



# Imaging and Radiation Oncology Portfolio Overview and Resources

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### New FASB standards: Potential impact to your capital equipment agreements

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

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



#### What do I need to know?

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

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

#### What questions should I consider?

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

#### Learn more:



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

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

## Overview of Premier, Inc.

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

➤ **Our mission:**

To improve the health of communities

➤ **Our vision:**

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

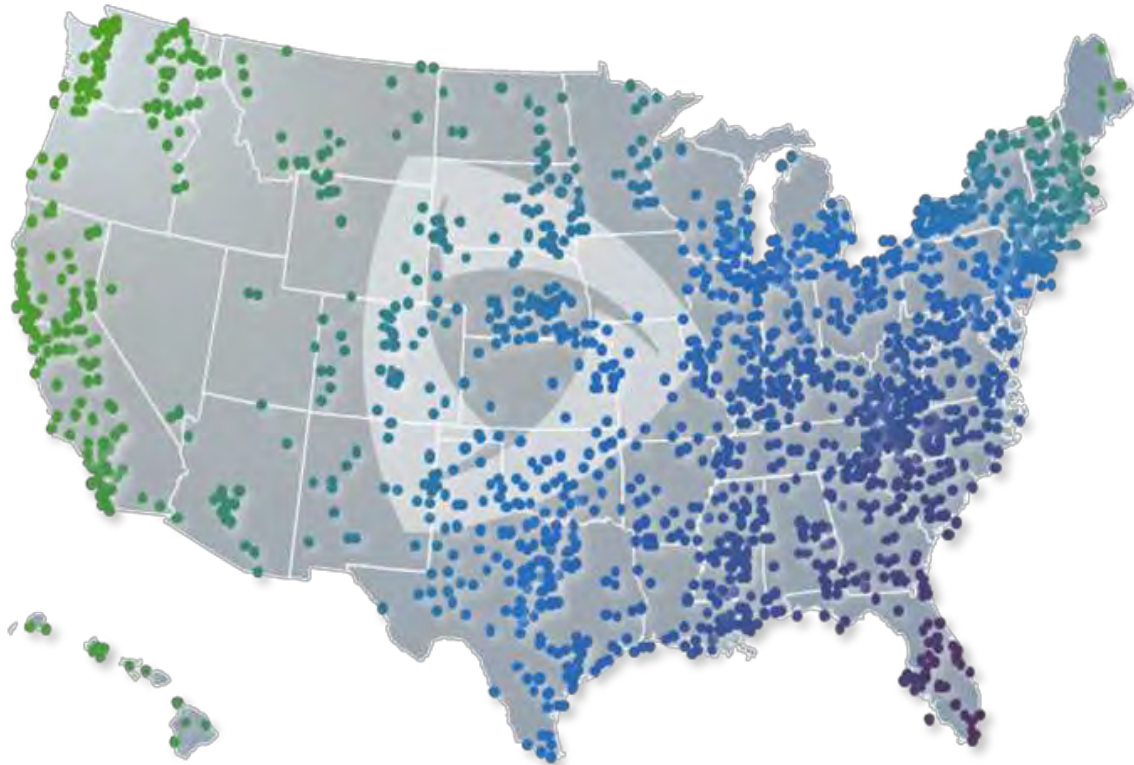
➤ **How do we do it?**

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

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

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

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





# Imaging and Radiation Oncology

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

# Bone Densitometry

**Effective October 1, 2015**

**Expires September 30, 2018**

## Products available

This category includes dual energy-absorptiometers (DXA or DEXA), ultrasonic bone densitometers, and service agreements. Bone density tests are used to determine the risk of bone breaks, identify decreases in bone density before a break or fracture, and confirm and monitor treatment of osteoporosis. Bone densitometers are also used to measure body composition and determine body fat distribution.

## Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Hologic</a>	Andy Kaplan	203.917.9668	<a href="mailto:andy.kaplan@hologic.com">andy.kaplan@hologic.com</a>

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

## How to operationalize these agreements

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

## Aggregation opportunities

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

## Other key value and terms


- GE offers firm discounts for the term of agreement.
- Hologic offers firm pricing for term of agreement.
- GE offers up to 2 percent more favorable discount percentage off list pricing at top tier compared to their expiring agreement.
- Hologic has flat pricing compared to their expiring agreement.
- Available through distribution: Hologic
- Available direct: GE, Hologic

**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

- [Bone Densitometry clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Hologic value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): A PDF overview of contract award rationale with tips and resources available to optimize purchasing from Premier's contracts.

## Awarded suppliers

Supplier	New	Expiring
	<b>PP-IM-263</b>	PP-IM-183
<b>HOLOGIC™</b>	<b>PP-IM-294</b>	PP-IM-204

### Financial considerations:

- Total life cycle costs
- Service agreements and warranties
- Reimbursement

### Patient safety and satisfaction:

- Patient comfort
- Ease of patient positioning
- Image quality
- Acquisition time
- Reduced radiation exposure

### Roadblocks to purchasing:

- Capital budget constraints
- Space constraints
- Compatibility and interfacing capabilities
- Current installed base

## Cardiovascular Imaging (Cardiac Catheterization, Vascular Systems)

**Effective October 1, 2015**
**Expires September 30, 2018**

### Products available

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

### Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:Ron.sciepko@philips.com">Ron.sciepko@philips.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:alan.d.quinn@siemens-healthineers.com">alan.d.quinn@siemens-healthineers.com</a>
<a href="#">Toshiba</a>	Chris Federoff	973.216.2786	<a href="mailto:cfederoff@tams.com">cfederoff@tams.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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

### Awarded suppliers

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to purchasing:

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

### Full launch content and additional resources available

- [Cardiovascular Imaging clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Toshiba value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

### Related categories

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



## Computed Radiography

Effective January 1, 2016

Expires September 30, 2018

### Products available

Products available in this category include computed radiography (CR) readers, needle-based detector and phosphor plate cassettes, workstations, image processing software, and accessories.

### Class of trade

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

<a href="#">Agfa</a>	Mark Evans	864.421.1784	<a href="mailto:mark.evans@agfa.com">mark.evans@agfa.com</a>
<a href="#">Carestream</a>	Mark Dischinger	913.685.3977	<a href="mailto:mark.dischinger@carestream.com">mark.dischinger@carestream.com</a>
<a href="#">FUJIFILM</a>	Dave Mickelson	385.226.4909	<a href="mailto:david.mickelson@fujifilm.com">david.mickelson@fujifilm.com</a>
<a href="#">Konica Minolta</a>	Rob Kenley	704.910.9591	<a href="mailto:robert.kenley@konicaminolta.com">robert.kenley@konicaminolta.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>

**Note:** Supplier contact information is current as of August 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)/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 all suppliers.

### Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Weighted financial analysis reveals, compared to expiring agreement pricing, new agreement pricing overall is:
  - 2.0 percent lower with Agfa.
  - 14.5 percent lower with Carestream.
  - 5.7 percent lower with FUJIFILM.
  - 3.4 percent lower with Konica Minolta.
  - 2.0 percent lower with Philips.
- Agfa offers multiple value-adds, including discounts on service, biomedical training, spare parts and a trade-in allowance.
- Carestream offers a trade-in allowance.
- Members may aggregate Konica Minolta spend from General Radiography (PP-IM-306) to attain higher tiers under this agreement.
- Available through distribution: Agfa, Carestream, Konica Minolta and Philips
- Available direct: Agfa, Carestream, FUJIFILM, Konica Minolta and Philips

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

### Awarded suppliers

Supplier	New	Expiring
<b>AGFA</b> 	PP-IM-328	PP-IM-216
<b>Carestream</b>	PP-IM-329	PP-IM-218
<b>FUJIFILM</b>	PP-IM-330	PP-IM-215
 <b>KONICA MINOLTA</b>	PP-IM-331	PP-IM-217
<b>PHILIPS</b>	PP-IM-327	PP-IM-219

#### Financial considerations:

- Total life cycle costs; including replacement costs due to extended wear or damage
- Plates/cassettes proprietary to readers
- Facility's needs (current usage/user preference)
- Warranties
- Value-add opportunities
- Standardization

#### Patient safety and satisfaction:

- Decreased radiation exposure
- CR reader may be positioned adjacent to the exam room, or within it – maintaining complete access to patient
- Ease of patient positioning

#### Roadblocks to purchasing:

- Compatibility and interfacing
- Space constraints
- Capital expenditure budget constraints
- Plates and cassettes are proprietary to readers

**Full launch content available**

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

**Related categories**

- **Enterprise Image Management Solutions (PACS, RIS, CIS):** Software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images
- **General Radiography (Radiography, Radiography and Fluoroscopy, Portable Radiography):** Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, and consumables as well as service agreements
- **Mammography Products and Services:** Analog and digital mammographic radiographic units, attached stereotactic biopsy systems, stand-alone biopsy systems, specimen radiography units, biopsy devices (guns), consumables, disposables, and service agreements

# Computed Tomography

**Effective October 1, 2015**

**Expires September 30, 2018**

## Products available

This category includes capital equipment for computed tomography including scanners (gantry, computers, interfaces), software including CAD, and service agreements.

## Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>
<a href="#">Samsung/NeuroLogica</a>	David Legg	267.994.2036	<a href="mailto:d.legg@neurologica.com">d.legg@neurologica.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:alan.d.quinn@siemens-healthineers.com">alan.d.quinn@siemens-healthineers.com</a>
<a href="#">Toshiba</a>	Chris Federoff	973.216.2786	<a href="mailto:cfederoff@tams.com">cfederoff@tams.com</a>

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

## How to operationalize these agreements

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

## Aggregation opportunities

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

## Other key value and terms

- Philips, Samsung/NeuroLogica, and Toshiba pricing is firm for the term.
- GE offers firm discounts for the term of agreement.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE new agreement offers up to 7 percent more favorable discount percentage than the expiring agreement
- Philips offers up to 47 percent discount off list pricing.
- Samsung/NeuroLogica offers up to 12 percent discount off list pricing.
- Siemens new agreement offers up to 9 percent more favorable discount percentage than the expiring agreement.
- Toshiba new agreement offers up to 2 percent more favorable discount percentage than the expiring agreement.
- Available through distribution: GE, Philips, Siemens, Toshiba
- Available direct: GE, Philips, Samsung/NeuroLogica, Siemens, Toshiba

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

## Awarded suppliers

Supplier	New	Expiring
	<b>PP-IM-265</b>	PP-IM-185
<b>PHILIPS</b>	<b>PP-IM-281</b>	New
	<b>PP-IM-313</b>	New
<b>SIEMENS</b>	<b>PP-IM-273</b>	PP-IM-193
<b>TOSHIBA</b>	<b>PP-IM-289</b>	PP-IM-199

### Financial considerations:

- Value-add opportunities
- Optional vs. required application packages
- Service agreements and warranty
- Total life cycle costs
- Reimbursement

### Patient safety and satisfaction:

- Reduced radiation exposure
- Patient comfort
- Ease of patient positioning
- Image quality
- Appropriate utilization and insurance coverage

### Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Space constraints
- Current installed base

### Full launch content and additional resources available

- [Computed Tomography clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Samsung/NeuroLogica value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Toshiba value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

### Related categories

- **Radiation Dose Tracking**: solutions needed to capture the radiation exposure metrics/parameters and to document that information
- **Physics Consulting Services**: physics support products and services includes accreditation support, regulatory consulting, training for physician and clinical staff, and imaging and therapy physics support
- **Patient Experience Theming**: custom environments designed to immerse patients in a positive experience (themed equipment covers)
- **Mobile Imaging Services**: computed tomography (CT) mobile services
- **Contrast Media Ionic/Non-ionic**: contrast agents used to improve the visibility of internal organs and surrounding structures
- **Injectors and Disposables**: devices used to inject contrast media into the body

## 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.

<b>Bayer (Medrad)</b>	Randy Roll	412.295.5568	<a href="mailto:randy.roll@bayer.com">randy.roll@bayer.com</a>
<b>Bracco</b>	Randy Thrash	205.520.4055	<a href="mailto:randy.thrash@diag.bracco.com">randy.thrash@diag.bracco.com</a>
<b>MISI</b>	Doug Holloway	734.354.0039	<a href="mailto:dholloway@misisyringes.com">dholloway@misisyringes.com</a>

**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
	<b>PP-IM-254</b>	PP-IM-170
	<b>PP-IM-255</b>	PP-IM-168 AS-IM-168
	<b>PP-IM-256</b>	New

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

### Financial considerations:

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

### Safety and patient satisfaction:

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

### Roadblocks to purchasing:

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

**Full launch content and additional resources available**

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

## General Radiography

Effective October 1, 2015

Expires September 30, 2018

### Products available

This category includes digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, and related consumables as well as service agreements.

### Class of trade

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

<a href="#">Agfa</a>	Mark Evans	864.421.1784	<a href="mailto:mark.evans@agfa.com">mark.evans@agfa.com</a>
<a href="#">Blue Ridge X-Ray</a>	Bill Mena	805.581.1980	<a href="mailto:billmena@msn.com">billmena@msn.com</a>
<a href="#">Carestream</a>	Mark Dischinger	913.685.3977	<a href="mailto:mark.dischinger@carestream.com">mark.dischinger@carestream.com</a>
<a href="#">FUJIFILM</a>	Dave Mickelson	385.226.4909	<a href="mailto:david.mickelson@fujifilm.com">david.mickelson@fujifilm.com</a>
<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Konica Minolta</a>	Rob Kenley	704.910.9591	<a href="mailto:robert.kenley@konicaminolta.com">robert.kenley@konicaminolta.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:Ron.sciepko@philips.com">Ron.sciepko@philips.com</a>
<a href="#">Samsung/NeuroLogica</a>	David Legg	267.994.2036	<a href="mailto:d.legg@sea.samsung.com">d.legg@sea.samsung.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:alan.d.quinn@siemens-healthineers.com">alan.d.quinn@siemens-healthineers.com</a>
<a href="#">Toshiba</a>	Chris Federoff	973.216.2786	<a href="mailto:cfederoff@tams.com">cfederoff@tams.com</a>
<a href="#">UMG/Del Medical</a>	Tony Galles	914.998.8455	<a href="mailto:tgalles@umgxray.com">tgalles@umgxray.com</a>

**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 recommended to any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term for Agfa, Carestream, FUJIFILM, Konica Minolta and Toshiba.
  - GE offers firm discounts for the term of agreement.
  - Siemens offers firm pricing for systems. Pricing for individual products may vary.
- Agfa new agreement offers up to 2 percent more favorable discount percentage than the expiring agreement.
- Blue Ridge X-Ray offers up to 16 percent discount off list pricing.
- Carestream new agreement offers 1 percent more favorable discount percentage than the expiring agreement.
- FUJIFILM new agreement offers up to 2 percent more favorable discount percentage than expiring agreement.
- GE new agreement offers up to 3 percent more favorable discount percentage than expiring agreement.

### Awarded suppliers

Supplier	New	Expiring
 <b>AGFA</b>	PP-IM-297	PP-IM-212
 Blue Ridge X-Ray	PP-IM-298	New
 <b>Carestream</b> HEALTH	PP-IM-299	PP-IM-214
 <b>FUJIFILM</b>	PP-IM-301	PP-IM-211
	PP-IM-266	PP-IM-180
 <b>KONICA MINOLTA</b>	PP-IM-306	PP-IM-213
 <b>PHILIPS</b>	PP-IM-282	New
 <b>SAMSUNG</b>	PP-IM-312	New
 <b>SIEMENS</b>	PP-IM-274	PP-IM-189
 <b>TOSHIBA</b>	PP-IM-290	PP-IM-197
 <b>UMG/DEL MEDICAL</b>	PP-IM-300	New

### Financial considerations:

- Value-add opportunities
- Optional vs. required application packages
- Service agreements and warranty
- Additional insurance coverage for damage to digital detectors
- Total life cycle costs
- Reimbursement

### Patient safety and satisfaction:

- Reduced radiation exposure
- Image quality
- Real-time visualization capabilities

### Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Space constraints
- Current installed base

- Konica Minolta new agreement offers up to 7 percent more favorable discount percentage than expiring agreement.

### Other key value and terms (continued)

- Philips new agreement offers up to 45 percent discount off list pricing.
- Samsung/NeuroLogica offers up to 57 percent discount off list pricing.
- Siemens new agreement offers up to 14 percent more favorable discount percentage than expiring agreement.
- Toshiba new agreement offers flat pricing compared to their expiring agreement.
- UMG/Del Medical new agreement offers up to 22 percent discount off list pricing.
- Available through distribution: Agfa, Blue Ridge X-Ray, Carestream, GE, Konica Minolta, Philips, Siemens, Toshiba, UMG/Del Medical
- Available direct: Agfa, Blue Ridge X-Ray, Carestream, FUJIFILM, GE, Konica Minolta, Philips, Samsung/NeuroLogica, Siemens, Toshiba

**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

- [General Radiography clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [Agfa 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.
- [Blue Ridge X-Ray 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.
- [Carestream 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.
- [FUJIFILM 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.
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Konica Minolta value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Samsung/NeuroLogica value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Toshiba value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [UMG/Del Medical value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

### Related categories

- **Radiation Dose Tracking**: solutions needed to capture the radiation exposure metrics/parameters and to document that information
- **Physics Consulting Services**: physics support products and services includes accreditation support, regulatory consulting, training for physician and clinical staff, and imaging and therapy physics support
- **Computed Radiography**: CR readers, needle-based detector and phosphor plate cassettes, workstations, image processing software, and accessories



# Magnetic Resonance Imaging (MRI)

**Effective October 1, 2015**

**Expires September 30, 2018**

## Products available

This category includes MRI equipment and service agreements.

## Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Hitachi</a>	Richard Pacenta	440.796.1758	<a href="mailto:pacentar@hitachimed.com">pacentar@hitachimed.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:Ron.sciepko@philips.com">Ron.sciepko@philips.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:alan.d.quinn@siemens-healthineers.com">alan.d.quinn@siemens-healthineers.com</a>
<a href="#">Toshiba</a>	Chris Federoff	973.216.2786	<a href="mailto:cfederoff@tams.com">cfederoff@tams.com</a>

**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 recommended for any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.

## Aggregation opportunities


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

## Other key value and terms

- Philips, and Toshiba offer firm for the term pricing.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE discounts are firm for the term.
- GE new agreement offers up to 2 percent more favorable discount percentage than expiring agreement.
- Hitachi offers up to 63 percent discount off list pricing.
- Philips offers up to 44 percent discount off list pricing.
- Siemens new agreement offers up to 6 percent more favorable discount percentage than expiring agreement.
- Toshiba new agreement offers up to 2 percent more favorable discount percentage than expiring agreement.
- Available through distribution: GE, Hitachi, Philips, Siemens, Toshiba
- Available direct: GE, Hitachi, Philips, Siemens, Toshiba

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

## Awarded suppliers

Supplier	New	Expiring
	<b>PP-IM-270</b>	PP-IM-186
<b>HITACHI</b> Inspire the Next	<b>PP-IM-304</b>	New
<b>PHILIPS</b>	<b>PP-IM-286</b>	New
<b>SIEMENS</b>	<b>PP-IM-278</b>	PP-IM-194
<b>TOSHIBA</b>	<b>PP-IM-292</b>	PP-IM-200
Agreements with Hologic (PP-IM-205) and Invivo (PP-IM-207) expire September 30, 2015.		

### Financial considerations:

- Service agreements and warranty
- Total life cycle costs
- Reimbursement

### Patient safety and satisfaction:

- Patient comfort (e.g. claustrophobic or obese)
- Appropriate patient screening for implants containing metal or renal insufficiency
- Image quality (reduced need for retesting)
- Patient request or referring physician request for certain field strength

### Roadblocks to purchasing:

- Capital budget constraints
- Space constraints
- Compatibility and interfacing capabilities
- Current installed base

**Full launch content and additional resources available**

- [MRI clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Hitachi value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Toshiba value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

**Related categories**

- **MRI Safe Auxiliary Equipment and Coils**: includes ancillary equipment designed for use within an MRI suite and classified as MRI safe and/or MRI conditional
- **Patient Experience Theming**: includes custom environments designed to immerse patients and family members of all ages in a positive experience (themed equipment covers)
- **Mobile Imaging Services**: includes magnetic resonance imaging (MRI) mobile services
- **Contrast Media MR**: gadolinium-based agents used to improve the visibility of internal organs and surrounding structures in imaging studies.
- **Injectors and Disposables**: includes devices used to inject contrast media into the body using syringes, tubing and other disposable products.

## Mammography Products and Services

Effective October 1, 2015

Expires September 30, 2018

**Update June 2017:** KUB Technologies has terminated their contract. Products under this agreement are no longer available effective July 7, 2017.

### Products available

This category includes analog and digital mammographic radiographic units, attached stereotactic breast biopsy systems, stand-alone breast biopsy systems, specimen radiography units, breast biopsy devices (guns), mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements.

### Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Hologic</a>	Andy Kaplan	203.917.9668	<a href="mailto:andy.kaplan@hologic.com">andy.kaplan@hologic.com</a>
<a href="#">PenRad</a>	Dan Bickford	425.985.2521	<a href="mailto:dan@penrad.com">dan@penrad.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:Ron.sciepko@philips.com">Ron.sciepko@philips.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:alan.d.quinn@siemens-healthineers.com">alan.d.quinn@siemens-healthineers.com</a>
<a href="#">Volpara</a>	Steven Moseley	720.838.6168	<a href="mailto:Steve.moseley@volparasolutions.com">Steve.moseley@volparasolutions.com</a>

### How to operationalize these agreements

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

### Aggregation opportunities


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

### Other key value and terms

- GE offers firm discounts for the term of agreement.
- All other suppliers offer firm pricing for the term of agreement.
- GE new agreement offers up to 1 percent more favorable discount percentage than expiring agreement.
- Hologic offers flat pricing compared to the expiring agreement.
- PenRad offers 5 percent discount off list pricing.
- Philips offers up to 46 percent discount off list pricing.
- Siemens new agreement offers up to 11 percent more favorable discount percentage than expiring agreement.
- Volpara offers 15 percent discount off list pricing.
- Available through distribution: GE, Hologic, PenRad, Philips, Siemens, Volpara
- Available direct: GE, Hologic, PenRad, Philips, Siemens, Volpara

**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-267	PP-IM-182
<b>HOLOGIC™</b>	PP-IM-295	PP-IM-203
<b>PenRad™</b> <small>Read. Report. Track. Manage.</small>	PP-IM-311	New
<b>PHILIPS</b>	PP-IM-283	New
<b>SIEMENS</b>	PP-IM-275	PP-IM-191
<b>volparasolutions™</b>	PP-IM-324	New
Current agreement with Faxitron Bioptics (PP-IM-206) expires September 30, 2015.		

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

### Financial considerations:

- Service agreements and warranty
- Total life cycle costs
- Reimbursement

### Patient safety and satisfaction:

- Ease of patient positioning and patient comfort
- Reduced radiation exposure
- Image quality
- Appropriate screening for dense breast tissue
- Ability to perform 3D imaging (tomosynthesis)

### Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Space constraints
- Current installed base

**Full launch content and additional resources available**

- [Mammography clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Hologic 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.
- [PenRad value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Volpara value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

## Mobile C-Arms

**Effective October 1, 2015**

**Expires September 30, 2018**

### Products available

This category includes mobile c-arms, mini c-arms and service agreements.

### Class of trade

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

<a href="#">GE OEC</a>	Stephen Raque	800.728.6596	<a href="mailto:stephen.raque@med.ge.com">stephen.raque@med.ge.com</a>
<a href="#">Hologic</a>	Andy Kaplan	203.917.9668	<a href="mailto:andy.kaplan@hologic.com">andy.kaplan@hologic.com</a>
<a href="#">OrthoScan</a>	Adam Rowland	480.503.8010	<a href="mailto:adam.rowland@orthoscan.com">adam.rowland@orthoscan.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:Ron.sciepko@philips.com">Ron.sciepko@philips.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:alan.d.quinn@siemens-healthineers.com">alan.d.quinn@siemens-healthineers.com</a>

**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 recommended for any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.

### Aggregation opportunities






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

### Other key value and terms

- Hologic, OrthoScan and Philips pricing is firm for the term.
- GE/OEC offers firm discounts for the term of agreement.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE/OEC offers flat pricing compared to their expiring agreement.
- Hologic new agreement offers 3 percent more favorable discount percentage than expiring agreement.
- OrthoScan offers 15 percent discount off list pricing.
- Philips offers up to 44 percent discount off list pricing.
- Available through distribution: Hologic, OrthoScan, Philips, Siemens
- Available direct: Hologic, GE/OEC, OrthoScan, Philips, Siemens

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-IM-268</b>	PP-IM-181
	<b>PP-IM-296</b>	PP-IM-202
	<b>PP-IM-310</b>	New
	<b>PP-IM-284</b>	New
	<b>PP-IM-276</b>	PP-IM-190
Agreement with Ziehm Imaging (PP-IM-208) expires September 30, 2015.		

#### Financial considerations:

- Costs compared to fixed rooms
- Service agreements and warranty
- Total life cycle costs
- Reimbursement

#### Patient safety and satisfaction:

- Image quality for long, complex procedures
- Use in any department
- Real-time visualization
- Reduced radiation exposure

#### Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Space constraints
- Current installed base
- User preference

**Full launch content and additional resources available**

- [Mobile C-Arms clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE/OEC 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.
- [Hologic 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.
- [OrthoScan value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

## Molecular Imaging

**Effective October 1, 2015**

**Expires September 30, 2018**

### Products available

This category includes capital equipment for molecular imaging including SPECT (gamma cameras), SPECT/CT, PET, PET/CT, PET/MRI as well as service agreements.

### Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:Alan.d.quinn@siemens-healthineers.com">Alan.d.quinn@siemens-healthineers.com</a>
<a href="#">Toshiba</a>	Chris Federoff	973.216.2786	<a href="mailto:cfederoff@tams.com">cfederoff@tams.com</a>

**Note:** Supplier contact information is current as of July 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)/electronic price activation (PA) is recommended for any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.

### Aggregation opportunities


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

### Other key value and terms

- Philips, and Toshiba offer firm for the term pricing.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE discounts are firm for the term.
- GE new agreement offers up to 1 percent more favorable discount percentage than expiring agreement.
- Philips offers up to 48 percent discount off list pricing.
- Siemens new agreement offers up to 17 percent more favorable discount percentage than expiring agreement.
- Toshiba offers up to 37 percent discount off list pricing.
- Available through distribution: GE, Philips, Siemens, Toshiba
- Available direct: GE, Philips, Siemens, Toshiba

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-IM-269</b>	PP-IM-187
<b>PHILIPS</b>	<b>PP-IM-285</b>	New
<b>SIEMENS</b>	<b>PP-IM-277</b>	PP-IM-195
<b>TOSHIBA</b>	<b>PP-IM-291</b>	New

#### Financial considerations:

- Value-add opportunities
- Service agreements and warranty
- Total life cycle costs
- Reimbursement

#### Patient safety and satisfaction:

- Patient comfort (e.g. claustrophobic patients)
- Image quality
- Scan time
- Dose reduction capabilities

#### Roadblocks to purchasing:

- Capital budget constraints
- Space constraints
- Compatibility and interfacing capabilities
- Current installed base

**Full launch content and additional resources available**

- [Molecular Imaging clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Toshiba value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

**Related categories**

- **Radiation Dose Tracking**: includes solutions (software, hardware, interfaces, licenses, etc.) needed to capture the radiation exposure metrics/parameters and to document that information in the medical record, national dose registries or accountable care organization (ACO) registries.
- **Mobile Imaging Services**: includes PET/CT mobile services
- **Radiopharmaceutical Manufacturers and Distributors**: preparing and delivering requested radiopharmaceutical unit dose orders from healthcare facilities
- **PET Isotopes**: PET isotopes, information management systems used to track and analyze dose orders (hardware, software, licenses, etc.), educational resources and consumables.



## MRI Safe Auxiliary Equipment and Coils

**Effective February 1, 2015**

**Expires January 31, 2018**

### Products and services available

This category includes auxiliary equipment designed for use within an MRI suite and classified as MRI safe and/or MRI conditional, such as patient monitoring equipment, infusion pumps and ferrous detection devices.

### Class of trade

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

<a href="#">Invivo</a>	Adam Martin	405.630.8342	<a href="mailto:adam.martin@philips.com">adam.martin@philips.com</a>
<a href="#">IRadimed</a>	Brent Johnson	407.927.5180	<a href="mailto:bjohnson@iradimed.com">bjohnson@iradimed.com</a>
<a href="#">MRIaudio</a>	Anders Nicolaysen	858.427.0679	<a href="mailto:anders@mriaudio.com">anders@mriaudio.com</a>

**Note:** Supplier contact information is current as of November 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 at Tier 2 or higher.

- Invivo requires a signed GPO Declaration Form Exhibit K, if not previously submitted.

### Aggregation opportunities




Available to multi-facility systems, GPOs or established networks of facilities with all suppliers. Aggregation available for dollar volume thresholds. Independent facility commitment required for market share thresholds.

### Other key value and terms

- Firm for the term for all suppliers.
- Invivo's new agreement pricing offers up to 8 percent savings compared to the expiring agreement.
- IRadimed's new agreement pricing is flat compared to the expiring agreement.
- MRIaudio's new agreement offers up to 13 percent discount off list pricing. Invivo offers up to 4 percent savings on coil pricing.
- Invivo coils will continue to be available on the MRI (PP-IM-207) contract until the expiration of that agreement on September 30, 2015. Thereafter, coils will be available through the MRI Safe Auxiliary Equipment (PP-IM-260) contract.
- Invivo has a minimum order requirement for consumables and sensor purchases <\$500 must be placed directly through Philips eStore.
- IRadimed and MRIaudio offers an early payment discount of 2 percent if paid within 30 days.
- Available direct only with all suppliers.

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

### Awarded suppliers

Supplier	New	Expiring
 <b>Invivo</b>	<b>PP-IM-260</b>	PP-IM-177 (PP-IM-207*)
 <b>IRadimed</b>	<b>PP-IM-262</b>	PP-IM-176
 <b>MRIaudio</b> <small>COMFORT THROUGH SOUND</small>	<b>PP-IM-261</b>	New

The current agreements with Medrad (PP-IM-178) expire January 31, 2015.

\*Magnetic Resonance Imaging (PP-IM-207) expires September 30, 2015.

MRIaudio is a small business enterprise (SBE).

### Financial considerations:

- Total cost of ownership (i.e. capital, service/maintenance, disposables, warranty period, installation)
- Disposable compared to reusable SpO2 sensors or temperature probes

### Patient safety and satisfaction:

- Patient comfort in MRI environment
- Equipment is rated for Gauss line restrictions
- Drug library capabilities
- Retrievable history
- Wireless remote control for viewing and changing infusion parameters

### Roadblocks to conversion:

- May require additional clinical training
- Standardization
- Compatibility with MRI magnet

## MRI Safe Auxiliary Equipment and Coils

Effective February 1, 2015

Expires January 31, 2018

### Full launch content and additional resources available

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

### Related category

- **Magnetic Resonance Imaging**: capital equipment, software and service

# Ultrasound (Radiology, Cardiology, Hand Carried) Effective October 1, 2015

Expires September 30, 2018

## Products available

This category includes ultrasound equipment, transducer disinfection systems and service agreements.

## Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Mindray</a>	John Jones	773.972.5526	<a href="mailto:j.jones@mindray.com">j.jones@mindray.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>
<a href="#">Samsung/NeuroLogica</a>	David Legg	267.994.2036	<a href="mailto:d.legg@sea.samsung.com">d.legg@sea.samsung.com</a>
<a href="#">Siemens</a>	Alan Quinn	603.502.1777	<a href="mailto:alan.d.quinn@siemens-healthineers.com">alan.d.quinn@siemens-healthineers.com</a>
<a href="#">SonoCiné</a>	Mark Kania	775.398.1802	<a href="mailto:mkania@sonocine.com">mkania@sonocine.com</a>
<a href="#">SonoSite</a>	David Hamilton	540.797.6961	<a href="mailto:david.hamilton@sonosite.com">david.hamilton@sonosite.com</a>
<a href="#">SuperSonic Imagine</a>	Bernie Bartoszek	720.810.1673	<a href="mailto:bernie.bartoszek@supersonicimagine.com">bernie.bartoszek@supersonicimagine.com</a>
<a href="#">Toshiba</a>	Chris Federoff	973.216.2786	<a href="mailto:cfederoff@tams.com">cfederoff@tams.com</a>

**Note:** Supplier contact information is current as of July 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)/electronic price activation (PA) is recommended for any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.

## Aggregation opportunities

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

## Other key value and terms

- Pricing is firm for the term with Mindray, Philips, Samsung/NeuroLogica, SonoCine, SonoSite, Supersonic Imagine and Toshiba.
- GE offers firm discounts for the term of agreement.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE new agreement offers up to 4 percent more favorable discount percentage than expiring agreement.
- Mindray offers flat pricing compared to expiring agreement.
- Philips offers up to 46 percent discount off list pricing.
- Samsung/NeuroLogica offers up to 55 percent discount off list pricing.
- Siemens new agreement offers up to 8 percent more favorable discount percentage than expiring agreement.

## Awarded suppliers

Supplier	New	Expiring
	PP-IM-271	PP-IM-188
	PP-IM-309	PP-IM-210
	PP-IM-287	New
	PP-IM-314	New
	PP-IM-279	PP-IM-196
	PP-IM-316	New
	PP-IM-317	PP-IM-209
	PP-IM-318	PP-IM-243
	PP-IM-293	PP-IM-201

### Financial considerations:

- Value-add opportunities
- Service agreements and warranty
- Total life cycle costs
- Reimbursement

### Patient safety and satisfaction:

- Mobility of equipment (point of care settings)
- Imaging accuracy and clear visualization
- Potential imaging option for patients unable to undergo ionizing radiation

### Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Current installed base

## Ultrasound (Radiology, Cardiology, Hand Carried) Effective October 1, 2015

Expires September 30, 2018

### Other key value and terms (continued)

- SonoCine offers up to 34 percent discount off list pricing.
- SonoSite offers up to 6 percent more favorable discount percentage than expiring agreement.
- Supersonic Imagine offers flat pricing compared to their expiring agreement.
- Toshiba new agreement offers up to 4 percent more favorable discount percentage than expiring agreement.
- Available through distribution: GE, Mindray, Philips, Siemens, SonoCine, Supersonic Imagine. Toshiba
- Available direct: GE, Mindray, Philips, Samsung/NeuroLogica, Siemens, SonoCine, SonoSite, Supersonic Imagine. Toshiba

**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

- [Ultrasound clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Mindray value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Philips value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Samsung/NeuroLogica value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Siemens value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [SonoCine 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.
- [SonoSite 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.
- [Supersonic Imagine value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Toshiba value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

### Related categories

- **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.
- **Ultrasound Gel:** Various packaging sizes available from Premier Pro (PP-S2-001L)

## Cardiac Ultrasound Contrast Media

**Effective December 1, 2014**

**Expires November 30, 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.

<a href="#">GE</a>	Amanda Hamilton	610.247.0528	Amandahamilton@ge.com
<a href="#">Lantheus</a>	Kathleen Pfahl	614.565.0154	<a href="mailto:kathleen.pfahl@lantheus.com">kathleen.pfahl@lantheus.com</a>

**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 Barium

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.

**Barium sulfate** - An insoluble white powder used mainly in the imaging of the digestive system. It is the most common contrast agent taken orally and can also be administered by enema. Barium-sulfate contrast materials that are swallowed are used to enhance x-ray and CT images of the GI tract, including pharynx, esophagus, stomach, the small intestine and the large intestine (colon).

### Class of trade

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

<a href="#">Bracco</a>	Randy Thrash	205.520.4055	<a href="mailto:randy.thrash@diag.bracco.com">randy.thrash@diag.bracco.com</a>
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**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 this agreement

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

### Aggregation opportunities

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


### Other key value and terms

- Bracco offers firm pricing for the term of the agreement.
- Bracco offers an access tier and two additional tiers requiring Isovue participation.
- Pricing is overall 3.7 percent less favorable compared to their expiring agreement.
- Barium is available direct and through distribution with Bracco.

**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.
- [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.

Awarded supplier		
Supplier	New	Expiring
	PP-IM-257	PP-IM-171

#### Financial considerations:

- Price fluctuations may occur due to issues with supply and demand
- Some agents have 340B pricing availability

#### Safety and patient satisfaction:

- Check drug packet insert for contraindications; barium sulfate has possible side effects

#### Roadblocks to purchasing:

- None - Bracco is the only supplier in the U.S. for barium

## Contrast Media Barium

Effective January 1, 2015

Expires December 31, 2017

### Related categories

- **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 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.



## Contrast Media Ionic/Non-Ionic

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.

Iodinated contrast media agents 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.

### Class of trade

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

<a href="#">Bracco</a>	Randy Thrash	205.520.4055	<a href="mailto:randy.thrash@diag.bracco.com">randy.thrash@diag.bracco.com</a>
<a href="#">GE</a>	Amanda Hamilton	610.247.0528	<a href="mailto:amandahamilton@ge.com">amandahamilton@ge.com</a>
<a href="#">Guerbet</a>	Jeff Horomanski	330.656.5643	<a href="mailto:Jeff.horomanski@guerbet-group.com">Jeff.horomanski@guerbet-group.com</a>

**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 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 firm pricing for the term of the agreement.
- Bracco offers an overall 5.7 percent savings compared to their expiring agreement pricing.
- Bracco offers rebate programs for ionic/non-ionic participation.
- Bracco value-adds include committed purchases discount, injector quick start program and injector placement program.
- GE offers grandfathering for members with pre-existing agreements to extend pricing for all products included for the duration of this agreement. All purchases of grandfathered products will be excluded from rebate program. Signed PMDF required.
- GE offers a rebate program for ionic/non-ionic products.
- Guerbet offering is for Hexabrix only.
- Available through distribution: Bracco, GE
- Available direct: Bracco, GE, Guerbet

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-IM-245</b> <b>AS-IM-145</b>	PP-IM-162 AS-IM-162
	<b>PP-IM-246</b>	New
	<b>PP-IM-247</b>	New

#### Financial considerations:

- Packaging variations and associated waste
- Quantity per unit of measure (case counts vary and wholesalers can break cases)
- Reimbursement
- Some contrast agents have 340B pricing availability
- Fees associated with changing protocols with agents

#### Safety and patient satisfaction:

- Weight-based dosing
- Package inserts and indications for use
- Safe for patient population
- Niche products available for specific studies

#### Roadblocks to purchasing:

- Fees associated with changing protocols with agents

### 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.
- [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 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.
- **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.

## Contrast Media MR

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.

**MR contrast media**-Magnetic Resonance Imaging (MRI) (Gadolinium or paramagnetic contrast) is used in Magnetic Resonance (MR) studies. Gadolinium is a paramagnetic metal ion. Paramagnetic ions, such as gadolinium, move differently within a magnetic field. This trait makes gadolinium useful for MRI. Gadolinium-based contrast agents (GBCAs) are manufactured by a chelating process, a procedure in which large organic molecules form a stable complex around the gadolinium. The chelate reduces the chances of toxicity that could result from exposure to gadolinium. This stable complex is eliminated predominantly via the kidneys. 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.

### Class of trade

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

<a href="#">Bayer</a>	Randy Roll	412.295.5568	<a href="mailto:randy.roll@bayer.com">randy.roll@bayer.com</a>
<a href="#">Bracco</a>	Randy Thrash	205.520.4055	<a href="mailto:Randy.thrash@diag.bracco.com">Randy.thrash@diag.bracco.com</a>
<a href="#">GE</a>	Amanda Hamilton	610.247.0528	<a href="mailto:amandahamilton@ge.com">amandahamilton@ge.com</a>
<a href="#">Guerbet</a>	Jeff Horomanski	330.656.5643	<a href="mailto:Jeff.horomanski@guerbet-group.com">Jeff.horomanski@guerbet-group.com</a>

**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 these agreements

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




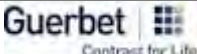
### Aggregation opportunities

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

### Other key value and terms

- All suppliers offer firm pricing for the term of the agreement.
  - Bayer firm pricing only applies to Gadavist
- Bayer provides additional value through early sign-up tiers.
- Bayer offers an average savings of 6.9 percent compared to their expiring agreement. Bayer early sign up tiers provide flat pricing compared to their expiring early sign-up pricing.
- Bracco offers overall 6.5 percent savings compared to their expiring agreement pricing.

### Awarded suppliers

Supplier	New	Expiring
 Bayer HealthCare Pharmaceuticals	<b>PP-IM-248</b>	PP-IM-164
 BRACCO	<b>PP-IM-249</b> <b>AS-IM-249</b>	PP-IM-165 AS-IM-165
	<b>PP-IM-250</b>	New
 Guerbet Contrast for Life	<b>PP-IM-251</b>	New

#### Financial considerations:

- Single dose vs. multi-dose packaging
- Some agents have 340B pricing availability

#### Safety and patient satisfaction:

- Read drug packet insert for contraindications
- Eovist niche product for detection and characterization of known or suspected focal liver lesions in adults
- Dosage and administration – consider concentration with Gadavist (twice the concentration generally requires half the volume)
- Certain patients who receive gadolinium-based contrast agents appear to be at an increased risk for developing a serious systemic fibrosing disease, Nephrogenic Systemic Fibrosis (NSF)

#### Roadblocks to purchasing:

- Physicians may have preference to a certain agent due to the differences in imaging characteristics
- May require change in imaging and injector protocols

## Contrast Media MR

Effective January 1, 2015

Expires December 31, 2017

### Other key value and terms

- Bracco value-adds include injector placement program and full line rebate.
- GE offers two tiers based on participation requirements with up to 67 percent discount off list pricing.
- GE offers a rebate program
- Guerbet offers up to 62 percent discount off list pricing.
- Available through distribution: Bayer, Bracco, GE
- Available direct: Bracco, GE, Guerbet

**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.
- [Ionic/nonionic and MR contrast media product comparison chart](#): An Excel spreadsheet reference identifying product comparisons.
- [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.
- **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.

## Conventional Film, Dry Media and Printers

Effective September 1, 2014

Expires August 31, 2018

### Products available

This category consists of conventional (wet) film, dry media film, and printers that are used to provide hard copy for interpretation for diagnosis, imaging marketing or archiving. Associated screens and cassettes used in conventional filming are also included.

### Class of trade

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

<a href="#">Agfa</a>	Mark Evans	864.421.1784	<a href="mailto:mark.evans@agfa.com">mark.evans@agfa.com</a>
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**Note:** Supplier contact information is current as of April 14, 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.

### Aggregation opportunities

Aggregation allowed for multi-facility systems, GPOs and established networks of facilities.

### Other key value and terms

- Pricing is firm for the term.
- Agfa's new agreement pricing remains flat compared to the expiring agreement pricing.
- Early payment discount of 2 percent is available if paid for within 30 days
- Available through distribution: Agfa
- Available direct: Agfa

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


### Full launch content available

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

### Related categories

- **Computed Radiography:** CR readers, needle-based detector and phosphor plate cassettes, workstations, image processing software, and accessories
- **Enterprise Image Management Solutions:** Software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images
- **General Radiography:** Radiography, radiography/fluoroscopy, urological (cysto), portable radiography equipment, digital detectors/digital upgrades, consumables, and service agreements
- **Mammography Products:** Analog and digital mammographic radiographic units, attached stereotactic biopsy systems, stand-alone biopsy systems, specimen radiography units, biopsy devices (guns), consumables, disposables, and service agreements.

### Awarded suppliers

Supplier	New	Expiring
<b>AGFA</b> 	<b>PP-IM-242</b>	PP-IM-159

Current agreement with FUJIFILM (PP-IM-160) expires August 31, 2014.

#### Financial considerations:

- Cost of raw materials (i.e. silver and plastics)
- Limited suppliers in market
- Routine maintenance required on printers

#### Safety and patient satisfactions:

- Different speeds of film
- Screen/film combinations can impact patient exposure levels
- Increased exposure than digital imaging
- Exposure of personnel to processing chemicals

#### Roadblocks to conversion:

- Clinical preference
- Film proprietary to printer
- Conventional film proprietary to screens and cassettes
- Declining market

## Diagnostic and Interventional Radiology

Effective February 1, 2017

Expires January 31, 2020

### Products and services available

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

### Class of trade

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

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

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










### How to operationalize these agreements

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

### Aggregation opportunities

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

### Awarded suppliers

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

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

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

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

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

### Aggregation opportunities (continued)

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

### Other key value and terms

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

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

### Full launch content and additional resources available

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

### Related categories

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

## Neurovascular Interventional Radiology Products

Effective September 1, 2017

Expires August 31, 2020

### Products and services available

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

### Class of trade

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

<a href="#">Penumbra</a>	Collette Williams	651.402.8485	<a href="mailto:cwilliams@penumbrainc.com">cwilliams@penumbrainc.com</a>
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**Note:** Supplier contact information is current as of June 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunity

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


### Other key value and terms

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

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

### Full launch content and additional resources available

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

Awarded supplier		
Supplier	New	Expiring
Penumbra 	<b>PP-CA-310</b>	PP-CA-244

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



**Related categories**

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

## Peripheral and Biliary Stents

**Effective February 1, 2017**

**Expires January 31, 2020**

### Products and services available

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

### Class of trade

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

<a href="#">Abbott</a>	Daniel Clark	678.277.4264	<a href="mailto:daniel.clark@abbott.com">daniel.clark@abbott.com</a>
<a href="#">Boston Scientific</a>	Mykkia Cameron	513.348.0061	<a href="mailto:mykkia.cameron@bsci.com">mykkia.cameron@bsci.com</a>
<a href="#">Cardinal</a>	Jeff Easterling	704.219.6830	<a href="mailto:jeff.easterling@cardinalhealth.com">jeff.easterling@cardinalhealth.com</a>
<a href="#">Cook</a>	Chris Smith	877.544.6140	<a href="mailto:chris.smith@cookmedical.com">chris.smith@cookmedical.com</a>
<a href="#">Medtronic</a>	Tim Howard	651.335.0190	<a href="mailto:tim.howard@medtronic.com">tim.howard@medtronic.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Awarded suppliers

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

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

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

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

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

#### Financial considerations:

- Reimbursement
- Indigent patient assistance programs

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

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

## Peripheral and Biliary Stents

Effective February 1, 2017

Expires January 31, 2020

### Other key value and terms

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

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

### Full launch content and additional resources available

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

### Related categories

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

## PET Isotopes

Effective June 1, 2017

Expires May 31, 2020

### Products and services available

This category includes the manufacturing and distribution of PET isotopes, information management systems used to track and analyze dose orders (hardware, software, licenses, etc.), educational resources, PET injectors, consumables, generators and infusion systems.

### Class of trade

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

<a href="#">Cardinal</a>	Bill Bartelson	317.376.3144	<a href="mailto:bill.bartelson@cardinalhealth.com">bill.bartelson@cardinalhealth.com</a>
<a href="#">PETNET</a>	Hemang Shah	865.603.2595	<a href="mailto:hemang.shah@petnetsolutions.com">hemang.shah@petnetsolutions.com</a>
<a href="#">Triad</a>	Deborah Vanerka	717.456.0609	<a href="mailto:dvanerka@triadisotopes.com">dvanerka@triadisotopes.com</a>
<a href="#">Zevacor</a>	Peter Burke	614.623.1383	<a href="mailto:pburke@zevacor.com">pburke@zevacor.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Cardinal, Triad and Zevacor
- A PMDF/PA is required at all tiers with PETNET
- Current PETNET customers can access Premier contract at expiration of local agreement, or October 1<sup>st</sup> 2018 of premier contract, whichever is sooner
  - New customers are defined as no FDG purchases under a PETNET agreement in the last 12 months
  - Axumin and Amyvid available to all members immediately

### Aggregation opportunities





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

- Cardinal GPO facilities must independently commit to the participation required by the tier
- Zevacor Tiers 5a and 6a can aggregate for facilities located in the geographic radius with appropriate commitment levels per the tier

### Other key value and terms

- Pricing is firm for the term of agreement with PETNET's FDG and NaF products and Zevacor.
- Pricing with Cardinal is firm for the first 12 months; thereafter seller may request one price increase following increase in cost of production, dispensing, sale or distribution.
- Pricing with Triad is firm for the first 12 months; thereafter seller may increase price up to 4 percent annually.
- Cardinal's new agreement pricing offers 0.2 percent savings compared to its expiring agreement pricing.

### Awarded suppliers

Supplier	New	Expiring
 CardinalHealth	PP-IM-361	PP-IM-238
 petnet solutions	PP-IM-362	New
 Triad Isotopes	PP-IM-363	PP-IM-241
 zevacor	PP-IM-364	PP-IM-239

### Financial considerations:

- Pricing may depend on travel distance
- Delivery surcharges
- Third party mobile PET imaging service may allow purchase of PET isotopes separately
- Return policy for unused products from "no show" patients

### Patient safety and satisfaction:

- Delivery schedule of radiopharmacy for availability at time of procedure
- Patient education

### Roadblocks to conversion:

- Distance from radiopharmacy in relation to product half-life
- Use of mobile imaging provider that will not allow separate purchase of PET isotopes

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

- Cardinal will not increase product price for members purchasing from seller prior to the effective date of this agreement.
- Cardinal offers a beginning to bedside patient safety solution or Syntrac integration tools to members as a value-add.
- Cardinal will pay for transportation and insurance. Title and risk of loss transfer on delivery to member.
- PETNET will grandfather members purchasing from them prior to the effective date of this agreement and will not increase product price.
- PETNET offers biograph dose insurance as a value add.
- PETNET will pay for transportation and insurance. Title and risk of loss transfer on delivery to member.
- Triad's new agreement pricing shows a 6.3 percent increase compared to its expiring agreement pricing.
- Triad offers NMIS isotope tracking software as a value add.
- Triad shipments are paid by member based on the fees described in Exhibit A-3. Title and risk of loss transfer to delivery to member.
- Zevacor will grandfather members participating under PP-IM-239, maintaining pricing and terms.
- Zevacor's new agreement pricing offers 5.8 percent savings compared to its expiring agreement pricing.
- Zevacor offers a FDG growth rebate for participating members as a value-add.
- Zevacor will pay for transportation and insurance. Title and risk of loss transfer on delivery to member.
- **PETNET is the low-cost supplier.**
- Available through distribution: PETNET
- Available direct: Cardinal, PETNET, Triad and Zevacor

**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**

- **Mobile Imaging Services:** Computed tomography (CT), magnetic resonance imaging (MRI) and positron emission tomography (PET) mobile services
- **Molecular Imaging:** Capital equipment for molecular imaging including single-photon emission computed tomography SPECT (gamma cameras), SPECT/CT, PET and PET/CT and service agreements
- **Radiopharmaceutical Products:** Distributors and manufacturers of medical-grade isotopes and "cold kits" used for molecular imaging (aka nuclear medicine) for procedures, for calibration of equipment, and in some instances for therapeutic dose administration

## Radiopharmaceutical Products

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

This category includes distributors and manufacturers of medical-grade isotopes and “cold kits” used for molecular imaging (aka nuclear medicine) procedures, for calibration of equipment, and in some instances for therapeutic dose administration.

<a href="#">Cardinal</a>	Bill Bartelson	317.376.3144	<a href="mailto:bill.bartelson@cardinalhealth.com">bill.bartelson@cardinalhealth.com</a>
<a href="#">Lantheus</a>	Kathy Pfahl	614.565.0154	<a href="mailto:Kathleen.pfahl@lantheus.com">Kathleen.pfahl@lantheus.com</a>
<a href="#">Mallinckrodt</a>	Andy Farrow	314.614.3994	<a href="mailto:andrew.farrow@mallinckrodt.com">andrew.farrow@mallinckrodt.com</a>
<a href="#">Triad</a>	Deborah Vanerka	717.456.0609	<a href="mailto:dvanerka@triadisotopes.com">dvanerka@triadisotopes.com</a>

**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 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 all suppliers.
- Cardinal’s new agreement pricing has a 2.7 percent increase compared to its expiring agreement pricing.
- Cardinal offers a quick start program, Core and PET combination discount, MPI price match, and beginning to bedside patient safety solution as value-adds.
- Cardinal will pay for transportation and insurance. Title and risk of loss shall transfer to member upon delivery.
- Lantheus’ new agreement pricing has a 10.5 percent increase compared to its expiring agreement pricing.
- Mallinckrodt’s new agreement pricing offers 1.8 percent savings compared to its expiring agreement pricing.
- Mallinckrodt offers continuing education at no charge and grant funding as value-adds.
- Triad’s new agreement pricing has a 6 percent increase compared to its expiring agreement pricing.
- Triad offers pricing provisions as a value-add.
- Triad will pay for transportation and insurance. Title and risk of loss shall transfer to member upon delivery.
- Available direct: Cardinal, Lantheus, Mallinckrodt, Triad

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
 CardinalHealth™	PP-IM-356	PP-IM-174
 Lantheus Medical Imaging	PP-IM-354	PP-IM-173
 Mallinckrodt	PP-IM-355	PP-IM-172
 Triad Isotopes	PP-IM-357 AS-IM-357	PP-IM-175

#### Financial considerations:

- Fees for wasted doses for “no show” patients
- Total cost of unit dose preparation services can vary based on delivery distance
- Facilities that prepare unit doses must invest in equipment and personnel to meet various regulations

#### User satisfaction:

- A copy of the facility’s Radioactive Material License is required before initial purchases can be made
- On-time delivery (optimum delivery schedule)

#### Roadblocks to conversion:

- Distance to a radiopharmacy
- Proprietary products
- Relationship with current supplier
- Menu of products/services available from the vendor

**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.
- [Rp distribution – member validated spend template](#): An Excel file designed to help members analyze the financial impact of the contracts.

**Related categories**

- PET Isotopes: Radionuclides used for positron emission tomography (PET) imaging and for quality control (calibration) purposes
- Molecular Imaging: Capital equipment for molecular imaging including SPECT (gamma cameras), SPECT/CT, PET/CT, PET/MRI as well as service agreements
- Physics Consulting: Accreditation support, regulatory consulting, training for physician and clinical staff, and imaging physics support (surveys, educational services, Radiation Safety Committee participation, and professional consultation).
- USP Chapter <797> and <800> Cleanroom Planning and Design: Suppliers with the expertise and services needed to renovate existing space or build a new space that will meet all clean room requirements
- USP Chapter <797> General Supplies: Items used to create a sterile environment

## 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.

<b>Best Medical</b>	Manny Subramanian	703.451.2378 x15	<a href="mailto:manny@teambest.com">manny@teambest.com</a>
<b>Oncura GE</b>	Jim Clarkin	516.873.1953	<a href="mailto:james.clarkin@ge.com">james.clarkin@ge.com</a>

**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
	<b>PP-IM-347</b>	PP-IM-225
	<b>PP-IM-348</b>	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

- [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 category

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

## Radiation Treatment Planning Systems

Effective March 1, 2016

Expires February 28, 2019

### Products and services available

Products and services available in this category include planning software modules, radiation treatment planning computer workstations and servers, licenses, interfaces, printers and service agreements.

### Class of trade

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

<a href="#">Best Medical</a>	Manny Subramanian	704.451.2378 x15	<a href="mailto:manny@teambest.com">manny@teambest.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>

**Note:** Supplier contact information is current as of December 17, 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 not required with Best Medical due to a single tier offering.
- A PMDF/electronic PA is required for Tier 2 or higher with Philips.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the agreement term with both suppliers.
- Financial analysis reveals that compared to expiring agreement pricing, new agreement pricing with Philips has an increase of 5.0 percent to a savings of 9.0 percent.
- Best Medical offers value-adds that provide 5 to 20 percent service agreement discounts.
- Products are available direct with Best Medical and Philips.

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

### Full launch content available

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

### Awarded suppliers

Supplier	New	Expiring
<i>Best medical international</i> *	PP-IM-332	New
<b>PHILIPS</b>	PP-IM-334	PP-IM-220

\*Best Medical is a minority business enterprise (MBE).

### Financial considerations:

- Warranties
- Value-adds
- Additional staff training
- Standardization
- Interface expense
- Upgrades to existing platforms

### Patient safety and satisfaction:

- Ensures the radiation dose is delivered to the diseased area while sparing healthy tissue

### Roadblocks to adoption:

- Capital budget constraints
- Compatibility and interfacing
- Linear accelerator proprietary platforms

## Physics Consulting Services

**Effective September 1, 2016**

**Expires August 31, 2019**

### Services available

This category for physics support products and services includes, but is not limited to accreditation support, regulatory consulting, training for physician and clinical staff, and imaging physics support (surveys, educational services, Radiation Safety Committee participation, and professional consultation).

### Class of trade

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

<a href="#">Landauer</a>	Josh Hutson	708.755.7000	jhutson@landauerinc.com
<a href="#">Quality Assurance Services</a>	Glenn Deacon	619.482.1003	Gleen.qas@gmail.com

**Note:** Supplier contact information is current as of May 23, 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)/electronic price activation (PA) is required at Tier 2 or higher for both service providers.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals:
  - Landauer's new agreement pricing offers up to a 1.3 percent savings compared to its expiring agreement pricing.
  - Quality Assurance Services is the low-cost supplier in 3 out of 4 radiology scenarios.
- Landauer has removed their Radiation Oncology Physics (Linear Accelerator commissioning, physics, onsite dosimetry, etc.) from this category.
- Quality Assurance Services offers an early payment discount and grandfathering of current member pricing.

**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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- [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 supplier		
Supplier	New	Expiring
	<b>PP-IM-344</b>	PP-IM-232
<b>Quality Assurance Services, Inc.</b>	<b>PP-IM-342</b>	New

\* Quality Assurance Services is a small business enterprise (SBE).

#### Financial considerations:

- Customized solutions based on services requested
- Firm pricing for on-site physicist for term of the agreement
- Marketing of dose optimization may drive community interest

#### User satisfaction:

- Meets regulatory compliance for equipment optimization
- Observes ALARA ("as low as reasonably achievable") for radiation dose
- Technologist training for radiation dose safety

#### Roadblocks to conversion:

- Physicists currently on staff at the facility
- Relationship with local vendors
- Challenges with service area coverage

## Radiation Dose Tracking

Effective October 1, 2016

Expires September 30, 2019

### Products and services available

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

### Class of trade

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

<a href="#">Bayer</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">GE</a>	Curtis Marks	919.280.1614	<a href="mailto:curtis.marks@med.ge.com">curtis.marks@med.ge.com</a>
(medInt Holdings) <a href="#">Imalogix</a>	John Heil	855.687.9100	<a href="mailto:john@mihllc.com">john@mihllc.com</a>
<a href="#">Sectra</a>	Dan Clark	770.331.4171	<a href="mailto:dan.clark@sectra.com">dan.clark@sectra.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-IM-2349</b>	PP-IM-237
 GE Healthcare	<b>PP-IM-350</b>	New
	<b>PP-IM-353</b>	New
<b>SECTRA</b>	<b>PP-IM-352</b>	New

### Financial considerations:

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

### User satisfaction and safety:

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

### Roadblocks to conversion:

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

## Radiation Dose Tracking

Effective October 1, 2016

Expires September 30, 2019

### Full launch content available

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

### Related category

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

# Radiation Monitoring

**Effective January 1, 2017**

**Expires December 31, 2019**

## Products and services available

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

## Class of trade

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

<a href="#">Landauer</a>	Josh Hutson	708.755.7000	<a href="mailto:jhutson@landauerinc.com">jhutson@landauerinc.com</a>
<a href="#">PL Medical</a>	Rahul Kanwar	860.243.2100 x22	<a href="mailto:r.kanwar@plmedical.com">r.kanwar@plmedical.com</a>
<a href="#">Radiation Detection</a>	Ted Godard	512.831.7000	<a href="mailto:ted.godard@radtco.com">ted.godard@radtco.com</a>

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

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

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

### Financial considerations:

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

### Patient safety and satisfaction:

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

### Roadblocks to conversion:

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

**Full launch content and additional resources available**

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

**Related categories**

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

# Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

## Products and services available

Included in this product category are anesthesia machines and accessories designed to dispense a mixture of gases and vapors used to control a patient's level of consciousness during surgical procedures.

## Class of trade

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

<a href="#">Draeger</a>	Larissa Kraus	805.319.6159	<a href="mailto:larissa.kraus@draeger.com">larissa.kraus@draeger.com</a>
<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Mindray</a>	John Jones	773.972.5526	<a href="mailto:j.jones@mindray.com">j.jones@mindray.com</a>

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

## How to operationalize these agreements

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

## Aggregation opportunities

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

## Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Financial analysis reveals:
  - Both Draeger and GE offer savings over their expiring agreement.
  - Mindray is **the low-cost supplier**.
- Draeger offers value adds
- Draeger and GE offer grandfathering for current members.
- Mindray does not offer MRI compatible products.
- Mindray has a large order threshold of \$200,000 per single order which can include products from any of their contracted categories.
- Available direct: Draeger, GE and Mindray




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

## Full launch content available

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

## Awarded suppliers

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

### Financial considerations:

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

### Patient satisfaction and safety:

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

### Roadblocks to conversion:

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



## Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

### Related categories

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

## Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

### Products available

This category includes lumbar puncture trays, thoracentesis, paracentesis, pneumothorax, soft tissue biopsy, myelogram and arthrogram trays. Procedure needles are also included.

This category previously included suture removal kits, laceration trays, staple removal kits and minor procedure kits which have been split out into their own category – Suture Removal and Laceration Trays.

### Class of trade

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

<a href="#">CareFusion</a>	Zack Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
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**Note:** Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms


- Pricing is firm for the term of the agreement.
- Financial analysis reveals CareFusion offers a 1 percent savings overall compared to the expiring agreement.
- CareFusion offers a rebate for incremental sales of soft tissue biopsy needles.
- CareFusion is available direct and through distribution.

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

### Full launch content and additional resources available

- [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.

#### Awarded supplier

Supplier	New	Expiring
 CareFusion	<b>PP-NS-924</b> <b>AS-NS-924</b>	PP-NS-754 AS-NS-754

The current agreement with Medline (PP-NS-756) has been renewed in the new category Suture Removal and Laceration Trays. The current agreement with Busse (PP-NS-755) expires January 31, 2016.

#### Financial considerations:

- Value-adds such as growth incentives
- Tray components
- Late payment penalties
- Minimum order requirements

#### Patient safety and satisfaction:

- Safety versus standard products
- Sizes and styles of bone marrow biopsy needles
- Safety mechanism on thoracentesis needles

#### Roadblocks to conversion:

- Existing supplier relationships
- Trays available with or without specialty needles

## Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

### Related categories

- **Custom Procedure Trays, Gowns and Related Products:** Specifically designed packs that combine the disposable items needed for specific surgical procedures, as well as standardized drapes and gowns used during surgical procedures.
- **Diagnostic and Interventional Radiology:** Core disposable radiology products, such as soft tissue biopsy needles, used primarily for the treatment of peripheral vascular disease including peripheral angiography, peripheral angioplasty, stent placement and other interventional radiology procedures.
- **Regional Anesthesia Trays:** Supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management.
- **Safety Hypodermic Products:** Safety products that are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism.
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection.
- **Suture Removal and Laceration Trays:** Standard suture removal kits, laceration trays, staple removal kits and minor procedure trays such as incision and drainage and nosebleed trays.

## 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.

<a href="#">Laborie</a>	Craig Middleton	802.878.1110	<a href="mailto:cmiddleton@laborie.com">cmiddleton@laborie.com</a>
<a href="#">Medline</a>	Derrick Fitchena	773.771.2021	<a href="mailto:dfitchena@medline.com">dfitchena@medline.com</a>

**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.
- [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
	<b>PP-NS-1037</b>	PP-NS-823
	<b>PP-NS-1038 AS-NS-1038</b>	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

## 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.

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

**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)

## 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.

<a href="#">ACS</a>	Dave Thomson	952.926.3515	<a href="mailto:dthomson@amconsys.com">dthomson@amconsys.com</a>
<a href="#">Cardinal</a>	Jeffrey Easterling	704.219.6830	<a href="mailto:jeff.easterling@cardinalhealth.com">jeff.easterling@cardinalhealth.com</a>
<a href="#">CPTMed</a>	Connie Liesman	866.584.3713	<a href="mailto:cliesman@cptmed.com">cliesman@cptmed.com</a>
<a href="#">DeRoyal</a>	Matt Spalding	865.362.1115	<a href="mailto:mspalding@deroyal.com">mspalding@deroyal.com</a>
<a href="#">Medical Action</a>	Darby Thompson	865.617.6487	<a href="mailto:darby.thompson@owens-minor.com">darby.thompson@owens-minor.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>

**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
	<b>PP-OR-1378</b>	PP-OR-1076
	<b>PP-OR-1379</b> <b>AS-OR-1379</b>	PP-OR-1074 AS-OR-1074
	<b>PP-OR-1380</b>	New
	<b>PP-OR-1381</b>	PP-OR-1078
	<b>PP-OR-1382</b>	PP-OR-1075
	<b>PP-OR-1383</b>	PP-OR-1077

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

### Financial considerations:

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

### Patient safety and satisfaction:

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

### Roadblocks to conversion:

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



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

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

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

**Full launch content and additional resources available**

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**Related category**

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

## 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.

<a href="#">Chameleon</a>	Matthew Green	615.656.3280	<a href="mailto:matt@chameleonwhiteboard.com">matt@chameleonwhiteboard.com</a>
<a href="#">Clarus</a>	Kevin Froehlich	817.541.8147	<a href="mailto:kevin@clarusglassboards.com">kevin@clarusglassboards.com</a>
<a href="#">Viscot</a>	Gary Pieringer	973.887.9273	<a href="mailto:b32@viscot.com">b32@viscot.com</a>

**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
	<b>PP-MM-598</b> <b>AS-MM-598</b>	New
	<b>PP-MM-599</b>	New
	<b>PP-MM-600</b>	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.

## Enterprise Image Management Solutions

Effective January 1, 2015

Expires December 31, 2017

### Products and services available

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

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

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

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

### Class of trade

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

<a href="#">Agfa</a>	Mark Evans	864.421.1784	<a href="mailto:mark.evans@agfa.com">mark.evans@agfa.com</a>
<a href="#">Lumedx</a>	Mickey Norris	678.333.3760	<a href="mailto:mickey.norris@lumedx.com">mickey.norris@lumedx.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>

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


### How to operationalize these agreements

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

### Aggregation opportunities

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

### Awarded suppliers

Supplier	New	Expiring
<b>AGFA</b> 	PP-IT-138	PP-IT-070
<b>LUMEDX</b>	PP-IT-137	New
<b>PHILIPS</b>	PP-IT-139	New

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

There is no ASCEND® award in this category.

#### Financial considerations:

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

#### Product/service considerations:

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

#### Roadblocks to conversion:

- Existing supplier relationships

### Other key value and terms

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

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

### Full launch content and additional resources available

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

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

## Enterprise Medical Viewing and Sharing Solutions

Effective September 1, 2016

Expires August 31, 2019

### Products and services available

This category includes advanced visualization hardware components, workstations and software, along with the associated professional services, used in 3D visualization viewing activities.

### Class of trade

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

<a href="#">TeraRecon</a>	Mary Polaski	919.670.1533	<a href="mailto:mpolaski@terarecon.com">mpolaski@terarecon.com</a>
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**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 this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA), where available, is required at Tier 2 or higher with TeraRecon.
- TeraRecon requires a separate member agreement.

### Aggregation opportunities

TeraRecon allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.

### Other key value and terms

- Pricing is firm for the term of the agreement.
- Members can save 19.6 to 34.2 percent off list price.
- Installation costs are in addition to the product price listed on the A-3 price list.
- Products are available direct from TeraRecon.

**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.

### Related category

- **Enterprise Image Management Solutions:** Software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images

### Awarded supplier

Supplier	New	Expiring
	<b>PP-IT-162</b>	New

There is no ASCEND® award in this category.

#### Financial considerations:

- Software license fees
- Implementation and training fees
- Hardware costs

#### Product considerations:

- Accessibility options
- Data security
- Integration requirements
- Ability to read from multiple databases and archives

#### Roadblocks to conversion:

- Existing supplier relationships


## Equipment Leasing and Financial Services

April 1, 2016

March 31, 2019

### Products and services available

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

Awarded supplier		
Supplier	New	Expiring
	<b>PP-MM-418</b>	New

### Class of trade

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

Supplier name	Contact name	Phone	Email
<a href="#">First Financial</a>	Larry Arias	714.646.1624	<a href="mailto:larias@ffcsi.com">larias@ffcsi.com</a>

**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 not required due to single tier offering.

#### Financial considerations:

- Warranties
- Cost of maintenance
- Leasing terms
- Current equipment

#### Service considerations:

- Assurance that equipment has specified functionality

#### Roadblocks to conversion:

- Staff education on latest technologies and upgrades

### Aggregation opportunities

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

### Other key value and terms

- Pricing is locally negotiated.
- Due to pricing being locally negotiated, a financial analysis is unavailable.
- First Financial has a \$20,000 minimum order policy. Speak with supplier for additional details.
- Available through distribution: None.
- Available through direct: First Financial.

**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

- **Refurbished Capital Equipment:** 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.

## 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.

<a href="#">AnewMed</a>	Clay Johnson	770.263.9633	<a href="mailto:cjohnson@anewmed.com">cjohnson@anewmed.com</a>
<a href="#">BidMed</a>	Joanne Frogge	714.272.4619	<a href="mailto:joanne@bidmed.com">joanne@bidmed.com</a>
<a href="#">Centurion</a>	Terri Mangialomini	708.761.6655	<a href="mailto:terri@centurionservice.com">terri@centurionservice.com</a>
<a href="#">EcoMed</a>	Erin Rubalsky	847.9013261	<a href="mailto:erubalsky@ecomedhtm.com">erubalsky@ecomedhtm.com</a>
<a href="#">Ettin Group</a>	Tomasz Bednarek	847.656.1234	<a href="mailto:tomasz@ettingroup.com">tomasz@ettingroup.com</a>
<a href="#">Manage Resource</a>	Brad Andrew	440.289.6490	<a href="mailto:bandrew@manageresourcergroup.net">bandrew@manageresourcergroup.net</a>
<a href="#">Tekyard</a>	Ed Calloway	952.594.5787	<a href="mailto:ec@tekyard.com">ec@tekyard.com</a>

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



## Products and services available

This category includes services that provide comparisons of medical devices and assess and address patient safety, quality, risk management, capital investments, quote analysis, evidence-based practices, recall alert notices and value analysis.

## Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.
- ECRI's fee schedule is available to acute care and non-acute healthcare suppliers. Fees for all other classes of trade are locally negotiated.

<a href="#">ECRI</a>	David Berkowitz	610.825.6000	<a href="mailto:dberkowitz@ecri.org">dberkowitz@ecri.org</a>
<a href="#">MD Buyline</a>	Joshua Mayfield	214.891.7888	<a href="mailto:joshua.mayfield@mdbuyline.com">joshua.mayfield@mdbuyline.com</a>

**Note:** Supplier contact information is current as of May 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 with either supplier due to single tier offerings.
- Both suppliers require subscription agreements. Speak with supplier for details.

## Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with ECRI.
- Multi-facility systems and established networks of facilities are entitled to an additional IDN or affiliation discount with MD Buyline. See Exhibit A-3 for details.

## Other key value and terms

- Pricing is firm for the term of agreement with MD Buyline.
- ECRI may increase overall prices by 3 percent or less once during the term of the agreement.
- ECRI's new agreement pricing offers up to an 8.0 percent increase compared to its expiring agreement pricing.
- MD Buyline's new agreement pricing offers a 3.0 percent increase compared to its expiring agreement pricing.
- **MD Buyline is the low-cost supplier on crossed items.**
- Available direct: ECRI, MD Buyline

**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
<a href="#">ECRI Institute</a>	<b>PP-SV-166</b>	PP-SV-019
<a href="#">md buyline</a>	<b>PP-SV-167</b>	PP-SV-020

### Financial considerations:

- Number of modules and services that the facility purchases
- Price protection

### Service considerations:

- Reporting capabilities
- Industry experience and areas of expertise

### Roadblocks to conversion:

- Availability of purchased services module

## High Risk OB/GYN – Med/Surg Products

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

This category includes products used to treat conditions of various high risk obstetrical and gynecological disorders including, but not limited to, postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures.

These products were previously included in the High Risk OB/GYN Products category. Assisted reproductive therapy and in vitro fertilization also available on the prior agreement have been split into their own category – High Risk OB/GYN – Specialty Products.

### Class of trade

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

<a href="#">Cook Medical</a>	Tim Nagus	314.330.6529	<a href="mailto:tim.nagus@cookmedical.com">tim.nagus@cookmedical.com</a>
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**Note:** Supplier contact information is current as of October 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at all tiers.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks.
- The aggregation option serves to aggregate the dollar volume only. GPO and aggregation group facilities must independently commit to the market share required by the tier.
- Individual members are granted a six-month period from the effective date of activation to attain aggregate compliance level

### Other key value and terms


- Pricing is firm for the term of agreement.
- Cook Medical's new agreement includes a 2.2 percent increase overall compared to the expiring agreement.
- Products are available direct from Cook Medical.

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

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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.

### Awarded supplier

Supplier	New	Expiring
	<b>PP-NS-994</b>	PP-WC-117

The current agreement with UA Medical (PP-WC-116) expires December 31, 2016.

#### Financial considerations:

- Reimbursement
- Minimum order requirements
- Shipping charges for low volume orders

#### Patient safety and satisfaction:

- Clinical support and education from the supplier
- Latex-free options
- Product sizes available
- Patient comfort

#### Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements

## High Risk OB/GYN – Med/Surg Products

Effective January 1, 2017

Expires December 31, 2019

### Related categories

- **High Risk OB/GYN – Specialty Products:** Products used in vitro fertilization procedures associated with assisted reproductive therapy
- **Specialty Urological Products:** Specialty catheters, guidewires, stone removal, stents and dilation products

## High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

This category includes products used in vitro fertilization procedures associated with assisted reproductive therapy.

These products were previously included in the High Risk OB/GYN Products category. Products for postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures also available on the prior agreement have been split into their own category – High Risk OB/GYN – Med/Surg Products.

### Class of trade

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

<a href="#">Cook Medical</a>	Tim Nagus	314.330.6529	<a href="mailto:tim.nagus@cookmedical.com">tim.nagus@cookmedical.com</a>
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**Note:** Supplier contact information is current as of October 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at all tiers.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks.
- The aggregation option serves to aggregate the dollar volume only. GPO and aggregation group facilities must independently commit to the market share required by the tier.
- Individual members are granted a six-month period from the effective date of activation to attain aggregate compliance level

### Other key value and terms


- Pricing is firm for the term of agreement.
- Cook Medical's new agreement includes a 2.3 percent increase overall compared to the expiring agreement.
- Products are available direct from Cook Medical.

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

### Full launch content and additional resources

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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.

### Awarded supplier

Supplier	New	Expiring
	<b>PP-NS-995</b>	PP-WC-117

The current agreement with UA Medical (PP-WC-116) expires December 31, 2016.

#### Financial considerations:

- Reimbursement
- Total procedure cost including drugs per treatment cycle
- Minimum order requirements

#### Patient safety and satisfaction:

- Clinical support and education from the supplier
- Historic pregnancy rate for the supplier and/or the facility

#### Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements

## High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

### Related categories

- **High Risk OB/GYN – Med/Surg Products:** Products used to treat conditions of various high risk obstetrical and gynecological disorders including, but not limited to, postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures
- **Specialty Urological Products:** Specialty catheters, guidewires, stone removal, stents and dilation products

## Mobile Imaging Services

Effective June 1, 2016

Expires May 31, 2019

### Services available

This category includes computed tomography (CT), magnetic resonance imaging (MRI), positron emission tomography (PET) and nuclear cardiology mobile services.

### Class of trade

Agreement is available to acute care, continuum of care and Premier REACH™ members; However, Shared Imaging does not provide services to the home care market.

<a href="#">Shared Imaging</a>	Michael Hall	800.606.0266	<a href="mailto:mhall@sharedimaging.com">mhall@sharedimaging.com</a>
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**Note:** Supplier contact information is current as of April 20, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

A PMDF/PA is not required with Shared Imaging due to its 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.
- Shared Imaging offers services for computed tomography (CT), magnetic resonance imaging (MRI) and positron emission tomography (PET)/CT modalities.
- Shared Imaging's new agreement pricing offers savings compared to its expiring agreement pricing, however individual savings vary due to facility needs.

**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

- **Computed Tomography:** Capital equipment (including scanners), software (including computer-aided detection [CAD]) and service agreements
- **Contrast Media:** Ionic/non-ionic, magnetic resonance (MR) and barium contrast agents
- **Enterprise Image Management Solutions:** Software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images
- **Magnetic Resonance Imaging:** Capital equipment and service agreements
- **Molecular Imaging:** Capital equipment (including SPECT gamma cameras, SPECT/CT, PET, PET/MRI and PET/CT) and service agreement

### Awarded supplier

Supplier	New	Expiring
 SHAREDIMAGING	<b>PP-SV-103</b>	PP-AC-074

#### Financial considerations:

- A la carte services
- Per diem services
- Additional fees (no-show fees, fee per scan, minimum volume fee)

#### Patient safety and satisfaction:

- Patient population
- Radiation dose management
- Technology updates
- Ability to reduce patient wait times

#### Roadblocks to conversion:

- Compatibility and interfacing capabilities
- Local relationships
- Geographic coverage

## 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.

<a href="#">Black Diamond</a>	Edward Priest	510.439.4500	<a href="mailto:edp@blackdiamondvideo.com">edp@blackdiamondvideo.com</a>
<a href="#">Brainlab</a>	Scott Young	614.406.6684	<a href="mailto:scott.young@brainlab.com">scott.young@brainlab.com</a>
<a href="#">Image Stream</a>	Michael Miller	978.486.8494	<a href="mailto:mmiller@imagestreammedical.com">mmiller@imagestreammedical.com</a>
<a href="#">KARL STORZ</a>	Ron Turk	615.974.8015	<a href="mailto:ron.turk@karlstorz.com">ron.turk@karlstorz.com</a>
<a href="#">Olympus</a>	Scott Matson	817.233.3777	<a href="mailto:scott.matson@olympus.com">scott.matson@olympus.com</a>
<a href="#">Skytron</a>	Trent Donley	616.656.3248	<a href="mailto:tdonley@skytron.us">tdonley@skytron.us</a>
<a href="#">Steris</a>	Jon Parnell	440.354.2600	<a href="mailto:jon_parnell@steris.com">jon_parnell@steris.com</a>
<a href="#">Stryker</a>	Ben Hobbs	269.352.5327	<a href="mailto:ben.hobbs@stryker.com">ben.hobbs@stryker.com</a>

**Note:** Supplier contact information is current as of April 25, 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
 <b>BDV</b> BLACK DIAMOND VIDEO	<b>PP-OR-1148</b>	New
 <b>BRAINLAB</b>	<b>PP-OR-1134</b>	New
 <b>IMAGE STREAM MEDICAL</b>	<b>PP-OR-1138</b>	New
 <b>STORZ</b> KARL STORZ – ENDOSKOPE	<b>PP-OR-1137</b>	New
 <b>OLYMPUS</b>	<b>PP-OR-1133</b>	PP-OR-772
 <b>SKYTRON</b>	<b>PP-OR-1139</b>	PP-OR-774
 <b>STERIS</b>	<b>PP-OR-1135</b>	PP-OR-773
 <b>stryker</b>	<b>PP-OR-1136</b>	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**

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## 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.

<a href="#">B. Braun</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">BD</a>	Zack Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
<a href="#">RTI</a>	Patti King	972.294.1010 x3352	<a href="mailto:rti.king@vanishpoint.com">rti.king@vanishpoint.com</a>
<a href="#">Smiths Medical</a>	Juliet Larson	972.679.0889	<a href="mailto:juliet.larson@smiths-medical.com">juliet.larson@smiths-medical.com</a>
<a href="#">Terumo</a>	Bob Klock	732.302.4958	<a href="mailto:bob.klock@terumomedical.com">bob.klock@terumomedical.com</a>

**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
	<b>PP-NS-967</b>	PP-NS-790
	<b>PP-NS-968</b> <b>AS-NS-968</b>	PP-NS-789 AS-NS-789
	<b>PP-NS-969</b>	PP-NS-792
	<b>PP-NS-970</b> <b>AS-NS-970</b>	PP-NS-791 AS-NS-791
	<b>PP-NS-971</b>	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

## Safety IV Catheters

Effective October 1, 2016

Expires September 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

- **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

# Surgical Endoscopy and Video Equipment -Flexible Effective January 1, 2015

Expires December 31, 2017

## Products and services available

This category includes flexible 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.

## Class of trade

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

<a href="#">Endochoice</a>	Rob Robinson	888.862.3636	<a href="mailto:rob.robinson@endochoice.com">rob.robinson@endochoice.com</a>
<a href="#">Olympus</a>	Scott Matson	817.233.3777	<a href="mailto:scott.matson@olympus.com">scott.matson@olympus.com</a>

**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

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

## Aggregation opportunities

Aggregation is available for multi-facility systems, GPOs and established networks of facilities for Endochoice and Olympus.

## Other key value and terms



- Pricing is firm for the term for Endochoice. Olympus' pricing is firm for the first 12 months of the agreement. After the first 12 months, price increases are allowed once per each agreement year, not to exceed 4 percent each time.
- Compared to expiring agreement, overall:
  - Endochoice's new agreement pricing is flat.
  - Olympus' new agreement pricing offers a 3.5 percent savings.
- Olympus offers a 12 month conversion incentive value-add that is available for activation during the first 12 months (January 1, 2015-December 31, 2015) of the Premier agreement term.
- Olympus' agreement pricing is firm for the first 12 months of the agreement. Price increases can not exceed 4 percent each year.
- Commitment levels for Olympus' tiers must be reached by each individual facility.
- Olympus offers a large order threshold .

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

## Full launch content available

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## Awarded suppliers

Supplier	New	Expiring
 ENDOCHOICE	<b>PP-OR-1128</b>	PP-OR-1122
 OLYMPUS	<b>PP-OR-1127</b>	PP-OR-778

The previous agreement cycle included both rigid and flexible surgical endoscopy and video equipment.

### Financial considerations:

- Savings offered through large order discounts
- Aggregation options
- Price protection
- Service options and their cost

### Patient satisfaction and safety:

- Compatibility with technology currently used within the facility
- Monitor screen size and readability
- Clarity of the audio system
- Video quality
- Demo options
- Picture clarity and resolution
- Type of light source and how it affects the picture

### Roadblocks to conversion:

- Staff acceptance
- What products are currently being used in the facility
- Remaining lifespan on current technology being used

## Surgical Endoscopy and Video Equipment -Flexible      Effective January 1, 2015

Expires December 31, 2017

### Full launch content available (continued)

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

### Related categories

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

## Surgical Endoscopy and Video Equipment -Rigid

Effective January 1, 2015





Expires December 31, 2017

### Products and services available

This category includes devices that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with information from the sterile field for precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated.

### Class of trade

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

Awarded suppliers		
Supplier	New	Expiring
	PP-OR-1130	New
	PP-OR-1129	PP-OR-778
	PP-OR-1132	New
	PP-OR-1131	PP-OR-777 AS-OR-777

The previous agreement cycle included both rigid and flexible surgical endoscopy and video equipment.

#### Financial considerations:





- Savings offered through large order discounts
- Aggregation options
- Price protection
- Service options and their cost

#### Patient satisfaction and safety:

- Compatibility with technology currently used within the facility
- Monitor screen size and readability
- Clarity of the audio system
- Video quality
- Demo options
- Picture clarity and resolution
- Type of light source and how it affects the picture

#### Roadblocks to conversion:

- Staff acceptance
- What products are currently being used in the facility
- Remaining lifespan on current technology being used

	Ron Turk	615.974.8015	<a href="mailto:ron.turk@karlstorz.com">ron.turk@karlstorz.com</a>
	Scott Matson	817.233.3777	<a href="mailto:scott.matson@olympus.com">scott.matson@olympus.com</a>
	Marlen Michalke	972.412.1223	<a href="mailto:mmichalke@richardwolfusa.com">mmichalke@richardwolfusa.com</a>
	Ben Hobbs	502.690.6147	<a href="mailto:ben.hobbs@stryker.com">ben.hobbs@stryker.com</a>

**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

- 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.
- For Tier 2, KARL STORZ requires historical spend for the previous 12 months and a semi-annual spend review.
- For Olympus, members must select their tier placement under each subcategory on the A-2.

### Aggregation opportunities

- Aggregation varies by supplier:
- KARL STORZ does not include aggregation as part of their agreement.
- Aggregation is available for multi-facility systems, GPOs and established networks of facilities for Olympus.
- Richard Wolf only has one tier.
- Stryker allows for aggregation but requires that 70 percent of the facilities in the aggregation group meet the tier requirements individually.

### Other key value and terms

- Price protection varies by supplier:
  - Pricing is firm for the term for Richard Wolf and Stryker.
  - KARL STORZ price protection varies by tier. Please see supplier terms and conditions for details.
  - Olympus' pricing is firm for the first 12 months of the agreement. After the first 12 months, there can be a yearly increase of no more than 4 percent.
- Compared to expiring agreement, overall:
  - Olympus offers 6 percent savings overall.
  - Stryker offers a 0.01 percent increase overall.

### Other key value and terms (continued)

- Olympus and Richard Wolf offer large order thresholds.
- KARL STORZ is a new Premier supplier. Their tier 2 pricing includes greater than or equal to \$100,000 of spend in the previous 12 months with any of their products or services.
- KARL STORZ offers a repair service price schedule on Exhibit A-4. An Exhibit J Protection 1 Service Statement of Work and Election Form must be completed for members wishing to use the repair service.
- Stryker allows for grandfathering of current member agreement and pricing.
- Available direct: KARL STORZ, Olympus, Richard Wolf, Stryker
- Available through distribution: Stryker

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

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### Related categories

- **Flexible Surgical Endoscopy and Video Equipment – Flexible:** Includes flexible instruments and software that provides information to the surgeon from the sterile field
- **Gastrointestinal endoscopy products:** disposable products used to treat diseases that affect the gastro-intestinal/pulmonary tracts including the removal of stones, treatment of gastroesophageal reflux disease (GERD) and taking samples for testing

## Surgical Navigation

Effective January 1, 2015

Expires January 31, 2018

### Products and services available

This is a *new* Premier category. This category includes devices that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with information from the sterile field for precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated.

### Class of trade

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

<a href="#">Brainlab</a>	Scott Young	614.406.6684	<a href="mailto:scott.young@brainlab.com">scott.young@brainlab.com</a>
<a href="#">KARL STORZ</a>	Ron Turk	615.974.8015	<a href="mailto:ron.turk@karlstorz.com">ron.turk@karlstorz.com</a>
<a href="#">Stryker</a>	Ben Hobbs	502.690.6147	<a href="mailto:ben.hobbs@stryker.com">ben.hobbs@stryker.com</a>

**Note:** Supplier contact information is current as of December 18, 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 appropriate tier placement at Tier 2 or higher for Brainlab and Stryker.
- KARL STORZ has a single Premier Tier. Price Activation recommended for this agreement.

### Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks of facilities for Brainlab.
- Aggregation for KARL STORZ is not applicable due to a single-tier offering.
- For Stryker, aggregation is not applicable as Tier 2 pricing is per order.

### Other key value and terms

- Pricing is firm for the term for Brainlab.
- 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.
- Stryker's pricing is firm for the first 24 months of the agreement and then can be increased by 3 percent on a line item basis.
- Brainlab and Stryker provide a full product offering.
- KARL STORZ is new to the U.S. market and only offers products for ENT use at this time.
- Brainlab allows electronic payments but it may increase the cost of the products.
- KARL STORZ has a late payment penalty.

**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
 BRAINLAB	PP-OR-1140	New
 STORZ KARL STORZ—ENDOSKOPE	PP-OR-1141	New
 stryker®	PP-OR-1142	New

**Update May 2017:** Contracts with KARL STORZ and Stryker in the Surgical Navigation category have been extended one month and now expire January 31, 2018. The contract with Brainlab was not extended and remains effective through December 31, 2017.

#### Financial considerations:

- Capital budget
- Firm pricing
- Penalty for electronic payments

#### User satisfaction:

- Amount of time needed to collect initial images
- Accuracy of images
- Reduce time in the OR

#### Roadblocks to conversion:

- Open platform
- Current equipment used in the facility
- Technology currently used in the facility

**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 summary that maintains the integrity of links to Premier resources. This document is unable to be edited.

**Related categories**

- **OR Integration and Automation Systems:** Products that combine software and hardware components that are specifically designed to create efficiency in the OR by routing A/V images and control multiple operating room devices, both surgical and non-surgical, all via a common interface
- **Surgical Endoscopy and Video – Rigid:** Non flexible equipment used to see and record images from inside the body
- **Surgical Endoscopy and Video – Flexible:** Flexible 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



## 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.

<a href="#">CareFusion</a>	Chuck Collis	704.281.8720	<a href="mailto:charles.collis@bd.com">charles.collis@bd.com</a>
<a href="#">Covidien</a>	Greg Goodall	757.450.9234	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">Draeger</a>	Larissa Kraus	805.319.6159	<a href="mailto:larissa.kraus@draeger.com">larissa.kraus@draeger.com</a>
<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Hamilton*</a>	Chris Neighbors	800.426.6331	<a href="mailto:chris.neighbors@hamiltonmedical.net">chris.neighbors@hamiltonmedical.net</a>
<a href="#">MAQUET</a>	Michael Smith	949.226.9195	<a href="mailto:mike.smith@getinge.com">mike.smith@getinge.com</a>

**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 <small>Intelligent Ventilation since 1983*</small>	PP-MM-471	PP-MM-264
 MAQUET <small>GETINGE GROUP</small>	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.

### 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

- **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



# 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](#).

# COST MANAGEMENT

## PREMIERCONNECT® CAPITAL ANALYTICS

Ready to put the power of capital equipment price benchmarking in the hands of your staff?  
 No more wondering if you are receiving a fair market price.  
 No more waiting days for your analysis to be conducted by someone else and provided back to you.

# it's never been easy to analyze your capital purchases

Until now!

## PREMIERCONNECT® CAPITAL ANALYTICS

Providing real-time insights at the line item level.



# With Premier's new benchmarking application:

## 01

Upload price quotes electronically and easily.

## 02

Receive instant analysis of how your price compares to others in the market.

### contact

Contact your Premier field representative or Scott Jennings at [scott\\_jennings@premierinc.com](mailto:scott_jennings@premierinc.com).

**Premier's Capital and Construction Services** is a comprehensive suite of solutions and services that helps members as they plan, build and maintain their facilities. From contracts that support facility operations and maintenance, to access to industry leading capital pricing, equipment planning, capital price benchmark analytics and advisors, Premier helps ensure that members are operating efficiently and effectively to reach the best price possible on services and products they contract for. To learn more about how the Capital and Construction Services team can support your needs, please email [capital\\_construction@premierinc.com](mailto:capital_construction@premierinc.com).

## 03

Identify the true cost of equipment with real-time line item pricing and detailed reports displaying all components of an equipment proposal.

## 04

Eliminate the need for paper files and spreadsheets with a cloud-based central repository of all price quotes and purchase order history.

## 05

Track all your capital spending against your annual budget for increased visibility across your system.

#### About Premier Inc.

Premier, Inc. (NASDAQ:PINC) 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, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.

## Attainia



Founded in 2001, Attainia is an information technology company based in Mountain View, California. Attainia develops and supports a suite of Web-based tools to help various medical industry professional's budget and plan for equipment purchases. Attainia's applications enable hundreds of hospitals, health systems, healthcare equipment planners, architects and integrated delivery networks to effectively manage thousands of healthcare projects and budgets.

Healthcare equipment suppliers catalog their items within Attainia's integrated planning and budgeting tools, allowing their products to be specified early in the planning process. Premier agreements are stored in Attainia and can be viewed when planning. Attainia's tools are used to support enterprise-wide management of clinical capital. Learn more about:

- Annual capital management tool – BUDGET
- Major project planning tool – PLAN
- Enterprise-wide aggregation tool – PREDICT
- Price benchmarking tool and community average pricing – CAP
- Direct quotes – QUOTE

**If your equipment planner is using Attainia, be sure to turn on Premier's GPO agreements so they can see which items are on contract versus those that are off contract for your project.**

## What else can Premier do to help with challenges in capital equipment planning, procurement and lifecycle management?

Premier has a wide range of value-added and fee-for-service offerings to help members with capital equipment challenges, including:

- Quote and technology analysis/Premier pricing verification;
- Robust capital equipment contract portfolio;
- Group buy events;
- Contract utilization analyses;
- Construction best practices;
- Technology assessment and strategic capital planning;
- Interim capital procurement support; and
- Service cost reduction analysis and implementation.



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

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

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

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

**Now you can.**

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

## **MEMdata**

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

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

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

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

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

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



**Integrated approach to capital planning and procurement**



**Competitively derived price intelligence to make decisions**



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



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





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

Jack Robinson, CFO

- St. Joseph’s Healthcare System, New Jersey

## ACHIEVE SUPPLY CHAIN SAVINGS IN CAPITAL EQUIPMENT AND CONSTRUCTION

### PERFORMER ELITE PROGRAM

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

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

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

### EQUIPMENT PLANNING AND PROCUREMENT SERVICES

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

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

**MEMdata**



13034 Ballantyne Corporate Place  
Charlotte, NC 28277

T 704 357 0022

444 N Capitol Street NW, Suite 625  
Washington, DC 20001-1511

T 202 393 0860

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

### FOR MORE INFORMATION PLEASE

**CONTACT: Jack Burley**, sales and marketing at 979.695.1950 x121 or [jack.burley@memdata.com](mailto:jack.burley@memdata.com)

**Jim Venker**, facilities, construction and environmental services senior director, at 704.816.5375 or [james\\_venker@premierinc.com](mailto:james_venker@premierinc.com)

### About Premier, Inc.

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

PREMIERINC.COM



# LET'S BUILD SOMETHING GREAT. YOUR PATIENTS NEED YOU.

## CONSTRUCTION AND FACILITIES: IT'S TIME TO TAME THE CHAIN

### Introducing Premier Capital, Construction and Facilities

A supercharged supply chain service line focused on helping you lower costs at any and every stage of your construction, renovation project or facilities management

**Average savings members experience using our construction and facilities portfolio and services: 10 percent**

Now more than ever you need to leverage all the resources and tools Premier can offer you. Healthcare reform can present you with several challenges when considering construction or renovation projects – while having to also reduce costs.

- With the shift to outpatient care, do you have sufficient and adequate ambulatory settings to meet the needs of your communities?
- Will your acute care facilities effectively manage value-based care, complex populations, and patient satisfaction?
- Do you need to acquire new technology and services to stay ahead?
- Are you leveraging green construction, design, and materials to reduce costs?

Whatever your current and future needs are, Premier can assist you in meeting your timeline and budget goals. Get access to the goods and services you want in your facility at a lower cost in addition to transparency into product pricing. Also keep in mind that integrating Premier in the earliest planning stages can lower the overall cost of any construction or renovation project.

### A BOTTOMLESS TOOLBOX FOR PREMIER MEMBERS

-  Comprehensive suite of solutions for construction, renovation and routine capital projects
-  Lower cost with industry-leading contracted agreements, competitive pricing and aggregation opportunities
-  Transparency and visibility in product cost, tracking and spend reporting
-  Support from industry experts and collaboration with your architects, general contractors and equipment planners

13034 Ballantyne Corporate Place  
Charlotte, NC 28277

T 704 357 0022

444 N Capitol Street NW  
Suite 625  
Washington, DC 20001-1511

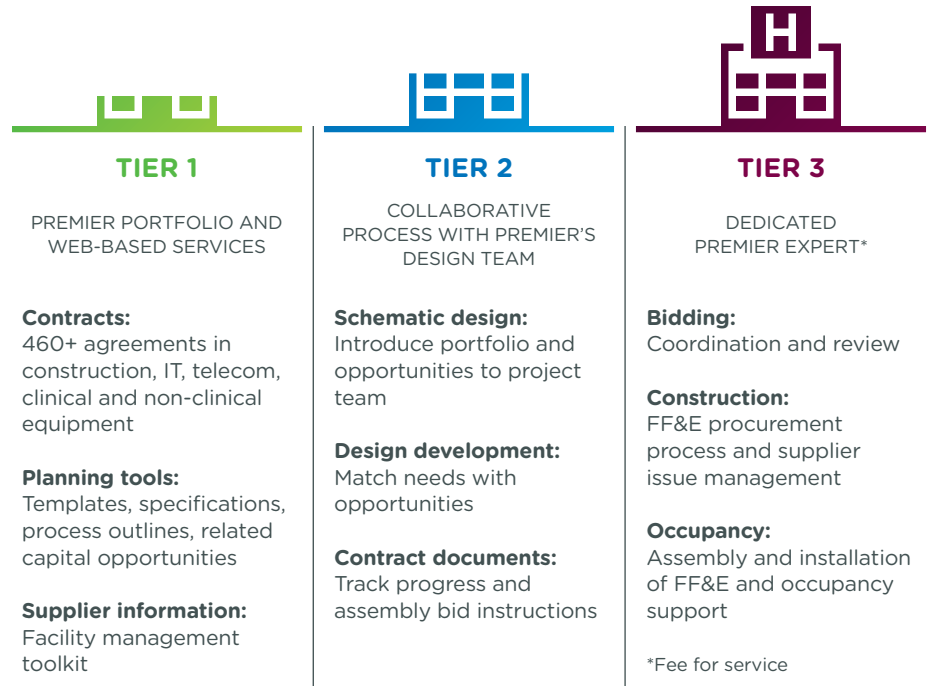
T 202 393 0860

PREMIERINC.COM

## STRONG FOUNDATION - STRONGER STRUCTURE

We provide access to industry-leading agreements, vital construction expertise and a platform with resources such as sample construction contract language and the most current Construction, IT and Clinical Equipment portfolio listing. We will also establish relationships with your general contractor, architect and equipment planner, engage all stakeholders in the construction decision-making process and educate third parties about the benefits for the project owner when Premier agreements are utilized.

**The more engaged your team is with Premier, the more likely you will experience savings and project integration.**



### About Premier, Inc.

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

### TO INTEGRATE OUR COST-EFFECTIVE SOLUTIONS INTO YOUR NEXT CONSTRUCTION PROJECT, PLEASE CONTACT:

Jim Venker  
Senior director,  
Facilities, construction and EVS  
704.816.5375  
jim\_venker@premierinc.com

Ken Konopasek  
West regional construction manager  
704.816.5196  
ken\_konopasek@premierinc.com

Alex Fairley  
East regional construction manager  
704.816.5470  
alex\_fairley@premierinc.com

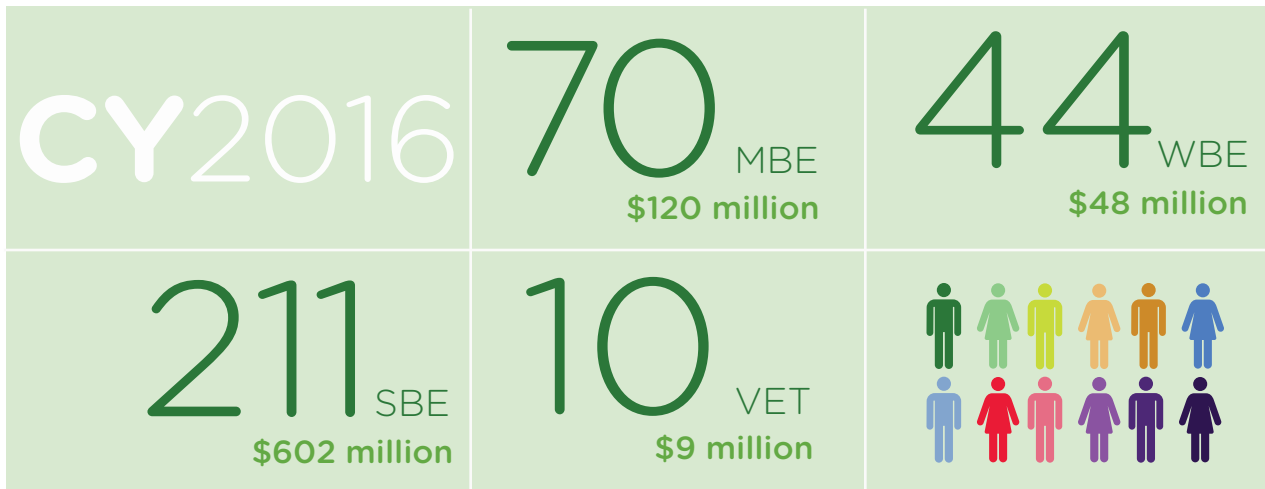
Donna Craft  
Director, product planning  
704.816.5593  
donna\_craft@premierinc.com



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.



## **Josh Hilton, CNMT, PET, R.T. (N) (CT) (ARRT)**

Certified Nuclear Medicine Technologist  
Certified Positron Emission Tomography Technologist  
Registered Technologist (American Registry of Radiologic Technologists)  
Nuclear Medicine and Computed Tomography

Prior to joining Premier, Josh's experience included more than 14 years in the diagnostic imaging setting, with experience as a clinical technologist and with outpatient imaging center management, as well as equipment applications training and sales. He has held various roles, both at clinical sites and diagnostic imaging supplier

### **Affiliations**

- American College of Radiology (member)
- Society of Nuclear Medicine (member)
- Radiologic Society of North America (member)
- Society of Nuclear Medicine, southeastern chapter (vice-president)



## **Dan Grassley, BS, CNMT**

Certified Nuclear Medicine Technologist  
Member of Nuclear Medicine Certification Board  
BS Degree, Applied Biology, Ferris State University  
BS Degree, Nuclear Medicine Technology, Ferris State University

Prior to joining Premier, Dan's experience included five years of clinical experience as a nuclear medicine technologist followed by 29 years of sales experience promoting radiopharmaceuticals and contrast media for all popular imaging modalities in radiology and cardiology. He earned multiple President's Achievement Awards while promoting diagnostic/therapeutic radiopharmaceuticals and contrast media with Amersham/GE Healthcare. Previous professional roles included sales training for nuclear medicine and oncology products and group sales manager of contracting for radiopharmaceuticals.

### **Affiliations**

- Nuclear Medicine Technology Certification Board (member)

## **What we do – These services are provided to Premier members at no charge**

- Develop tools and resources to help Premier members evaluate imaging capital equipment and radiology contrast media
- Perform detailed imaging capital quotation analysis for Premier members, providing feedback pricing, technical specifications and clinical comparisons
- Consult on technical and clinical needs and assists in product selection
- Provide analysis services and conversion opportunity assessments for radiopharmaceuticals and radiocontrast materials

### **Contact**

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



# Additional resources

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

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

## Accessing an electronic version of this book

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