

IT Services

Portfolio Overview and Resources

Updated September 2017

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



Cybersecurity and medical devices

By: Jim Fosmoe, Director, IT Services, Premier Inc.

As the numbers continue to grow in terms of medical devices incorporating wireless capabilities and embedded software, the number of devices connecting to networks in both acute and non-acute settings (including home-based care) also grows. With that newfound connectivity, the opportunity for “black hat” computer criminals (‘hackers’) to focus their efforts on attacking these devices also grows.

While there has been *no publicly documented instance of an adverse patient incident due to a security issue with any medical device*, the potential clearly exists. In addition, because of it, healthcare organizations are spending more time and money addressing this issue. Potential risks of networked medical devices include:

- Untested or defective software and firmware
- Spyware and malware introduced into the device
- Security and privacy vulnerabilities, including:
 - Inadequate security practices
 - Delays or failure to install device manufacturer security software updates and patches in a timely fashion
 - Unsecured password protection, such as employees leaving passwords written down or sharing them, disabling passwords for ease-of-use or hard-coded passwords intended for privileged medical device access such as technical and maintenance personnel
 - Poorly configured internal networks
- Phishing attacks
- Physical theft of medical devices
- Electromagnetic interference

What should healthcare provider organizations do to proactively address security of medical devices?

- Before purchasing any additional new medical devices, provider organizations should ensure that suppliers of network-accessible medical devices warrant that the device(s) are compliant with current U.S. Food and Drug Administration (FDA) guidance documents and industry standards.
- Verification/validation by the provider organization themselves of what the medical device manufacturer is publicly communicating specific to their device’s security. (Do not simply take the manufacturer’s word for it – validate it.)
- Organizations should ensure they have an accurate and complete inventory of all their devices and should complete a thorough review of those medical devices to determine the appropriateness of either continuing to use all current assets or replacing them selectively based upon the ability to adequately ensure the security of the device(s).
- Agreements for purchasing new medical devices should contain appropriate liability waivers and warranties.
- Organizations should ensure liability insurance policies include cybersecurity risks with the appropriate minimum coverage(s).



Learn more:

Review [Premier’s role in medical devices security](#) to learn more about how Premier is approaching security in contracted medical devices.

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.

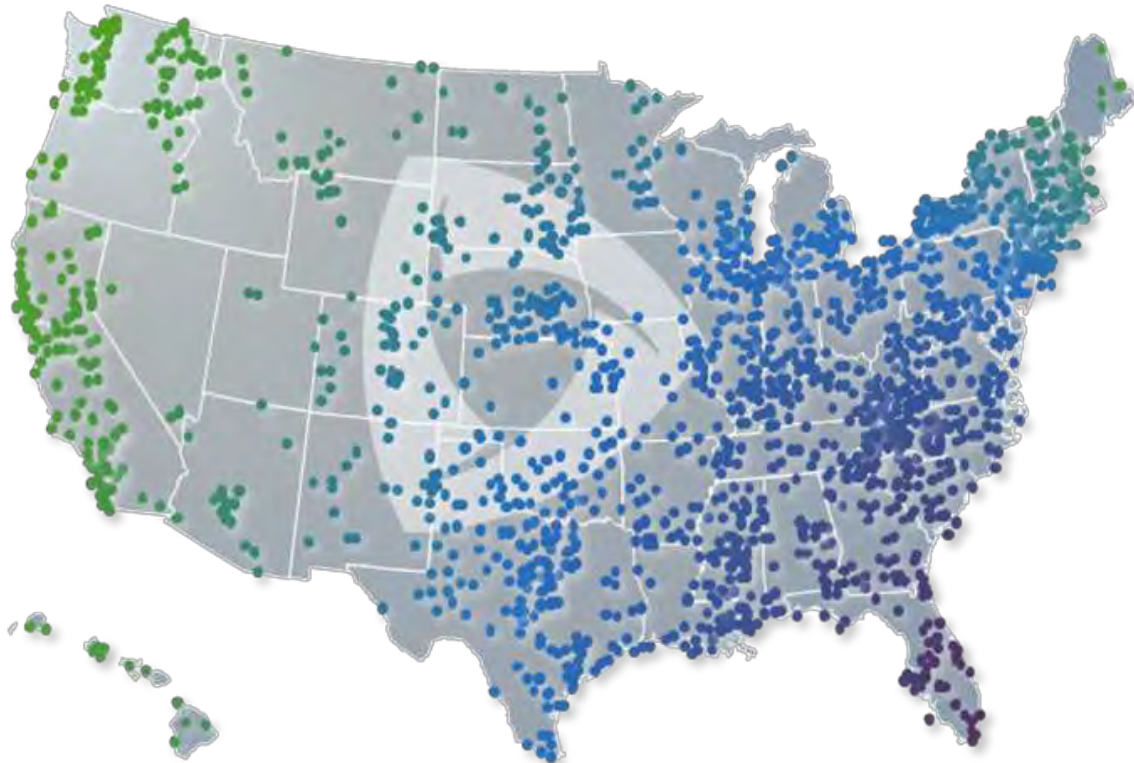




Table of Contents

Information technology (IT) categories

Cellular Voice and Data Services.....	5
Document Management Solutions.....	7
Enterprise Image Management Solutions.....	8
Enterprise Medical Viewing and Sharing Solutions.....	10
Hardware and Software Resellers.....	11
Infant and Patient Security Solutions.....	13
Managed Print Services, Devices and Accessories.....	15
Nurse Call Systems.....	17
Reimbursement Software.....	19
RFID Asset Tracking and Management Solutions.....	20

Related technology categories

Custom contracts

Custom contracting overview.....	22
Technology Asset Disposition Services.....	23
Telecommunications Expense Management Services.....	24
Telecommunication Services.....	25

Facilities

Hard Copy Document Shredding and Media Destruction Services ^A	26
MSDS Management Services.....	28
Television Systems and Services ^A	29

Imaging

Radiation Treatment Planning Systems.....	31
---	----

Laboratory

Digital Pathology Systems.....	32
--------------------------------	----

Nursing

Hand Hygiene Monitoring Systems.....	33
Infusion Devices and Device-dedicated Sets.....	35

Purchased Services

Patient Education and Consumer Health Content Services.....	37
Transcription Services.....	39

Additional Premier resources

Breach response coverage.....	41
Premier’s software as a service (SaaS) offerings.....	42
Insights®.....	45
Physician Practice Performance.....	49
PremierConnect® Cost Management.....	51
Diversity overview.....	53
IT field specialists.....	54
Core field team.....	55
Supply Chain Advisor®.....	55
PremierConnect.....	55



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

Cellular Voice and Data Services

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes mobile/wireless voice and data communication devices, plans and services. Pagers are not included in this category.

Class of trade

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

- AT&T is available to healthcare facilities only.
- Sprint and Verizon are available to specified healthcare and non-healthcare facilities.

AT&T	Donnie Powell	214.208.2353	dp1416@att.com
Sprint	Micki Hammond	704.557.1111	micki.hammond@sprint.com
Verizon	Denise Marcellt	843.696.4900	denise.marcellt@verizonwireless.com

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

How to operationalize these agreements

Facilities must sign a member agreement to access the discounts included in these agreements. **AT&T and Verizon customers with existing member agreements under previous Premier agreements do not need to sign a new agreement.**




- AT&T Exhibit A-1
- Sprint Exhibit K-1 or K-2 (medical management or holding company)
- Verizon Exhibit A (healthcare) A-1 (non-healthcare)

Other key value and terms

- Facilities and their employees are eligible to purchase from these agreements.
- Discount percentages are firm for the term of the agreement.
- AT&T offers a 25 percent discount for both corporate and employee healthcare lines.
- Sprint healthcare: Sprint offers a 24 percent discount for corporate lines and a 23 percent discount with enrollment in e-billing for employee lines (19 percent discount without e-billing enrollment).
- Sprint non-healthcare: Sprint offers a 17 percent discount for corporate lines and a 12 percent discount with enrollment in e-billing for employee lines (8 percent discount without e-billing enrollment).
- Verizon healthcare: Verizon offers a 22 percent discount for corporate lines and a 22 percent discount with enrollment in e-billing for employee lines (19 percent discount without e-billing enrollment).
- Verizon non-healthcare: Verizon offers a 20 percent discount for corporate lines and a 15 percent discount with enrollment in e-billing for employee lines (12 percent discount without e-billing enrollment).
- Available direct: AT&T, Sprint and Verizon

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
 at&t	PP-IT-143	PP-IT-083
 Sprint	PP-IT-145	New
 verizon	PP-IT-144	PP-IT-084

There is no ASCEND® award in this category.

Financial considerations:

- Discount off list pricing
- Discounts available on equipment and accessories as applicable
- Facilities who currently have an employee discount program will likely see greater savings with the Premier agreements

Product considerations:

- Which plan fits your particular voice and data needs
- Phone brands available through the carrier
- New technology considerations (e.g. machine to machine)

Roadblocks to conversion:

- Coverage areas/reception including 4G coverage
- Classes of trade by supplier included in the Premier agreements

Cellular Voice and Data Services

Effective August 1, 2015

Expires July 31, 2018

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [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.
- [Healthcare summary](#): A high-level PDF overview intended for healthcare facilities.
- [Non-healthcare summary](#): A high-level PDF overview intended for non-healthcare facilities.

Document Management Solutions

Effective August 1, 2016

Expires July 31, 2019

Products and services available

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

Class of trade

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

IBSA	Mark McKinney	937.853.0347	mark_mckinney@ibsaonline.com
Ricoh	Scott Petraglia	858.495.1050	scott.petraglia@ricoh-usa.com
Standard Register	Patrick Kennedy	937.221.1516	pat.kennedy@taylorcommunications.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF), or electronic price activation (PA) where available, is required for Tier 2 or higher.

Aggregation opportunities

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

Other key value and terms

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

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



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

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

Awarded suppliers

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

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

IBSA is a small business enterprise (SBE).

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

Financial considerations:

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

Product/service considerations:

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

Data security considerations:

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

Enterprise Image Management Solutions

Effective January 1, 2015

Expires December 31, 2017

Products and services available

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

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

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

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

Class of trade

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

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

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


How to operationalize these agreements

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

Aggregation opportunities

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

Awarded suppliers

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

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

There is no ASCEND® award in this category.

Financial considerations:

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

Product/service considerations:

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

Roadblocks to conversion:

- Existing supplier relationships

Other key value and terms

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

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

Full launch content and additional resources available

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

Related category

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

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.

TeraRecon	Mary Polaski	919.670.1533	mpolaski@terarecon.com
---------------------------	--------------	--------------	--

Note: Supplier contact information is current as of August 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize 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
	PP-IT-162	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

Hardware and Software Resellers

Effective October 1, 2017

Expires October 31, 2020

Products and services available

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

Class of trade

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

CDW	Angela Gosz	312.705.0315	premier@cdw.com
Connection	Jacques Lahaie	770.316.9603	jacques.lahaie@connection.com
Insight	Erica Falchetti	480.333.3000	erica.falchetti@insight.com
Zones	Amanda Gunning	253.205.3571	amanda.gunning@zones.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) is required at Tier 2 or higher with all suppliers.
- All suppliers may require a separate member agreement or statement of work.

Aggregation opportunities

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

Other key value and terms





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

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

Full launch content and additional resources available

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

Awarded suppliers

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

Zones is a minority-owned business (MBE).

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

Hardware and Software Resellers

Effective October 1, 2017

Expires October 31, 2020

Related categories

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

Infant and Patient Security Solutions

Effective December 1, 2017

Expires November 30, 2020

Products and services available

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

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

Full launch content and additional resources available

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

Related category

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

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

Expires December 31, 2018

Products and services available

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

This category was previously sourced as two separate categories:

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Awarded suppliers

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

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

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

Financial considerations:

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

Product/service considerations:

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

Roadblocks to conversion:

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

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

Expires December 31, 2018

Other key value and terms

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

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

Full launch content and additional resources available

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

Related categories

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

Nurse Call Systems

Effective April 1, 2015

Expires March 31, 2018

Products and services available

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

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

Awarded suppliers

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

Rauland is a small business (SBE).

Financial considerations:

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

Product considerations:

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

Roadblocks to conversion:

- Existing supplier relationships

Other key value and terms (continued)

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

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

Full launch content available

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

Related category

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

Reimbursement Software

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes coding and reimbursement systems used to support healthcare reimbursement coders to evaluate and apply coding and grouping rules to individual patient records.

Reimbursement subcategories include:

- Coding software (inpatients)
- Grouper software (outpatients)
- DRGfinder software
- Reimbursement calculation software
- APCfinder software (ambulatory payment classification)
- HCPCS/CPTfinder software (outpatients)

Class of trade

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

3M	Dejan Karic	801.265.4448	dkaric@mmm.com
--------------------	-------------	--------------	--

Note: Supplier contact information is current as of June 12, 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) is not required for this agreement. Price activation is not available.
- A three-year software license member agreement or extension is required to receive pricing discounts.

Aggregation opportunities

3M has one tier where aggregation is not applicable.

Other key value and terms


- Discount percentages are firm for the term of the agreement. 3M has the right to modify list prices.
- Discount percentages have decreased by 8 percent compared to the expiring agreement.
- Products are available direct from 3M.

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 category summary](#): 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.

Awarded supplier

Supplier	New	Expiring
	PP-IT-146	PP-IT-082

Financial considerations:

- Software license agreement is required to receive the discounts offered in this agreement
- Complete and accurate coding can increase your case mix index (CMI) which affects reimbursement levels

Product considerations:

- Inpatient and outpatient configurations
- ICD-10 integration
- 3M's computer-assisted coding (3M™ 360 Encompass™ System) is not currently included in the Premier agreement

Roadblocks to conversion:

- Outsourced reimbursement support

RFID Asset Tracking and Management Solutions

Effective February 1, 2016

Expires January 31, 2019

Products and services available

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

Class of trade

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

Aeroscout (Stanley)	Aurel Lebel	613.287.1323	aurel.lebel@sbdinc.com
CenTrak	Gary Sunsten	214.563.2400	gsunsten@centrak.com
Champion	Steven Coloia	773.368.5507	scoloia@championmt.com
Versus	Scott Hirst	661.618.4510	shirst@midmark.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF), or electronic price activation (PA) where available, is required for Tier 2 or higher with Aeroscout and CenTrak.
 - CenTrak requires a separate member agreement.
- Versus requires a PMDF for all tiers.
- Champion does not require a PMDF due to single tier.

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

Champion is a small business enterprise (SBE).

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

There is no ASCEND® award in this category.

Financial considerations:

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

Product considerations:

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

Roadblocks to conversion:

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

RFID Asset Tracking and Management Solutions Effective February 1, 2016

Expires January 31, 2019

Full launch content and additional resources available

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

Related categories

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



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.](#)

CC-IT-003 Technology Asset Disposition Services

Supplier: [Cascade Asset Management, LLC](#)

Effective: January 1, 2016, through December 31, 2018

Eligible members: Open to all Premier Purchasing Partners members



As a full-service IT asset disposition company, Cascade provides the services associated with securing used and/or obsolete electronics consistent with regulatory requirements for protected information (protected health information, personally identifiable information, etc.) which are destined for reuse, resale, salvage, recycling and/or safe environmental disposal. On-site solutions include, but are not limited to:

- **Wiping:** Fast, convenient, secure and independently-verified hard drive information destruction services.
- **Hard drive crushing:** Cascade’s portable drive crusher punches two-inch holes through the platters on hard drives safely and quickly.
- **Bin rental and collection:** Secure media bins used to collect durable media (hard drives, CDs, thumb drives and data tapes) can be placed throughout the facility, and Cascade will deliver them straight to the shredder for secure destruction.
- **De-installation:** Cascade can disconnect and remove workstations from a facility’s network.
- **Inventory of assets:** Cascade scans and records asset information, leaving the facility with an electronic and paper report of what was collected.
- **Specialty packaging and material handling supplies:** If a customer requests special packaging services for high value/sensitive equipment, Cascade will use appropriate materials for safe and secure hauling and packing.
- **Asset processing** for audio/visual equipment, batteries, computing devices, handheld communications devices, hard drives, imaging devices, media, network devices, rack mount servers, video display devices and electronics.

Expedited services and after hours work are also available.

Supplier tiers

Cascade new tiers (CC-IT-003)	
Total purchases (per annualized spend)	
Tier 1	< \$100,000
Tier 2	\$100,000 to < \$250,000
Tier 3	\$250,000 to < \$1,000,000
Tier 4	≥ \$1,000,000

Interested in learning more about this opportunity?

For further information on pricing and how you can take advantage of this opportunity, contact custom_contracting@premierinc.com.

Cascade was previously a national contracted supplier (PP-IT-104) in the Technology Asset Disposition Services category. This category expired December 31, 2015.

CC-SV-002 Telecommunications Expense Management Services



Supplier: [Tangoe, Inc.](#)

Effective: February 1, 2015, through January 31, 2018

Eligible members: Open to all Premier Purchasing Partners members

Telecommunications expense management services are leveraged by organizations to maintain control across all fixed, mobile, cloud and IT connections. Through management of the expenses, assets and usage of these connections, clients can see savings that are typically two to three times the associated fees.

Telecommunications categories for service include: voice and data, wireless devices, cloud licenses and IT assets.

Create and maintain an accurate inventory	Electronic invoicing	Auditing, validation and reconciliation
<p>Telecom managers are responsible for a vast array of assets that are vital to a company's ability to do work. These include, but are not limited to:</p> <ul style="list-style-type: none"> • Local/long-distance services • Data services • Web meeting accounts • Conference call accounts • Landline devices • Mobile devices • Aircards • Wiring and infrastructure 	<p>Benefits of electronic invoicing:</p> <ul style="list-style-type: none"> • Eliminating printing costs • Reducing document-management costs • Speeding up workflows with electronic document management • Easier integration of documents into enterprise applications • Lower environmental impact, which will help customers meet their increasingly important "green" goals 	<ul style="list-style-type: none"> • Payments for services that were cancelled or changed • Services that supported terminated employees • Rates that are different than contracted rates

Pricing is based on types of services requested.

Interested in learning more about this opportunity? Contact custom_contracting@premierinc.com.

CC-IT-002 Telecommunications Services

Supplier: [Granite Telecommunications, LLC](#)

Effective: February 15, 2016, through February 14, 2019

Eligible members: Open to all Premier Purchasing Partners members



Granite's suite of telecommunications products and solutions provides cost savings and enhanced productivity. Granite provides solutions for voice, data, Internet, wireless, video and secure network options, including:

- Plain old telephone service (POTS) lines (traditional TDM-based analog lines) – Simple billing conversion; no labor required; one dedicated project manager for your entire account. Granite's Middleware platform provides one consolidated invoice and visibility to all of your POTS lines through one portal.
- Broadband: DSL and cable services
- PRI, Ethernet, dedicated high speed Internet – All types of circuits available with installation.
- Voice over IP (VoIP) services
- Data aggregation services
- Multiprotocol label switching (MLPS) network – Fully meshed network
- V2 velocity voice services (hosted private branch exchange) – Simplifies communication infrastructure by combining local and long distance services with a computer network
- Network integrations – Structured cabling
- Conferencing services
- Professional services (monitoring and managed)

Granite provides voice, data and other related communications products and services to businesses and governmental agencies throughout the United States, Canada and Puerto Rico. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and 1.5 million voice and data lines under management. Granite employs over 1,400 people at the company's headquarters in Quincy, MA and offices in Atlanta, GA, Miami, FL, New York, NY, Providence, RI, Chicago, IL and Dallas, TX.

Pricing is based on the specific services requested.

Interested in learning more about this opportunity?

Contact custom_contracting@premierinc.com.

Hard Copy Document Shredding and Media Destruction Services

Effective August 1, 2016

Expires July 31, 2019

Products and services available

This category includes onsite and offsite shredding and the destruction of confidential hard copy paper and media, such as hard drives.

Class of trade

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

AMS	Louis Rofrano	847.658.0497	lou@amsstoreandshred.com
Shred-it	Shelly Eddy	513.699.0825	shelly.eddy@stericycle.com

Note: Supplier contact information is current as of August 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Shred-it.
- A PMDF/PA is not required with AMS due to its single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- AMS offers a silver rebate as a value-add.
- Shred-it's new agreement pricing offers between 1.1 and 19.0 percent overall savings (depending on class of trade and type of service) compared to the Shred-it expiring agreement.
- Shred-it's new agreement pricing offers between 11.2 and 24.5 percent overall savings (depending on class of trade and type of service) compared to the Cintas expiring agreement.
- Shred-it has minimum stop charges which are outlined in Exhibit A-3 Price List. Additionally, for acute and non-acute locations in Puerto Rico and Hawaii, the minimum service charge will be \$75 for regular onsite services and \$60 for regular offsite services.
- Shred-it will apply a surcharge to facilities located in metropolitan areas (New York City, NY; Los Angeles, CA; and Washington, D.C.).
- **Shred-it is the low-cost supplier.**

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

Awarded suppliers

Supplier	New	Expiring
	PP-SV-114	New
	PP-SV-115 AS-SV-115	PP-FA-404* PP-FA-406

AMS is a small business enterprise (SBE).

Current agreements with Carolina Records (PP-FA-403) and Secure Document Alliance (PP-FA-405) expire July 31, 2016.

[*In May 2014, Shred-it combined with Cintas Corporation's document shredding business.](#)

Financial considerations:

- Minimum order requirements
- Scheduled services compared to rush/unscheduled/emergency service fees
- Silver rebates

Service considerations:

- [HIPAA](#) compliance
- [National Association of Information Destruction](#) certification
- Destruction documentation requirements

Roadblocks to conversion:

- Supplier relationships
- Geographic coverage
- Cost of converting storage containers

Hard Copy Document Shredding and Media Destruction Services

Effective August 1, 2016

Expires July 31, 2019

Full launch content and additional resources available

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

Related categories

- **Document Management Solutions:** Software-based solutions that organize and manage electronic and paper documents
- **Waste Management Products and Services:** Waste disposal, reusable sharps container services and recycling (of light bulbs, batteries, hard drives, backup magnetic tapes, optical media, x-rays and video/cassette tapes)

MSDS Management Services

Effective March 1, 2016

Expires February 28, 2019

Products and services available

This category includes online tools, such as on-demand compliance, electronic solutions, consulting and training, indexing, cross-referencing, storing and filing electronic records.

Class of trade

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

CloudSDS	Soumitra Banerjee	818.252.9447	info@cloudsds.com
--------------------------	-------------------	--------------	--

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement
- CloudSDS offers three plans: Basic, professional and enterprise. Each plan is defined in the value analysis toolkit.
- CloudSDS offers between a 10 and 15 percent discount off of list price, depending on tier placement.
- CloudSDS offers a first responders plan and 24x7 fax back and emergency plan as value-adds.

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

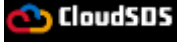
Full launch content and additional resources available

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

Related category

- **Housekeeping Products:** Products used within all internal facility areas to disinfect and clean general surface areas and flooring

Awarded supplier

Supplier	New	Expiring
 CloudSDS	PP-FA-533	New

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

The current agreement with MSDSONline (PP-FA-415) expires February 29, 2016.

Financial considerations:

- Scalable for small facilities and large systems
- Savings through the elimination of paper, binders and storage for MSDS sheets
- Prevention of fines and litigation for non-compliance

Service considerations:

- Infection control and [EPA guidelines](#)
- [OSHA Hazard Communication Safety Standard](#)
- Ease of use
- Ease of access
- Customer service support

Roadblocks to conversion:

- Unwillingness to convert to an electronic system
- MSDS management in-house

Television Systems and Services

Effective March 1, 2017

Expires February 29, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities




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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

- Financing options
- Installation fees
- Warranties

Product considerations:

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

Roadblocks to conversion:

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

Television Systems and Services

Effective March 1, 2017

Expires February 29, 2020

Full launch content and additional resources available

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

Related category

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

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.

Best Medical	Manny Subramanian	704.451.2378 x15	manny@teambest.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com

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
PHILIPS	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

Products available

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

Class of trade

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

Leica	Rana Ramsey	815.382.4881	rana.ramsey@leicabiosystems.com
-----------------------	-------------	--------------	--

Note: Supplier contact information is current as of January 26, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

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


Other key value and terms

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

Full launch content and additional resources available

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

Awarded supplier

Supplier	New	Expiring
	PP-LA-392	New

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

Products and services available

This category includes an automatic identification hand hygiene monitoring solution for meeting stringent hand hygiene compliance requirements. This system automatically and continuously monitors staff members' compliance with defined hygiene and infection protocols. Using the data the system collects and analyzes hospital managers or administrators can easily run detailed reports that calculate compliance rates, interactions, high traffic areas and level of supplies.

Class of trade

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

Biovigil	Brent Nibarger (West)	818.203.8251	bnibarger@biovigilsystems.com
	Scott Jeffery (East)	908.370.7143	sjeffery@biovigilsystems.com
DebMed	Ron Chappuis	224.567.3670	ron.chappuis@debmed.com
GOJO	Christopher Wood	330.255.6000	woodc@gojo.com

Note: Supplier contact information is current as of August 5, 2015. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required to aggregate.

Aggregation opportunities

Special price considerations are available on an individual basis for multi-facility systems, group purchasing organizations and established networks.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Biovigil and DebMed have minimum order thresholds.
- Biovigil offers a 5 percent discount for paying one year's fee in advance.
- DebMed offers an annual rebate.
- GOJO requires the use of their soap/lotion/sanitizer dispensers for the hand hygiene solution.
- GOJO was the low-cost supplier in the scenario.
- Available through distribution: GOJO (after initial order)
- Available direct: Biovigil, DebMed and GOJO

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

Awarded suppliers		
Supplier	New	Expiring
	PP-NS-858	PP-NS-750
	PP-NS-859	New
	PP-NS-860	New

Biovigil is a small business enterprise (SBE).

Financial considerations:

- Termination fees
- Hardware and software requirements
- Implementation costs
- Discounts and rebates available

Patient safety and satisfaction:

- Hospital-acquired condition reductions
- Report customization
- Monitoring options (single room, healthcare worker)

Roadblocks to conversion:

- Existing supplier relationships
- Some monitoring systems are proprietary to soaps and lotions

Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

Full launch content and additional resources available

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

Related categories

- **RFID Asset Tracking and Management Solutions:** Includes manufacturers of the hardware components and software, along with the associated professional services, used to locate and track assets wirelessly and accurately using active radio frequency identification (RFID) to assist healthcare organizations improve overall productivity, efficiency and quality.
- **Soaps, Lotions and Waterless Hand Rinses:** This category includes hand and forearm cleansing and antiseptis products used by healthcare personnel outside of the surgical suite.
- **Surgical Hand Preps:** This category includes solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures.

Infusion Devices and Device-dedicated Sets

Effective February 1, 2014

Expires January 31, 2020

Products and services available

This category includes large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems.

Class of trade

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

Baxter	David Shellenberger	313.815.5362	david_shellenberger@baxter.com
B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Chuck Collis	586.980.9338	charles_collis@bd.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of August 15, 2013. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.
- Baxter, B. Braun and Smiths Medical also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers or value-adds.

Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations and established networks.
- Aggregation is not allowed for B. Braun.
- Aggregation for CareFusion is allowed for multi-facility systems, group purchasing organizations and established networks.
- Aggregation for Smiths Medical is allowed for owned and centrally managed multi-facility systems that have the ability to drive centralized purchasing decisions.

Other key value and terms

- Baxter, CareFusion and Smiths Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter's new agreement pricing is an overall increase of 4.2 percent.
- **Baxter is the low-cost supplier for dedicated sets.**
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new agreement pricing is an overall increase of 4.3 percent.

Awarded suppliers

Supplier	New	Expiring
	PP-IV-113	PP-IV-013 PP-IV-017
	PP-IV-112	PP-IV-012
	PP-IV-110	PP-IV-010
	PP-IV-118	PP-IV-018

Baxter [acquired](#) Sigma International (PP-IV-017) in 2012.

Current agreements with Excelsior (PP-IV-014) and Hospira (PP-IV-015) expire January 31, 2014.

Members who need to continue to purchase products from Hospira are encouraged to sign a local agreement with a start date before January 31, 2014. Consider opportunities with Premier contracted IV suppliers.

Financial considerations:

- Purchase vs. lease
- Software licenses and upgrades
- Ongoing need for consumables
- Implementation and training
- EMR integration

Patient safety and satisfaction:

- Potential tubing misconnections
- Functionality prohibiting drug library bypass for certain medications

Roadblocks to conversion:

- Useful life of pumps and length of current member agreement
- Cross-category value-adds and tiers
- Integration capabilities

Other key value and terms (continued)

- Pricing is firm with CareFusion for 18 months; thereafter pricing may increase annually up to 2.9 percent or change according to the Consumer Price Index.
 - If a member signs a six-year bi-lateral agreement in the first 12 months of this agreement, pricing for disposable will be firm for the term of the agreement.
- CareFusion's new agreement pricing is an overall savings of 1.8 percent.
- Pricing is firm with Smiths Medical for 36 months; thereafter pricing may increase annually the greater of 2.99 percent or change according to the Consumer Price Index.
- Smiths Medical's new agreement pricing is an overall savings of 0.1 percent.
- Available through distribution: Baxter, B. Braun, CareFusion and Smiths Medical
- Available direct: Baxter, B. Braun, CareFusion and Smiths Medical

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

Full launch content and additional resources available

- [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.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [Infusion pump product reference](#): An Excel spreadsheet with detailed information on the pump specifications of each supplier.
- [Infusion Pumps Purchasing Guide](#): A PDF guide to purchasing considerations around infusion pumps.

Related categories

- **Disinfection Caps:** Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Sets and Accessories:** IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **IV Fluids, Bag-based Drug Delivery and TPN Macronutrients:** IV fluids (both small and large volume), bag-based drug delivery systems, small and large volume parenterals, and TPN macronutrients (amino acids, dextrose and intravenous fat emulsions)
- **Needleless Connectors:** Devices designed to allow connection of multiple intravenous sets and catheter hubs without the use of needles. This includes all needleless connectors with and without extension sets less than 15-inches attached.
- **Pharmacy Compounding Equipment and Admixture Supplies:** Pharmacy capital equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

Products and services available

This category includes patient education, consumer health information, and population health management communication solutions in the form of print, interactive (televisions and hospital websites), mobile and integrated into electronic medical records.

Class of trade

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

Doctella	Amer Haider	408.989.2693	amer@doctella.com
GetAbby	Bob Hitson	412.364.1940	bhitson@getabby.com
GetWell	Rene Barron	517.980.6048	rbarron@getwellnetwork.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Doctella.
- A PMDF/PA is not required with GetAbby nor GetWellNetwork due to single tier offerings.

Aggregation opportunities


- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Doctella.
- Aggregation is not applicable with GetAbby nor GetWellNetwork due to single tier offerings.

Other key value and terms

- Pricing is firm for the term of agreement.
- Doctella provides customizable content and checklists for patients and families that enables hospitals and doctors to easily engage patients from diagnosis through treatment and recovery.
- Doctella offers a monthly or yearly subscription pricing model.
- With a dynamic cognitive processing engine, Abby (a human avatar) interacts naturally, allowing her to actually carry on conversations in over 20 languages. She provides patients with education about their chronic diseases, prompts them to contact their doctor if their health worsens and reminds them about medications and appointments.
- GetAbby offers an hourly and monthly rate, depending on the program.
- Delivered on mobile devices, computers and televisions, GetWellNetwork's patient-centered platform enables providers to implement an Interactive Patient Care delivery model, which empowers patients to participate in their care and leads to better outcomes in over 50 clinical pathways for disease states.
- GetWellNetwork offers pricing based per bed and pre facility, depending on the program.
- GetWellNetwork offers discounts on their Clinical Practice Design Engagement program and training services as value-adds.

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

Awarded suppliers

Supplier	New	Expiring
	PP-SV-084	New
	PP-SV-085	New
	PP-SV-083	New

Financial considerations:

- Pricing model

Patient safety and satisfaction:

- Content quality, accuracy and evidence-based
- Content coverage
- Branding
- Workflow integration

Roadblocks to conversion:

- Conversions will require collaboration with facility's IT department

Full launch content and additional resources available

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

Related category

- **Television Systems and Services:** Healthcare-grade televisions and educational programming

Transcription Services

Effective January 1, 2016

Expires December 31, 2018

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Awarded suppliers

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

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

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

Financial considerations:

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

Satisfaction and information security:

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

Roadblocks to conversion:

- In-house transcription services

Transcription Services

Effective January 1, 2016

Expires December 31, 2018

Other key value and terms

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

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

Full launch content and additional resources available

- [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.

Premier Insurance Management Services (PIMS)



➔ Breach Response Coverage

Network security and data privacy liability coverage provided by Beazley.

The Beazley Breach Response Policy is a complete privacy breach response management and information security insurance solution that includes forensic and legal assistance, notification of up to 5 million affected individuals and optional three-bureau credit monitoring services or identity monitoring services for notified individuals, along with loss prevention services and identity theft-related fraud resolution services.

Premier members can receive up to 5 percent return of premium if no loss is incurred during a policy period.

Learn more:

- ➔ **Contact:** Tom Green, 704.816.5364, thomas_green@premierinc.com
- ➔ **Web page:** www.premierinc.com/insurance



Supply chain

PremierConnect® Supply Chain

Premier's comprehensive, real time and flexible procure-to-pay and supply chain analytics suite. Users are able to easily measure supply chain and operational performance, identify inefficiencies and take quick action. The integrated, cloud-based solution manages the procurement process by synchronizing data to ensure pricing is accurate, savings are realized and efficiencies to improve outcomes across the entire health system.

- **Supply Analytics:** Taking data from all sources, users can analyze all spend across the enterprise. Spend analytics and spend decision-support to understand how much of an item is being used, as compared to peers. Analysis of supplier reported data for spend using Premier contracts. Uses data from pharmacy wholesalers for analysis of pharmacy spend, including price verification, tier selection, conversions/generic equivalents, non-fulfillment, performance programs and other savings opportunities. Capabilities include advanced analytics and tier/conversion modeling on purchase order or invoice data submitted by the health system to identify price, negotiation and conversion savings opportunities.
- **Sourcing and Contract Management:** Easily manage all Premier contracts in the system, even as the need arises to supplement and source locally (or regionally). Manage the entire sourcing process from identification of items through award of a contract. Monitor contract compliance and identify departments that are using non-contracted items, and quantify the financial impact of contract compliance and non-compliance.
- **Catalog Management:** Leverage and execute value throughout the organization. Simplify choices with standardized item master and formulary that can be integrated across all facilities to drive control with purchasing and pricing.
- **ERP/Material Management:** A cloud-based ERP system specifically designed by and for healthcare. The system is designed to handle multi-entity environments and can support a shared Item Master and Vendor Master across unlimited facilities. It includes materials management, accounts payable, general ledger and fixed assets.

Quality

PremierConnect Quality and Regulatory

Effectively run quality cycle management program with the technology and tools necessary to transition to value-based care. A focus on continuous quality improvement enabling success in payment reform.

- **Benchmarking and Analytics:** Identify improvement opportunities and establish organizational goals by benchmarking against largest clinical comparative database, housing data on more than one in every three U.S. hospital discharges. Providing detailed patient level transactional data to support process and outcomes improvement and cost reduction by assessing effectiveness and cost of service with the ability to drill down to procedure/charge-level detail. [QualityAdvisor™]
- **Provider Performance:** Understand the fastest and easiest link between outcomes and cost. Analyzes clinical and financial outcomes to identify opportunities and engage providers in continuous cost and quality improvement areas; drive standardization and identify inefficiencies and isolate resource consumption issues to control costs. Also supports Ongoing Professional Practice Evaluation (OPPE).
- **Clinician Performance Management:** Allows for the viewing of all other quality measure programs from physician practices (i.e., resulting from data feeds from physician practices) including post-calculated quality measures across the continuum. Programs may include: PQRS (transitioning to MIPS), member's own CIN, Specialty Registries, Other payer programs, HEDIS and other custom measure programs. Member has the option to subscribe to additional capabilities available through the CPM Enhanced for additional fees based on desired work (e.g., number of providers/TINS, programs and scope of efforts.)
- **Regulatory Compliance:** Total core measures performance reporting that is accessible from multiple points in the facility. Compares quality performance against national benchmarks to maximize value-based purchasing (VBP) reimbursement, and capture and review performance measures in real time to reveal performance improvement opportunities. [Quality Measures Reporter™]
- **Quality Performance Dashboard:** Designed with executives in mind, dashboard provides simplified line of sight to automatically updated performance metrics, trends and benchmarks, all complete with estimated financial implications, around regulatory reporting programs like value-based purchasing.



Quality

PremierConnect Quality and Regulatory (continued)

- **Physician Practice Performance:** Most comprehensive physician performance benchmark database in the industry providing analytics and advisory service to improve the performance on physician practices and groups. Monthly analysis of hundreds of KPIs using claims, payroll and financial data summarized in a simple report used to engage leadership and providers in identifying, developing and implementing action plans. [Physician Practice Performance Management]

Safety

PremierConnect Safety

A comprehensive suite of software applications for real-time clinical surveillance that alerts clinicians to potential risks and empowers them with knowledge to improve clinical outcomes, lower costs and strengthen compliance.

- **Clinical surveillance:** Suite of software applications that enable clinicians to compare almost any clinical data they choose in a single, configurable platform. Real-time notification of potential at-risk patients; constant clinical data monitoring to enable clinicians to view patient values and gain the timely information to make rapid care interventions. Regulatory compliance with CMS mandated reporting and automated NHSN reporting.
- **Infection Prevention:** Identify and confirm valid healthcare-associated infections. Spot trends that could be missed manually and speed up interventions to keep patients safer.
- **Pharmacy Management:** Empowers pharmacists with the clinical insights and flexible tools necessary to: help identify targeted clinical intervention opportunities; track performance and identify opportunities to optimize drug therapy to improve antimicrobial stewardship; and minimize adverse drug events.

Labor

PremierConnect Operations

An expanding suite of applications that provide executive and operational insights, providing the ability to pinpoint cost drivers and utilization patterns, in addition to insight into service lines across the continuum. Identify attainable performance improvement opportunities in all settings of care.

Labor management for both acute and ambulatory care settings, as well as alternate site locations, for assessing the productivity and skill mix that integrates productivity measurement with benchmarking, comparative data analysis and quality measures. Measures performance against peer facilities at the corporate, facility and department levels. Provides hospital-specific and department-specific cost, hour and financial data for comparisons through a number of standard and ad hoc reporting capabilities. [OperationsAdvisor®]

Enterprise-wide financial management solution to forecast financial performance, set targets, and monitor results. Integrate financial, operational, clinical and costing data. Streamline the budget process and enhance financial reporting. Easily access and analyze labor productivity and supply expense. [Budgeting and Financial Reporting]

- Labor productivity/management for both acute and ambulatory care settings
- Supply expense management
- Automated alert notifications
- Extensive Premier workforce benchmarking



Enterprise Analytics

PremierConnect Enterprise

Complete enterprise analytics solution including data management and an EDW platform as a service, pre-built assets to deliver value out of the box, and training and enablement services to become self-sufficient with analytics. Solution can enhance or replace existing client EDW capabilities to quickly integrate new source systems (acquisitions & ambulatory) and start leveraging Premier's customizable dashboards, self-service analytics tools and development kit to deliver custom insights.

Service Line Analytics

Brings together purchase orders/invoices/item master cost data, clinical outcomes, and utilization to identify highest value supplies opportunities where high-cost supplies are not justified by favorable outcomes. [Service Line Analytics Supplies]

- Understand impact of supply utilization on patient outcomes and assess alternative therapies
- Dive deeper into supply utilization and associated outcomes with the addition of surgery (OR) data
- View total opportunity savings over time

Combines pharmacy purchase and clinical data sets to understand usage of drugs by physician and service line; display outcomes associated with drug therapies and other medication management analyses. [Service Line Analytics Pharmacy]

- Easily identify high value pharmacy opportunities: high cost, nominal quality;
- Quickly access details about why, when and by whom high cost drugs are being prescribed;
- Compare utilization and outcomes against peer groups; and
- Prioritize cost savings opportunities for action.



FINANCIAL AND OPERATIONAL ANALYTICS ACROSS THE CONTINUUM OF CARE

Top-ranked Decision Support Software and Services

INSIGHTS® ADVANTAGES

ANALYTICS that integrate financial, operational, clinical, and costing data and generate valuable business intelligence spanning the continuum of care

DASHBOARDS that provide the high-level analysis healthcare leaders need to set strategy and goals and monitor performance

SCORECARDS that offer on-demand access to timely data and performance trends for faster response and more immediate impact on the bottom line

ALERTS that trigger automatically so managers can quickly find and analyze the information they need to stay accountable and on plan

INSIGHTS® FINANCIAL & OPERATIONAL SOLUTIONS

Financial Analytics

INSIGHTS solutions deliver a dynamic, responsive enterprise-wide financial management approach that enables healthcare leaders to forecast financial performance, set targets, and monitor results. Financial leaders can streamline the budget process, enhance financial reporting, and improve accountability.

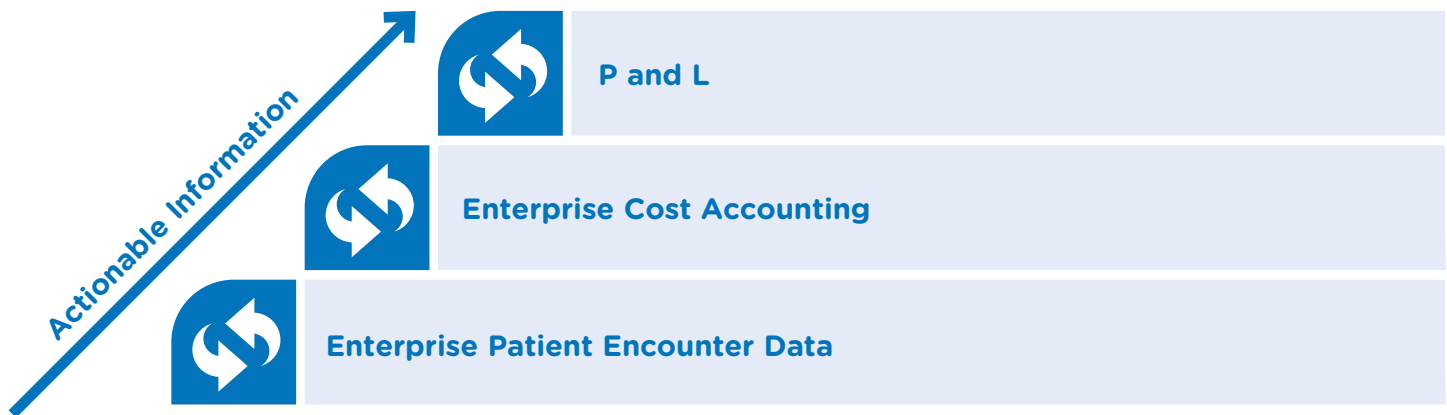
- Budgeting
 - Long-range Financial Planning
 - Rolling Forecasts
 - Budgeting — Operational and Capital
- Performance Monitoring
 - Flexible Budgeting
 - Automated Alert Notifications
- Financial Reporting
 - Interactive Screens
 - Standard Report Library



Operational Analytics

In today's healthcare environment, labor and supply expenses normally exceed 70 percent of a healthcare system's annual budget. INSIGHTS solutions provide healthcare organizations with the ability to access and analyze enterprise-wide labor productivity and supply expense. Decision-makers can easily access labor productivity by job code /employee detail and access supply expense by invoice, purchase order, and central supply inventory distribution.

- Labor Productivity/Management — daily, bi-weekly, monthly
- Supply Expense Management
- Automated Alert Notifications
- Extensive Premier workforce benchmarking



INSIGHTS® COST ACCOUNTING & CLINICAL SOLUTIONS

Cost Analytics

Today more than ever health systems are being pressured into understanding the cost of delivering care across their organizations. It is imperative with the advent of value-based pricing and risk sharing that healthcare organizations implement transparent cost accounting processes that when possible reflect the actual cost of services provided. Each organization is unique and the cost accounting processes need to be designed to address the quality and availability of the information.

INSIGHTS Cost Accounting provides the ability to adapt to the unique nature of each organization and provide the best cost accounting information available. INSIGHTS' ability to employ innovative cost accounting techniques and multiple methods of cost accounting for each unique department provides the organization with the foundation required to:

- Analyze enterprise profitability by
 - Service/Product Lines
 - Physicians
 - Payers
 - Market Segments
 - Other Patient/Population Data Dimensions
- Assign costs across the continuum of care
- Incorporate individual patient level operating room costing
- Support strategic decisions that improve profitability

Clinical Analytics

INSIGHTS Clinical Analytics solution integrates patient- level demographic, clinical, operational, administrative, and financial information with cost accounting data so healthcare providers can:

- Measure quality and clinical outcomes
- Analyze encounter-based clinical utilization —
Service/ Product Lines, Physicians, Payers, Market Segments, and Other Patient/Population Data Dimensions
- Provide episode of care analysis
- Incorporate an extensible data model — HCAHPS, Patient Satisfaction, Core Measures, etc.
- Maximize value-based reimbursement



**CONSULTING SERVICES:
ASSESSMENTS | COST DEVELOPMENT | OUTSOURCING**

For healthcare organizations looking to develop more accurate, transparent costs and maintain the most current cost data, Healthcare Insights offers a turnkey service. Through our consulting services, we offer more than 20 years of experience developing detailed cost finding techniques specifically designed for each unique component of the healthcare enterprise across the continuum of care.

No Fee / No Commitment Assessments

Our experts will review the health system’s existing cost accounting process at no charge and provide insight and recommendations on how to enhance and streamline the existing process.

Cost Development

We specialize in the design and implementation of the cost accounting process, employing innovative cost accounting strategies and methodologies for each unique organization and each unique department within the organization. Our ability to mix and automate methodologies provides each department and organization with the best cost data available.

Outsourcing

Upon the completion of the cost development process, it is imperative to have a detailed maintenance plan in place to preserve your investment in the cost process. Most healthcare organizations do not have the appropriate staffing or expertise to maintain a detailed cost accounting process. In an effort to maintain the continuity of the process and to keep the cost data maintained on a current basis, we offers an outsourcing service, which provides complete maintenance of the cost accounting process by our seasoned cost accounting team. This allows the health system staff to focus their efforts on using the cost data instead of worrying about maintaining it.



TRANSFORMING
HEALTHCARE TOGETHER®

13034 Ballantyne Corporate Place
Charlotte, NC 28277

T 877 777 1552

solutionscenter@premierinc.com

PREMIERINC.COM



Budgeting Category Leader:
2011, 2012, 2013, 2014

About Premier, Inc.

Premier, Inc. (NASDAQ: PINC) is a leading healthcare improvement company, uniting an alliance of approximately 3,750 U.S. hospitals and more than 130,000 other provider organizations. 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, NC, Premier is passionate about transforming American healthcare.

Premier acquired Healthcare Insights and their INSIGHTS and NOMISe® products in August 2015.



Improving operational and financial performance

MEDICAL PRACTICE PERFORMANCE MANAGEMENT

What Premier offers:

- Managed analytics and advisory service to improve the performance on physician practices and groups
- Most comprehensive physician performance benchmark database in the industry, covering approximately 5,000 physicians across a variety of specialties
- Monthly analysis of hundreds of KPIs using claims, payroll and financial data summarized in a simple report used to engage leadership and providers in identifying, developing and implementing action plans to improve performance
- Premier's successful data integration and data management tools to get the data needed

HEALTH SYSTEMS DIFFERENTIATING THEMSELVES THROUGH INTEGRATION

Health systems are investing/losing millions of dollars per year on employed physician groups, but have no way of understanding the losses and determining whether they can be improved. This leaves physicians and medical group leaders frustrated due to lack of data and transparency on their performance, and of being held accountable for areas not under their control. There is a real need for solutions that will help providers and health system leaders better manage the complex work of physician practice economics. And that requires the ability to answer important questions such as:

- Are physician groups making or losing money and how can that improve in either revenue or expenses?
- Are the practices being utilized at their full capacity?
- How should the health system support or subsidize critical practices?

MORE THAN JUST ANALYTICS

These questions require consultative services and analytics to give physicians, medical group leaders and hospital executives a platform for managing the operational, financial, and strategic success of their employed physician groups.

- Physicians gain unique insights into their performance, allowing them to identify opportunities for improvement and guide practice budgeting and strategic investments.
- Data, analytics, dashboards and tools engage and align efforts at all levels of the medical group: providers, practice administrators, revenue cycle directors, senior managers, executive leaders, etc.

MEASURING PERFORMANCE

- Data view designed for the medical practice to be actionable
- Specific operational, financial and strategic KPIs at the provider, specialty and cost center levels
- Identifying specific opportunities for improvement

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

**Premier, Inc. acquired Inflow Health in
September of 2015**

About Premier Inc.

Premier Inc. (NASDAQ: PINC) is a leading healthcare improvement company, uniting an alliance of approximately 3,750 U.S. hospitals and more than 130,000 other provider organizations. 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, NC, Premier is passionate about transforming American healthcare.

UNDERSTANDING PERFORMANCE

- Visibility and transparency to physicians and leaders
- KPIs benchmarked and the reason for variations identified

PLAN TO MAKE IMPROVEMENTS

- Identify operational improvements
- Identify health system strategy improvements
- Who can make the changes

ONGOING MONITORING

- Monthly communication to health system executives, management and physicians

Additional areas of analysis:

- Covered lives by network, specialty, cost center, individual providers
- Patient demographics
- Referral patterns, geographic footprints
- Patient utilization, provider capacity
- E&M utilization, procedure utilization
- Collections performance
- Provider based and RHC impact
- Ancillary/downstream revenue
- Grant funding/GME/outside revenue sources
- Provider compensation levels
- Provider level P&Ls

CONFIDENCE IN DECISION MAKING

Empirically-based analysis and dashboards give physicians and healthcare leaders confidence in decisions they are making and provides proven roadmaps for making continued improvements.

- Analytics tools aggregate financial and operational data from thousands of physicians in medical groups across the United States to perform calculations that pinpoint exactly where improvements can be made.
- These tools effectively capture the nuances of operating physician practices at the specialty level, and provide a level of **depth, transparency** and **accountability** that physicians have not had in the past.

Our empirically based analysis and dashboards give physicians and healthcare leaders confidence in the decisions they are making.



FINANCIAL DECISION SUPPORT

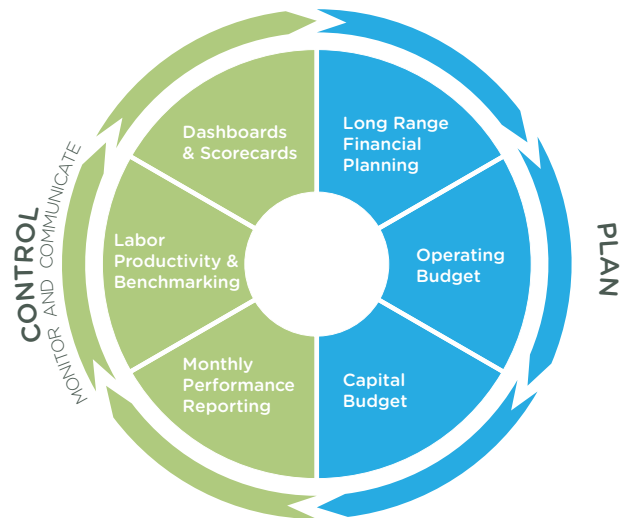
PREMIERCONNECT® COST MANAGEMENT

THRIVE ... in a difficult environment.

TECHNOLOGY TO DRIVE BUDGETING, FINANCIAL REPORTING AND LABOR ANALYTICS

We believe financial and operational data should speak to everyone across your organization, regardless of their role; data that can be related to, acted upon and propel your department leaders into business owners.

Prepare your budgets, monitor variances and improve your organization's financial health through actionable data and analytics so that you have the pertinent information you need where and when decisions are made.



Analytics: Valuable business intelligence that drives your financial planning, monitoring and improvement.

Dashboards: Monitor performance with the high-level analysis healthcare leaders need to set strategy and goals.

Interactive Reports: Offer on-demand access to timely data and performance trends for faster response and immediate impact to the bottom line.

Alerts: Automatic notifications so managers can quickly find and analyze the information they need to stay accountable and on plan.

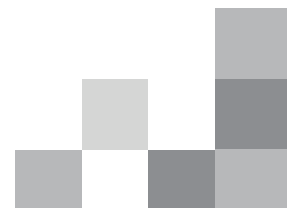
In a healthcare system you are looking at a lot of data. Premier's solution helps you **identify the data and issues** that are important and lets you **focus your time** on creating and supporting improvement.

Bernie Coffman
System Director of Process Improvement & Business Intelligence
Edward-Elmhurst Health

”

Integrated Labor Benchmarks

Ensure that management gets the information needed to monitor and improve the largest cost component in your organization. Understand the causes of labor variances and, in turn, know how to improve future operations with productivity and benchmarking analytics.



Budgeting and Financial Reporting

Allow your leadership to view their information in the context of their role so that timely and informed decisions align with organizational performance goals.

Interactive reporting, that is both **easy to learn and to use, places pertinent information at management’s fingertips** so they can evaluate opportunities, track results and respond to variances. Departmental, financial tools include:

- Operating budget and projections
- Performance monitoring; includes variance alerts and transactional detail
- Capital planning
- Long-range financial planning
 - scenario modeling
 - strategic forecasts one to 20 years
- Dashboards and scorecards

Labor Productivity

Guide savings across the largest cost component in your organization.

- Compare actual to flex/fixed budget, as well as trend data so you can monitor and foresee labor utilization.
- Contrast performance across similar departments to find labor irregularities.
- Drill to the job code, employee and pay detail levels with the click of a button so you do not have to “request” important analytical data.
- Immediate access to hours/FTEs/dollars per workload unit information to uncover possible labor utilization outliers.
- Highly configurable variance alert criteria that matches your unique and changing labor environment.

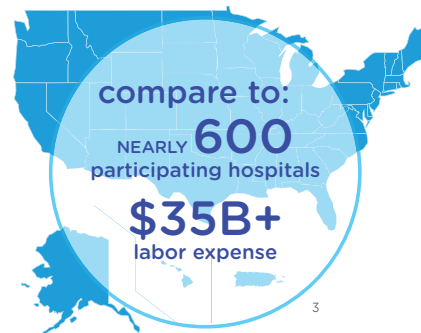


University Hospitals
2

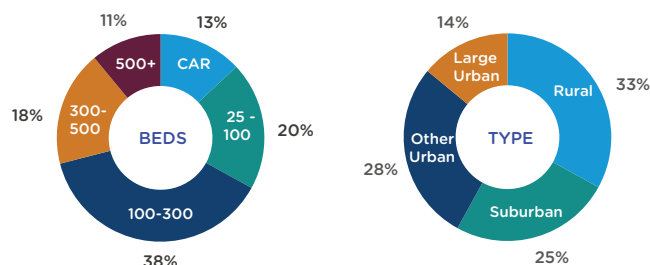
Labor Benchmarking

Identify areas for operational improvement with regular benchmarking across other healthcare organizations.

- Large database spans geographic regions and organization types to provide perspective.
- Open database with over 600 subscribing healthcare organizations reporting who are also available for networking.
- Benchmark hours, skill mix and other measures (at the system and department level) against peers “defined” by you and our labor experts.



3



Let us help you **THRIVE**.

call: 877.777.1552

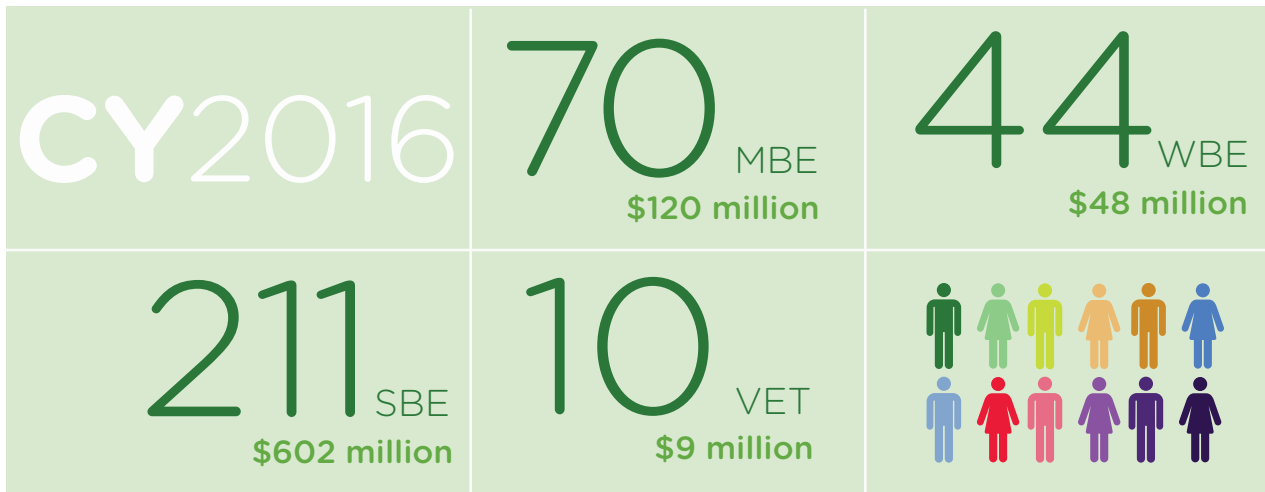
email: solutioncenter@premierinc.com



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.



Jason Ferri

Prior to joining Premier, Jason's experience includes over 18 years of IT consultative solution sales focusing on IT solutions and services within the telecommunications and healthcare markets.

Education and certifications

- Kutztown University – BSBA
- Strategic Selling/Conceptual Selling - Miller Heiman
- Target Account Selling – Siebel

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

- Manage sales and marketing activities related to Premier's IT portfolio
- Provide Premier members with expertise in IT contracted products and solutions
- Help Premier members identify solutions for their IT requirements through our contracted suppliers
- Aid in identifying savings opportunities related to member spending
- Facilitate networking among members as an opportunity to share best practices

Contact

If you are interested in working with Jason, reach out to him at 610.906.7337 or jason_ferri@premierinc.com.

Wireless and Telecom Solutions



Bethany Wooster

Prior to joining Premier, Bethany's experience includes over 10 years of wireless experience in several different roles including technical support, performance assurance, training and national account management.

Education and certifications

- Community College of Allegheny County

What I do

- Support and cultivate the partnership with Premier-contracted suppliers
- Establish key relationships with Premier-contracted supplier's local account managers
- Provide marketing creativity and support for contracted supplier's wireless solutions
- Subject matter expert to our members, sponsor organizations and field regional directors
- Generate revenue growth in the cellular category

Contact

If you are interested in working with Bethany, reach out to her at 412.969.6259 or bethany_wooster@premierinc.com



Additional resources

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

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

Accessing an electronic version of this book

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