Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

Class of trade

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

Covidien	Greg Goodall	757.450.9234	greg.j.goodall@medtronic.com
DeRoyal	Matt Spalding	865.318.7435	mbspalding@deroyal.com
EME	Vincent Abadie	800.423.2926	vabadie@emecompany.com
Kerma	Tammy Williams	757.398.8400	twilliams@kermamedical.com
S2S Global	Chris McCaw	804.310.0034	chris_mccaw@premierinc.com

Note: Supplier contact information is current as of August 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher with all suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

Aggregation opportunities






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

Other key value and terms

- Pricing is firm for the term of the agreement with DeRoyal, EME, Kerma and S2S Global.
 - Covidien pricing is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien offers 2.2 percent savings overall compared to the expiring agreement.
- DeRoyal offers flat pricing overall compared to the expiring agreement.
- EME offers 5.4 percent savings overall compared to the expiring agreement.
- Kerma offers 3.3 percent savings overall compared to the expiring agreement.
- S2S Global is the low-cost supplier for those suppliers with more than 50 percent of crossed spend.**
- Available through distribution: Covidien, DeRoyal, EME, Kerma and S2S Global
- Available direct: Covidien (3% direct order fee), DeRoyal, EME and S2S Global (container shipments only)

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

Awarded suppliers

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

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

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

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

Disposable Labor and Delivery Products

Effective September 1, 2017

Expires August 31, 2020

Full launch content and additional resources available

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Related categories

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

Disposable Non-Sterile Protective Apparel

Effective December 1, 2015

Expires November 30, 2018

Products available

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

Class of trade

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

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

Note: Supplier contact information is current as of April 5, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities









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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

- Value-adds
- Early payment discounts
- Minimum orders

User safety and satisfaction:

- AAMI level offerings
- Sizes available
- Coverage options

Roadblocks to conversion:

- Existing supplier relationships
- Clinical preference

Disposable Non-Sterile Protective Apparel

Effective December 1, 2015

Expires November 30, 2018

Full launch content and additional resources available

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

Related categories

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

Disposable Shower Sleeve and Cast Covers

Effective June 1, 2015

Expires May 31, 2018

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms


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

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

Full launch content and additional resources available

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- [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.

Awarded suppliers

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

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

There is no ASCEND® award in this category.

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Disposable Vaginal Speculums

Effective July 1, 2016

Expires June 30, 2019

Products and services available

This category includes disposable vaginal speculums and speculum lighting systems.

Class of trade

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

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

Note: Supplier contact information is current as of April 4, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with OBP Medical and Welch Allyn.
- A PMDF/PA is not required with Trinity Sterile due to its single tier offering.

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- Trinity Sterile's new agreement pricing offers 3.7 percent savings compared to its expiring agreement pricing.
- Welch Allyn's new agreement pricing has a 2.0 percent increase compared to its expiring agreement pricing.
- **Trinity Sterile is the low-cost supplier.**
- Available through distribution: OBP Medical, Trinity Sterile, Welch Allyn
- Available direct: Trinity Sterile

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-AC-120	New
	PP-AC-121	PP-AC-086
	PP-AC-122	PP-AC-085

OBP Medical is a small business enterprise (SBE). Trinity Sterile is a minority-owned business enterprise (MBE).

Financial considerations:

- Aggregation
- Pricing

Patient safety and satisfaction:

- Patient population and speculum sizes
- Patient comfort
- Cervical cancer screening
- Infection control and cross-contamination

Roadblocks to conversion:

- Distribution agreements

ECG Electrodes, Cables, Lead Wires and Defibrillator Pads

Effective October 1, 2017

Expires September 30, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

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

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

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

Full launch content and additional resources available

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Related categories

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

Exam Gloves

Effective May 1, 2016

Expires April 30, 2019

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with all suppliers except Medgluv.
- Medgluv offers a single tier where PMDF/PA is not required.

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

- Cost of glove dispenser conversions
- Nitrile versus vinyl gloves

Patient/employee safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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

Related categories

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

Fall Management Footwear

Effective August 1, 2017

Expires July 31, 2020

Products available

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

Class of trade

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

Cardinal	Fran McCormick	847.887.6148	fran.mccormick@cardinalhealth.com
Encompass	Tom Sweatt	817.233.8064	tom.sweatt@encompassgroup.net
S2S Global	Chris McCaw	804.310.0034	chris_mccaw@premierinc.com

Note: Supplier contact information is current as of August 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term of the agreement with all suppliers.
- Cardinal's new agreement offers 0.5 percent savings overall compared to its expiring agreement.
- Encompass' new agreement offers 3.3 percent savings overall compared to its expiring agreement.
- Encompass offers a conversion rebate. See value-adds section in the value analysis for details.
- S2S's new agreement offers flat pricing compared to its expiring agreement.
- **Encompass is the overall low-cost supplier on crossed items.**
- Available through distribution: Cardinal, Encompass, S2S Global
- Available direct: Encompass, S2S Global (container shipments only)

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

Full launch content and additional resources available

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

Awarded suppliers

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

Encompass is a small business (SBE).

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

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

Fall Management Footwear

Effective August 1, 2017

Expires July 31, 2020

Related categories

- **Restraints and Fall Prevention Products:** Fall prevention programs, visual cues, warning systems/monitors/alarms, and patient restraints or restraining garments and devices that limit the physical movement of the patient
- **Mobility Aids:** Canes, crutches, knee walkers, motorized scooters, walkers and wheelchairs
- **Physical Therapy Products and Exercise Equipment:** Products and equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, cubicle curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles, hamper bags and incontinence products
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids

Glucose Management

Effective April 1, 2016

Expires March 31, 2019

Products and services available

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

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

- Early payment discounts
- Pricing for meters and test strips

Patient safety and satisfaction:

- Possible cross-contamination from sharing blood glucose meters

Roadblocks to conversion:

- Test strips are proprietary to blood glucose meters

Glucose Management

Effective April 1, 2016

Expires March 31, 2019

Full launch content and additional resources available

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

Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

Products and services available

This category includes an automatic identification hand hygiene monitoring solution for meeting stringent hand hygiene compliance requirements. This system automatically and continuously monitors staff members' compliance with defined hygiene and infection protocols. Using the data the system collects and analyzes hospital managers or administrators can easily run detailed reports that calculate compliance rates, interactions, high traffic areas and level of supplies.

Class of trade

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

Biovigil	Brent Nibarger (West)	818.203.8251	bnibarger@biovigilsystems.com
	Scott Jeffery (East)	908.370.7143	sjeffery@biovigilsystems.com
DebMed	Ron Chappuis	224.567.3670	ron.chappuis@debmed.com
GOJO	Christopher Wood	330.255.6000	woodc@gojo.com

Note: Supplier contact information is current as of August 5, 2015. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required to aggregate.

Aggregation opportunities

Special price considerations are available on an individual basis for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Biovigil and DebMed have minimum order thresholds.
- Biovigil offers a 5 percent discount for paying one year's fee in advance.
- DebMed offers an annual rebate.
- GOJO requires the use of their soap/lotion/sanitizer dispensers for the hand hygiene solution.
- GOJO was the low-cost supplier in the scenario.
- Available through distribution: GOJO (after initial order)
- Available direct: Biovigil, DebMed and GOJO

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

Awarded suppliers		
Supplier	New	Expiring
	PP-NS-858	PP-NS-750
	PP-NS-859	New
	PP-NS-860	New

Biovigil is a small business enterprise (SBE).

Financial considerations:

- Termination fees
- Hardware and software requirements
- Implementation costs
- Discounts and rebates available

Patient safety and satisfaction:

- Hospital-acquired condition reductions
- Report customization
- Monitoring options (single room, healthcare worker)

Roadblocks to conversion:

- Existing supplier relationships
- Some monitoring systems are proprietary to soaps and lotions

Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

Full launch content and additional resources available

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Related categories

- **RFID Asset Tracking and Management Solutions:** Includes manufacturers of the hardware components and software, along with the associated professional services, used to locate and track assets wirelessly and accurately using active radio frequency identification (RFID) to assist healthcare organizations improve overall productivity, efficiency and quality.
- **Soaps, Lotions and Waterless Hand Rinses:** This category includes hand and forearm cleansing and antiseptis products used by healthcare personnel outside of the surgical suite.
- **Surgical Hand Preps:** This category includes solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures.

Hemodynamic Monitoring Products and Accessories

Effective July 1, 2017


Expires June 30, 2020

Products available

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

Class of trade

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

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

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Equipment with proprietary disposables

Other key value and terms

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

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

Full launch content and additional resources available

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

Related categories

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

High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

Services available

The agreements in this category offer reprocessing services for semi-critical and non-critical single use devices.

Class of trade

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

Hygia	Glenn Chenot	865.755.3181	glenn.chenot@hygia.net
ReNú	Amy Long	425.353.1110 x312	amy@renumedical.com

Note: Supplier contact information is current as of September 22, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 and higher for ReNu. Hygia offers a single Premier tier.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks for ReNu. Hygia offers a single Premier tier.

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Incumbent to new pricing and terms and conditions remain the same for both suppliers.
- ReNu offers a value add conversion rebate and volume growth rebate.
- ReNu offers an early payment discount.
- Financial analysis reveals both suppliers offer savings compared to their expiring agreement pricing.
- **ReNú Medical is the low-cost supplier.**
- Available direct: Hygia and ReNú
- Available through distribution: ReNú

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

Additional resources

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

Supplier	New	Expiring
	PP-MM-337	PP-NS-742
	PP-MM-336 AS-MM-336	PP-NS-741 AS-NS-741

Hygia is a woman-owned business enterprise.
ReNú is a veteran-owned business enterprise.

Financial considerations:

- Incumbent to new pricing and terms and conditions remain the same for both suppliers
- Early payment discount

Patient safety and satisfaction:

- Non-critical and semi-critical devices versus critical devices

Roadblocks to conversion:

- Staff education about HLDR versus sterile reprocessing

High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

Related categories

- **High Level Disinfectants:** Chemicals capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi critical items. Also included in this category are Intermediate-level disinfectant wipes which are used to disinfect patient care areas and equipment in between patient use.
- **Sterile Reprocessing:** Sterile reprocessing is a service that is provided by a third party reprocessor that collects used or open and unused single use surgical devices from an acute care facility. These items are then cleaned, functionally tested/inspected, tracked as per the number of reprocessing cycles, re-packaged, and sterilized. The devices are then purchased by the facility at a savings over the original manufacturer.

Hot and Cold Packs

Effective December 1, 2016

Expires November 30, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with Cardinal and DeNovo.
- HMS and Solution Matrix do not require a PMDF/PA.

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions

Hot and Cold Packs

Effective December 1, 2016

Expires November 30, 2019

Full launch content and additional resources available

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Related categories

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

Intermediate Level Disinfectant Wipes

Effective May 1, 2017

Expires April 30, 2020

Products available

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

Class of trade

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

Certol	Ryan Osmundson	303.799.9401 x284	rosmundson@certol.com
Clorox	Kate Dean	214.213.9690	kate.dean@clorox.com
Diversey	Hector Espailat	508.643.3418	hector.espailat@sealedair.com
Metrex	Anne-Marie Herrick	518.935.5239	anne-marie.herrick@metrex.com
PDI	Jennifer Marsh	800.444.6725	jennifer.rhoda@pdihc.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Certol offers a 0.6 percent increase overall compared to the expiring agreement.
- Clorox offers a 1 percent increase overall compared to the expiring agreement.
- Diversey offers a 3.0 percent savings overall compared to the expiring agreement.
- Metrex offers a 2.7 percent savings overall compared to the expiring agreement.
- PDI offer flat pricing up to 5.7 percent savings compared to the expiring agreement.
- Certol is the low-cost supplier on crossed items.
- PDI is the overall low-cost supplier.
- Available through distribution: Certol, Clorox, Diversey, Metrex and PDI
- Available direct: Certol, Diversey and PDI

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1026	PP-NS-818
	PP-NS-1027	PP-NS-817
	PP-NS-1028	PP-NS-819
	PP-NS-1029	PP-NS-816
	PP-NS-1030 AS-NS-1030	PP-NS-815 AS-NS-815

Certol is a small business enterprise (SBE).

Financial considerations:

- Brackets and installation costs
- If disinfectant dries on surface before kill time is reached, must reapply

Patient safety and satisfaction:

- CDC guidelines for disinfection
- Device/equipment certification
- Contact kill time requirements
- Active ingredients
- Percent of alcohol in the product

Roadblocks to conversion:

- Existing supplier relationships
- Conversion costs

Full launch content and additional resources available

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Related categories

- **High Level Disinfectants**: Chemicals that are capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi-critical items
- **High Level Disinfection Reprocessing**: Reprocessing services for semi-critical and non-critical single use devices
- **Housekeeping Products**: Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Instrument Cleaners and Enzymatics**: Detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning

IV Fluids, Bag-based Drug Delivery and TPN Macronutrients

Effective February 1, 2014

Expires January 31, 2020

Products and services available

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

Class of trade

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

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

Note: Supplier contact information is current as of August 15, 2013. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with both suppliers.
- Baxter and B. Braun also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers or value-adds.

Aggregation opportunities

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

Other key value and terms

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

Awarded suppliers

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

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Other key value and terms (continued)

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

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

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

Related categories

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

IV Site Management and Accessories

Effective January 1, 2017

Expires December 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms




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

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

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Awarded suppliers

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

LSL is a minority business enterprise (MBE)

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

IV Site Management and Accessories

Effective January 1, 2017

Expires December 31, 2019

Related categories

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

Low Frequency Ultrasonic Wound Therapy

Effective May 1, 2016

Expires April 30, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Alliqua offers a non-contact, low-frequency ultrasound
- Alliqua offers purchase and rental acquisition options.
- Arobella offer a non-contact, low-frequency ultrasound and a contact debrider.
- Arobells offers purchase, rental and by the minute acquisition options.
- Available direct: Alliqua and Arobella

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



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Related categories

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

Awarded suppliers

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

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

There is no ASCEND® award in this category.

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Mobility Aids

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes products, such as canes, crutches, walkers and wheelchairs, designed to improve the mobility of people.

Class of trade

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

- Medline's agreement is not available to DMEs and Drive Medical's agreement is not available to existing DMEs.

Alco	Michael Kikos	800.323.4282 x220	mkikos@alcosales.com
Drive	Michael Serhan	877.224.0946 x4401	mserhan@drivemedical.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Drive and Medline.
- A PMDF/PA is not required with Alco due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with Drive and Medline.
- Aggregation is not applicable with Alco due to its single tier.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Alco offers wheelchairs and knee walkers.
- Drive offers canes, crutches, walkers, rollators, scooters, transfer aids, wheelchairs and knee walkers.
- **Drive is the low-cost supplier.**
- Medline's new agreement pricing has an overall 0.3 percent increase compared to its expiring agreement pricing.
- Medline offers canes, crutches, walkers, transfer aids, wheelchairs and knee walkers.
- Available through distribution: Drive, Medline
- Available direct: Alco, Drive, Medline
- **S2S Global offers canes, crutches and walkers. See the [PremierPro® products launch document](#) for details.**

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

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Awarded suppliers

Supplier	New	Expiring
 ALCO Sales & Service Co.	PP-AC-110	New
	PP-AC-109	New
	PP-AC-108	PP-AC-062
	PP-S2-001K	PP-AC-064

Alco is a small business enterprise (SBE).

Current agreements with CareBorne (PP-AC-059), CentiCare (PP-AC-060), Medical Action Industries (PP-AC-061) and ProMed Products Xpress (PP-AC-063) expire July 31, 2015.

Financial considerations:

- Pricing

Patient safety and satisfaction:

- Patient safety and comfort
- Disinfection of products

Roadblocks to conversion:

- Current distribution agreements

Negative Pressure Wound Therapy

Effective June 1, 2016

Expires May 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities




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

Other key value and terms

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

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

Awarded supplier

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

IHT is a small business enterprise (SBE).

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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

Related categories

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

Neonatal Developmental Products

Effective November 1, 2014

Expires October 31, 2017

Products and services available

This category includes, but is not limited to, pacifiers, sucrose, positioners, nesting props, bathing systems, swaddle cloths, pads and incubator covers.

Class of trade

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

DandleLION	Catherine Bush	203.791.9001	Cathy.bush@dandlelionmedical.com
Natus	Jeff Minarik	847.722.0909	jeff.minarik@natus.com
Philips	Ron Sciepko	7004.254.0682	ron.sciepko@philips.com
Sandbox	Read McCarty	877.369.1551	rmmcarty@sandboxmedical.com

Note: Supplier contact information is current as of September 15, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

- Natus does not require for members currently purchasing on PP-WC-078.
- Philips requires a signed GPO designation form in Exhibit K at all tiers, if not previously declared.

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 of the agreement for all suppliers.
- Sandbox offers an early payment discount of 2 percent if paid within 30 days.
- Natus's new agreement pricing is overall 1.9 percent less favorable compared to its expiring agreement pricing.
- Philips's new agreement pricing offers overall 5.9 percent savings compared to the expiring agreement.
- **Sandbox is the low-cost supplier.**
- Available through distribution: Philips, Sandbox
- Available direct: DandleLION, Natus, Philips and Sandbox

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

Awarded suppliers

Supplier	New	Expiring
	PP-WC-152	New
	PP-WC-151	PP-WC-078
	PP-WC-150 AS-WC-150	PP-WC-076
	PP-WC-153	New

Current agreements with Acacia, All Medical Care, Anatomy Supply, Genesis Medical and Sundance expire October 31, 2014.

Note: Natus contract PP-WC-078 was previously cancelled.

DandleLION and Sandbox are small business enterprises (SBE).

Financial considerations:

- Early payment discounts
- Minimum order requirements

Product considerations:

- Latex-, PVC- and DEHP-free products
- Size options
- Ease of use
- Sterilization and infection prevention
- Meets industry standards

Roadblocks to conversion:

- Mother preference
- Sterilization/Infection prevention requirements
- Lack of research around swaddling and positioners promoting brain growth in neonates

Neonatal Developmental Products

Effective November 1, 2014

Expires October 31, 2017

Full content and additional resources available

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

- **Neonatal Specialty Products**: This category includes, but is not limited to, enteral products, umbilical catheters and PICCS, phototherapy eye shields and other specialty products.

Neonatal Specialty Products

Effective November 1, 2017

Expires October 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Covidien and Medela.
- Kentec does not require a PMDF/PA due to single tier offering.
- NeoMed requires a PMDF/PA at all tiers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.


Aggregation opportunities

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

Other key value and terms

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

Awarded suppliers

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

Kentec is a small business enterprise (SBE).

Current agreements with All Medical Care (SD-WC-011), Philips Children's Medical Ventures (PP-WC-143), Marian Medical (PP-WC-147) and Vygon (PP-WC-148) expire October 31, 2017.

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

Other key value and terms (continued)

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

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

Full launch content and additional resources available

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

Related categories

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

Orthopedic Soft Goods

Effective December 1, 2015

Expires November 30, 2018

Products available

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

Class of trade

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

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

Note: Supplier contact information is current as of March 31, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PDMF)/electronic price activation (PA) is required for Tier 2 and higher with Breg, DJO and Tetra.
- **Ossur requires PDMF/PA at all tiers.**

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

- Reimbursement
- Conversion incentives
- Premium and standard level products

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Color and strap length variances

Full launch content and additional resources available

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

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

Patient Bedside Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities





- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Cleanis, MAC Medical and Medline.
- Medegen allows aggregation for multi-facility systems and established networks of facilities.

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Color options

Patient Bedside Products

Effective July 1, 2017

Expires June 30, 2020

Full launch content and additional resources available

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Related categories

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

Patient Cleansing and Skin Care (Bag-Based)

Effective June 1, 2016

Expires May 31, 2019

Products available

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

Class of trade

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

IHC	Mark Reiber	918.245.8400	mreiber@ihcsolutions.com
Sage	Charles Young	847.829.5477	cyoung@sageproducts.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content and additional resources available

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

Supplier	New	Expiring
 INNOVATIVE HEALTHCARE CORPORATION	PP-NS-932	PP-NS-774
	PP-NS-931 AS-NS-931	PP-NS-773

IHC is a veteran-owned enterprise (VET).

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

Financial considerations:

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

Product safety and satisfaction:

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

Roadblocks to conversion:

- Clinical preference
- Warmers are proprietary

Patient Cleansing and Skin Care (Bag-Based)

Effective June 1, 2016

Expires May 31, 2019

Related categories

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

Patient Temperature Management Products and Accessories

Effective July 1, 2014

Expires December 31, 2017

Products available

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

Class of trade

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

Adroit	Scott Gammons	865.924.7345	adroitmed@aol.com
Attune Medical	Robin Drassler	312.805.8701	robin@advancedcoolingtherapy.com
Cincinnati Sub-Zero	Matt McCurdy	513.772.8810 x3210	mccurdy@cszinc.com
Stryker	Ben Hobbs	502.690.6147	ben.hobbs@stryker.com
ZOLL	Lynn Conaway	978.421.9655	lconaway@zoll.com

Note: Supplier contact information is current as of April 1, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required for Tier 2 or higher.
- CSZ will grandfather current customers at their current pricing tier.

Aggregation opportunities



- All suppliers allow aggregation for multi-facility systems, GPOs and established networks.
- Stryker requires 70 percent of the facilities wishing to aggregate to meet tier requirement.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Adroit, CSZ and Stryker offer non-invasive systems. ZOLL offers an invasive system.
- Adroit's new agreement offers an overall 6.2 percent savings on consumables and flat pricing on accessories and equipment compared to the expiring agreement.
- Adroit offers early conversion incentives.
- **Adroit is the overall low-cost supplier on crossed items.**
- CSZ's new agreement offers an overall 0.7 percent savings on consumables and around 2 percent increases on accessories and equipment compared to the expiring agreement.
- Stryker's new agreement offers an overall flat pricing on accessories and a 0.1 increase on consumables compared to the expiring agreement.
- Available through distribution: Adroit, CSZ and Stryker
- Available direct: Adroit, CSZ, Stryker and ZOLL

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-827	PP-NS-662
	PP-NS-1003	New
	PP-NS-826	PP-NS-663
	PP-NS-825	PP-NS-661
	PP-NS-828	New

Current agreements with Life Recovery (PP-NS-666) and Philips (PP-NS-664) expire June 30, 2014.

Note: Adroit is a veteran-owned business (VET) and Cincinnati Sub-Zero is a woman-owned business (WBE).

Advanced Cooling Therapy has been awarded a Technology Breakthrough contract effective January 1, 2017. On June 6, 2017, Advanced Cooling Therapy announced it is now Attune Medical.

Financial considerations:

- Initial capital outlay
- Ongoing consumable costs
- Disposable vs. reusable probes
- Reimbursement

Patient safety and satisfaction:

- Minimum and maximum safe temperatures
- Connectivity (physiological monitors, EMRs)

Roadblocks to conversion:

- Existing supplier relationships
- Proprietary equipment and disposables
- Only one supplier offers invasive temperature therapy

Full launch content and additional resources available

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

Related categories

- **Hot and Cold Packs:** Instant hot and cold packs, ice bags, reusable gel packs and wraps, infant heel warmers
- **Reusable Patient Warming Blankets:** Conductive fabric warming devices
- **Patient Warming Products:** Convective (forced-air) warming blankets and fluid warming
- **Pediatric and Youth Disposables:** Passive warming garments using reflective materials to keep in patient's own radiant heat
- **Temperature Monitoring Products:** Devices used to monitor patient's temperature during surgery and post-operative

Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

Products and services available

This category includes single-use disposable pillows, blankets and garments designed for pediatric patients. Garments included are exam gowns, IV gowns, pajamas, shorts, halters, caps, and/or jackets for self-warming. The disposables in the category are designed to be pediatric friendly.

Class of trade

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

Encompass	Cynthia Hamm	972.546.0131	cynthia.hamm@encompassgroup.com
LSL	Dottie Leway	779.878.1100	Dottie.leway@lsind.com

Note: Supplier contact information is current as of February 25, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of the agreements with both suppliers.
- Products meet all industry standards and are toxin-free.
- Encompass has overall 3.8 percent less favorable pricing compared to their expiring agreement pricing.
- LSL
- LSL pricing is overall 4.1 percent less favorable than Encompass.
- Available through distribution: Encompass, LSL
- Available direct: Encompass, LSL

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

Full launch content and additional resources

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

Awarded suppliers

Supplier	New	Expiring
 encompass	PP-WC-159	PP-WC-090
 LSL LSL Industries, Inc.	PP-WC-160	New

Encompass is a small business enterprise (SBE). LSL is a minority-owned business enterprise (MBE).

Previous agreement with DeRoyal (PP-WC-091) expires May 31, 2015.

Financial considerations:

- Costs of warming garments (Thermoflect) compared to warmed cotton blankets or forced-air warming

Patient satisfaction and safety:

- Variety of sizes
- Colorful and comfortable materials with pediatric focused prints
- Clothing meets flame retardant standards

Roadblocks to conversion:

- Current patient warming systems

Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

Related categories

- **Disposable Non-Sterile Protective Apparel:** non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers
- **Fall Management Footwear:** Slippers used by patients in acute and non-acute facilities to prevent falls (includes footwear with treads)
- **Patient Warming Products:** Convective forced-air blankets and fluid warming devices
- **Patient Temperature Management:** Water-circulated blankets and invasive warming products

Personal Care Kits and Components

Effective August 1, 2015

Expires July 31, 2018

Products available

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

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Full launch content and additional resources available

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

Related categories

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

Physical Therapy Products and Exercise Equipment

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability.

Class of trade

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

Medcom	John Bergsten	970.674.3032	jbergsten@medcomgroup.com
Performance Health	Craig Marian	305.807.4121	craig.marian@pattersonmedical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 3 or higher with Performance Health.
- A PMDF/PA is not required with Medcom due to single tier offering.

Aggregation opportunities



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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Medcom's new agreement pricing offers 12.3 percent savings overall compared to its expiring agreement pricing.
- Medcom offers a 2 percent discount if payment is made within 30 days of product delivery, invoice receipt or acceptance, whichever date is later.
- Upon request, Performance Health will grandfather a member's current pricing in aggregate for the term of the agreement if the member is currently purchasing off of agreement PP-AC-093 and continues to purchase similar dollar volumes in the new agreement.
- Performance Health's new agreement pricing offers 6.4 percent savings overall compared to its expiring agreement pricing.
- If full payment is not received within 30 days, Performance Health charges 1.5 percent of unpaid amount per month.
- Performance Health offers an active care retail program, a semi-annual group purchase program, a quick ship program and an employee purchase program as value-adds. See value-adds in the value analysis toolkit for details.
- Performance Health charges a \$5.95 ground shipping fee per purchase order. See shipping charges in the value analysis toolkit or Exhibit K in Supply Chain Advisor for details.
- Available direct: Medcom and Performance Health

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-457	PP-AC-090
 <small>Formerly Patterson Medical</small>	PP-MM-456 AS-MM-456	PP-AC-093 AS-AC-093

Medcom is a woman-owned business enterprise (WBE).

Patterson Medical Supply Inc. formally changed its name to Performance Health Supply Inc. in 2017.

Current agreements with Clinton (PP-AC-092), Physical Enterprise (PP-AC-089) and Zewa (PP-AC-091) expire February 28, 2017.

Financial considerations:

- Value adds, such as on-site retail and employee purchase programs
- Grandfathering
- Early payment discounts and late payment penalties
- Shipping costs

Patient safety and satisfaction:

- Patient population (stroke recovery patients, bariatric and pediatric options)
- Product safety features, such as equipment safety belts and low step-over design

Roadblocks to conversion:

- Availability of pediatric and bariatric products
- Capital budget constraints

Full launch content and additional resources available

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Related categories

- **Mobility Aids**: Products designed to improve the mobility of people with impairments
- **Pediatric Specialty Products**: Child-friendly furniture (such as pediatric tables and seating) and accessories
- **Restraints and Fall Prevention Products**: Products designed to reduce the risk of patient injury and falls

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

Awarded suppliers

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

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

The agreement with Authentidate expires February 28, 2018.

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion

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

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

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

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

Full launch content available

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Related categories

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

PICC and Midline Access Products

Effective December 1, 2017

Expires November 30, 2020

Products and services available

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

Class of trade

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

Access Scientific	Phil Royston	858.259.8333	proyston@accessscientific.com
Angio-Dynamics	Scott Centea	864.363.8819	scntea@angiodynamics.com
Arrow/Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Cook	Chris Smith	800.468.1379	chris.smith@cookmedical.com
Medcomp	Adam Brody	215.256.4201	abrody@medcompnet.com
Neo Medical	Timothy Duvall	888.450.3334	tduvall@neomedicalinc.com

Note: Supplier contact information is current as of 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 all suppliers.

Aggregation opportunities

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

Awarded suppliers

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

Access Scientific is a small business enterprise (SBE).

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

Other key value and terms

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

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

Full launch content and additional resources available

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Related categories

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

Pulmonary Function and Metabolic Analyzers

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes pulmonary function analyzers (also known as lung/respiratory function analyzers) which measure the performance of a patient's respiratory system. Pulmonary function tests (PFTs) are a series of breathing tests performed to assess conditions such as asthma, pulmonary fibrosis, emphysema and chronic obstructive pulmonary disease (COPD).

Class of trade

- Agreements with Alliance Tech, COSMED and MGC are available to acute care, non-acute healthcare and non-healthcare facilities.
- CareFusion's agreement is available to healthcare facilities only.

Alliance Tech	John Silva	817.326.6357	jsilva@alliancetekmedical.com
CareFusion	Chuck Collis	704.281.8720	charles_collis@bd.com
COSMED	Claudio Bellini	312.509.3032	cbellini@cosmed.com
MGC	Jessica Schladweiler	651.484.4874	gpoadmin@mgcdiagnostics.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Alliance Tech, CareFusion and MGC.
- A PMDF/PA is not required with COSMED due to single tier offering.





Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Alliance Tech, CareFusion and MGC.
- Aggregation is not applicable with COSMED due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Alliance Tech's new agreement pricing offers 37.8 percent savings compared to its expiring agreement pricing.
- Alliance Tech offers an invoice discount as a value add, discount percentage determined by annual purchase volume.
- CareFusion's new agreement pricing is flat compared to its expiring agreement pricing.
- CareFusion offers the following value-adds:
 - Device trade-in program
 - Body box trade-in program
 - Extended warranty discount
- Hospitals purchasing from CareFusions agreement will incur a \$50 fee for orders less than \$250. Alternate site facilities will incur a \$50 fee for orders less than \$100.
- MGC's new agreement pricing shows a 0.7% overall increase compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 AllianceTech Intelligent EVENTS	PP-MM-491	PP-MM-258
 CareFusion	PP-MM-492	PP-MM-259
 COSMED The Metabolic Company	PP-MM-494	New
 MGC DIAGNOSTICS*	PP-MM-493	PP-MM-260

Alliance Tech is a small business enterprise (SBE).

Pulmonary Function and Metabolic Analyzers

Effective October 1, 2017

Expires September 30, 2020

Other key value and terms (continued)

- MGC offers the following value-adds:
 - Additional warranty for members at Tier 2 or higher
 - Clinical training at MGC Diagnostic's headquarters for members at Tier 2 or higher
 - 5% UltraCare discount
- **Pricing scenarios reveal the low-cost supplier varies by scenario. Please see the pricing scenarios section of the toolkit.**
- Available through distribution: Alliance Tech
- Available direct: Alliance Tech, CareFusion, COSMED, MGC

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

Full launch content and additional resources available

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Regenerative Skin Grafting Products

Effective January 1, 2015

Expires December 31, 2017

Products available

This category includes products using various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement. These products are used primarily for treatment of non-healing wounds when other treatment modalities have not been effective.

Class of trade

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

ACell	Ben Nudo	469.464.3070	bennudo@acell.com
Alliqua	Wes Snodgrass	770.423.1123	wsnodgrass@alliqua.com
Derma Sciences	Edward Eisenlord	609.514.4744 x1175	eeisenlord@dermasciences.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
MiMedx	Don Ayers	405.623.1768	dayers@mimedx.com
MTF	Katie Furiato	732.661.2571	katie_furiato@mtf.org

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Medline.
- ACell, MiMedx and MTF require a **PA/PMDF at all tiers**.
- Alliqua and Derma Sciences offer a single tier and do not require PA/PMDF.

Aggregation opportunities

- Alliqua, Derma Sciences, Medline and MTF allow aggregation for multi-facility systems, GPOs and established networks.
- ACell and MiMedx allow aggregation for multi-facility systems and established networks.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Alliqua, Derma Sciences, Medline, MiMedx and MTF offer products derived from human tissue. ACell is the sole provider of porcine –derived tissue.
- ACell (non-human tissue) is the overall low-cost supplier on crossed products.
- Derma Sciences is the overall low-cost supplier for human amniotic tissue on crossed products.
- Available through distribution: Medline
- Available direct: ACell, Alliqua, Derma Sciences, Medline, MiMedx and MTF

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-870	New
	PP-NS-872	New
	PP-NS-873	New
	PP-NS-874	New
	PP-NS-871	New
	PP-NS-877	New

Notes: ACell and MiMedx are small business enterprises (SBE)

There is no ASCEND® award in this category.

Financial considerations:

- Reimbursement i.e. high and low level
- Number of applications needed
- Location of treatment (inpatient, surgery center)
- Cost of treating high acuity patients via conventional wound care
- Cost of readmissions
- Product shelf life
- Storage requirements
- Preparation required

Patient safety and satisfaction:

- Infection prevention
- Minimized skin disfigurement
- Reduction in pain
- Improved healing time
- Decreased office visits
- Low rejection potential
- Regulatory status (FDA)
- Clinician ease of use
- Patient cost of care
- Tissue selection and processing
- HCAHPS scores

Roadblocks to conversion:

- Existing supplier relationships
- Product availability
- Product knowledge
- Physician adoption
- Reimbursement challenges

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [FAQ document](#): A PDF of answers to frequently asked questions

Related categories

- **Biological Mesh Products**: Works as a graft that will bind with surrounding tissue, typically used for hernia repair, abdominal wall reconstruction and pelvic floor repair
- **Bone, Tissue and Synthetic Implantable Products**: Biologic and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth
- **Negative Pressure Wound Therapy**: Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site
- **Skin Integrity Prevention, Healing and Support**: Dressings and skin care items used on the patient population over the age of two

Respiratory Therapy Products

Effective November 1, 2015

Expires October 31, 2018

Products available

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

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

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

Class of trade

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

Ambu	Dan Toomey	317.776.3135	dct@ambu.com
CareFusion	Zack Moore	901.302.0504	zachary.moore@carefusion.com
Monaghan	Tom Sampson	800.833.9653	tsampson@monaghanmed.com
Teleflex	Dan Kuni	919.433.4940	dan.kuni@teleflex.com
Thayer	Brent Tremblay	520.790.5393 x2370	brent.tremblay@thayermedical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with Ambu, CareFusion, Monaghan and Teleflex.
- A PMDF/PA is not required for Thayer due to single tier.

Aggregation opportunities

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

Awarded suppliers

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

Monaghan and Thayer are small business enterprises (SBE).

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Ventilators with proprietary disposables

Respiratory Therapy Products

Effective November 1, 2015

Expires October 31, 2018

Other key value and terms

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

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

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Related categories

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

Restraints and Fall Prevention Products

Effective August 1, 2017

Expires July 31, 2020

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with DeRoyal, Horizon, Posey and Stanley.
- E.M. Adams does not require a PMDF/PA due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
 - Posey requires facilities to independently commit to the market share required by the tier.

Other key value and terms

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

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

Awarded suppliers

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

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

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

Full launch content and additional resources available

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Related categories

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

Safety Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

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

Class of trade

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

BD	Zack Moore	901.302.0504	zachary.moore@carefusion.com
Covidien	Greg Goodall	508.261.8213	greg.i.goodall@medtronic.com
RTI	Patti King	972.294.1010 x3352	rti.king@vanishpoint.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with BD, Covidien and Smiths Medical.
- RTI offers a single tier where PMDF/PA is not required.
- Covidien requires a Primary Group Designation Form, if not previously declared.





Aggregation opportunities

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

Other key value and terms

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

Awarded suppliers

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

RTI is a small business enterprise (SBE).

Financial considerations:

- Reimbursement
- Value-adds
- Minimum order requirements

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Other key value and terms (continued)

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

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

Full launch content and additional resources available

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Related categories

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

Safety IV Catheters

Effective October 1, 2016

Expires September 30, 2019

Products available

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

Class of trade

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

B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
BD	Zack Moore	901.302.0504	zachary.moore@carefusion.com
RTI	Patti King	972.294.1010 x3352	rti.king@vanishpoint.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com
Terumo	Bob Klock	732.302.4958	bob.klock@terumomedical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with B. Braun, BD, Smiths Medical and Terumo.
- A PMDF/PA is not required for RTI due to single tier offering.

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-967	PP-NS-790
	PP-NS-968 AS-NS-968	PP-NS-789 AS-NS-789
	PP-NS-969	PP-NS-792
	PP-NS-970 AS-NS-970	PP-NS-791 AS-NS-791
	PP-NS-971	New

RTI is a small business enterprise (SBE).

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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Related categories

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

Skin Breakdown Prevention Products

Effective July 1, 2016

Expires June 30, 2019

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with DeRoyal, DM Systems, EHOB, Mölnlycke, Sage and Stryker.
- Joerns and Medline do not require PMDF/PA due to single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all supplier except Stryker who is firm for two years.
- DM Systems offers an overall 2.4 percent savings compared to the expiring agreement.
- Joerns offers an overall 4.3 percent increase compared to the expiring agreement.
- Mölnlycke offers an overall 3.5 percent savings compared to the expiring agreement.
- Sage offers an overall 5.6 percent increase compared to the expiring agreement.
- Stryker offers an overall 1.0 percent increase compared to the expiring agreement.
- Available through distribution: DeRoyal, DM Systems, EHOB, Joerns, Medline, Mölnlycke, Sage and Stryker
- Available direct: DeRoyal, DM Systems, Joerns, Medline, Mölnlycke and Stryker

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-946	New
	PP-NS-941	SD-AC-001
	PP-NS-940	New
	PP-NS-945	PP-AC-069 AS-AC-069
	PP-NS-942 AS-NS-942	New
	PP-NS-944	PP-AC-072
	PP-NS-943	PP-AC-070 AS-AC-070
	PP-NS-947	PP-AC-071

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Skin Breakdown Prevention Products

Effective July 1, 2016

Expires June 30, 2019

Full launch content and additional resources available

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

Related categories

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

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

Effective April 1, 2017
Expires March 31, 2020

Products and services available

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

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

Class of trade

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

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

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










How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Coloplast, ConvaTec, Crawford, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew.
- A PMDF/PA is not required with Derma Sciences due to single tier offering.

Aggregation opportunities

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

Awarded suppliers

Supplier	New	Expiring
 Coloplast	PP-NS-1004	PP-AC-075
 ConvaTec	PP-NS-1005 AS-NS-1005	PP-AC-076
 Crawford Healthcare	PP-NS-1006	PP-NS-956
 DERMASCIENCES	PP-NS-1007	PP-NS-952
 Hollister	PP-NS-1008	PP-AC-078
 Acelity	PP-NS-1012	PP-AC-082
 MEDLINE	PP-NS-1009 AS-NS-1009	PP-AC-080
 MÖLNLYCKE HEALTHCARE	PP-NS-1010	PP-AC-081
 smith&nephew <small>US Professional</small>	PP-NS-1011	PP-NS-954

Crawford is a small business enterprise (SBE).

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement

Effective April 1, 2017

Expires March 31, 2020

Aggregation opportunities (continued)

- KCI allows aggregation for members who own and operate multi-facility systems and group purchasing organizations that share common ownership and direct operational management.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds. Acute and OLM facilities may aggregate to meet tier thresholds.

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- Coloplast offers 4.8 percent savings overall compared to the expiring agreement.
- ConvaTec offers 0.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.1 percent savings overall compared to the expiring agreement.
- Derma Sciences offers flat pricing compared to the expiring agreement.
- Hollister offers 0.3 percent savings overall compared to the expiring agreement.
- KCI offers 2.1 percent savings compared to the expiring agreement.
- Medline offers 0.5 percent increase overall compared to the expiring agreement.
- Mölnlycke offers flat pricing compared to the expiring agreement.
- Smith & Nephew offers 1.5 percent savings overall compared to the expiring agreement.
- **Crawford is the overall low-cost supplier on crossed items.**
- Available through distribution: Coloplast, ConvaTec, Crawford, Derma Sciences, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Derma Sciences, Hollister, Medline, Mölnlycke and Smith & Nephew

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

Skin Integrity: Skin Cleanser, Barrier and Lotion Products

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin (e.g. skin cleansers, moisturizers, protectants, barrier wipes, lotions and sprays, antifungals, perineal washes and body wash).

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Primary/secondary dressings, compression wraps and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement; Skin Integrity: Compression Wraps; and Surgical Irrigation Solutions.

Class of trade

- Crawford, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M, Coloplast and ConvaTec are available to select healthcare facilities.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
Coloplast	Lisa Mulry	631.943.0750	uslam@coloplast.com
ConvaTec	Keith Roberts	513.771.9824	keith.roberts@convatec.com
Crawford	Dave Posten	913.706.3664	dave.posten@crawfordhealthcare.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

Note: Supplier contact information is current as of January 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.








How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

- Coloplast, Crawford, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- 3M allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.
- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities. Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds for Tier 1 to 3. Acute and OLM facilities may aggregate to meet tier thresholds for Tiers 4 to 8. Hibiclens product purchases are available for aggregation for multi-facility systems, group purchasing organizations and established networks of facilities by mutual agreement of Premier and Mölnlycke.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1013	PP-NS-950
 Coloplast	PP-NS-1014	PP-AC-075
 ConvaTec	PP-NS-1015 AS-NS-1015	PP-AC-076
 Crawford HEALTHCARE	PP-NS-1016	PP-NS-956
 MEDLINE	PP-NS-1017	PP-AC-080
 MÖLNLYCKE HEALTHCARE	PP-NS-1018	PP-AC-081
 smith&nephew US Professional	PP-NS-1019	PP-NS-954

Crawford is a small business enterprise (SBE).

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Cleansers with neutral pH levels
- Residue left on the patient's skin
- Products that are fragrance-, dye- and preservative-free

Roadblocks to conversion:

- Existing supplier relationships

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- 3M offers 2.5 percent savings overall compared to the expiring agreement.
- Coloplast offers 1.7 percent savings overall compared to the expiring agreement.
- ConvaTec offers 1.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.2 percent savings overall compared to the expiring agreement.
- Medline offers 0.5 percent savings overall compared to the expiring agreement.
- Mölnlycke offers flat pricing overall compared to the expiring agreement.
- Smith & Nephew offers 25.1 percent savings overall compared to the expiring agreement.
- **Smith & Nephew is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, Coloplast, ConvaTec, Crawford, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Medline, Mölnlycke and Smith & Nephew

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Low Frequency Ultrasonic Wound Therapy:** Non-contact, low-frequency ultrasound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

Standard Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes syringes, needles, tuberculosis (TB) syringes, insulin syringes, flush syringes, heparin flush, saline flush, oral syringes, and enteral syringes.

Class of trade

- RTI and Medefil are available to acute care, continuum of care and Premier REACH™ members.
- BD is available to healthcare providers only.
- Covidien is available to specific acute care, non-acute healthcare, schools, colleges and universities. See value analysis toolkit for more details.

BD	Zack Moore	901.302.0504	zachary.moore@carefusion.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Medefil	Randy Blackwell	573.717.0417	randy.blackwell@medefilinc.com
RTI	Patti King	972.294.1010 x3352	rti.king@vanishpoint.com

Note: Supplier contact information is current as of July 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with BD and Covidien.
- Medefil does not require a PMDF/PA.
- RTI offers a single tier where PMDF/PA is not required.

Aggregation opportunities



- Aggregation is allowed for multi-facility systems, GPOs and established networks with BD and Medefil.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence decisions.
- RTI has a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with BD, RTI and Medefil.
 - Pricing is firm for 12 months with Covidien; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien and Medefil offer value-add rebates.
- BD offers a 2.0 percent increase overall compared to the expiring agreement.
- Covidien offers a 0.2 percent increase overall compared to the expiring agreement.
- RTI offers flat pricing overall compared to the expiring agreement.
- Medefil offers a 12.2 percent increase overall for non-acute members and a 7.9 percent increase overall for acute members compared to the expiring agreement.
- **BD is the low-cost supplier on crossed items.**
- Available through distribution: BD, Covidien, Medefil and RTI
- Available direct: Covidien and RTI

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 BD	PP-NS-972 AS-NS-972	PP-NS-780 AS-NS-780
 COVIDIEN	PP-NS-974	PP-NS-781
 MEDEFIL, INC.	PP-NS-973	PP-NS-783
 RETRACTABLE TECHNOLOGIES, INC.	PP-NS-975	PP-NS-784

RTI is a small business enterprise (SBE).
Medefil is a minority-owned business (MBE).

Financial considerations:

- Reimbursement
- Value-adds

Patient safety and satisfaction:

- Sharps injury prevention
- Needlestick safety
- Oral/enteral tubing connections
- Product labeling

Roadblocks to conversion:

- Existing supplier relationships
- IV pump/tubing compatibility

Standard Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

Full launch content and additional resources available

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Related categories

- **IV Therapy portfolio**: Infusion devices and device-dedicated sets, infusion sets and accessories, IV fluids, bag-based drug delivery, and TPN macronutrients, needleless connectors, pharmacy capital equipment and admixture supplies
- **Neonatal Specialty Products**: Enteral and oral products (including low dose ENFit syringes), umbilical catheters, PICCS, phototherapy eye shields and other specialty products
- **Safety Hypodermic Products**: Syringes and needles used to draw up liquids and to deliver medications to patients by intradermal, subcutaneous, intramuscular or intravenous injection. Safety hypodermic products are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism
- **Safety IV Catheters**: IV start catheters equipped with a safety device to prevent accidental needle sticks
- **Sharps Disposal Containers**: Canisters for sharps medical waste and the related accessories such as wall mountings and brackets

Suction Canisters, Yankauers and Tubing

Effective November 1, 2015

Expires October 31, 2018

Products available

This category includes suction canisters, Yankauers and tubing used to collect medical waste. Products included are rigid and semi-rigid canisters, flexible liner systems, tubing, waste disposal solidifiers, hardware and accessories. Also included are disposable Yankauers, Frazier, Poole and sigmoidal suction cannulas.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Cardinal Health	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
Northfield	Carter Smith	757.639.0987	carter@northfieldmanufacturing.com
RMS	Steven Schlachta	845.469.2042	sschlachta@rmsmedicalproducts.com

Note: Supplier contact information is current as of March 30, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with Cardinal.
- Northfield and RMS offer a single tier where price activation is not required.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Cardinal.
- Northfield and RMS offer a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal offers 8.2 percent savings overall compared to the expiring agreement.
- **Northfield is the low-cost supplier for solidifiers.**
- Cardinal offers an additional two percent price reduction if a sales threshold is met by the end of the first year of the agreement.
- Available through distribution: Cardinal, Northfield and RMS
- Available direct: Northfield and RMS

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 Cardinal Health	PP-NS-888 AS-NS-888	PP-NS-743
 Northfield Medical Manufacturing	PP-NS-889	New
 RMS MEDICAL PRODUCTS	PP-NS-890	New

The current agreements with Covidien (PP-NS-745) and DeRoyal (PP-NS-744) expire October 31, 2015.

Northfield is a minority-owned business (MBE) and RMS is a small business (SBE).

Financial considerations:

- Reimbursement
- Mounting and bracket conversion costs
- Value-adds

Safety and satisfaction:

- Healthcare-acquired infection reduction
- Solidifiers prevent hazardous waste exposure to employees

Roadblocks to conversion:

- Existing supplier relationships
- Hardware and accessories are proprietary to canisters
- Distribution agreements

Full launch content and additional resources available

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Related categories

- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Endotracheal Tubes and Related Products:** Tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs
- **Medical Gas Pipeline Equipment, Services and Accessories:** Equipment that delivers gas throughout a facility
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, measured dose inhaler (MDI) holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies and humidification products and resuscitation bags
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure

Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

Products available

This category includes standard suture removal kits, laceration trays, staple removal kits and minor procedure trays such as incision and drainage and nosebleed trays. Custom trays are not included.

This category is a split from the previous Bedside Procedure Trays and Needles category.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Cardinal	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
LSL	Dottie Leway	931.451.5525	dottie.leway@lslhealthcare.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

Note: Supplier contact information is current as of November 1, 2015. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Cardinal and Medline.
- LSL does not require a PMDF/PA due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Cardinal and Medline.
- LSL offers a single tier where aggregation is not applicable.

Other key value and terms




- Pricing is firm for the term with all suppliers.
- Medline offers a 3.5 percent savings overall compared to the expiring agreement.
- **LSL is the overall low-cost supplier on crossed spend.**
- Available through distribution: Cardinal, LSL and Medline
- Available direct: LSL and Medline

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-NS-926	New
	PP-NS-927	New
	PP-NS-925 AS-NS-925	PP-NS-756 AS-NS-756

Medline's expiring agreement (PP-NS-756) was under the Bedside Procedure Trays category.

Note: LSL is a minority-owned business (MBE)

Financial considerations:

- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Safety products availability
- Patient comfort during procedures
- Ease of clinician use

Roadblocks to conversion:

- Existing supplier relationships
- Clinician preference

Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

Related categories

- **Bedside Procedure Trays and Needles:** Lumbar puncture trays, thoracentesis, paracentesis, pneumothorax, soft tissue biopsy, myelogram and arthrogram trays. Procedure needles are also included.
- **Custom Procedure Trays, Gowns and Related Products:** Specifically designed packs that combine the disposable items needed for specific surgical procedures, as well as standardized drapes and gowns used during surgical procedures.
- **Diagnostic and Interventional Radiology:** Core disposable radiology products, such as soft tissue biopsy needles, used primarily for the treatment of peripheral vascular disease including peripheral angiography, peripheral angioplasty, stent placement and other interventional radiology procedures.
- **Regional Anesthesia Trays:** Supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management.
- **Safety Hypodermic Products:** Safety products that are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism.
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection.

Vascular Compression Therapy

Effective December 1, 2015

Expires July 31, 2019

Products available

Products included in this category are capital pumps and the associated foot, calf and thigh sleeves.

Class of trade

Agreements are available to acute care and continuum of care Premier REACH™ members.

ArjoHuntleigh	Steven Negri	620.757.5867	steven.negri@getinge.com
Compression Solutions	Teresa Slagle	918.630.1464	teresa@compressionsolutions.us
CTC	Bryse Joy	330.260.4934	bryse.joy@zimmerbiomet.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com

Note: Supplier contact information is current as of May 1, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with ArjoHuntleigh, CTC and Covidien.
- Compression Solutions offers a single tier where PMDF/PA is not required.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with ArjoHuntleigh and CTC.
- Covidien is allowed for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Compression Solutions offers a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- ArjoHuntleigh offers between a 6.6 percent increase to a 39.6 percent savings on sleeves compared to the expiring agreement.
- CTC offers between a 3.2 percent increase to a 20.7 percent savings on sleeves compared to the expiring agreement.
- Covidien offers flat pricing to 18.9 percent savings compared to the expiring agreement.
- **Compression Solutions is the low-cost supplier on crossed spend.**
- All suppliers offer value-adds, pump depreciation, lost pump forgiveness and pump warranties.
- Available through distribution: ArjoHuntleigh, CTC and Covidien
- Available direct: ArjoHuntleigh, Compression Solutions, CTC and Covidien

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 ARJOHUNTLEIGH GETINGE GROUP	PP-NS-914	PP-NS-739
 COMPRESSION SOLUTIONS	PP-NS-916	New
 CTC Compression Therapy Concepts	PP-NS-915 AS-NS-915	PP-NS-740
 COVIDIEN	PP-NS-913	PP-NS-738

Compression Solutions is a minority-owned business (MBE) and CTC is a woman-owned business (WBE).

Financial considerations:

- Reimbursement
- Acquisition options – capital purchase, rental or equipment usage with sleeve ratio
- Value-adds
- Inventory, lost pump, depreciation and reprocessing considerations

Patient safety and satisfaction:

- Patient comfort
- Patient compliance with the therapy
- Home therapy options

Roadblocks to conversion:

- Existing supplier relationships including multi-year agreements
- Clinical preference for sequential vs. intermittent pressure
- Application differs between plastic and soft sleeves

Vascular Compression Therapy

Effective December 1, 2015

Expires July 31, 2019

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related category

- **VCT Anti-Embolism Stockings**: Knee length, thigh length and waist length stockings designed to reduce venous stasis in the leg

VCT Anti-Embolism Stockings

Effective December 1, 2015

Expires November 30, 2018

Products available

Products in this category include knee length, thigh length and waist length anti-embolism stockings.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

BSN	Joy Wright	978.270.5511	joy.wright@bsnmedical.com
Carolon	John Morehead	336.969.6001	jmorehead@carolon.com
Encompass	Tom Sweatt	817.233.8064	tom.sweatt@encompassgroup.net
LSL	Dottie Leway	931.451.5525	dottie.leway@lslhealthcare.com

Note: Supplier contact information is current as of February 24, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher.

Aggregation opportunities





Aggregation is allowed for multi-facility systems, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Carolon's new agreement offers a 0.9 percent savings overall compared to the expiring agreement.
- All suppliers offer more favorable pricing compared to the expiring Covidien agreement.
- BSN is the low-cost supplier on crossed items.
- Carolon, Encompass and LSL offer value-adds including conversion incentives and discounted pricing.
- Available through distribution: BSN, Carolon, Encompass and LSL
- Available direct: BSN, Carolon, Encompass and LSL

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-898	New
	PP-NS-901 AS-NS-901	PP-NS-737
	PP-NS-899	New
	PP-NS-900	New

The current agreement with Covidien (PP-NS-736) expires November 30, 2015

Note: Carolon and Encompass are small business enterprises (SBE) and LSL is a minority-owned business (MBE)

Financial considerations:

- Reimbursement
- Value-adds such as conversion incentives and bulk buy discounts

Patient safety and satisfaction:

- Sigel profile
- Patient comfort
- Ease of use
- Contraindications for specific patients
- Color options e.g. white, nude, black

Roadblocks to conversion:

- Existing supplier relationships

VCT Anti-Embolism Stockings

Effective December 1, 2015

Expires November 30, 2018

Additional resources

- [Modifiable value analysis toolkit](#): A word version of the toolkit that allows for edits and customization for member-specific needs. Please note that the links in the word version to Premier resources may be broken. To maintain link integrity, please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Conversion guide](#): A PDF document intended to show possible product conversion opportunities based on the cross reference.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost calculator](#): An Excel file designed to help members analyze the financial impact of the contracts.

Related category

- **Vascular Compression Therapy Devices**: Capital pumps and the associated foot, calf and thigh sleeves

Vein Finder Equipment

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes vein finder devices designed for the percutaneous location of veins. Devices are available in a variety of shapes, sizes and technologies according to the intended veins to be located and/or the procedure to be performed. Vein locator equipment utilizes transillumination and infrared-based imaging mechanisms to locate deep veins. These devices are particularly useful in the neonatal and pediatric clinical settings.

Class of trade

Agreements with AccuVein and Vuetek are available to acute care, non-acute healthcare and non-healthcare facilities. Christie Medical's agreement is available to acute care and non-acute healthcare only.

AccuVein	Monica Jugovic	631.367.0390	mjugovic@accuvein.com
Christie Medical	George Pinho	901.721.0304	george.pinho@christiedigital.com
Vuetek	Douglas Moran	207.657.6565	dmoran@vuetekscientific.com

Note: Supplier contact information is current as of June 30, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Other key value and terms


- AccuVein's new agreement pricing is flat compared to its expiring agreement pricing.
- AccuVein offers the following value-adds:
 - An onsite nurse educator for inservice training
 - Online device training
- Christie Medical will grandfather current pricing or offer the lower product pricing for members currently purchasing from PP-MM-276.
- Christie Medical's new agreement pricing offers up to a 0.2 percent savings compared to its expiring agreement pricing.
- Vuetek's new agreement pricing offers up to a 3.5 percent savings compared to its expiring agreement pricing.
- **Vuetek is the low-cost supplier on crossed items.**
- Available through distribution: Christie Medical, Vuetek
- Available direct: AccuVein, Christie Medical, Vuetek

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
 AccuVein	PP-MM-595 AS-MM-595	PP-MM-275
 CHRISTIE	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.

Ventilators

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes intensive care, high frequency oscillatory, transport/portable, MRI conditional and mass casualty ventilators, associated accessories and proprietary circuits

Class of trade

- Agreements with all suppliers are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien excludes retail and classes of trade not involved in the delivery of healthcare in humans.

CareFusion	Chuck Collis	704.281.8720	charles.collis@bd.com
Covidien	Greg Goodall	757.450.9234	greg.j.goodall@medtronic.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Hamilton*	Chris Neighbors	800.426.6331	chris.neighbors@hamiltonmedical.net
MAQUET	Michael Smith	949.226.9195	mike.smith@getinge.com

Note: Supplier contact information is current as of August 9, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with CareFusion, Covidien, Draeger, GE and Hamilton.
- MAQUET requires a PMDF/PA at all tiers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not already have one on file.








Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with CareFusion, Draeger, GE, Hamilton and MAQUET.
- Covidien allows aggregation for multi-facility systems and established networks of facilities that seek to standardize vendor usage across the GPO.

Other key value and terms

- Early payment discounts are available with Draeger and Hamilton.
- Pricing is firm for the term of agreement with CareFusion, Draeger, GE, Hamilton and MAQUET.
 - Covidien pricing is firm for 12 months. Prices may then increase by up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.

Awarded suppliers

Supplier	New	Expiring
 CareFusion	PP-MM-475	PP-MM-261
 Medtronic  COVIDIEN	PP-MM-469	PP-MM-262
 Dräger	PP-MM-470	PP-MM-263
 GE Healthcare	PP-MM-473	New
 HAMILTON MEDICAL Intelligent Ventilation since 1983*	PP-MM-471	PP-MM-264
 MAQUET GETINGE GROUP	PP-MM-474	PP-MM-265

*Hamilton is a small business enterprise (SBE).

Premier reserves the right to add suppliers at any time during the contracting cycle.

Financial considerations:

- Product warranties
- Minimum order fees
- Fees associated with authorized distributors

Patient safety and satisfaction:

- Alarm functions
- Battery life
- Ventilator-associated event protocols
- Ease of setup operation
- Patient population (e.g. neonates)
- Product lifecycle
- Product interface

Roadblocks to conversion:

- Existing agreements and products used in your facility
- Proprietary ventilator circuits and consumables

Other key value and terms (continued)

- Biomedical training is available for purchase with CareFusion, Draeger and GE.
 - Biomedical training is provided at no added cost for one person with Hamilton.
 - A Biomedical Training Agreement is required for training with MAQUET.
- CareFusion's new agreement offers flat pricing compared to its expiring agreement pricing.
- Direct orders less than \$250 delivered to hospitals are subject to a \$50 fee and orders less than \$100 delivered to alternative sites are subject to a \$100 fee with CareFusion.
- CareFusion has a large order threshold of \$250,000.
- Covidien's new agreement pricing offers 0.7 percent savings compared to its expiring agreement pricing.
- Orders of any Covidien products less than \$500 are subject to a \$90 fee with Covidien.
- Products available through authorized distributors that are ordered direct through Covidien are subject to a 3 percent handling fee.
- Draeger's new agreement pricing offers 0.9 percent savings compared to its expiring agreement pricing.
- Hamilton's new agreement pricing offers 4.4 percent savings compared to its expiring agreement pricing.
- Hamilton has a large order threshold of \$500,000.
- MAQUET's new agreement pricing offers 0.8 percent savings compared to its expiring agreement pricing.
- Scenario analysis reveals the **low-cost supplier** varies based on the pricing scenario.
- Available through distribution: Covidien
- Available direct: CareFusion, Covidien, Draeger, GE, Hamilton, MAQUET

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Related categories

- **Non-Invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units and the associated consumables
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, MDI holding chambers (spaces), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and bi-level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags

Medication and Supply Automation

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes supply automation, unit-based pharmacy automation, acute care pharmacy-based automation, prescription (Rx) kit technology and anesthesia technology.

This category was previously sourced as two separate categories:

- Medication and Supply Automation
- Automated Pharmacy Medication Kit Inventory Technology

Class of trade

- Kit Check, Pearson and Swisslog are available to acute care, non-acute healthcare and non-healthcare facilities.
- CareFusion and Omnicell are available to acute care and non-acute healthcare facilities. See terms and conditions in the value analysis toolkit for details.

CareFusion	Chuck Collis	586.980.9338	charles_collis@bd.com
Kit Check	Kevin Macdonald	786.548.2432	kevin@kitcheck.com
Omnicell	George Polizo	949.293.8377	george.polizos@omnicell.com
Pearson	Opal Johnson	318.619.1129	sales@pearsonmedical.com
Swisslog	Richard Caffrey	303.382.8320	rich.caffrey@swisslog.com

Note: Supplier contact information is current as of June 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Kit Check.
- CareFusion, Omnicell, Pearson and Swisslog do not require a PMDF/PA.
- A member agreement or statement of work may be required with all suppliers.






Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Kit Check.
- Aggregation for CareFusion, Omnicell, Pearson and Swisslog is negotiated at the member level.

Other key value and terms

- Pricing is firm for the term of the agreement with Omnicell and Pearson.
 - Omnicell support services are subject to annual price adjustments.
- CareFusion and Swisslog are firm for 18 months.
 - CareFusion may implement annual price increases not to exceed the CPI-U plus 3 percent.
 - Swisslog may implement annual price increases not to exceed the lesser of the PPI or 2 percent.
- Kit Check is firm for 12 months. Kit Check may implement annual price increases not to exceed the CPI-U plus 3 percent.

Awarded suppliers

Supplier	New	Expiring
 BD	PPPH20CFS01	PPPH17CFS01
 KITCHECK	PPPH20KIT01	PPPH17SKY01
 Omnicell	PPPH20OMN01	PPPH17OMN01 PPPH17MBH01
 Pearson Medical Technologies	PPPH20PRS01	New
 swisslog <small>Member of the KUKA Group</small>	PPPH20SWS01	New

Kit Check and Pearson are a small business enterprises (SBEs).

Omnicell [acquired](#) Aesynt in January 2016.

Current agreements with Stanley (PPPH17SHS01) and Talyst (PPPH17TLT01) expire June 30, 2017.

Note: Kit Check's prior agreement was under the Automated Pharmacy Medication Kit Inventory Technology category.

Other key value and terms

- CareFusion offers additional incentives for members who own or manage two or more healthcare facilities and meet specific requirements. See the value analysis toolkit for details.
- CareFusion has a late payment penalty of 1.5 percent or the maximum rate allowed by law, whichever is less.
- Kit Check has a minimum order of 10,000 tags per calendar year.
- Omnicell has a large order threshold of \$600,000.
- Available through distribution: Kit Check and Pearson
- Available direct: CareFusion, Kit Check, Omnicell, Pearson and Swisslog.

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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Related category

- **Outpatient Pharmacy Technology:** Automation devices and software solutions for outpatient and retail pharmacy. Parata Systems has an agreement in this space (PPPH20PRT01) with products that are applicable to medication and supply automation. For more information see the Outpatient Pharmacy Technology value analysis toolkit.

Outpatient Pharmacy Technology

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes automation devices and software solutions for outpatient and retail pharmacy.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Health Connexx	Hunter Brantley	704.429.2049	hunterbrantley@healthconnexx.com
J M Smith	Heidi Jameson	864.542.9419	heidi_jameson@jmsmith.com
Kirby Lester	Mike Turone	847.984.3437	mturone@kirbylester.com
Parata	Tara Hayes	919.433.4419	thayes@parata.com

Note: Supplier contact information is current as of May 15, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Parata.
- HealthConnexx, J M Smith and Kirby Lester do not require a PMDF/PA.
- A member agreement or statement of work may be required with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Kirby Lester and Parata.

Other key value and terms

- Pricing is firm for the term of agreement with HealthConnexx, Kirby Lester and Parata.
 - J M Smith pricing is firm for 18 months. J M Smith may implement a one-time price increase not to exceed the CPI-U plus 3 percent.
- Due to the highly configurable nature of the products, services and IT solutions included in this portfolio, a financial analysis is not available.
- Available through distribution: J M Smith, Kirby Lester, Parata
- Available direct: HealthConnexx, J M Smith, Kirby Lester Parata

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Related category

- **Medication and Supply Automation:** Supply automation, unit-based pharmacy automation, acute care pharmacy-based automation, Rx kit technology and anesthesia technology

Awarded suppliers

Supplier	New	Expiring
	PPPH20CXO01	New
	PPPH20JMS01	PPPH17JMS01
	PPPH20KIR01	PPPH17KIR01
	PPPH20PRT01	New

HealthConnexx and Kirby Lester are a small business enterprise (SBEs).

The current agreement with ScriptPro (PPPH17SPU01) expires June 30, 2017.

Patient Medication Compliance Devices

Effective June 1, 2015

Expires May 31, 2018

Products available

This category includes technologies that automate and improve patient compliance and adherence with home medication regimens.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Daya Medical	Justin Daya	954.501.4907	jd@dayamed.com
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Note: Supplier contact information is current as of May 26, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 or higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms


- Pricing is firm for the term of the agreements.
- Available direct only: DayaMed

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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Awarded supplier

Supplier	New	Expiring
	PPPH18DYA01	New

DayaMed is a small business enterprise (SBE).

Financial considerations:

- Cost of the product
- Service cost

Patient safety and satisfaction:

- Proper medication adherence
- Ease of use
- Data capture
- Ability to communicate with caregivers

Roadblocks to conversion:

- Cost
- Patient adoption of technology

Primary Engineering Control Devices (IV Hoods)

Effective July 1, 2016

Expires June 30, 2019

Products available

This category includes devices that help to create an ISO class 5 environment when compounding compounded sterile preparations (CSPs). Such devices include, but may not be limited to, laminar airflow workbenches (LAFWs), biological safety cabinets (BSCs), compounding aseptic isolators (CAIs), and compounding aseptic containment isolators (CACIs).

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Aseptic Enclosures	Michael Bellm	800.481.9286	mikeb@lsi1.com
Baker Company	Maryanne Martin	207.608.8301	mmartin@barkerco.com
NuAire	Holly Milles		hmilles@nuaire.com

Note: Supplier contact information is current as of May 19, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- Electronic price activation (PA) or Participating Member Designation Form (PMDF) is required for Tier 2 from The Baker Company and Tier 2 and higher for Aseptic Enclosures and NuAire.

Aggregation opportunities

- Aggregation is allowed from all suppliers.

Other key value and terms

- All suppliers serve the United States, Canada and Puerto Rico.
- Products from all suppliers are only offered direct.
- Please see Exhibit A-3 for product descriptions, unit of measure and prices.
- Pricing from Aseptic Enclosures and NuAire are firm for the term of the agreement.
 - Pricing from The Baker Company is firm for the first 12 months of the agreement. A one-time increase is allowed in the last 24 months of the agreement.
- A financial comparison between suppliers is unavailable due to the customizable nature of the category.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
Aseptic Enclosures	PPPH19APK01	New
	PPPH19BAK01	PPPH16BAK01
	PPPH19NUA01	PPPH16NUA01

Aseptic Enclosures, The Baker Company and NuAire are all small business entities (SBE).

Financial considerations:

- Warranty
- Cost to maintain the IV hood

Patient safety and satisfaction:

- Appropriate size unit for existing space and workload That the products meet USP Chapter <797> [standards](#)
- If the product can be built to spec or if there are only standard sizes

Roadblocks to conversion:

- Geographic coverage
- Current relationship with providers

USP Chapter <797> and <800> Cleaning Supplies and Equipment

Effective May 1, 2016

Expires April 30, 2019

Products available

This category is for providers of materials used to sanitize a pharmacy clean room so that it meets USP <797> standards.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Acute Care Pharmaceuticals	Dennis McGowan	888.909.7700	DMcgowan@acutecareonline.com
Contec	David Taylor	800.289.5762	dtaylor@contecinc.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

- Premier members who are not a part of the pharmacy program may access the agreements by signing an Pharmacy Program Participation Form (Exhibit G).
- Current members of the Premier Pharmacy Program do not need to submit an Exhibit G.
- A letter of participation (LOP), price activation (PA) or participating member designation form (PMDF) is not required for these agreements.

Aggregation opportunities

- Aggregation is not applicable due to a single tier offering from both suppliers.

Other key value and terms

- Acute Care serves all of the United States.
- Contec serves the United States and Puerto Rico.
- Products can be ordered through authorized distributors or wholesalers.
- The awarded suppliers do not offer tier pricing but rather a contract price per product number. Please see Exhibit A-3 for product descriptions, unit of measure and prices.
- Pricing is firm for the term of agreement with Contec, based on their list price.
- Acute Care Pharmaceuticals' pricing is firm for the first 12 months of the agreement and may be increased based on product production cost.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
 Pharma-Choice™ <small>by Acute-Care Pharmaceuticals</small>	PPPH19ACU01	PP-OR-904
 CONTEC	PPPH19CTC01	PPPH16CTC01

Both Acute Care and Contec are small business entities (SBE).

Note: Acute Care Pharmaceuticals products were available on the Surgical Services category of Room Turnover Products and their agreement PP-OR-904 expired August 31, 2015.

Financial considerations:

- Discount off of list
- Savings provided by purchasing in bulk and ordering multiple items at once

Patient safety and satisfaction:

- That the products are easy to use
- That there is no harsh chemical smell from the cleaning products
- That the products safely and easily disinfect the room
- That the products meet USP Chapter <797> and <800> standards

Roadblocks to conversion:

- Geographic coverage
- Current relationship with providers

Products and services available

This category includes suppliers with the expertise and services needed to renovate existing space or build a new space that will meet all clean room requirements.

Class of trade

Agreements are available to acute, continuum of care, non-retail and Premier REACH™ members.

Aseptic Enclosures	Mike Belm	314.752.9400	mikeb@lsi1.com
Terra Universal	Evan Messenger	714.526.6100	EvanMessenger@TerraUniversal.com

Note: Supplier contact information is current as of August 15, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic [price activation](#) (PA) is not required but members should locally negotiate service agreements with the awarded contractors.

Aggregation opportunities

- Aggregation is not applicable for this agreement.

Other key value and terms

- Pricing depends of the services performed.
- Services offered by both contractors include:
 - Modular cleanroom and hard wall renovation/installation
 - Design and implement in existing Rx space or new construction
 - Full-line offering including pass through doors, pressure controls

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.

Awarded contractors		
Supplier	New	Expiring
	PPPH18APK01	New
	PPPH18TUI01	New

*Aseptic and Terra are small business enterprises.

Financial considerations:

- Cost to update or build a new area that meets USP 797 and 800 standards.

Patient satisfaction and safety:

- Meeting Federal and state cleanroom requirements
- Time to complete project

Roadblocks to conversion:

- Facility budget

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

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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.

Arthroscopy Fluid Waste Management

Effective March 1, 2017

Expires February 29, 2020

Products and services available

Devices used to remove fluid from the operating room floor during a surgical procedure.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Aspen	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
LDI	Susan Shreve	866.332.0700	sshreve@ldisolutions.com

Note: Supplier contact information is current as of December 9, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- Aspen's new agreement pricing offers 6.2 percent savings compared to its expiring agreement pricing.
- Aspen offers absorbent floor mats, absorbent floor mats with suction and floor suction devices.
- Aspen has a \$50 minimum order requirement.
- Aspen offers a conversion incentive and a loyalty reward as value-adds. See the value analysis toolkit for more details.
- ConMed's new agreement pricing is flat compared to its expiring agreement pricing.
- ConMed offers floor suction devices.
- ConMed requires orders of full case quantities.
- LDI's new agreement pricing is flat compared to its expiring agreement pricing.
- LDI offers absorbent floor mats and floor suction devices.
- LDI has a one case minimum order requirement.
- **Aspen is the low-cost supplier.**
- Available through distribution: Aspen, ConMed
- Available direct: Aspen, ConMed, LDI

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
 Aspen Surgical	PP-OR-1384 AS-OR-1384	PP-OR-1079 AS-OR-1079
 CONMED	PP-OR-1385	PP-OR-1080
 LDI	PP-OR-1386	PP-OR-1081

LDI is a small business enterprise (SBE).

Financial considerations:

- Cost of floor mats
- Cost of suction devices
- Cost of disposal of operating room fluid waste
- Suction device compatibility with absorbency mats

Patient safety and satisfaction:

- Product absorbency
- Leak and contamination prevention
- Amount of suction provided by the device
- Traction provided to prevent healthcare worker tips and falls

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of products

Full launch content and additional resources available (continued)

- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Arthroscopy Supplies:** Disposables, manual and powered equipment which assist the surgeon while performing an arthroscopic procedure
- **Liquid and Medical Waste Management Systems:** Canister and cart-based systems with products that manage the disposal of liquid and medical waste
- **Waste Management Products and Services:** Consulting, waste audits, collection, regulated medical waste disposal, including liquid solidification, and other waste streams

Bone Tissue Synthetic Implantable Products

Effective July 1, 2015

Expires: June 30, 2018

Products and services available

This category consists of biologic and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware. Products in this category do not include biological or synthetic mesh products or metal hardware.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Bacterin	Amy Radtke	913.735.4560	aradtke@bacterin.com
Bioventus	Kevin Turner	617.504.3963	kevin.turner@bioventusglobal.com
CeraPedics	Andrew Barnes	301.461.2335	abarnes@cerapedics.com
SeaSpine/Integra	Jack Nally	814.450.0884	jack.nally@seaspine.com
ISTO	Joanne Paolini	480.951.6014	jpaolini@istotech.com
LifeNet	Gary Vivian	508.224.7053	gary.vivan@lifenethealth.org
MC Squared	Jody McCrea	815.322.2485	jodymccrea@gmail.com
MTF	Robert Mayes	440.781.4234	robert_mayes@mtf.org
Stryker	Todd Ragas	941.525.3831	todd.ragas@stryker.com
Tissue Regenix	Denise Fielder	267.864.7681	d.fielder@tissueregenix.com

Note: Supplier contact information is current as of July 11, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher for Bacterin, Integra, LifeNet and Stryker.
 - Bioventus offers one tier. A PA/PMDF is not required but is suggested.
 - MTF requires a PA/PMDF for all tiers.
- Current members under MTF agreement (PP-OR-910) must sign a PA/PMDF within 90 days of the new agreement effective date or they will be moved to list price.

Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks with Bacterin, Bioventus, Integra, LifeNet and MTF.
- Stryker allows aggregation for multi-facility systems that have the ability to influence purchasing decisions.

Awarded suppliers

Supplier	New	Expiring
 BACTERIN	PP-OR-1227	PP-OR-911
 bioventus	PP-OR-1222	PP-OR-876
 CERAPEDICS <small>Extending the Science of Bone Repair</small>	PP-OR-1372	New
 SeaSpine	PP-OR-1223	PP-OR-874
 isto	PP-OR-1371	New
 LifeNet Health <small>Saving Lives. Restoring Health</small>	PP-OR-1224	PP-OR-912
 mc ²	PP-OR-1248	New
 MTF <small>Musculoskeletal Transplant Foundation</small>	PP-OR-1225	PP-OR-910
 stryker®	PP-OR-1226	PP-OR-872
 Tissue Regenix <small>Genzyme Inc.</small>	PP-OR-1373	New

The current agreements with Aesculap (PP-OR-867), Baxter (PP-OR-868), Curasan (PP-OR-875), Lanx (PP-OR-869), NuBone (PP-OR-870) and NuVasive (PP-OR-871) expire June 30, 2015.

MC Squared is a women-owned business enterprise (WBE).

August 2016: MC Squared has been awarded a technology breakthroughs award. For details, see the technology breakthroughs contract announcement.

December 2016: CeraPedics, ISTO and Tissue Regenix have been awarded technology breakthroughs awards. For details, see the technology breakthroughs contract announcements.

July 2017: Integra became SeaSpine.

Bone Tissue Synthetic Implantable Products

Effective July 1, 2015

Expires: June 30, 2018

Other key value and terms

- Pricing is firm for the term of agreement with Bacterin, Bioventus, LifeNet and MTF.
 - Integra and Stryker's pricing is firm for the first 24 months of the agreement.
 - After the first 24 months, Integra and Stryker's price will increase by no more than 2.5 percent and 3 percent respectively and remain firm for the term of the agreement.
- Bioventus offers a value-add for new facilities who have not used their OsteoAMP® product. See the value-add section of the value analysis toolkit for more information.
- MTF offers a locally negotiated tier for members who have over \$500,000 spend per calendar year over all categories combined.
- MTF allows for freight management as long as FedEx is the carrier.
- See the financial analysis for analysis of new agreement pricing compared to expiring agreement pricing. Please consider product use and subcategories when conducting your own financial analysis.
- Available through distribution: Bioventus
- Available direct: Bacterin, Bioventus, Integra, LifeNet, MTF and Stryker

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [MC Squared technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.
- [Cerapedics technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.
- [ISTO technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.
- [Tissue Regenix technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier added to the category. This document is unable to be edited.

Related category

- **Vertebral Compression Fracture Repair Products:** Products used to repair vertebra that have experienced breaks or have been weakened due to osteoporosis, cancer, or increase in age.

Casting and Splinting Products

Effective November 1, 2016

Expires October 31, 2019

Products and services available

Plastic, synthetic and fiberglass materials used to develop splints or casts in order to immobilize or stabilize orthopedic injuries so that healing can occur. Casting products also include the soft goods including sheet wading and stockinette.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

BSN	Joy Wright	978.270.5511	joy.wright@bsnmedical.com
Parker Medical	Chris Brown	704.778.0376	cbrown@parkermedicalassociates.com
S2S Global	Chris McCaw	704.816.5032	chris_mccaw@premierinc.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with both suppliers.

Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- BSN's new agreement pricing offers 7.5 percent savings compared to its expiring agreement pricing.
- BSN offers a growth rebate as a value-add.
- BSN has a \$500 minimum order requirement.
- BSN offers an early payment discount of 2 percent if paid within 10 days of product delivery, invoice receipt or acceptance, whichever is later.
- Parker Medical's new agreement pricing offers 7.4 percent savings compared to its expiring agreement pricing.
- Parker Medical offers an early payment discount of 2 percent if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- **BSN is the low-cost supplier at top tier pricing.**
- Available through distribution: BSN, Parker Medical, S2S Global
- Available direct: BSN, Parker Medical, S2S Global (container shipments only)

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Awarded suppliers

Supplier	New	Expiring
 BSN medical	PP-OR-1360 AS-OR-1360	PP-OR-1040 AS-OR-1040
 PARKER MEDICAL ASSOCIATES	PP-OR-1361	PP-OR-1042
 S2S GLOBAL	PP-S2-001W AS-S2-001W	New

Parker Medical is a small business enterprise (SBE).

Current agreements with 3M (PP-OR-1039) and CNF Medical (PP-OR-1041) expire October 31, 2016.

The S2S Global agreement is effective January 1, 2017, through October 31, 2019.

Casting and Splinting Products

Effective November 1, 2016

Expires October 31, 2019

Related categories

- **Orthopedic Soft Goods:** Soft and extrication cervical collars; knee braces and supports; back braces and support; shoulder braces and elbow, wrist, thumb, hand and forearm supports; ankle braces and supports; upper extremity splints; soft and custom braces; and cold therapy units
- **Bone Tissue Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth; they can be used in conjunction with metal hardware

Custom Procedure Trays

Effective January 1, 2017

Expires December 31, 2019

Products and services available

Custom procedure trays (CPTs) that are specifically designed packs that combine the disposable items needed for specific surgical procedures. CPTs can improve efficiencies by decreasing time and staff needed to pick and open supplies.

Class of trade

- Agreements are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers with ACS, CPTMed, DeRoyal and Medical Action.
- Cardinal is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Medline is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.

ACS	Dave Thomson	952.926.3515	dthomson@amconsys.com
Cardinal	Jeffrey Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
CPTMed	Connie Liesman	866.584.3713	cliesman@cptmed.com
DeRoyal	Matt Spalding	865.362.1115	mbspalding@deroyal.com
Medical Action	Darby Thompson	865.617.6487	darby.thompson@owens-minor.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers except ACS.
- A PMDF/PA is not required with ACS due to single tier offering.


Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
- Facilities of GPOs must independently commit to market share required by tier for Medical Action.

Other key value and terms

- Pricing is dependent on model selection with all suppliers.
- ACS will build a dedicated pack facility as a value-add. See the value-add section of the value analysis toolkit for more details.
- ACS offers an early payment discount. See the terms and conditions section of the value analysis toolkit for more details.
- Cardinal offers additional value and discounts for new and current members on Tiers 6 and 7. See the value-add section of the value analysis toolkit for more details.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1378	PP-OR-1076
	PP-OR-1379 AS-OR-1379	PP-OR-1074 AS-OR-1074
	PP-OR-1380	New
	PP-OR-1381	PP-OR-1078
	PP-OR-1382	PP-OR-1075
	PP-OR-1383	PP-OR-1077

CPTMed is a women-owned business enterprise (WBE).

Financial considerations:

- Savings through standardization and proper utilization
- Value-adds and rebates
- Incurred costs when changing pack components

Patient safety and satisfaction:

- That products provided in the packs are for the appropriate surgical procedure
- Quality and sterility of products included in pack

Roadblocks to conversion:

- Lack of standardization in the facility
- Staff acceptance of products
- Current supplier relationships
- Current distribution agreement

Other key value and terms (continued)

- Cardinal offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Cardinal offers an online management tool. See the product review section of the value analysis toolkit for more details.
- CPTMed offers a purchase volume rebate, staggered shipping lots and pack review services. See the value-add section of the value analysis toolkit for more details.
- CPTMed offers an early payment discount. See the terms and conditions section of the value analysis toolkit for more details.
- DeRoyal offers additional discounts on their transparency (ClearPack) tiers. See the value-add section of the value analysis toolkit for more details.
- DeRoyal offers an online management tool. See the product review section of the value analysis toolkit for more details.
- Medical Action offers a loyalty retention rebate and utilization review rebates. See the value-add section of the value analysis toolkit for more details.
- Medical Action offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Medline offers a new customer conversion rebate, new customer rebate, customer retention rebate, transparency programs, an online tool and additional value-adds. See the value-add section of the value analysis toolkit for more details.
- Medline offers an online management tool. See the product review section of the value analysis toolkit for more details.
- Available through distribution: ACS, Cardinal, CPTMed, DeRoyal, Medical Action, Medline
- Available direct: ACS, CPTMed, DeRoyal, Medical Action, Medline

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
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Related category

- **Sterile Packs and Gowns:** Standardized disposable surgical drapes and surgical gowns used during surgical procedures that come in a variety of standard configurations

Endomechanical Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

Devices that are used to assist in open and closed surgical procedures and products to close wounds. Repposable surgical instruments are also included in the endomechanical portfolio.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Applied	Colleen Corbitt	561.346.0751	ccorbitt@appliedmedical.com
Cardica	Liam Burns	908.328.5278	burns@cardica.com
ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
DeRoyal	Matt Spalding	800.251.9864	mspalding@deroyal.com
Ethicon	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
Genicon	Theresa Hoegstrom	407.657.4851x301	tlw@geniconendo.com
Incisive Surgical	Linda Miller	952.591.2543 x032	customerservice@insorb.com
Microline	Lisete Johnson	206.387.9800	ljohnson@microlinesurgical.com
Surgical Innovations	Fliss Newman	440.113.230.7597	fliss.newman@surginno.co.uk
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

Note: Supplier contact information is current as of August 22, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 or higher for all suppliers except Covidien, Ethicon.



- Covidien requires a PA/PMDF for all tiers.
- Ethicon requires a PA/PMDF for all tiers. Members who have an existing PMDF in place will be allowed to carry their tier designation over to the new agreement. An A-2a will be required for system aggregation.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks from all suppliers except Applied, Covidien, Ethicon and Teleflex:

- Applied allows aggregation for those with the ability to direct purchasing decisions.
- Covidien allows aggregation for those with centralized decision making authority.
- Ethicon allows aggregation of owned, leased or managed facilities.
- Teleflex's endomechanical agreement offer aggregation for multi-facility systems and owned, leased and managed facilities of IDN's and GPO's. See Teleflex tiers for additional requirements.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1159	PP-OR-833
	PP-OR-1160	PP-OR-834
	PP-OR-1170	New
	PP-OR-1161	PP-OR-835
	PP-OR-1162	PP-OR-832
	PP-OR-1163	PP-OR-836
	PP-OR-1164	PP-OR-831
	PP-OR-1165	PP-OR-837
	PP-OR-1246	New
	PP-OR-1166	PP-OR-838
	PP-OR-1168	PP-OR-839
	PP-OR-1169	PP-OR-841

Genicon is a small business enterprise (SBE).

Other key value and terms

- Applied offers value adds for cost reduction programs and lap chole kit configurations.
- Applied's GePOINT product has been added to agreement.
- Covidien's best pricing is available for those who are committed to endomechanical (tier 11), trocar (tier 11) AND surgical energy categories.
- Covidien offers a value add rebate for participation and conversion.
- DeRoyal offers a value add for growth incentives based on growth after the first year of the agreement.
- Ethicon's best pricing is available for those who are committed to endomechanical AND suture categories.
- For Ethicon, in calculating net dollar purchases and market share for Suture Products, Endomechanical Products or both, only purchases from full-line suppliers shall be used.
- Teleflex does not count skin staplers toward their tier threshold in endomechanical.
- Available through distribution: 3M, Applied, ConMed, Covidien, DeRoyal, Ethicon, Genicon, Microline, Surgical Innovations and Teleflex
- Available direct: Applied, ConMed, Covidien, DeRoyal, Ethicon, Genicon, Microline, Surgical Innovations and Teleflex

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the summary that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
 - [Endomechanical](#)
 - [Suture](#)
 - [Topical Skin Adhesives](#)
 - [Trocar](#)
- Member webcast: Recorded webcast that provides an overview of agreements in these categories.

Related categories

- **Knotless Tissue Closure:** Knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** Generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures
- **Suture Products:** Suture is a strand of material, composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.
- **Topical Skin Adhesive:** Topical wound sealant is a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. These adhesives are an octyl or butyl cyanoacrylate-based product.
- **Trocar products:** Devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers.

Endotracheal Tubes and Related Products

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category consists of tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs. The tube is designed to deliver oxygen or anesthesia to the patient.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Marpac	Jeff Alcalde	505.764.5662	jalcalde@marpac.biz
SourceMark	Stephen Wong	615.269.6010 x105	swong@sourcemarkusa.com
Surgimed	Luis Arias	305.594.1121	larias@surgimedcorp.com

Note: Supplier contact information is current as of September 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Covidien, Marpac and SourceMark.
- A PMDF/electronic PA is not required with Surgimed due to a single tier offering.

Aggregation opportunities




- Aggregation is:
 - Allowed with Covidien for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.
 - Allowed for multi-facility systems, GPOs and established networks with Marpac and SourceMark.
 - Not applicable with Surgimed due to a single tier offering.

Other key value and terms

- Pricing is firm for the agreement term with Marpac, SourceMark and Surgimed.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12-month period.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 7.8 percent lower with Covidien.
 - 3.0 percent lower with Marpac.
 - Flat with SourceMark.
 - 25.7 percent lower with Surgimed.
- **Surgimed is the low cost supplier for products offered.**
- Available direct: Covidien, Marpac, SourceMark and Surgimed
- Available through distribution: Covidien, Marpac, SourceMark and Surgimed

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-OR-1253 AS-OR-1253	PP-OR-914
	PP-OR-1254	PP-OR-915
	PP-OR-1255	SD-OR-019
	PP-OR-1256	PP-OR-916

Marpac is a veteran-owned business enterprise (VET). SourceMark and Surgimed are small business enterprises (SBEs).

Current agreements with Halyard (PP-OR-1015) and Teleflex (PP-OR-917) expire December 31, 2015.

Financial considerations:

- Early payment discounts
- Minimum orders
- Direct versus distribution

Patient satisfaction and safety:

- Prevention of ventilator-associated pneumonia

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related category

- **Tracheostomy Tubes and Related Products**: Products used to keep the trachea open due to airway obstruction, allowing a person to breathe without the use of their nose or mouth. The tube is placed through an opening in the neck and inserted into the windpipe.

ENT Implants and Instruments

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes products for head and neck surgery, otology and rhinology. Performance of these surgeries requires specialty instruments, endoscopes, disposables and implants.

Products in this category do not include products for the sinuplasty procedure.

This category previously included ENT nasal products which have now been split out into their own category: ENT Nasal Products.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Grace Medical	Michael Crook	901.386.0990	mcrook@gracemedical.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com

Note: Supplier contact information is current as of August 23, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with both suppliers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Grace Medical.
- Olympus does not allow aggregation.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Supplier A's grandfathering language
- Grace Medical's new agreement pricing offers 0.2 percent savings compared to its expiring agreement pricing.
- Grace Medical offers an early-payment discount of 2 percent if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- Olympus's new agreement pricing offers 3.0 percent increase compared to its expiring agreement pricing.
- Available through distribution: Grace Medical
- Available direct: Grace Medical, Olympus

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
 Grace Medical	PP-OR-1369	PP-OR-1061
 OLYMPUS	PP-OR-1370 AS-OR-1370	PP-OR-1060 AS-OR-1060

Grace Medical is a women-owned business enterprise (WBE).

ASCEND®:

This category has been designated as peak – select physician preference (PPI). Visit the [ASCEND portal](#) for ASCEND launch materials.

ENT Implants and Instruments

Effective November 1, 2016

Expires October 31, 2019

Full launch content and additional resources available (continued)

- [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

- **ENT Nasal Products**: Nasal products used for rhinology procedures, such as sinus products, shavers, debriders, blades, burs, cutters, nasal packing, dressing, splints and accessories

Instrument Cleaners and Enzymatics

Effective October 1, 2016

Expires September 30, 2019

Products available

This category includes detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning. Products are designed to decrease manual handling and scrubbing of medical devices and instruments. The products are especially effective in the removal of blood, proteins and organic matter from medical devices and instruments.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Certol	Aaron Trapp	303.799.9401	atrapp@certol.com
Key Surgical	Erik Hromatka	952.288.2250	erik.hromatka@keysurgical.com
Steris	Jon Parnell	616.510.0678	jon_parnell@steris.com

Note: Supplier contact information is current as of June 17, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 and higher for Certol and Key Surgical.

- STERIS does not require a PA/PMDF due to a single tier offering.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks.




- Aggregation is not applicable with STERIS due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers except STERIS.
- Steris is firm for the first 12 months of the agreement. If overall Premier sales do not increase by \$2 million in the first 12 months, a onetime price increase of up to 3 percent in aggregate may occur after the 18th month of the agreement.
- Financial analysis reveals:
- Certol's new agreement pricing is flat compared to their expiring agreement pricing.
- STERIS' new agreement pricing offers a 12.3 percent savings compared to their expiring agreement pricing.
- Certol offers a value add for members at Tier 3.
- Available direct and through distribution: Certol, Key Surgical and Steris

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-445	PP-OR-1043
	PP-MM-444	New
	PP-MM-443 AS-MM-443	PP-OR-1045 AS-OR-1045

Certol and Key Surgical are small business enterprises (SBE).

The current agreement with Ecolab (PP-OR-1044) expires September 30, 2016.

Financial considerations

- Value-add opportunities
- Aggregation requirements

User satisfaction

- Removal of debris preventing growth of microorganisms and allowing effective sterilization processing
- Products inhibit rust formation or instrument corrosion
- How the type of water (soft, hard, pH levels) can affect the performance of the sterilizer and how much cleaning agent to use.
- Ensuring facility wide that the proper volume of cleaner is dispensed if the concentration differs from previous cleaning agents used.

Roadblocks to conversion

- Proprietary use of consumable detergents with capital equipment washers
- Contractual obligations to use products from same vendor as washer during warranty period
- Potential chemical incompatibilities between the products chemistries and lubricants and existing products

Full launch content and additional resources available

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- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related category

- **Sterilization Assurance**: Used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide, gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- **Washers and Decontaminators**: Units designed to clean surgical instruments and medical equipment making it safe for staff to handle. These units remove blood, bone, fat and other organic debris that can adhere to instrument or device surfaces allowing for the growth of microorganisms.

Instrument Containers

Effective February 1, 2016

Expires January 31, 2019

Products and services available

Instrument containers are used for storage and sterilization of surgical instruments. These containers are used for specific types of sterilization including, but not limited to, steam, gas plasma, and ethylene oxide (EtO). Accessories in this category include filters, locks, indicators and pads.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Aesculap	Allison Hughes	410.456.8139	Allison.Hughes@aesculap.com
CareFusion	Zachary Moore	901.302.0504	Zachary.moore@CareFusion.com
Case Medical	Annie Irvin	201.313.1999 x21224	airvin@casemed.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Symmetry	Mickey Wormsley	865.386.8372	mickey.wormsley@symmetrysurgical.com

Note: Supplier contact information is current as of December 15, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

All suppliers require electronic price activation (PA) or a Participating Member Designation Form (PMDF) for Tier 2 and higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks.






- Aesculap requires individual facility compliance of 75 percent each contract year.

Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Incumbent supplier pricing comparison to expiring agreement revealed:
 - Aesculap offers 3.4 percent increase
 - CareFusion pricing is flat
 - Case Medical offers 0.7 percent increase
 - Medline offers 1 percent savings
 - Symmetry offers 1.9 percent increase
- **Symmetry is the low-cost supplier.**
- Available through distribution: CareFusion, Case Medical and Medline
- Available direct: Aesculap, CareFusion, Case Medical, Integra, Medline and Symmetry

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
 AESCULAP	PP-MM-365	PP-OR-945
 CareFusion	PP-MM-366	PP-OR-946 AS-OR-946
 Case Medical	PP-MM-367	PP-OR-949
 MEDLINE	PP-MM-369	PP-OR-950
 symmetry surgical	PP-MM-371	PP-OR-948

Case Medical is a woman-owned business enterprise (WBE).

The current agreement with Integra (Jarit) (PP-OR-947) will expire January 31, 2016.

There is no ASCEND® award in this category.

Financial considerations:

- Pricing
- Value-adds
- Warranty
- Life expectancy
- Inventory/storage
- Costs compared to sterilization wrap use

Patient satisfaction and safety:

- Meets sterilization requirements
- Maintains instrument sterility and safety within the container
- Meets industry standards
- Ability to configure the tray

Roadblocks to conversion:

- Compatibility in current sterilization system
- Current sterilization procedures
- What instruments have been validated for use with the particular container
- Disposables that are needed

Full launch content and additional resources available

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- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Surgical Instruments**: Instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors, and tissue forceps.
- **Laparoscopic Surgical Instruments**: Laparoscopic instruments (tools) are used by a surgeon and nurse to facilitate an endoscopic surgical procedure. They come in a variety of styles and sizes. This category does not include laparoscopes and related video equipment.
- **Surgical Instrument and Scope Repair**: Third party on- and off-site instrument and scope repair services.
- **Sterilization portfolio**: Automated endoscopic reprocessors, ethylene oxide (EtO) sterilizers, gas plasma sterilizers, steam sterilizers, washers and decontaminators.

Lap Sponges, OR Towels and Specialty Sponges

Effective June 1, 2017

Expires May 31, 2020

Products and services available

Lap sponges, sterile and non-sterile OR towels and specialty sponges. Lap sponges are used to control bleeding to keep the surgical field clear for wound treatment, gripping and retaining organs and tissue during surgery. OR towels are used to dry the surgical team's hands as well as dry and square-off the incision site.

Class of trade

- Agreements with AllCare, AMD-Ritmed, Medline and S2S Global are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Cardinal is available to select acute and non-acute healthcare facilities. See the value analysis toolkit and Exhibit B-2 for details.

AllCare	Brian Dong	630.830.7486	brian@allcaredirect.com
AMD-Ritmed	Scott Hall	610.247.0730	shall@amdritmed.com
Cardinal	Bob Glover	847.887.6147	bob.glover@cardinalhealth.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
S2S Global	Chris McCaw	704.816.5033	chris_mccaw@premierinc.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 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 except AMD-Ritmed.
- Pricing is firm for the term of the agreement with AMD-Ritmed unless mutually agreed upon by both parties in writing in the event of extraordinary circumstances.
- AllCare offers an early payment discount of two percent. See the terms and conditions section of the value analysis toolkit for details.
- AllCare's new agreement pricing offers 18.0 percent savings compared to its expiring agreement pricing.
- AMD-Ritmed offers an early payment discount of one percent. See the terms and conditions section of the value analysis toolkit for details.
- AMD-Ritmed's new agreement pricing offers 14.4 percent savings compared to its expiring agreement pricing.
- Cardinal's new agreement pricing is flat compared to its expiring agreement pricing.
- Medline has a minimum order requirement of full case quantities.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1398 AS-OR-1398	PP-OR-1096 AS-OR-1096
	PP-OR-1399	PP-OR-1097
	PP-OR-1397	PP-OR-1099
	PP-OR-1396	PP-OR-1100
	PP-OR-1401 AS-OR-1401	PP-S2-001F AS-S2-001F

AllCare is a minority-owned business enterprise (MBE) and AMD-Ritmed is a small business enterprise (SBE).

Current agreements with Broadline (PP-OR-1098) and US Medco (PP-OR-1101) expire May 31, 2017.

Financial considerations:

- Bulk non-sterile pricing
- Changes in cost of raw materials
- Cost of surgical site infections
- Cost of retained surgical items

Patient safety and satisfaction:

- Material, size and color variety
- Low linting for reduced infection rate
- Ease of use and visibility
- X-ray detectable for reduction of retained surgical sponges and towels

Roadblocks to conversion:

- Staff preference
- Products currently being used in the facility

Other key value and terms (continued)

- If a member currently purchasing with Medline has a locally negotiated price for a product that is lower than on their new agreement, the member has the right to sustain their locally negotiated pricing throughout the term of this agreement.
- Medline's new agreement pricing offers 0.8 percent savings compared to its expiring agreement pricing.
- S2S Global will ship direct only for container shipments of 250 cases of any products.
- S2S Global's new agreement pricing offers 8.1 percent savings compared to its expiring agreement pricing.
- **AllCare is the low-cost supplier on crossed items.**
- Available through distribution: AllCare, AMD-Ritmed, Cardinal, Medline, S2S Global
- Available direct: AllCare, AMD-Ritmed, Medline, S2S Global (container shipments only)

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related category

- **Surgical Sponge Detection Systems:** Radio frequency or bar code technology used to count and/or detect surgical sponges

Laparoscopic Suction Irrigation Products

May 1, 2016

April 30, 2019

Products and services available

This category includes products used during laparoscopic procedures that provide suction to remove fluid from the surgical field, cauterize tissue and irrigate the surgical field when needed.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
Stryker	Jay McCullough; Ed Harris	205.515.7982; 941.234.8699	jay.mccullough@stryker.com ; ed.harris@stryker.com
Tech Medical	Paulett Anderson	417.849.7984	paulett@techmedserv.com

Note: Supplier contact information is current as of September 15, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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. Stryker requires facilities to independently commit at least 90 percent of their annual purchases.

Other key value and terms




- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Stryker's new agreement pricing is flat compared to its expiring agreement pricing.
 - Tech Medical's new agreement pricing offers up to an 8.4 percent savings compared to its expiring agreement pricing.
- ConMed requires full case quantities be purchased when ordering directly from seller.
- Stryker products repaired by non-Stryker representation shall void warranty.
- Available through distribution: ConMed, Stryker and Tech Medical.
- Available direct: ConMed, Stryker and Tech Medical.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-OR-1316	New
	PP-OR-1317 AS-OR-1317	PP-OR-1006 AS-OR-1006
	PP-OR-1318	PP-OR-1008

Tech Medical is a small business enterprise (SBE).

The current agreement with Genicon (PP-OR-1007) expires April 30, 2016.

Financial considerations:

- Cost of tubing sets
- Cost of the pump
- Cost of tubing and disposables

Patient safety and satisfaction:

- Feel of the handpiece in the surgeon's hand
- Amount of suction force

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Related categories

- **Laparoscopic Surgical Instruments:** Tools that are used by a surgeon and nurse to facilitate an endoscopic surgical procedure
- **Surgical Endoscopy and Video Equipment – Flexible:** Flexible equipment that is used to see and record images from inside the body. A video system includes the camera, endoscope, light, displays, printers, recorders and power supply
- **Surgical Endoscopy and Video Equipment – Rigid:** Devices that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with the information from the sterile field for precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated

Laparoscopic Surgical Instruments

Effective February 1, 2016

Expires January 31, 2019

Products and services available

Laparoscopic instruments (tools) are used by a surgeon and nurse to facilitate an endoscopic surgical procedure. They come in a variety of styles and sizes. This category does not include laparoscopes and related video equipment.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Zachary Moore	901.302.0504	zachary.moore@carefusion.com
Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Karl Storz	Ron Turk	615.974.8015	ron.turk@karlstorz.com
NAE	Gayle Butler	818.227.2720	gayle@aed.md
Novo Surgical	Abed Moiduddin	877.860.6686	abed.moiduddin@novosurgical.com
Symmetry	Dan Clark	312.860.1580	dan.clark@symmetrysurgical.com

Note: Supplier contact information is current as of April 6, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements








A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is:

- Allowed for multi-facility systems, GPOs and established networks with Integra, NAE, Novo and Symmetry.
- Allowed for systems with individual member compliance of 75 percent per year with Aesculap.
- Allowed for multi-facility systems, GPOs and established networks capable of directing/controlling purchasing decisions and commitment with CareFusion.
- Not available with KARL STORZ; only individual facilities may access tier 2 (top tier).

Awarded suppliers

Supplier	New	Expiring
 AESCULAP	PP-OR-1271	PP-OR-936
 CareFusion	PP-OR-1272 AS-OR-1272	PP-OR-937 AS-OR-937
 INTEGRA <small>UNITED STATES</small>	PP-OR-1273	PP-OR-938
 STORZ <small>KARL STORZ – ENDOSKOPE</small>	PP-OR-1274	PP-OR-1187
 Advanced Endoscopy Devices	PP-OR-1275	PP-OR-940
 NOVOSURGICAL	PP-OR-1276	New
 symmetry surgical	PP-OR-1277	PP-OR-941

*National Advanced Endoscopy and Novo Surgical are minority-owned business enterprises (MBEs)

Current agreements with RG Medical (PP-OR-943), Surgical Innovations (PP-OR-939), Tech Medical (PP-OR-944) and Teleflex (PP-OR-942) expire January 31, 2016.

Financial considerations:

- Cleaning/sterilization
- Life expectancy
- Shipping and freight

Patient satisfaction and safety:

- Specialized instruments for procedures
- Product standards and guidelines

Roadblocks to conversion:

- Clinician preference
- Physician customized instruments
- Purchasing across product categories

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 1.8% higher with Aesculap.
 - 4.2% lower with CareFusion.
 - 1.1% higher with Integra.
 - 1.0% higher with KARL STORZ.
 - Flat with NAE.
 - 0.7% higher with Symmetry.
- Available through distribution: Novo Surgical
- Available direct: Aesculap, CareFusion, Integra, Karl Storz, NAE, Novo Surgical and Symmetry Surgical.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Surgical Endoscopy and Video Equipment:** Equipment that is used to see and record images from inside the body. A video system includes the camera, endoscope, lights, displays, printers, recorders and power supply
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors, and tissue forceps.
- **Instrument Containers:** Instrument containers are used for storage and sterilization of surgical instruments. These containers are used for specific types of sterilization including, but not limited to, steam, gas plasma, and ethylene oxide (EtO). Accessories in this category include filters, locks, indicators and pads.
- **Surgical Instrument and Scope Repair:** Third party on- and off-site instrument and scope repair services

Laryngeal Mask Airways

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes manufacturers of the laryngeal mask airway which channels oxygen or anesthesia gas to a patient's lungs during surgery. It has an airway tube that connects to an elliptical mask with a cuff. When the cuff is inflated, the mask conforms to the anatomy with the bowl of the mask facing the space between the vocal cords. After correct insertion, the tip of the laryngeal mask airway sits in the throat against the muscular valve that is located at the upper portion of the esophagus.

This category was previously sourced as two separate categories: Laryngeal Mask Airways and Non-Inflatable Supraglottic Airway Products.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Ambu	Dan Toomey	410.768.6464	dct@ambu.com
Cookgas	Daniel Cook	314.781.5700	airq@cookgas.com
Flexicare	Dwight Thomas	714.640.4105	dwight.thomas@flexicare.com
Intersurgical	Mary Bateman	315.451.2900	mbateman@intersurgicalinc.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

Note: Supplier contact information is current as of May 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers
- Teleflex also requires an aggregation program participation form.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Ambu, Cookgas, Flexicare and Intersurgical.
 - GPO facilities purchasing from Ambu must independently commit to the market share required by the tier.
- Aggregation with Teleflex is allowed for multi-facility systems, group purchasing organizations and at seller's discretion established networks of facilities; aggregation is limited to owned, leased and managed (OLM) facilities; GPO facilities must independently meet required participation by applicable tier.

Awarded suppliers

Supplier	New	Expiring
 Ambu	PP-OR-1414 AS-OR-1414	PP-OR-1113
 Cookgas <small>air-Q® Masked Laryngeal Airways</small>	PP-OR-1415	New
 flexicare <small>TOTAL QUALITY - TOTAL CARE</small>	PP-OR-1416	PP-OR-1111
 INTERSURGICAL <small>COMPLETE RESPIRATORY SYSTEMS</small>	PP-OR-1417	PP-OR-1195* AS-OR-1195
 Teleflex	PP-OR-1418	PP-OR-1112 AS-OR-1112

Cookgas is a small business enterprise (SBE).

*Intersurgical was a Premier contracted supplier in the Non-Inflatable Supraglottic Airways Products category.

The current agreement with Legend (PP-OR-1110) expires July 31, 2017.

ASCEND: This category has been designated as ridge. Visit the [ASCEND portal](#) for ASCEND launch materials.

Laryngeal Mask Airways

Effective August 1, 2017

Expires July 31, 2020

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambu's new agreement pricing offers 6.0 percent savings compared to its expiring agreement pricing.
- Members can earn a two percent rebate from Ambu if member converts from a competitive or non-contract supplier or has not previously purchased any products under this agreement. See the value-add section in the value analysis toolkit for details.
- Flexicare's new agreement pricing offers 2.6 percent savings compared to its expiring agreement pricing.
- Teleflex's new agreement pricing offers 9.0 percent savings compared to its expiring agreement pricing.
- **Intersurgical is the low-cost supplier on crossed items.**
- Available through distribution: Ambu, Cookgas, Flexicare, Intersurgical and Teleflex
- Available direct: Ambu and Teleflex

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [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.

Ophthalmology Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes products used for surgeries of the eye, such as intraocular implants (IOLs), phacoemulsification units, glaucoma implants, disposables, reusable ophthalmic surgical instruments, sutures and viscoelastics.

Class of trade

- Agreements with Ambler Surgical and Bausch & Lomb are available to acute care, non-acute healthcare and non-healthcare facilities.
- Agreements with Beaver-Visitec and Surgical Specialties are available to acute care and non-acute healthcare facilities.

Ambler Surgical	Tony Kroboth	888.407.0006 ext. 202	tkroboth@amblersurgical.com
Bausch & Lomb	Roslyn Paule	314.378.9834	roslyn_paule@bausch.com
Beaver-Visitec	Dana Groves	978.323.2219	dana_groves@beaver-visitec.com
Surgical Specialties	Robert Rossell	630.395.9031	rossell@surgicalspecialties.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 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.
- Ambler Surgical's new agreement pricing offers a 8.1 percent increase compared to its expiring agreement pricing.
- Ambler Surgical's agreement has a \$100 minimum for shipping; no minimum for purchases.
- Transportation and insurance for Ambler Surgical's agreement is paid by seller for orders over \$100.
- Bausch & Lomb's new agreement pricing is flat compared to its expiring agreement pricing.
- Bausch & Lomb offers seller financial programs as a value-add. See the value analysis toolkit and Exhibit K for more details.
- Beaver-Visitec's new agreement pricing offers a 5.8 percent increase compared to its expiring agreement pricing.
- Beaver-Visitec orders under \$2,500 are subject to additional fees. See the value analysis toolkit and Exhibit K for more details.
- Surgical Specialties' new agreement pricing is flat compared to its expiring agreement pricing.
- **Surgical Specialties is the low-cost supplier on crossed items.**

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1426	PP-OR-1105
	PP-OR-1402	PP-OR-1102
	PP-OR-1403	PP-OR-1104
	PP-OR-1404	PP-OR-1103

Ambler Surgical is a small business enterprise (SBE).

ASCEND®: There is no ASCEND award in this category.

Financial considerations:

- Cost of raw materials
- Change in cost based on procedure preference
- Patients willing to pay out of pocket

Patient safety and satisfaction:

- Improvement of vision post-surgery
- [Phacoemulsification](#) units and foldable IOLs may allow smaller, self-healing incisions
- Sterilization of surgical instruments

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Other key value and terms (continued)

- Available through distribution: Bausch & Lomb, Beaver-Visitec, Surgical Specialties
- Available direct: Ambler Surgical, Bausch & Lomb, Beaver-Visitec, Surgical Specialties

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

OR Accessory Products

Effective August 1, 2015

Expires August 31, 2018

Products and services available

This category includes products used every day in the operating room and includes items for instrument protection and niche accessories.

Note: Safety products and patient positioners that were formerly included in this category have been separated out into their own categories.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Advanced Medical	Mike Hoftman	818.701.7180	sales@amiwelisten.com
Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Mectra	Lorena Terhune	812.384.3521	lorena@mectralabs.com
Viscot	Jeff Lynch	973.887.9273	jeffl@viscot.com

Note: Supplier contact information is current as of May 1, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDf) is required for Tier 2 and higher for all suppliers.

Aggregation opportunities





- Aggregation is available to multi-facility systems, GPOs and established networks with Mectra and Viscot.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

Other key value and terms

- Pricing is firm for the term of agreement with Mectra and Viscot.
- Covidien pricing is firm for 12 months; thereafter, may increase up to 2 percent per 10 percent increase in aggregate cost.
- Covidien offers 12 percent savings overall compared to the expiring agreement.
- Covidien has a \$90 fee for orders less than \$500.
- Covidien has a 3 percent direct order handling fee.
- Mectra offers overall flat pricing compared to the expiring agreement.
- Viscot offers overall flat pricing compared to the expiring agreement.
- Viscot is the low-cost supplier on crossed products.
- Available through distribution: Covidien, Mectra and Viscot
- Available direct: Covidien, Mectra and Viscot

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
	SD-OR-027	SD-OR-021
	PP-OR-1233 AS-OR-1233	PP-OR-882
	PP-OR-1234	SD-OR-018
	PP-OR-1235	SD-OR-017 PP-OR-885*

Note: Mectra is a minority-owned business (MBE). Viscot is a veteran-owned business (VET).

*Viscot acquired OP-marks in October 2014.

Update August 2015: Advanced Medical Innovations is a **SEEDS™** supplier; small business enterprise (SBE) effective August 1, 2015.

Update June 2017: All contracts in the OR Accessory Products category have been extended two months and now expire August 31, 2018.

Current agreements with Cardinal (PP-OR-881), DeRoyal (PP-OR-883) and Medline (PP-OR-884) expire July 31, 2015.

Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

Related categories

- **OR Basins**: Disposable basins used to contain fluids, instruments and sponges needed for surgical procedures
- **OR Patient Positioning Products**: Pre-formed foam or gel positioners that aid in patient positioning and prevention of pressure injuries during surgical procedures
- **OR Safety Products**: Sharps injury prevention, hands-free transfer, safety scalpels, trip prevention mats and timeout indicators

OR Equipment Drapes

Effective April 1, 2016

Expires March 31, 2019

Products available

Products in this category include sterile, disposable, plastic drapes used to cover equipment needed during a surgical procedure. Drapes cover equipment, such as lasers, microscopes, x-ray cassettes, ultrasound probes, slush machines and c-arms.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Advance Medical	Amanda Jackson	800.221.3679	amandajackson@advmeddes.com
Ecolab	Joseph Saunders	817.306.9303	joe.saunders@ecolab.com
Premier Guard	Shane Hubbs	713.861.7550	shubbs@premierguard.com

Note: Supplier contact information is current as of September 1, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

All suppliers require electronic price activation (PA) or a Participating Member Designation Form (PMDF) for Tier 2 and higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms

- Pricing is firm for the agreement term with all suppliers.
- Weighted financial analysis reveals, compared to expiring agreement pricing, new agreement pricing overall offers:
 - Savings of 10.2 percent with Advance Medical Designs.
 - Savings of 5.6 percent with Premier Guard.
- Advance Medical Designs and Premier Guard offer early payment discounts of 2 percent when paid within 30 days.
- Available through distribution: Advance Medical, Ecolab and Premier Guard
- Available direct: Advance Medical, Ecolab and Premier Guard

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-OR-1302 AS-OR-1302	PP-OR-987 AS-OR-987
	PP-OR-1301	New
	PP-OR-1303	PP-OR-988

*Advance Medical Designs and Premier Guard are small business enterprises (SBEs).

The current agreement with Contour Fabricators (PP-OR-989) expires March 31, 2016.

Financial considerations:

- Cost of customized drapes if needed
- Increased equipment lifespan with drape protection

Product considerations:

- Protection from cross-contamination for patients and healthcare workers
- Appropriate fit and clear visualization to maintain equipment's ease of use and functionality
- Industry standards

Roadblocks to conversion:

- Clinical preference
- No robotic drape offering

OR Integration and Automation Systems

Effective January 1, 2015

Expires January 31, 2018

Products available

An integrated operating room (OR) combines software and hardware components that are specifically designed to create efficiency, allowing nurses and physicians greater control and improved surgical education and documentation. Systems are intended to route images and control multiple operating room devices (both surgical and non-surgical) via a common interface.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Black Diamond	Jon Parnell	440.354.2600	jon_parnell@steris.com
Brainlab	Kimber Soots	708.486.1916	kimber.soots@brainlab.com
Image Stream	Michael Miller	978.486.8494	mmiller@imagestreammedical.com
KARL STORZ	Ron Turk	615.974.8015	ron.turk@karlstorz.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com
Skytron	Trent Donley	616.656.3248	tdonley@skytron.us
Steris	Jon Parnell	440.354.2600	jon_parnell@steris.com
Stryker	Dan Brackney; Ed Harris	317.460.6897; 941.234.8699	dan.brackney@stryker.com ; ed.harris@stryker.com

Note: Supplier contact information is current as of September 15, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required for appropriate tier placement at Tier 2 or higher for all suppliers.
 - KARL STORZ has a single Premier Tier. Price activation recommended for this agreement.

Aggregation opportunities

- Aggregation is available for multi-facility systems, group purchasing organizations and established networks of facilities.
 - KARL STORZ does not allow for aggregation.
 - Members of a GPO wishing to aggregate for Skytron must independently commit to 60 percent market share for the desired tier.
 - For Stryker, at least 70 percent of the facilities in the aggregate must individually meet the purchase requirement.

Other key value and terms

- Pricing is firm for the term for all suppliers except:
 - KARL STORZ's pricing is firm for the first 18 months of the agreement and then can be increased once by no more than 3 percent on a line item basis.
 - Olympus pricing is firm for the first 12 months of the agreement. Price increases cannot exceed 4 percent.

Awarded suppliers

Supplier	New	Expiring
 BDV BLACK DIAMOND VIDEO	PP-OR-1148	New
 BRAINLAB	PP-OR-1134	New
 IMAGE STREAM MEDICAL	PP-OR-1138	New
 STORZ KARL STORZ – ENDOSKOPE	PP-OR-1137	New
 OLYMPUS	PP-OR-1133	PP-OR-772
 SKYTRON	PP-OR-1139	PP-OR-774
 STERIS	PP-OR-1135	PP-OR-773
 stryker	PP-OR-1136	PP-OR-780

Note: Black Diamond was acquired by Steris.

The current agreements with Nuvo (PP-OR-771) and Oasys (PP-OR-775) expire December 31, 2014.

Update April 2017: Contracts with Karl Storz, Olympus, Skytron, Steris and Stryker in the OR Integration and Automation Systems category have been extended one month and now expire January 31, 2018. The contracts with Brainlab and Image Stream were not extended and remain effective through December 31, 2017.

Other key value and terms (continued)

- A large order threshold is offered by Black Diamond, Image Stream, Olympus and Steris.
- An early payment discount is offered by Black Diamond.
- A late payment penalty will be assessed by KARL STORZ and Steris.
- Products are offered direct and through distribution for Olympus and Steris. All other suppliers are direct only.
- Karl Storz offer a post warranty service scope of work (Exhibit K).
- Available through distribution: Olympus and Skytron.
- Available direct: Black Diamond, Brainlab, Image Stream, KARL STORZ, Olympus, Skytron, Steris and Stryker.

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.
- [PDF value analysis toolkit](#): A PDF version of the summary that maintains the integrity of links to Premier resources. This document is unable to be edited.

OR Lights and Booms

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category includes overhead surgical lights designed to be manipulated in the most advantageous positions for illumination of the surgical field and ceiling mounted columns or racks that are designed to hold equipment that is needed for surgical procedures.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Amico	Mark Kelton	905.764.0800	mkelton@amico.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
MAQUET	Mike Smith	949.226.9195	mike.smith@getinge.com
Skytron	Trent Donley	404.402.8603	tdonley@skytron.us
STERIS	Jon Parnell	616.510.0678	jon_parnell@steris.com
Stryker	Dan Brackney; Ed Harris	317.460.6897; 941.234.8699	dan.brackney@stryker.com ; ed.harris@stryker.com
TRUMPF	Rick Holmes	269.626.6055	rick.holmes@hill-rom.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 all Amico, Draeger, MAQUET, Skytron, STERIS and TRUMPF.
- Stryker offers one tier where PMDF/PA is not required. Stryker requires a separate purchase agreement which is locally negotiated.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Amico, Draeger Skytron and STERIS.
 - Skytron requires GPO facilities to independently commit to market share requirements.
- MAQUET allows aggregation for multi-facility systems.
- TRUMPF allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1292	New
	PP-OR-1293	New
	PP-OR-1294	PP-OR-958
	PP-OR-1295	PP-OR-960
	PP-OR-1296	PP-OR-961
	PP-OR-1297	PP-OR-962
	PP-OR-1298	New

Skytron is a small business enterprise (SBE).

There is no ASCEND® award in this category.

Financial considerations:

- Installation costs
- Service and maintenance costs
- Value-add discounts

Product considerations:

- Ease of manipulation
- Integration with OR equipment
- Minimal heat generation

Roadblocks to conversion:

- Capital budget constraints
- Compatibility with OR equipment and integration systems
- Facility design and space constraints

OR Lights and Booms

Effective February 1, 2016

Expires January 31, 2019

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Amico is the overall low-cost supplier for OR lights based on scenario analysis.
- Draeger is the overall low-cost supplier for OR booms based on scenario analysis.
- MAQUET offers a 1.5 percent savings overall compared to the expiring agreement.
- MAQUET offers a 10 percent discount on service plans if purchased at point of sale.
- Skytron offers a 7.5 percent savings overall compared to the expiring agreement.
- STERIS offers a 4.0 percent savings overall compared to the expiring agreement.
- Stryker offers a 9.0 percent increase overall compared to the expiring agreement.
- Stryker offers up to an additional 8 percent discount for members who are able to meet requirements such as sole source supplier, standardization and inclusion in planning phase.
- Available through distribution: STERIS
- Available direct: Amico, Draeger, MAQUET, Skytron, STERIS, Stryker and TRUMPF

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content available

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Related categories

- **OR Tables:** Tables used during a surgical procedure that provide a safe and secure platform for the patient while allowing the surgeon and staff access to the surgical site
- **OR Integration/Automation Systems:** Systems intended to route images and control multiple operating room devices (both surgical and non-surgical) via a common interface

OR Tables

Effective February 1, 2016

Expires January 31, 2019

Products and services available

Products include tables used during a surgical procedure that provide a safe and secure platform for the patient, while allowing the surgeon and staff access to the surgical site.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

MAQUET	Mike Smith	949.226.9195	mike.smith@getinge.com
Schaerer	Cindy Wilder	513.561.2241	cindy.wilder@schaerermedica.com
Skytron	Trent Donley	404.402.8603	tdonley@skytron.us
STERIS	Jon Parnell	616.510.0678	jon_parnell@steris.com
TRUMPF	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

Note: Supplier contact information is current as of November 1, 2015. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

All suppliers require electronic price activation (PA) or a Participating Member Designation Form (PMDF) for Tier 2 and higher.

Aggregation opportunities





- Aggregation is available for multi-facility systems, GPOs and established networks with Schaerer, Skytron and STERIS.
 - Skytron requires GPO facilities to independently commit to market share requirements.
- MAQUET allows aggregation for multi-facility systems.
- TRUMPF allows aggregation for multi-facility systems and established networks with the ability to influence decisions.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- MAQUET offers a 2.2 percent savings overall compared to the expiring agreement.
- MAQUET offers a 10 percent discount on service plans.
- Schaerer offers a 0.7 percent savings overall compared to the expiring agreement.
- Schaerer is the low-cost supplier for general use table scenarios.
- Skytron offers a 3.9 percent savings overall compared to the expiring agreement.
- Skytron is the low-cost supplier for specialty table scenarios.
- STERIS offers a 1.1 percent savings overall compared to the expiring agreement.
- Available through distribution: Schaerer
- Available direct: MAQUET, Schaerer, Skytron, STERIS and TRUMPF

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
 MAQUET GETINGE GROUP	PP-OR-1287	PP-OR-965
 Schaerer Medical	PP-OR-1288	PP-OR-969
 SKYTRON TRUSTED PARTNER PROVEN SOLUTIONS	PP-OR-1289	PP-OR-967
 STERIS	PP-OR-1290	PP-OR-968
 Trumpf Medical	PP-OR-1291	New

Skytron is a small business enterprise (SBE).

There is no ASCEND® award in this category.

Financial considerations:

- Installation costs
- Service and maintenance costs
- Large order thresholds
- Early payment discounts

Patient safety and satisfaction:

- Specialty tables offered
- Ease and stability of patient positioning
- Attachments for extremity positioning
- Radiolucent material to facilitate imaging studies
- Weight capacity

Roadblocks to conversion:

- Capital budget constraints
- Facility design and space constraints

Full launch content available

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Related categories

- **OR Lights and Booms**: Overhead surgical lights designed to be manipulated in the most advantageous positions for illumination of the surgical field and ceiling mounted columns or racks that are designed to hold equipment that is needed for surgical procedures
- **OR Integration/Automation Systems**: Systems intended to route images and control multiple operating room devices (both surgical and non-surgical) via a common interface
- **Resistive Warming OR Table Pads**: Control units and OR table pads designed for pressure reduction while warming the patient

Orthopedic Small Joint Implants

Effective June 1, 2017

Expires May 31, 2020

Products and services available

This category includes small joint implants designed to replace function and mobility of the wrist, fingers, ankle, foot and toes. Small joint replacement includes the surgical replacement of these arthritic or dysfunctional joints with an artificial orthopedic prosthesis.

Class of trade

Both agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Trilliant	Chad Steitle	713.388.6060	csteitle@trillianturgical.com

Note: Supplier contact information is current as of February 2, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with both suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with both suppliers.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Integra's new agreement pricing shows a 5.8 percent increase compared to its expiring agreement pricing.
- Trilliant will grandfather members purchasing off of the expiring agreement (SD-OR-026) and have an active and completed price activation request. Trilliant agrees to grandfather the current tier level for a term of 18 months.
- Trilliant's new agreement pricing shows a 1.1 percent increase compared to its expiring agreement pricing.
- **Trilliant is the low-cost supplier at access tier and top tier.**
- Available direct: Integra, Trilliant

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Related categories

- **Orthopedic Bone Cement:** Powder that is mixed with liquid methyl methacrylate (MMA) to yield a dough-like cement that gradually hardens in the body and is used to affix implants and to remodel lost bone
- **Orthopedic Bone Cement Accessories:** Bone cement accessories used to mix bone cement
- **Pulse Lavage Products and Accessories:** Pulse lavage products and accessories used to debride surfaces

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1388	PP-OR-1119
	PP-OR-1389	SD-OR-026

Trilliant is a small business enterprise (SBE).

Financial considerations:

- Additional products needed for joint replacement (bone cement)

Patient safety and satisfaction:

- Lifespan of implant and materials
- Patient activity level and lifestyle
- Implant range of motion

Roadblocks to conversion:

- Physician/vendor relationship
- Physician engagement

Patient Warming – Convective Warming Blankets

Effective August 1, 2015

Expires September 30, 2018

Products and services available

This category includes convective warming blankets used to prevent hypothermia. Hypothermia occurs when the patient's core temperature drops below 35° Celsius or 96° Fahrenheit.

These products were previously grouped with blood and fluid warming products in the category Patient Warming Products.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

3M Company	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Cincinnati Sub-Zero	Matt McCurdy	513.772.8810	mccurdy@cszinc.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of July 22, 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 all suppliers.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 3M Company and Cincinnati Sub-Zero.
- Aggregation is allowed for members who own and manage multi-facility systems and have the ability to drive purchasing decisions with Smiths Medical.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Products with all suppliers are available both direct and through authorized suppliers.
- For a period of 12 months after effective date, 3M Company agrees to grandfather the local agreement for members who are part of a defined aggregation group.
- 3M Company's new agreement pricing offers an overall 4.1 percent savings compared to its expiring agreement.
- 3M Company has a minimum order requirement of \$250 on direct orders.
- Cincinnati Sub-Zero's new agreement pricing offers an overall 0.9 percent savings compared to its expiring agreement.
- Cincinnati Sub-Zero has a \$50 minimum order requirement.
- **Cincinnati Sub-Zero is the low-cost supplier.**
- Smiths Medical's new agreement pricing offers an overall 6.5 percent savings compared to its expiring agreement.
- Smiths Medical has a \$50 handling fee on direct orders less than \$300. Orders can be comprised of any combination of Smiths Medical products.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1196 AS-OR-1196	PP-OR-896
	PP-OR-1197	PP-OR-895
	PP-OR-1198	PP-OR-897 AS-OR-897

Cincinnati Sub-Zero is a woman-owned business enterprise (WBE).

Update July 2017: All contracts in the Patient Warming – Convective Warming Blankets category have been extended two months and now expire September 30, 2018.

Financial considerations:

- Reducing infection rates may shorten patient length of stay
- Minimum orders

Patient safety and satisfaction:

- Normothermia reduces surgical site infections

Roadblocks to conversion:

- Proprietary equipment and disposables

Patient Warming – Convective Warming Blankets

Effective August 1, 2015

Expires September 30, 2018

Full launch content and additional resources available

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Related categories

- **Patient Warming – Blood and Fluid Warming**: Blood and fluid warming products used to prevent hypothermia
- **Patient Temperature Management**: Temperature therapy management products designed to cool, warm, or regulate a patient's body temperature
- **Pediatric and Youth Disposables**: Passive warming garments using reflective materials to keep in patient's own radiant heat

Room Turnover Products

Effective September 1, 2015

Expires August 31, 2018

Products and services available

This category includes those products used to clean and sanitize perioperative rooms between patient procedures.

Please note: Cleaners have been moved to the housekeeping products category under Premier's Facilities service line.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Ecolab	Joe Saunders	817.306.9303	Joe.saunders@ecolab.com
Protection Products	Steve Luman	828.324.7173	steve@p-p-i.com

Note: Supplier contact information is current as of May 22, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher for Ecolab. Protection Products only offers a single tier.

Aggregation opportunities



Aggregation is available with Ecolab for multi-facility systems, GPOs and established networks. Protection Products only offers a single tier.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals:
 - Ecolab's new agreement pricing offers up to a 17.2 percent savings compared to its expiring agreement pricing.
- Ecolab and Protection Products offer their products in custom kits.
- Ecolab allows current customers to grandfather the pricing of custom kits purchased within the 6 months prior to the agreement effective date for the term of the Premier agreement as long as the kit components do not change.
- Ecolab offers a value add for members who purchase more than \$25,000 annually in room turn over products.
- Protection Products offers a value add for free hardware products.
- Available through distribution: Ecolab and Protection Products
- Available direct: Protection Products

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1231 AS-OR-1231	PP-OR-906
	PP-OR-1232	New

Ecolab [purchased](#) Microtek in 2007.

Current agreements with Acute Care (PP-OR-904) and Ansell (PP-OR-905) expire August 31, 2015.

Financial considerations:

- If the protective linens can replace the number of linens currently used
- If the products provide a faster turnaround time (validate times for your specific area with each supplier)
- Does the supplier provide and replace the hampers used at no additional cost
- Value-adds

Safety and satisfaction:

- Material thickness to prevent fluids from leaking through.

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Room Turnover Products

Effective September 1, 2015

Expires August 31, 2018

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- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related category

- **High Level Disinfectants**: Products primarily used to disinfect semi-critical items.
- **Housekeeping Products**: This category includes products which are used within all internal facility areas to disinfect and clean general surface areas and flooring.

Products and services available

This category includes smoke evacuation systems that are designed to effectively capture and filter surgical smoke to remove odor, particulates and other potentially hazardous byproducts of electro and laser surgery.

Products in this category do not include cautery (bovie) pencils or instruments which can be found in the surgical energy category.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members. Buffalo Filter and Covidien have some class of trade restrictions.

Buffalo Filter	Steve Snyder	800.343.2324	ssnyder@buffalofilter.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
IC Medical	James White	623.780.0700	jwhite@icmedical.com

Note: Supplier contact information is current as of May 3, 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 all suppliers.




Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Buffalo Filter and IC Medical. Aggregation is allowed for multi-facility systems comprised of two or more acute hospitals or established networks of hospitals with the ability to make purchasing decisions.

Other key value and terms

- Pricing is firm for the term of the agreement with Buffalo Filter and IC Medical.
- Pricing is firm for the term of the agreement with Covidien unless there is an increase in the price of raw goods.
- Financial analysis reveals the following when comparing new agreement pricing to expiring agreement pricing:
 - Buffalo Filter: 0.2 percent savings.
 - Covidien: 2.0 percent savings.
 - IC Medical: 2.5 percent savings.
- Buffalo Filter has a \$75 minimum order fee applicable to all members.
- Covidien direct orders under \$500 of any seller's products are subject to a \$90 charge.
- Buffalo Filter offers an in-line wall filter.
- Buffalo Filter and IC Medical offer early payment discounts.
- **Buffalo Filter is the low-cost equipment supplier.**
- Available through distribution: Buffalo Filter, Covidien and IC Medical.
- Available direct: Buffalo Filter, Covidien and IC Medical. Covidien products available through distributors ordered directly are subject to 3 percent handling fee.

Awarded suppliers

Supplier	New	Expiring
 BUFFALO Filter	PP-OR-1323 AS-OR-1324	PP-OR-1023 AS-OR-1023
 COVIDIEN	PP-OR-1324	PP-OR-1025
 IC MEDICAL	PP-OR-1325	PP-OR-1024

IC Medical is a woman-owned business enterprise (WBE).

Financial considerations:

- Tubing sets
- Cost of the generator
- Cost of filters
- Cost of tubing and disposables

Patient safety and satisfaction:

- Feel of the handpiece
- Amount of suction force
- Filter type
- Facility smoke evacuation policies

Roadblocks to conversion:

- Products currently being used
- Staff acceptance of the product
- Lifespan of unit
- Noise level of generator

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

- **Laparoscopic Suction Irrigation Products:** Products used during laparoscopic procedures that provide suction to remove fluid from the surgical field, cauterize tissue and irrigate the surgical field when needed
- **Surgical Energy:** Power used for tissue dissection, vessel sealing and control of bleeding; consumable products include hand-control cautery pencils/instruments

Sterile Packs and Gowns

January 1, 2017

Expires December 31, 2019

Products and services available

This category includes standardized disposable surgical drapes and surgical gowns used during surgical procedures that come in a variety of standard configurations.

Class of trade

- Cardinal is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Halyard is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Medline is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.
- Welmed is available to acute care, non-acute healthcare, non-healthcare, retails pharmacies and durable medical equipment suppliers.

Cardinal	Jeffrey Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
Medline	Mark Parry	800.944.9756	mparry@medline.com
Welmed	Dave Fliss	312.836.3742	davefliss@welmed.us

Note: Supplier contact information is current as of October 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Cardinal's new agreement pricing offers 4.8 percent savings compared to its expiring agreement pricing.
- Cardinal offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Halyard's new agreement pricing offers 4.4 percent savings compared to its expiring agreement pricing.
- Halyard offers a Grandfathering Tier for pricing, speak directly with supplier for more information.
- Halyard offers a one-time conversion rebate for members who have not purchased products prior to the effective date. See the value-add section of the value analysis toolkit for more details.
- Medline will grandfather locally negotiated prices if they are lower than those on this agreement. Speak directly with supplier for more details.
- Welmed's new agreement pricing offers 1.1 percent savings compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 CardinalHealth™	PP-OR-1374 AS-OR-1374	PP-OR-1071 AS-OR-1071
 HALYARD	PP-OR-1375	PP-OR-1072
 MEDLINE	PP-OR-1376	New
 welmed	PP-OR-1377	PP-OR-1073

Welmed is a small business enterprise (SBE).

Financial considerations:

- Bulk non-sterile pricing
- Value offered by using the same drape and gown provider as custom procedure tray packager
- Value-adds

Patient safety and satisfaction:

- Comfort and fit
- Breathability of the material
- That the gown does not restrict movement of the user
- The drape properly fits the intended area
- Thickness and impermeability of the fabric

Roadblocks to conversion:

- Staff preference of how the gowns fit
- Staff acceptance of the product
- Distribution relationships
- Products currently being used in the facility

Other key value and terms (continued)

- Welmed offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Welmed offers an early payment discount if payment is made within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- Welmed offers a purchase volume rebate of between two to six percent. See the value-add section of the value analysis toolkit for more details.
- **Cardinal is the low-cost supplier on crossed items.**
- Available through distribution: Cardinal, Halyard, Medline, Welmed
- Available direct: Medline, Welmed

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
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Related categories

- **Custom Procedure Trays:** Specifically designed procedural packs that combine the disposable items needed for surgical procedures. They can improve efficiencies when opening suppliers for a surgical procedure.

Sterilization Assurance

Effective October 1, 2016

Expires September 30, 2019

Products available

This category includes products used to indicate if conditions of sterilization have been met for reusable devices and equipment.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

3M Company	Roger Ratliff	214.676.9818	rdatliff@mmm.com
Healthmark	Steven Basile	800.521.6224 x6623	sibasile@hmark.com
Propper	Kelly House	718.392.6650 x111	khouse@proppermfg.com

Note: Supplier contact information is current as of June 30, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers.

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.
- 3M and Healthmark offer value adds.
- Healthmark offers an early payment discount of 1 percent for payments made within 10 days.
- Available direct: Healthmark and Propper
- Available through distribution: 3M, Healthmark and Propper

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.


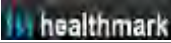

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Related categories

- **Sterilization Portfolio:** Automated endoscopic reprocessors, ethylene oxide (EtO) sterilizers, gas plasma sterilization, steam sterilizers, and washers and decontaminators.
- **Instruments Cleaners and Enzymatics:** Detergents, enzymatics, rinses and lubricants for cleaning.
- **Cleaning Validation Support Products:** Products used for testing the cleaning efficacy.
- **Sterilization Pouches:** Packaging used to provide effective sterility maintenance for instruments/medical devices

Awarded suppliers

Supplier	New	Expiring
	PP-MM-439 AS-MM-439	PP-OR-1027 AS-OR-1027
	PP-MM-440	New
	PP-MM-438	SD-OR-025

Healthmark and Propper are small business enterprises (SBE).

Current agreements with Dana Products (PP-OR-1028) and STERIS (PP-OR-1029) expire September 30, 2016.

Financial considerations:

- Pricing
- Cost of conversion

Patient and user satisfaction:

- Standards for specific types of sterilization
- Effectiveness in determining if sterilization requirements have been met
- Staff education and supplier support

Roadblocks to conversion

- Current sterilization process per system in the facility
- Staff acceptance

Sterilization Pouches

Effective October 1, 2016

Expires September 30, 2019




Products and services available

Products included in this category include packaging used to provide effective sterility maintenance for single or limited sized instruments or medical devices. Pouches are available for steam, ethylene oxide and gas plasma sterilization.

Class of trade

Agreement is available to acute, continuum of care and Premier REACH™ members for Healthmark and Medical Action.

- Cardinal has class of trade exclusions for ambulatory care, dentistry, free standing laboratories, veterinaries, alternate markets and colleges and universities.

Awarded supplier		
Supplier	New	Expiring
 CardinalHealth	PP-MM-435 AS-MM-435	PP-OR-1026 AS-OR-1026
 healthmark	PP-MM-436	New
 Medical Action INDUSTRIES INC.	PP-MM-437	New

* Healthmark is a small business enterprise (SBE).

Cardinal	Dan Clark	847.887.5513	Daniel.clark@cardinalhealth.com
Healthmark*	Steven Basile	800.521.6224 x66223	sibasile@hmark.com
Medical Action Industries	Darby Thompson	865.617.6487	Darby.thompson@owens-minor.com

Note: Supplier contact information is current as of July 1, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

Electronic price activation (PA) or a Participating Member Designation Form (PMDf) is required at Tier 2 and higher.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Financial analysis reveals:
- Cardinal's new agreement pricing offers up to a 2.6 percent savings compared to its expiring agreement pricing.
- Healthmark offers a value add.
- Available through authorized distributors: Cardinal, Healthmark, Medical Action
- Available direct: Cardinal

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Financial considerations

- Cost of raw materials used to make the pouches and rolls
- Performance rebates
- Value-adds

User satisfaction

- Adequate sterilant circulation
- Maintains sterility after processing
- Packaging allows visualization of contents
- Ease of aseptic handling
- Meets [ANSI/AAMI](#) standards

Roadblocks to conversion:

- Type of sterilizer used within the facility
- Standardization
- Staff acceptance

Sterilization Pouches

Effective October 1, 2016

Expires September 30, 2019

Full launch content and additional resources available

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Related categories

- **Steam Sterilizers**: Sterilization with these units involves exposing instruments to heat transferred from saturated steam.
- **EtO Sterilizers**: Sterilization used for heat-sensitive materials, primarily plastics.
- **Gas Plasma Sterilizers**: Sterilization where gas, usually a hydrogen peroxide or peracetic acid, is mixed with radio-frequency or microwave energy. The plasma produced consists of a reactive cloud which interacts and disrupts the life functions of microorganisms. The plasma and the oxidative properties of the gas itself constitute the sterilization process.
- **Sterilization Assurance**: Used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide, gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- **Cleaning validation support products**: Used for testing cleaning efficacy.

Surgical and Isolation Masks

Effective January 1, 2017

Expires December 31, 2019

Products and services available

Products that are a protective covering for the face that covers the mouth and nose and used to prevent inhalation of dangerous substances, or to prevent the dispersal of exhaled infective material.

Class of trade

- Cardinal is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Halyard is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Medline is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.
- Precept Medical, Prestige Ameritech and TIDI Products are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Cardinal	Jeffrey Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Precept Medical	Patty Shook	800.438.5827 extension 403	pshook@preceptmed.com
Prestige Ameritech	Michael Bowen	817.898.0039	mbowen@prestigeameritech.com
TIDI Products	Mike Duski	920.751.4365	mduski@tidiproducts.com

Note: Supplier contact information is current as of October 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers except TIDI Products
- A PMDF/PA is not required with TIDI Products due to single tier offering.








Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Cardinal's new agreement pricing offers 1.0 percent increase compared to its expiring agreement pricing.
- Cardinal offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Halyard's new agreement pricing offers a 3.0 percent savings compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 CardinalHealth™	PP-OR-1354	PP-OR-1066
 HALYARD	PP-OR-1355	PP-OR-1067
 MEDLINE	PP-OR-1356	PP-OR-1068
 Precept	PP-OR-1357	PP-OR-1069
 PRESTIGE AMERITECH	PP-OR-1358	PP-OR-1070
 S2S GLOBAL	PP-S2-001C	New
 TIDI PRODUCTS	PP-OR-1359	New

Precept Medical is a small business enterprise (SBE) and Prestige Ameritech is a minority-owned business enterprise (MBE).

S2S offers surgical and procedure masks. See the [PremierPro® products launch document](#) for details.

Financial considerations:

- Pricing
- Grandfathering tiers and pricing
- Value-adds and rebates
- Standardization of supplies and products

Patient safety and satisfaction:

- Varying levels of fluid resistance
- Appropriate fit for optimal comfort and safety
- Meets industry standards
- Fog-free and anti-glare eyewear and face shields

Roadblocks to conversion:

- User preference
- Skin sensitivity
- Products currently being used in the facility
- Existing supplier relationships

Other key value and terms (continued)

- Halyard offers a one-time conversion rebate. See the value-add section of the value analysis toolkit for more details.
- Medline's new agreement pricing offers a 0.5 percent savings compared to its expiring agreement pricing.
- Medline offers grandfathering of locally negotiated prices. See the terms and conditions section of the value analysis toolkit for more details.
- Medline offers a conversion rebate. See the value-add section of the value analysis toolkit for more details.
- Precept Medical's new agreement pricing offers a 1.0 percent savings compared to its expiring agreement pricing.
- Precept Medical will grandfather tier designations from the previous agreement. See the terms and conditions section of the value analysis toolkit for more details.
- Precept Medical offers an early payment discount of two percent if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- Precept Medical has a 25 case minimum order in order to receive prepaid freight management.
- Precept Medical offers a conversion rebate and a free face mask dispenser program. See the value-add section of the value analysis toolkit for more details.
- Prestige Ameritech's new agreement pricing is flat compared to its expiring agreement pricing.
- Prestige Ameritech has a 25 case minimum order in order to receive prepaid freight management.
- TIDI Products offers free sample, the TIDI Shield eyewear dispenser holder and an Eye Splash Zero program as value-adds. See the value-add section of the value analysis toolkit for more details.
- **Precept Medical is the low-cost supplier of suppliers with 100 percent cross-spend.**
- Available through distribution: Cardinal, Halyard, Medline, Precept Medical, Prestige Ameritech, TIDI Products
- Available direct: Medline, Precept Medical, Prestige Ameritech

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

- **Disposable Non-Sterile Protective Apparel:** Non-sterile disposable gowns, scrub suits, aprons, head gear/caps and shoe covers

Surgical Blades

October 1, 2016

September 30, 2019

Products and services available

This category includes disposable blades attached to a knife handle/scalpel which a surgeon uses to make an incision. Standard surgical scalpels, safety scalpels, and specialty blades are included.

Products in this category do not include ophthalmic blades. Ophthalmic blades can be found in the Ophthalmology Products category.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Aspen	Katie Hanba	888.364.7004	gpo@aspensurgical.com
MYCO	Sanjiv Kumar	940.367.3795	skumar@mycomedical.com
PenBlade	Stephanie Hess	801.903.1113	stephanie@penblade.net

Note: Supplier contact information is current as of May 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 all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Other key value and terms




- Pricing is firm for the term of the agreement with all suppliers.
- MYCO and PenBlade offer early payment discounts.
- Financial analysis reveals the following when comparing new agreement pricing to expiring agreement pricing:
 - Aspen: 0.4 percent savings
 - MYCO: 5.2 percent savings
 - PenBlade: 7.2 percent savings
- Aspen has a minimum order requirement of \$50.
- **MYCO is the low-cost supplier.**
- Available through distribution: Aspen, MYCO and PenBlade.
- Available direct: Aspen, MYCO and PenBlade.

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
 Aspen Surgical	PP-OR-1327 AS-OR-1327	PP-OR-1019 AS-OR-1019
 MYCO The Medical Company	PP-OR-1328	PP-OR-1020
 PENBLADE safety scalpels	PP-OR-1329	PP-OR-1239

MYCO is a minority-owned business enterprise (MBE).

The current agreement with Advanced Medical Innovations (SD-OR-024) expires September 30, 2016.

Financial considerations:

- Pricing
- Disposable compared to reusable blades/handles
- Early payment discounts

Patient safety and satisfaction:

- Specialty blades appropriate for procedure mix
- Blade and handle compatibility
- Safety shield to reduce sharps injuries

Roadblocks to conversion:

- Standardization
- Blade sharpness
- Instrument comfort and handling

Surgical Blades

October 1, 2016

September 30, 2019

- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

Related categories

- **Surgical Instruments**: Instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors and tissue forceps.

Surgical Headlights

Effective October 1, 2015

Expires September 30, 2018

Products and services available

This category consists of products used by the surgeon to provide extra light to the perioperative field during surgery. The surgical headlight product portfolio includes headlamps, headlamp cameras, light sources, stands, light bulbs, cables and adaptors.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Integra	Scott Heidler	330.282.3916	Scott.heidler@integralife.com
Sunoptic	David Mutch	904.864.5388	Dave.mutch@sunoptictech.com

Note: Supplier contact information is current as of June 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required for Tier 2 and higher for both suppliers.

Aggregation opportunities

Aggregation is available for multi-facility systems, GPOs and established networks for both suppliers.

Other key value and terms



- Pricing is firm for the term of agreement with both suppliers.
- Integra orders under \$1,000 will have freight prepaid and added to invoice.
- Sunoptic offers a value add for single order purchases of 25 units or more. See the value add section for details.
- Available through distribution: Sunoptic
- Available direct: Integra and Sunoptic

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
 INTEGRA	PP-OR-1241	PP-OR-925 AS-OR-925
 Sunoptic Technologies	PP-OR-1240	PP-OR-924

SheerVision is a small business enterprise (SBE).

Current agreements with Designs for Vision (PP-OR-922) and SheerVision (PP-OR-923) expire September 30, 2015.

Financial considerations:

- Unit and proprietary equipment cost
- Cost of the light source
- Number of units needed in the facility
- Life expectancy of the unit

Patient satisfaction and safety:

- Weight of the unit
- Moisture wicking option
- Does the unit fit comfortably
- Does the unit provide enough light to the operative field
- Does the unit restrict the physicians movement
- Battery time if applicable
- Any sound that the unit makes during operation

Roadblocks to conversion:

- Products currently used in the facility
- Staff acceptance of the product

Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

Services available

This category includes third party on- and off-site instrument and scope repair services.

Class of trade















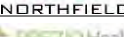
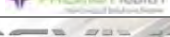





Agreements are available to acute care, continuum of care and Premier REACH™ members.

3 West Medical	Jill Sperling	213.910.9268	jsperling@scopeconnection.com
Aesculap	Allison Hughes	410.456.8139	allison.hughes@aesculap.com
BPI Medical (SBE)	Jeff Loflin	253.878.8719	jeffl@bpimedical.com
CTC Medical (WBE)	Gordon Willsey	954.584.5530	gwillsey@ctcmedrepair.com
Direct Surgical Equipment	Mark McClure	800.797.1407	mark.mcclure@directse.com
Endochoice	Jamie Freeman	678.708.4460	jamie.freedman@endochoice.com
Fibertech	Frank Majerowicz	443.375.6758	frankm@fibertechmedical.com
Herzog (WBE)	Larry Shields	916.334.1280	lshields@herzogsurgical.com
IMS	Chris Hallman	800.300.7899	chrishallman@imsready.com
Instrument Doctors (SBE)	Dave Finnerman	518.526.1319	dave@instrumentdoctors.com
Instrument Specialist (WBE)	Casey Shepherd	830.249.9535	casey@isisurgery.com
Medical Optics (SBE)	Sarah Burton	954.838.8600	s.burton@medicaloptics.com
Mobile Instrument Service & Repair (SBE)	Dan Anbari	404.518.1486	danbari@mobileinstrumnet.ga.com
National Advanced Endo Devices (WBE)	Trevor Asmus	818.227.2720	trevorasmus@gmail.com
Northfield Instruments Specialists	Steve Shutts	919.520.5778	sshutts@northfieldinfo.com
Prezio	Greg Bright	847.651.3315	greg.bright@preziohealth.com
Revive Surgical Instrument (MBE)	Freda Crawley	734.796.3143	info@revivesurgicalinstrumentrepair.com
Surgical Instrument Service (SBE)	Scott Knight	206.455.5004	sknight@sis-usa.com
Total Scope (WBE)	Lindsey Davis	800.471.2255	ldavis@totalscopeinc.com
US Medical Systems (SBE)	Rafe Bromfield	704.408.8702	rafe@usms.biz

Note: Supplier contact information is current as of December 28, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

SurgiSource is a [SEEDS](#)™ supplier; small business enterprise (SBE) effective June 1, 2016.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-447	New
	PP-MM-382	New
	PP-MM-383	New
	PP-MM-384	New
	PP-MM-458	New
	PP-MM-385	New
	PP-MM-386	New
	PP-MM-387	New
	PP-MM-377 AS-MM-377	PP-MM-189 AS-MM-189
	PP-MM-375	SD-MM-016
	PP-MM-376	SD-MM-020
	PP-MM-378	PP-MM-190
	PP-MM-379	PP-MM-191
	PP-MM-388	New
	PP-MM-389	New
	PP-MM-380	PP-MM-192
	PP-MM-390	New
	PP-MM-392	New
	SD-MM-024	New
	PP-MM-381	SD-MM-022
	PP-MM-393	New

Update December 2016: 3 West Medical and Direct Surgical Equipment were added to the category effective January 1, 2017, through January 31, 2019. For details, see the [category update document](#).

The current agreement with Spectrum Medical (PP-OR-193) will expire January 31, 2016. Spectrum was purchased by IMS (current agreement number (PP-MM-377)).

Boston Scientific [acquired](#) EndoChoice in 2016.

Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

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. Endochoice offers a single Premier tier.
- A local member agreement may be required.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with all suppliers.

- Aesculap requires that each individual member in an aggregation group has 75 percent commitment to Aesculap.

Other key value and terms

- Pricing is firm for the term of all agreements.
- All suppliers except Endochoice are capable of providing on- and off-site service. Endochoice does not offer onsite repairs.
- All suppliers offer 60-day payment terms except Aesculap, IMS, National Advanced Endoscopy and Northfield Instrument Specialists.
- All suppliers offer an early payment discount except Aesculap, Endochoice and IMS.
- Suppliers offer additional value through purchase incentives.

Full launch content available

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Related categories

- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure
- **Laparoscopic Surgical Instruments:** Laparoscopic instruments (tools) are used by a surgeon and nurse to facilitate an endoscopic surgical procedure
- **Instrument Containers:** Instrument containers are used for storage and sterilization of surgical instruments

Financial considerations:

- Incentives
- Shipping terms
- Payment terms
- Early payment discounts

Service considerations:

- Loaner programs
- Service warranties
- Geographical coverage
- On- and off-site repair options
- Types and brands of medical equipment the contractor repairs

Roadblocks to conversion:

- Long term deals with other service providers
- Proximity of service provider to service location
- Contractor ability to service all of the member's repair needs
- Any limitation on supplier brands that the contractor is unable to work on

Surgical Instruments

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category is comprised of instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors, and tissue forceps.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Zachary Moore	901.302.0504	zachary.moore@carefusion.com
HNM	Yoah Anisz	866.291.8498	yanisz@hnmmedical.com
Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Karl Storz	Ron Turk	615.974.8015	ron.turk@karlstorz.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Novo Surgical	Abed Moiduddin	877.860.6686	abed.moiduddin@novosurgical.com
Precision	John Inzero	732.447.2587	jrinzero@pmdmfg.com
Symmetry	Mickey Wormsley	865.386.8372	mwormsley@mindspring.com

Note: Supplier contact information is current as of April 6, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements










A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is:

- Allowed for multi-facility systems, GPOs and established networks with HNM, Integra, Medline, Novo, Precision and Symmetry.
- Allowed for systems with individual member compliance of 75 percent per year with Aesculap.
- Allowed for multi-facility systems, GPOs and established networks capable of directing/controlling purchasing decisions and commitment with CareFusion.
- Not available with KARL STORZ.

Awarded suppliers

Supplier	New	Expiring
 Aesculap	PP-OR-1278	PP-OR-926
 CareFusion	PP-OR-1279 AS-OR-1279	PP-OR-927 AS-OR-927
 HNM MEDICAL	PP-OR-1280	PP-OR-933
 INTEGRA LIMITED LIABILITY COMPANY	PP-OR-1281	PP-OR-928
 STORZ KARL STORZ—ENDOSKOPE	PP-OR-1282	PP-OR-1186
 MEDLINE	PP-OR-1283	New
 NOVOSURGICAL	PP-OR-1284	SD-OR-023
 PMD Innovative Medical Technology	PP-OR-1285	PP-OR-934
 symmetry surgical	PP-OR-1286	PP-OR-929

*HNM, Novo and Precision are minority business enterprises (MBEs).

Financial considerations:

- Cleaning and sterilization
- Life expectancy
- Shipping and freight

Patient satisfaction and safety:

- Specialized instruments for specific procedures
- Meets product standards and guidelines

Roadblocks to conversion:

- Clinician preference
- Physician-customized instruments
- Purchasing across product categories

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing has:
 - Aesculap: 2.9 percent increase.
 - CareFusion: 5.8 percent savings.
 - HNM: 1.5 percent increase.
 - Integra: 1.0 percent increase.
 - KARL STORZ: 2.0 percent increase.
 - Novo Surgical: 14.0 percent savings.
 - Precision Medical: 5.3 percent increase.
 - Symmetry: 0.7 percent increase.
- **Precision Medical is the low-cost supplier.**
- Available through distribution: Medline, Novo and Precision
- Available direct: Aesculap, CareFusion, HNM, Integra, KARL STORZ, Medline, Novo, Precision and Symmetry

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content available and additional resources

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Instrument Containers:** Used for storage and sterilization of surgical instruments. These containers are used for specific types of sterilization including, but not limited to, steam, gas plasma, and ethylene oxide (EtO). Accessories in this category include filters, locks, indicators and pads.
- **Surgical Instrument and Scope Repair:** Third party on- and off-site instrument and scope repair services

Surgical Irrigation Solutions

Effective April 1, 2017

Expires March 31, 2020

Products and services available

Sterile surgical solutions used to irrigate and cleanse the surgical site during surgical procedures. This process removes bacteria, particles and debris.

Class of trade

This agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Irrimax	Gene Ritter	770.807.3355	gener@irrisept.com
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Note: Supplier contact information is current as of December 28, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offering.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.

Other key value and terms

- Pricing is firm for the term of agreement.
- Irrimax's new agreement pricing is flat compared to its expiring agreement pricing.
- Irrimax offers a two percent early payment discount. See the value analysis toolkit for more details.
- Available through distribution: Irrimax
- Available direct: Irrimax

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

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Related categories

- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin
- **Skin Integrity: Compression Wraps:** Products used in the treatment and prevention of edema, venous inefficiencies and lymphatic disorders of extremities
- **Skin Integrity: Primary/Secondary Wound Care Dressings:** Dressings that are categorized as the following: primary dressings that come in direct contact with wound bed, secondary dressings which are used to cover a primary dressing
- **Chlorhexidine Gluconate (CHG) Skin Prep Products:** A minimum two percent chlorhexidine gluconate (CHG) and 70 percent isopropyl alcohol (ISA) chemical antiseptic products and solutions

Awarded supplier

Supplier	New	Expiring
IRRIMAX®	PP-OR-1393	PP-AC-079

Irrimax is a small business enterprise (SBE).

Products in this category were previously included in the Skin Integrity: Prevention, Healing and Support category.

Financial considerations:

- The cost of surgical site infections
- The cost of wound care treatment

Patient safety and satisfaction:

- Appropriate product usage
- Surgical site infection rates
- Clinical study findings

Roadblocks to conversion:

- Products currently being used in the facility
- Current supplier relationships

Tracheostomy Tubes and Related Products

Effective January 1, 2016

Expires December 31, 2018

Products available

This category consists of products used to keep the trachea open due to airway obstruction, allowing a person to breathe without the use of their nose or mouth. The tube is placed through an opening in the neck and inserted into the windpipe.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Boston Medical	Thomas Gusha	508.414.2407	tgusha@bosmed.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Marpac	Jeff Alcalde	505.764.5662	jalcalde@marpac.biz
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of September 28, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Covidien, Marpac and Smiths Medical.
- A PMDF/electronic PA is not required with Boston Medical due to a single tier offering.

Aggregation opportunities





- Aggregation is:
 - Not applicable with Boston Medical due to a single tier offering.
 - Allowed with Covidien for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.
 - Allowed for multi-facility systems, GPOs and established networks with Marpac.
 - Allowed with Smiths Medical for owned and centrally managed multi-facility systems with the ability to drive purchasing decisions.

Other key value and terms

- Pricing is firm for the agreement term with Boston Medical, Marpac and Smiths Medical.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12-month period.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 1.5 percent higher with Covidien.
 - 4.1 percent lower with Marpac.
 - 7.8 percent higher with Smiths Medical.
- **Smiths Medical is the low-cost supplier.**
- Available direct: Boston Medical, Covidien, Marpac, Smiths Medical
- Available through distribution: Boston Medical, Covidien, Marpac, Smiths Medical

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1252	New
	PP-OR-1249 AS-OR-1249	PP-OR-919
	PP-OR-1251	PP-OR-918
	PP-OR-1250	PP-OR-921

Boston Medical is a small business enterprise (SBE). Marpac is a veteran owned business (VET).

The current agreement with Pepper Medical (PP-OR-920) expires December 31, 2015.

Financial considerations:

- Early payment discounts
- Minimum orders
- Direct versus distribution

Patient satisfaction and safety:

- Prevention of infection at the site of the tracheostomy
- Correct size of the tube used
- Comfort level of the tracheostomy collar
- Ease of cleaning the tracheostomy

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Full launch content and additional resources available

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- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related category

- **Endotracheal Tubes and Related Products:** Consists of tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs. The tube is designed to deliver oxygen or anesthesia to the patient.

Trocar Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

- Ethicon's agreement is only for acute class of trade facilities.

Applied	Colleen Corbitt	561.346.0751	ccorbitt@appliedmedical.com
ConMed	John Dwyer	303.431.4781	johndwyer@conmed.com
Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.jnj.com
Genicon	Theresa Hoegstrom	407.657.4851	tlw@geniconendo.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com
Stryker	Ben Hobbs	502.690.6147	ben.hobbs@stryker.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

Note: Supplier contact information is current as of March 27, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 or higher for all suppliers except Covidien, Ethicon and Olympus.

- Covidien requires a PA/PMDF for all tiers.
- Ethicon requires a PA/PMDF for all tiers. Members who have an existing PMDF in place will be allowed to carry their tier designation over to the new agreement. An Exhibit A-2a will be required for system aggregation.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.
- Olympus only offers one tier. A PA/PMDF is not required but is suggested.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks from all suppliers except Applied, Covidien, Ethicon, Stryker and Olympus:

- Applied allows aggregation for those with the ability to direct purchasing decisions.
- Covidien allows aggregation for those with centralized decision making authority.
- Ethicon allows aggregation of owned, leased or managed facilities.

Awarded suppliers

Supplier	New	Expiring
 Applied Medical	PP-OR-1171	PP-OR-844
 CONMED CORPORATION	PP-OR-1172	PP-OR-848
 COVIDIEN	PP-OR-1173	PP-OR-843
 ETHICON <small>a Johnson & Johnson company</small>	PP-OR-1174	PP-OR-842
 GENICON	PP-OR-1175	PP-OR-847
 OLYMPUS	PP-OR-1178	New
 stryker®	PP-OR-1176	PP-OR-845
 Teleflex®	PP-OR-1177	PP-OR-846

Genicon is a small business enterprise (SBE).

Financial considerations:

- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

Patient safety and satisfaction:

- Patient comfort
- Cosmetic results
- Infection control
- Adoption of single site port

Roadblocks to conversion:

- Supplier relationships
- Proprietary equipment and accessories
- Compatibility with access ports being used
- Facility preference

Trocar Products

Effective April 1, 2015

Expires March 31, 2018

- Stryker requires that 70 percent of hospitals in the aggregation group are meeting the required dollar threshold levels.

Other key value and terms

- Applied offers a quick conversion rebate for members with less than 25% participation with Applied trocars who are able to move their participation level to at least 75% by December 31, 2015.
- Covidien's best pricing is available for those who are committed to endomechanical (tier 11), trocar (tier 11) AND surgical energy categories.
- Covidien offers a value add rebate for participation and conversion.
- For Ethicon, in calculating net dollar purchases and market share for Suture Products, Endomechanical Products or both, only purchases from full-line suppliers shall be used. Please note that all suture products from Covidien are used in calculating suture market share, all trocar companies and all topical skin adhesive companies are counted in determining the respective category market share.
- Available through distribution: Applied, ConMed, Covidien, Ethicon, Genicon, Stryker and Teleflex
- Available direct: Applied, ConMed, Covidien, Ethicon, Genicon, Olympus, Stryker and Teleflex

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the summary that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
 - [Endomechanical](#)
 - [Suture](#)
 - [Topical Skin Adhesives](#)
 - [Trocar](#)
- [Member webcast](#): Recorded webcast that provides an overview of agreements in these categories.

Related categories

- **Endomechanical Products:** This category includes devices used to assist in open and laparoscopic surgical procedures. Consisting of a variety of devices: internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure.
- **Knotless Tissue Closure:** This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures.
- **Suture Products:** Suture is a strand of material, composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.
- **Topical Skin Adhesive:** Topical wound sealant is a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. These adhesives are an octyl or butyl cyanoacrylate-based product.

Wound Drainage Products

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category consists of products used to drain fluid from the body when excessive drainage is expected during or post-surgery.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Bard	Bob Anderson	770.784.6164	Bob.anderson@crbard.com
Cardinal	James Bonanni	315.382.0919	Jim.bonanni@cardinalhealth.com

Note: Supplier contact information is current as of April 29, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required for Tier 2 and higher for both suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks.

Other key value and terms

- Aggregation is available with from both suppliers.
- Bard only allows aggregation for tiers 3 and 4.
- Pricing is firm for the term of agreement with both suppliers.
- Bard and Cardinal both allow for grandfathering.
- Available direct and through distribution with both suppliers.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.



Full launch content and additional resources available

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- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [Cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related category

- **Chest Drainage Products:** Used to evacuate the air and/or fluid from the chest cavity to help re-establish normal pressure. This allows the re-expansion of the lung to restore normal breathing patterns.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1229	PP-OR-891
	PP-OR-1228 AS-OR-1228	PP-OR-892 AS-OR-892

The current agreement with Medline (PP-OR-893) and Surgimed (PP-OR-894) expires July 31, 2015.

Financial considerations:

- Pricing compared to market leader
- Tier shifts
- Early payment discounts
- Products that are sold individually vs. products sold in kits

Patient satisfaction and safety:

- Reduction of fluid to prevent infection

Roadblocks to conversion:

- Products currently being used in your facility



Custom Contracting



Did you know that Premier offers custom contracting in particular areas of focus? See below for a list of custom contracts completed for Premier member groups and systems that are also available to you.

Contract number	Category	Supplier
CC-SV-035	Transportation/Courier	MedSpeed
CC-SV-002	Telecommunications Expense Management Services	Tangoe
CC-SV-003	Surplus Surgical Inventory Services	WestCMR
CC-SV-006	Waste Management Services	Trifecta Environmental
CC-FA-003	Electrical Products and Service	Fromm Electric
CC-FA-004	Vendor Scrub Management Services	REPSRUBS
CC-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.

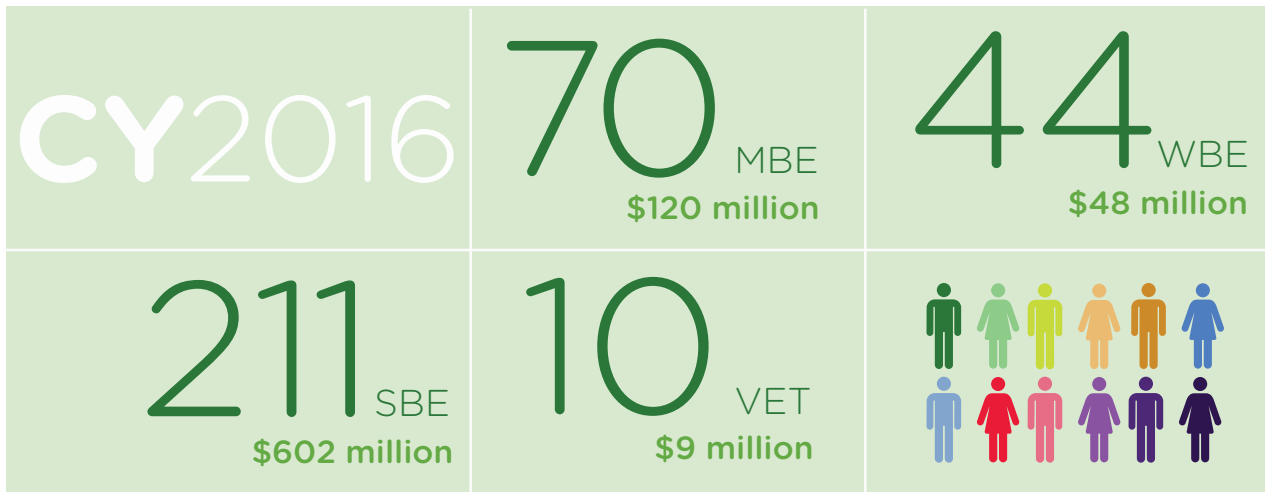
For more information on these products, see the [S2S Global launch document](#).



Premier’s supplier diversity initiatives recognize and track the following classifications (diverse and small business suppliers): **small business enterprises** (SBE) and **minority-** (MBE), **woman-** (WBE) and **veteran-owned** (VET) enterprises.

We are committed to building a portfolio of contracted products and services that mirrors the demographics of the communities our members serve.

In 2016, Premier members spent \$775 million on products and services from diverse suppliers.



SEEDS (Sourcing Education and Enrichment for Diverse and Small Suppliers)

The program provides contracted suppliers with experienced resources and educational tools intended to assist in gaining contract sales and building long-term relationships across the alliance.

Contract language protection for members looking to do business with diverse suppliers

The diverse suppliers’ volume is considered a carve-out and members can still qualify for the best tiered pricing negotiated.



Additional resources

- **Core field team:** Premier field experts can assist you if you are interested in learning more about any of the offerings listed within this book. Not sure who your field representative is? Contact the Premier Solution Center at 877.777.1552 or email solutioncenter@premierinc.com.
- **Supply Chain Advisor®:** Premier's online automated contract management system including catalog, electronic price activation, news/resources and the ability to manage all contracts, including regional/local agreements, in one place.
 - **Catalog:** Electronic repository of all of Premier's contract information. It includes details on business partners, contracts, products, price tiers and updates. The catalog also includes cross-reference information for many items that are not on Premier contract in order to find functionally equivalent/alternative items that are on contract.
 - **Price activation:** Electronic Letter of Commitment (eLOC) approach is an interactive process in which members and suppliers can reach agreement on tier pricing and sign a contract online. Contracts can be activated centrally (i.e. at a network level) and individually (i.e. at a hospital level).
 - **Contract management:** Premier enables members to store their own regionally/locally negotiated agreements in its catalog. By following a simple process, hospitals can load business partner information, a contract summary and product and price data.
- **PremierConnect®**

PremierConnect surfaces actionable opportunities and information with the ability to share knowledge, resulting in a one-stop shop for members to dive into customizable and relevant content, access multiple apps and collaborate in real time. Through PremierConnect, you can: combine and integrate data across the continuum; connect your team with one another, Premier staff and the entire Premier alliance with state-of-the-art social business techniques built specifically for healthcare; and provide best practices and other knowledge to your stakeholders. **To access PremierConnect, visit:** <https://premierconnect.premierinc.com>.
- **Supply Chain News community:** The [Supply Chain News](#) community features a rolling feed with updates on contract launches, webinars, supplier promotions, group buys and industry updates. Content is organized according to Premier's service lines making service-line specific information quick and easy to find.
- **Premier Marketplace™:** Through [Premier Marketplace](#), you can take advantage of:
 - **Group Buys:** Voluntary, purchasing opportunities, typically for capital equipment. Group Buys deliver significant savings, beyond Premier's already exceptional national group purchasing agreements. Group Buys may also include value-adds such as special rates for financing, trade-in programs, training, preventative maintenance and service programs and extended warranties. Savings average 15 percent above national top tier pricing.
 - **Marketplace exclusives:** Premier's e-commerce web store, where you can browse, compare and buy more than 4,000 products with your credit card. More products are added each quarter.
 - **Bloodbuy®:** Connecting hospitals and blood centers nationwide to ensure the efficient flow of lifesaving blood products to patients in need.
- **Employee discounts:** Premier offers a variety of [discounts](#) for all members of the alliance and their employees and staff, including employee discount malls and GPO contracted discount codes.
- **Premier Solution Center:** The Premier Solution Center is a central point of contact for all Premier-related questions. Its phone lines are staffed weekdays from 7 a.m. to 7 p.m. CT.
 - Toll-free: 877.777.1552
 - Email: solutioncenter@premierinc.com

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