



Materials Management Portfolio Overview and Resources

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New FASB standards: Potential impact to your capital equipment agreements

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

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



What do I need to know?

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

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

What questions should I consider?

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

Learn more:



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

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

Overview of Premier, Inc.

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

➤ **Our mission:**

To improve the health of communities

➤ **Our vision:**

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

➤ **How do we do it?**

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

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

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

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

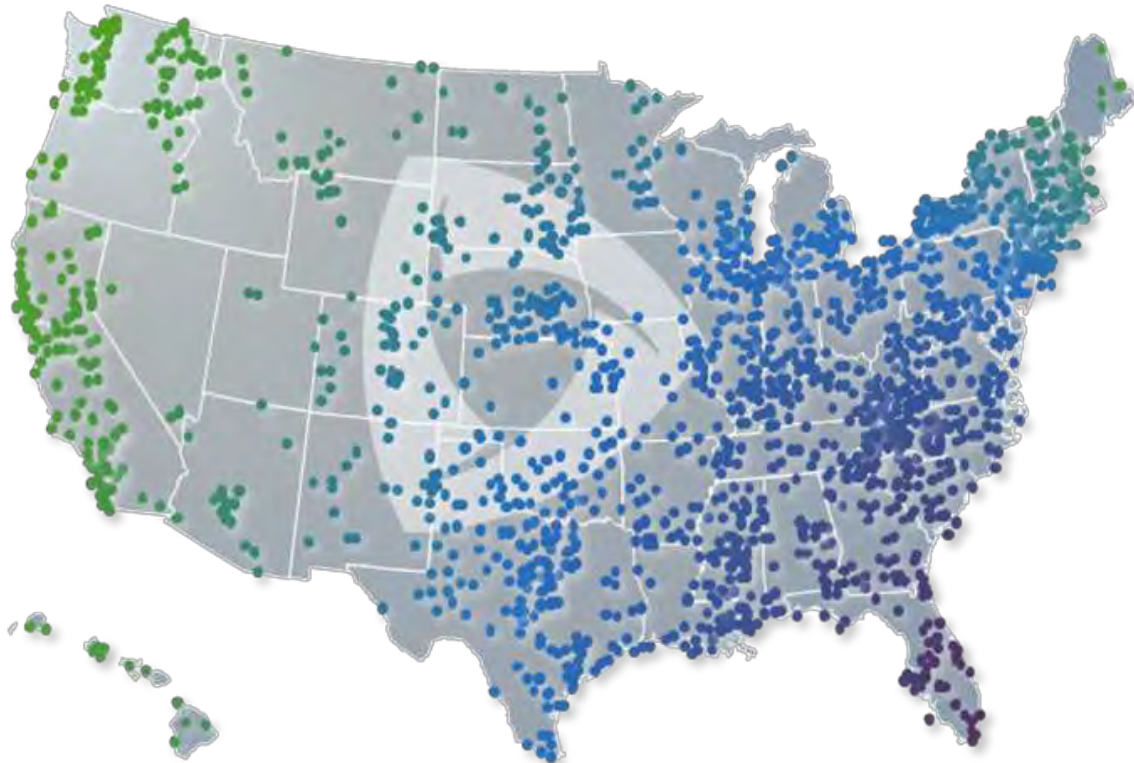




Table of Contents

Anesthesia Equipment, Accessories and Supplies.....	6	Patient Scales ^A	61
Automated Endoscopic Reprocessors.....	8	Peak Use Rental Equipment ^A	63
Batteries and Battery Products ^A	10	Physical Therapy Products and Exercise Equipment ^A	65
Blood Pressure Cuffs and Accessories ^A	11	Physiological Monitoring Systems.....	67
Bulk Oxygen.....	13	Polysomnography Neurological Equipment and Accessories.....	69
Cerebral and Regional Oximetry Equipment.....	14	Post Mortem Equipment and Supplies ^A	70
Chart Paper and Related Products ^A	15	Postage Meters and Mailing Systems.....	71
Cleaning Validation Support Products.....	17	Pulmonary Function and Metabolic Analyzers.....	72
Cribs, Bassinets, Youth Beds and Related Products.....	19	Pulse Oximetry Devices.....	74
Custom Whiteboards.....	21	Refurbished Capital Equipment.....	76
Cylinder Gases.....	22	Room Environment Infection Prevention Products.....	78
Digital Media and Resource Materials.....	23	Sedation Monitoring.....	80
Documentation Solutions Systems and Specialty Products.....	24	Service Awards and Promotional Products.....	81
Equipment Leasing and Financial Services.....	25	Specialty Distribution – Respiratory Therapy and Anesthesia Products.....	82
Exam Room Furniture.....	26	Specialty Distribution – Suture and Endomechanical Products... ..	83
Fetal Monitoring.....	28	Stainless Steel Equipment, Storage Systems and Mobile Carts..	84
High Density Mobile Storage Systems.....	30	Steam Sterilizers.....	86
High Level Disinfection Reprocessing ^A	32	Sterile Reprocessing ^A	88
Inbound and Outbound Freight ^A	34	Sterilization Assurance ^A	90
Infant Care Capital Equipment.....	35	Sterilization Pouches ^A	91
Instrument Cleaners and Enzymatics ^A	37	Sterilization Wrap.....	93
Instrument Containers.....	39	Stretchers.....	95
Labels Identification Bands and Related Products ^A	41	Surgical Instrument and Scope Repair ^A	96
Low Temperature Sterilization Products.....	42	Third Party Freight Management ^A	98
Medical and Surgical Products Distribution.....	44	Unique Device Management Solutions.....	99
Non-Invasive Ventilators.....	46	Vein Finder Equipment.....	100
Obstetrical Data Management Systems.....	48	Ventilators.....	101
Office Supplies and Business Services ^A	50	Washers and Decontaminators.....	103
Outsourced Sterilization Services.....	52		
Patient and Public Ground Transportation Vehicles.....	53		
Patient Beds Mattresses and Therapeutic Surfaces – Purchase. 54			
Patient Beds Mattresses and Therapeutic Surfaces – Rental ^A ... 56			
Patient Home Care Direct Products and Services.....	58		
Patient Lifts and Lateral Transfer Devices.....	59		



Additional Premier resources

S2S Global.....	105
Custom contracting.....	106
Diversity overview.....	107
MEMdata.....	108
Capital Analytics.....	110
Core field team.....	112
Supply Chain Advisor®.....	112
Premier Connect®.....	112
Supply Chain News community.....	112
Premier Marketplace™.....	112
Employee discounts.....	112
Premier Solution Center.....	112



ASCEND®

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

Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

Products and services available

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

Class of trade

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

Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Mindray	John Jones	773.972.5526	j.jones@mindray.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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




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

Full launch content available

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

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

Awarded suppliers

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

Financial considerations:

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

Patient satisfaction and safety:

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

Roadblocks to conversion:

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

Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

Related categories

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

Automated Endoscopic Reprocessors

Effective March 1, 2015





Expires February 28, 2018

Products and services available

This category includes automated systems for cleaning, disinfection or sterilization by chemical immersion of heat-sensitive medical instruments of complex design, such as flexible endoscopes, camera heads or cables.

Class of trade

- Agreements with EndoSafe, Medivators and STERIS are available to acute care, continuum of care and [Premier REACH™](#) members.
- The agreement with Johnson & Johnson is available for acute care hospitals, teaching hospitals and surgery centers.

Awarded suppliers		
Supplier	New	Expiring
 ENDO BATH.	PP-MM-315	New
 Johnson & Johnson	PP-MM-328	PP-OR-815
 MEDIVATORS <small>A Cardinal Medical Company</small> (Minntech)	PP-MM-314	PP-OR-816
 STERIS	PP-MM-316	PP-OR-817

EndoSafe	Nate Wilbourne	864.640.7992	nwilbourne@endobath.com
J&J	Kit Schumaker	267.337.3146	kschumak@its.jnj.com
Medivators	Gil Rico	612.805.3614	grico@medivators.com
STERIS	Jon Parnell	616.510.0678	jon.parnell@steris.com

Note: Supplier contact information is current as of February 19, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required with J&J and is required for Tier 2 or higher with EndoSafe, Medivators and STERIS.

Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks with EndoSafe, Medivators and STERIS.
- STERIS requires that facilities have the ability to coordinate purchasing decisions.
- Aggregation is not applicable with J&J due to a single-tier offering.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- J&J's new agreement offers an overall 0.9 percent savings compared to expiring agreement pricing.
- Medivators' new agreement offers an overall 0.08 percent increase compared to expiring agreement pricing.
- STERIS' new agreement offers an overall 1.2 percent increase compared to expiring agreement pricing.
- Available direct: EndoSafe, J&J, Medivators and STERIS
- Available through distribution: EndoSafe, J&J and STERIS (consumables only)

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

Financial considerations:

- Installation costs
- Early payment discounts
- Warranties
- Large order thresholds

Worker safety and satisfaction:

- Ease of use
- Types of items that can be placed in the sterilizer
- Turnaround time i.e. number of scopes at a time and cycle time
- Inhalation and contact exposure

Roadblocks to conversion:

- Equipment size
- Proprietary disposables and components

Full launch content available

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

Related categories

- **High Level Disinfectants:** Chemicals that are capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi-critical items.
- **Low Temperature Sterilization:** Low temperature gas sterilizers that achieve sterilization by a process where gas, usually a hydrogen peroxide or peracetic acid is mixed with radio-frequency or microwave energy. The plasma produced consists of a reactive cloud which interacts and disrupts the life functions of microorganisms. The plasma and the oxidative properties of the gas itself constitute the sterilization process. Ethylene oxide (EtO) sterilization consumables are also included in this category.
- **Steam Sterilizers:** Products used as a final step in reprocessing reusable medical instruments in preparation for use on the next patient or to sterilize non sterile products before use. Sterilization with these units involves exposing instruments to heat transferred from saturated steam for a period long enough to ensure that expected populations of even the most resistant microbes will be killed.
- **Washers and Decontaminators:** Units designed to clean surgical instruments and medical equipment making it safe for staff to handle. These units remove blood, bone, fat and other organic debris that can adhere to instrument or device surfaces allowing for the growth of microorganisms.

Batteries and Battery Products

Effective August 1, 2015

Expires November 30, 2018

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
 ArtisanPower*	PP-MM-331	New
 Energizer	PP-MM-332 AS-MM-332	PP-MM-176
 DURACELL**	PP-MM-333	PP-MM-172

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

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

The agreement with Energizer expires July 31, 2018.

Financial considerations:

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

Patient and product considerations:

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

Roadblocks to conversion:

- Existing agreements in your facility

Blood Pressure Cuffs and Accessories

Effective March 1, 2015

Expires May 31, 2018

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

- Disposable versus reusable equipment
- Value-adds

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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Related categories

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

Bulk Oxygen

Effective November 1, 2014

Expires October 31, 2017

Products and services available

Medical gas offerings available in this category include bulk oxygen, carbon dioxide, nitrogen, nitrous oxide and other medical gases.

Class of trade

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

Airgas Inc.	Tom Keating	908.892.5600	tom.keating@airgas.com
Air Liquide	Troy Fowler	512.417.9803	troy.fowler@airliquide.com
LifeGas	Mark Sanda	205.368.5761	mark.sanda@lifegas.com
Praxair Inc.	Charles Tortorello	630.320.4168	chuck_tortorello@praxair.com

Note: Supplier contact information is current as of July 23, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

- In addition to the Premier agreement, each supplier requires the completion of a **separate member agreement**, which is to be negotiated between the member and the supplier.
- All suppliers require a Participating Member Designation Form (PMDF) for **all** tiers.
- Electronic price activation (PA) is not available for these agreements.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks. Aggregation is only allowed for acute care facilities with Airgas.

Other key value and terms

- Pricing is firm for 12-months with all suppliers. See the price protection overview within the terms and conditions section of the value analysis toolkit for details by supplier.
- Praxair provided the most favorable pricing in all scenarios.
- Available direct: Airgas, Air Liquide, Linde and Praxair.

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





Full launch content and additional resources available

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- [Bulk oxygen calculator](#): An Excel spreadsheet that provides the location of the suppliers' nearest air separation unit (ASU) to your facility, along with a worksheet that can be used to list and calculate fees specific to your facility.

Related Category

- **Cylinder Gases:** Rental, purchase and associated services for cylinder gases.

Awarded suppliers

Supplier	New	Expiring
 AIR LIQUIDE	PP-MM-278	PP-MM-070
 Airgas	PP-MM-279	PP-MM-071
 THE LINDE GROUP Linde	PP-MM-280	PP-MM-072
 PRAXAIR Making our planet more productive	PP-MM-281	PP-MM-073

Financial considerations:

- Shipping
- Value-adds
- Additional fees and charges
- Cancellation terms
- Auto-renewal clauses
- Warranties

Roadblocks to conversion:

- Existing bulk oxygen agreements at your facility
- **Expiration date of current member agreements that your facility has**
- Cylinder gas agreements your organization may have
- Your facility's location and the supplier's service radius

Cerebral and Regional Oximetry Equipment

Effective February 1, 2017

Expires April 30, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content and additional resources available

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Awarded suppliers

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

Nonin is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Chart Paper and Related Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Full launch content and additional resources available

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

Cleaning Validation Support Products

Effective October 1, 2016

Expires September 30, 2019

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

Supplier	New	Expiring
 GETINGE GETINGE GROUP	PP-MM-442	New
 healthmark	PP-MM-441	New

Healthmark is a small business enterprise (SBE).

Financial considerations

- Pricing
- Cost of conversion

User satisfaction

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

Roadblocks to conversion

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

Full launch content and additional resources available

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

Related category

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

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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Awarded suppliers

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

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Capital budget constraints
- Conversion costs
- Standardization

Cribs, Bassinets, Youth Beds and Related Products

Effective April 1, 2016

Expires March 31, 2019

Related categories

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

Custom Whiteboards

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

Class of trade

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

Chameleon	Matthew Green	615.656.3280	matt@chameleonwhiteboard.com
Clarus	Kevin Froehlich	817.541.8147	kevin@clarusglassboards.com
Viscot	Gary Pieringer	973.887.9273	b32@viscot.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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Related category

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

Awarded suppliers

Supplier	New	Expiring
 chameleon	PP-MM-598 AS-MM-598	New
 CLARUS GLASSBOARDS	PP-MM-599	New
 VISCOT MEDICAL, LLC	PP-MM-600	New

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

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

Cylinder Gases

Effective November 1, 2014

Expires October 31, 2017

Products and services available

This category includes the rental, purchase and associated services for cylinder gases.

Class of trade

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

Air Liquide	Troy Fowler	512.417.9803	troy.fowler@airliquide.com
Airgas Inc.	Tom Keating	908.892.5600	tom.keating@airgas.com
Linde	Mark Sanda	205.368.5761	mark.sanda@lifegas.com
Praxair Inc.	Charles Tortorello	630.320.4168	chuck_tortorello@praxair.com

Note: Supplier contact information is current as of July 23, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

- In addition to the Premier agreement, each supplier requires the completion of a **separate member agreement**, which is to be negotiated between the member and the supplier.
- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for **all** tiers with Airgas and Praxair.
- A PMDF/electronic PA is required for Tier 2 or higher with Air Liquide and Linde. A PMDF/electronic PA is encouraged for **all** tiers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with all suppliers. Aggregation is only allowed for acute care facilities with Airgas.

Other key value and terms

- Pricing is firm for 12-months with all suppliers. See the price protection overview within the terms and conditions section in the value analysis toolkit for details by supplier.
- Tier structures remain unchanged from expiring agreements.
- Available direct: Airgas, Air Liquide, Linde and Praxair

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.

Related Category

- **Bulk Oxygen:** Medical gas offerings available in this category include bulk oxygen, carbon dioxide, hydrogen, nitrogen, nitrous oxide and other medical gases.

Awarded suppliers

Supplier	New	Expiring
 AIR LIQUIDE	PP-MM-282	PP-MM-183
 Airgas	PP-MM-283	PP-MM-182
 Linde	PP-MM-284	PP-MM-184
 PRAXAIR <i>Making our planet more productive</i>	PP-MM-285	PP-MM-185

Financial considerations:

- Warranties
- Shipping
- Additional fees and charges
- Value-adds
- Cancellation terms
- Auto-renewal clauses

Roadblocks to conversion:

- Existing cylinder gases agreements at your facility
- **Expiration date of current member agreements that your facility has**
- Bulk oxygen agreements your organization may have
- The location of the supplier's nearest cylinder gases distribution center

Digital Media and Resource Materials

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

Class of trade

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

HPC	Carla Hawkins	219.292.4295	chawkins@hiltonpub.com
J.A. Majors	Margaret Lane	704.998.3325	margaret.lane@baker-taylor.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offerings.

Aggregation opportunities

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

Other key value and terms



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

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

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Awarded suppliers

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

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

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

Products and services available

This category includes items used in documentation, such as pre-printed orders, home health mandated documentation tools, binders, labels, signage and medical surgical products.

Class of trade

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

Briggs	Pamela Hardy	515.327.6429	hardy.pam@briggscorp.com
Rx Security	Krista McLellan	800.667.9723	kmclellan@rxsecurity.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Briggs.
- A PMDF/PA is not required with Rx Security due to a single tier.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Briggs.
- Aggregation is not applicable with Rx Security due to its single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
 - For products not manufactured by Briggs, prices may increase by no more than 3 percent per line item when compared to pricing during the previous year.
- Briggs' new agreement pricing offers an overall 6.36 percent savings compared to its expiring agreement pricing.
- For Briggs, orders over \$300 of in-stock merchandise will be shipped freight free within the continental U.S.
- Briggs offers documentation materials, workflow devices, prescription pads and papers and medical products.
- Rx Security offers prescription pads and paper.
- Available through distribution: Briggs
- Available direct: Briggs, Rx Security

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



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Related categories

- **Document Management Solutions:** Software-based solutions that organize/manage documents
- **Office Supplies:** Paper, toner, routine office supplies, furniture and janitorial and sanitation supplies

Awarded suppliers

Supplier	New	Expiring
	PP-AC-112	PP-AC-065
	PP-AC-113	New

Briggs is a small business enterprise (SBE).

Financial considerations:

- Price protection
- Payment terms and early payment discounts
- Minimum orders

Product considerations:

- Documents and forms currently being used in your facility
- Customizable options

Roadblocks to conversion:

- Local relationships

Products and services available

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

Awarded supplier		
Supplier	New	Expiring
	PP-MM-418	New

Class of trade

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

Supplier name	Contact name	Phone	Email
First Financial	Larry Arias	714.646.1624	larias@ffcsi.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offering.

Financial considerations:

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

Service considerations:

- Assurance that equipment has specified functionality

Roadblocks to conversion:

- Staff education on latest technologies and upgrades

Aggregation opportunities

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

Other key value and terms

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

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

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Related categories

- **Refurbished Capital Equipment:** Capital equipment that has been either refurbished or remanufactured and is available for purchase. Equipment consists of items such as operating room (OR) tables, OR lights, surgical microscopes and sterilizers.

Exam Room Furniture Equipment

Effective April 1, 2017

Expires March 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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






Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Brewer, First healthcare, MTI and TransMotion Medical.
- Aggregation is allowed for members who own, lease or manage multi-facility systems with Midmark at Tiers 3 and 4. Other aggregation opportunities may be considered for Tier 2.

Other key value and terms

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

Awarded suppliers

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

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

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

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

Financial considerations:

- Early payment discounts
- Pricing

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Capital budget constraints

Other key value and terms (continued)

- Available direct: First Healthcare, MTI, TransMotion Medical

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

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Related categories

- **Adult and Pediatric Exam Table Paper:** Paper products used to protect exam tables and the patient
- **Furniture and Systems, Caseworks, Seating and Accessories:** Furnishings, furniture, cabinetry, case goods, multiple seating, ergonomics, fabrics, artwork, related accessories, restoration and repair
- **Modular Casework, Storage Systems and Mobile Carts:** Manufactured/modular casework, mobile computer carts, storage systems, warming cabinets and medical transport carts
- **Stainless Steel – Equipment, Storage Systems and Mobile Transport Carts:** Cabinetry, casework, casegoods, food service, mobile transport carts, shelving, IV and specialty stands, scrub sinks, and tables

Fetal Monitoring and Obstetrical Data Management Systems

Effective March 1, 2015

Fetal Monitoring: Expires February 28, 2018

Obstetrical Data Management Systems: Expires May 31, 2018

Products and services available

Fetal monitoring equipment provides continuous bedside monitoring of [antepartum](#) and [intrapartum](#) parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.

Obstetrical data management systems (OBDMS) interface with fetal or maternal monitors to collect, display and store monitored parameters. The data management systems provide data entry and access capability at bedside as well as central monitoring locations. Systems may perform charting, report generation and statistical analysis.

Class of trade

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

CareFusion/ Vital Signs	Zach Moore	901.302.0504	zachary.moore@carefusion.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher with GE and CareFusion.
- PMDF/PA is not required for Philips due to single tier offering.




Aggregation opportunities


- Aggregation is allowed for multi-facility systems, GPOs and established networks with GE and CareFusion.
- Aggregation is not available with Phillips due to single tier offering.

Other key value and terms

- Pricing is firm for the term of the agreement with GE and CareFusion. Pricing firm for seven months with Philips.
- GE's new agreement pricing offers an overall 3.6 percent savings for fetal compared to expiring agreements.
- GE provides a seller enhancement program opportunity.
- Philips's new agreement offers overall 1.6 percent less favorable pricing compared to the expiring agreement.
- Available through distribution: CareFusion/Vital Signs, GE, Philips
- Available direct: CareFusion/Vital Signs, Philips

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

Fetal Monitoring		
Supplier	New	Expiring
 CareFusion	PP-WC-158	PP-WC-088a
	PP-WC-155	PP-WC-088
 PHILIPS sense and simplicity	PP-WC-156	PP-WC-089 PP-WC-087

Obstetrical Data Management Systems		
Supplier	New	Expiring
	PP-WC-157	PP-WC-086

Current agreement with Philips (PP-WC-087) for OB Data Management expires February 28, 2015.

Financial considerations:

- Licenses and interfacing charges
- Disposables (tocos, wires)
- Software upgrades
- Service agreements
- Multi-line value-add incentive

Product considerations:

- Available configurations, parameters and capabilities
- Maternal and fetal monitoring capability
- Audible and visual alerts when outside designated ranges
- Ability to monitor multiples
- Wireless transducer option
- Immediate access to information/Improved staff efficiency
- Reduced transcription errors

Roadblocks to conversion:

- Capital budget constraints
- Standardization
- EMR/EHR vendors now building obstetrical and perinatal data modules

Full launch content and additional resources available

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Related categories

- **Pulse Oximetry Devices:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.
- **Invasive Cardiology Equipment:** Includes two subcategories.
 - Hemodynamic monitoring systems: comprehensive systems that monitor and record patient parameters during invasive cardiology procedures
 - Electrophysiology monitoring systems: systems that create and record the data for analysis of the electrophysiology study
- **Non-invasive Cardiology Equipment:** Includes four subcategories with products that assist in assessment and diagnosis of cardiac function.
 - Electrocardiograph (ECG) machines and carts
 - ECG management systems
 - Holter monitoring
 - Stress testing
- **Blood Pressure Cuffs and Accessories:** Sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.
- **Physiological Monitoring and Vital Signs:** Physiological monitoring systems allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated. Vital signs monitors allow periodic measurement of multiple vital signs parameters such as blood pressure, temperature.

High Density Mobile Storage Systems

Effective April 1, 2015

Expires June 30, 2018





Products available

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

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

Class of trade

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

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

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

LogiQuip	Kim Freeman	800.665.3760	kimf@logiquip.net
Montel Aetnastak	John Plewa	321.777.0464 x240	jplewa@montel.com
Quantum	Elizabeth Faller	305.479.4711	elizabethf@quantumstorage.com
Spacesaver	Patty Koshak	920.563.0590	pkoshak@spacesaver.com

Note: Supplier contact information is current as of February 10, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Quantum and Spacesaver suppliers.
- A PMDF/electronic PA is not applicable with LogiQuip and Montel due to single-tier offerings.

Aggregation opportunities

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

Other key value and terms

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

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

Financial considerations:

- Installation
- Warranties
- Space utilization/conservation

Product considerations:

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

Roadblocks to conversion

- Existing agreements and storage solutions used in your facility

High Density Mobile Storage Systems

Effective April 1, 2015

Expires June 30, 2018

Full launch content available

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

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

High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

Services available

The agreements in this category offer reprocessing services for semi-critical and non-critical single use devices.

Class of trade

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

Hygia	Glenn Chenot	865.755.3181	glenn.chenot@hygia.net
ReNú	Amy Long	425.353.1110 x312	amy@renumedical.com

Note: Supplier contact information is current as of September 22, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 and higher for ReNu. Hygia offers a single Premier tier.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks for ReNu. Hygia offers a single Premier tier.

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Incumbent to new pricing and terms and conditions remain the same for both suppliers.
- ReNu offers a value add conversion rebate and volume growth rebate.
- ReNu offers an early payment discount.
- Financial analysis reveals both suppliers offer savings compared to their expiring agreement pricing.
- **ReNú Medical is the low-cost supplier.**
- Available direct: Hygia and ReNú
- Available through distribution: ReNú

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

Additional resources

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-337	PP-NS-742
	PP-MM-336 AS-MM-336	PP-NS-741 AS-NS-741

Hygia is a woman-owned business enterprise.
ReNú is a veteran-owned business enterprise.

Financial considerations:

- Incumbent to new pricing and terms and conditions remain the same for both suppliers
- Early payment discount

Patient safety and satisfaction:

- Non-critical and semi-critical devices versus critical devices

Roadblocks to conversion:

- Staff education about HLDR versus sterile reprocessing

High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

Related categories

- **High Level Disinfectants:** Chemicals capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi critical items. Also included in this category are Intermediate-level disinfectant wipes which are used to disinfect patient care areas and equipment in between patient use.
- **Sterile Reprocessing:** Sterile reprocessing is a service that is provided by a third party reprocessor that collects used or open and unused single use surgical devices from an acute care facility. These items are then cleaned, functionally tested/inspected, tracked as per the number of reprocessing cycles, re-packaged, and sterilized. The devices are then purchased by the facility at a savings over the original manufacturer.

Inbound and Outbound Freight

Effective June 1, 2016

Expires May 31, 2019

Services available

This category includes suppliers that provide shipping services across the United States, Puerto Rico and Canada.

Class of trade

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

Federal Express	Steve Posey	804.855.9591	stephen.posey@fedex.com
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Note: Supplier contact information is current as of March 11, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize this agreement

- **New customers:** Exhibit A-2 Participating Member Program Enrollment Agreement *must* be completed to access this agreement.
- **Existing customers:** No action is required to be eligible for this agreement. Customers currently purchasing off the previous agreement (PP-MM-226) will automatically be enrolled in the new agreement.

Aggregation opportunities

- Allowed for multi-facility systems, GPOs and established networks, which will be aggregated at their respective group purchasing organizations and networks at the top parent level.

Other key value and terms

- Discounts from FedEx are firm for the term of the agreement.
- The tier structure with FedEx remains unchanged from the expiring agreement.
- FedEx offers discounts off list price that vary depending on tier level and shipping method. See the financial analysis in the category summary for details.
- The agreement with FedEx provides a 4.5 percent base rate annual increase cap.

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

Full launch content and additional resources available

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Related category

- **Third Party Freight Management:** Suppliers that provide freight management services such as freight reduction, freight management cost analysis and rate improvement.

Awarded supplier		
Supplier	New	Expiring
	PP-MM-428 AS-MM-428	PP-MM-226 AS-MM-226

Financial considerations:

- Carrier discounts
- Discount protection and rate caps
- Payment terms
- Value-adds
- [Fees and surcharges](#) that may apply

Service considerations:

- Shipping options available
- Supplier education and training offerings
- Shipping packaging and label requirements for dangerous goods and hazardous materials

Infant Care Capital Equipment

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes capital items utilized for the care of the neonatal, infant and other general pediatric patient populations. The list of equipment is inclusive of infant warmers (open and closed environments), transporters, incubators, respirators, brain cooling equipment, jaundice therapy equipment and auditory screening equipment (infant and adult) with proprietary disposables.

Class of trade

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

Atom Medical	Bill Thompson	412.601.4281	wthompson@atommedusa.com
CareFusion/Vital Signs	Zach Moore	901.302.0504	zachary.moore@carefusion.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
Fisher & Paykel	Trent Campbell	816.645.3416	trent.campbell@fphcare.com
GE	Mike Farrell	843.801.3582	mike.farrell@ge.com
International Biomedical	Robert Lynch	267.234.3315	rlynch@int-bio.com
Natus	Jeff Minarik	847.722.0909	jeff.minarik@natus.com
Otodynamics	John Morgan	828.478.9880	john.morgan@otodynamics.com
Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com

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

How to operationalize these agreements

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

- Natus requires a PMDF at all tiers.
- Philips requires a signed Exhibit B-1 GPO Designation Form, unless previously submitted.

Aggregation opportunities

Aggregation is allowed for all suppliers.

Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Draeger, Fisher & Paykel, and Otodynamics offer early payment discounts.
- Philips offers 7.5 percent savings compared to expiring agreement pricing.
- All other suppliers offer less favorable pricing compared to expiring agreement.
- CareFusion/Vital Signs offers supplies and accessories for GE capital equipment.
- Available through distribution: Atom Medical, Fisher & Paykel, Otodynamics, Philips
- Available direct: Atom Medical, CareFusion, Draeger, Fisher & Paykel, GE, International Biomedical, Natus, Otodynamics, Philips

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

Awarded suppliers

Supplier	New	Expiring
 ATOM MEDICAL	PP-WC-170	New
 CareFusion	PP-WC-165	PP-WC-093a
 Dräger	PP-WC-162	PP-WC-095
 Fisher & Paykel HEALTHCARE	PP-WC-163	PP-WC-096
 GE	PP-WC-164	PP-WC-093
 international BIOMEDICAL	PP-WC-167	New
 natus	PP-WC-168	New
 Otodynamics <small>Audiology Systems</small>	PP-WC-169	New
 PHILIPS	PP-WC-166	PP-WC-094

The current agreement with Medela (PP-WC-098) expires July 31, 2015.

Financial considerations:

- Disposables/batteries
- Warranty
- Service and maintenance
- Replacement parts
- Life expectancy
- Standardization

Patient satisfaction and safety:

- Meets clinical standards and guidelines
- Maintain/restore normothermia for normal metabolic functions to occur
- Maintains skin integrity
- Transport needs both inter- and intra-facility
- Early auditory screening and intervention improves linguistics and skill development

Roadblocks to conversion:

- Supplier relationships
- Capital budget constraints
- Standardization

Full launch content available

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

- **Neonatal Developmental and Specialty Products:** Specialty products in this category include enteral feeding extension sets, resuscitation masks, oral dispensers, catheterization trays, urinary drainage kits and catheters, umbilical catheters, peripheral insertion catheters and kits, critical care accessories and other medical product items. Developmental care products include pacifiers, oral sucrose, positioning aids, mattress overlays and educational developmental devices for touch therapy that help provide a nurturing environment required for neonatal growth and development.
- **Disposable Labor and Delivery Products:** Single-use and disposable medical and non-medical supplies required in the care of the mother and infant immediately before and following the birthing process. This includes, but is not limited to, fetal monitoring belts, maternity pads, umbilical clamps, footprint imprinters, amnihooks, circumcision kits, cord blood collection kits, ultrasound gel, infant caps, immobilizers and delivery kits (C-section and vaginal).

Instrument Cleaners and Enzymatics

Effective October 1, 2016

Expires September 30, 2019

Products available

This category includes detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning. Products are designed to decrease manual handling and scrubbing of medical devices and instruments. The products are especially effective in the removal of blood, proteins and organic matter from medical devices and instruments.

Class of trade

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

Certol	Aaron Trapp	303.799.9401	atrapp@certol.com
Key Surgical	Erik Hromatka	952.288.2250	erik.hromatka@keysurgical.com
Steris	Jon Parnell	616.510.0678	jon_parnell@steris.com

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

How to operationalize these agreements

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

- STERIS does not require a PA/PMDF due to a single tier offering.

Aggregation opportunities

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




- Aggregation is not applicable with STERIS due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers except STERIS.
- Steris is firm for the first 12 months of the agreement. If overall Premier sales do not increase by \$2 million in the first 12 months, a onetime price increase of up to 3 percent in aggregate may occur after the 18th month of the agreement.
- Financial analysis reveals:
- Certol's new agreement pricing is flat compared to their expiring agreement pricing.
- STERIS' new agreement pricing offers a 12.3 percent savings compared to their expiring agreement pricing.
- Certol offers a value add for members at Tier 3.
- Available direct and through distribution: Certol, Key Surgical and Steris

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-445	PP-OR-1043
	PP-MM-444	New
	PP-MM-443 AS-MM-443	PP-OR-1045 AS-OR-1045

Certol and Key Surgical are small business enterprises (SBE).

The current agreement with Ecolab (PP-OR-1044) expires September 30, 2016.

Financial considerations

- Value-add opportunities
- Aggregation requirements

User satisfaction

- Removal of debris preventing growth of microorganisms and allowing effective sterilization processing
- Products inhibit rust formation or instrument corrosion
- How the type of water (soft, hard, pH levels) can affect the performance of the sterilizer and how much cleaning agent to use.
- Ensuring facility wide that the proper volume of cleaner is dispensed if the concentration differs from previous cleaning agents used.

Roadblocks to conversion

- Proprietary use of consumable detergents with capital equipment washers
- Contractual obligations to use products from same vendor as washer during warranty period
- Potential chemical incompatibilities between the products chemistries and lubricants and existing products

Full launch content and additional resources available

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

Related category

- **Sterilization Assurance**: Used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide, gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- **Washers and Decontaminators**: Units designed to clean surgical instruments and medical equipment making it safe for staff to handle. These units remove blood, bone, fat and other organic debris that can adhere to instrument or device surfaces allowing for the growth of microorganisms.

Instrument Containers

Effective February 1, 2016

Expires January 31, 2019

Products and services available

Instrument containers are used for storage and sterilization of surgical instruments. These containers are used for specific types of sterilization including, but not limited to, steam, gas plasma, and ethylene oxide (EtO). Accessories in this category include filters, locks, indicators and pads.

Class of trade

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

Aesculap	Allison Hughes	410.456.8139	Allison.Hughes@aesculap.com
CareFusion	Zachary Moore	901.302.0504	Zachary.moore@CareFusion.com
Case Medical	Annie Irvin	201.313.1999 x21224	airvin@casemed.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Symmetry	Mickey Wormsley	865.386.8372	mickey.wormsley@symmetrysurgical.com

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

How to operationalize these agreements

All suppliers require electronic price activation (PA) or a Participating Member Designation Form (PMDf) for Tier 2 and higher.

Aggregation opportunities

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






- Aesculap requires individual facility compliance of 75 percent each contract year.

Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Incumbent supplier pricing comparison to expiring agreement revealed:
 - Aesculap offers 3.4 percent increase
 - CareFusion pricing is flat
 - Case Medical offers 0.7 percent increase
 - Medline offers 1 percent savings
 - Symmetry offers 1.9 percent increase
- **Symmetry is the low-cost supplier.**
- Available through distribution: CareFusion, Case Medical and Medline
- Available direct: Aesculap, CareFusion, Case Medical, Integra, Medline and Symmetry

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

Awarded suppliers

Supplier	New	Expiring
 AESCULAP	PP-MM-365	PP-OR-945
 CareFusion	PP-MM-366	PP-OR-946 AS-OR-946
 Case Medical	PP-MM-367	PP-OR-949
 MEDLINE	PP-MM-369	PP-OR-950
 symmetry surgical <small>Supply Chain Advisor member since 2012</small>	PP-MM-371	PP-OR-948

Case Medical is a woman-owned business enterprise (WBE).

The current agreement with Integra (Jarit) (PP-OR-947) will expire January 31, 2016.

There is no ASCEND® award in this category.

Financial considerations:

- Pricing
- Value-adds
- Warranty
- Life expectancy
- Inventory/storage
- Costs compared to sterilization wrap use

Patient satisfaction and safety:

- Meets sterilization requirements
- Maintains instrument sterility and safety within the container
- Meets industry standards
- Ability to configure the tray

Roadblocks to conversion:

- Compatibility in current sterilization system
- Current sterilization procedures
- What instruments have been validated for use with the particular container
- Disposables that are needed

Full launch content and additional resources available

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

Related categories

- **Surgical Instruments**: Instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors, and tissue forceps.
- **Laparoscopic Surgical Instruments**: Laparoscopic instruments (tools) are used by a surgeon and nurse to facilitate an endoscopic surgical procedure. They come in a variety of styles and sizes. This category does not include laparoscopes and related video equipment.
- **Surgical Instrument and Scope Repair**: Third party on- and off-site instrument and scope repair services.
- **Sterilization portfolio**: Automated endoscopic reprocessors, ethylene oxide (EtO) sterilizers, gas plasma sterilizers, steam sterilizers, washers and decontaminators.

Labels, Identification Bands and Related Products

Effective February 1, 2016

Expires January 31, 2019

Products available

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

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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





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

Related Category

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

Awarded suppliers

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

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

Financial considerations:

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

Patient safety and satisfaction:

- Alert wristband colors
- Product offerings for varied patient population
- Standard versus custom labels and ID bands
- ID band material composition

Roadblocks to conversion:

- Existing labels and identification band agreements in your facility
- Printer compatibility

Low Temperature Sterilization Products

Effective March 1, 2015

Expires February 28, 2018

Products available

Products in this category achieve sterilization by a process where gas, usually a hydrogen peroxide or peracetic acid, is mixed with radio-frequency or microwave energy. The plasma produced consists of a reactive cloud which interacts and disrupts the life functions of microorganisms. The plasma and the oxidative properties of the gas itself constitute the sterilization process.

Ethylene oxide (EtO) sterilization consumables are also included in this category. EtO sterilizers are no longer available on contract.

Class of trade

- The agreement with Johnson & Johnson is available for acute care hospitals, teaching hospitals and surgery centers.
- The agreement with STERIS is available to acute care, continuum of care and Premier REACH™ members.

J&J	Kit Schumaker	267.337.3146	kschumak@its.jnj.com
STERIS	Jon Parnell	616.850.2652	jon_parnell@steris.com

Note: Supplier contact information is current as of January 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) or electronic price activation (PA) is required with Johnson & Johnson and is required for Tier 2 or higher with STERIS.

Aggregation opportunities

- Aggregation is not applicable with Johnson & Johnson due to a single tier offering.
- Aggregation is available for Multi-facility systems, GPOs and established networks with STERIS.

Other key value and terms

- Pricing with Johnson & Johnson is firm for the first 12 months of this agreement.
- Pricing is firm for the term of agreement with STERIS.
- Overall weighted financial analysis reveals when compared to expiring agreement pricing, new agreement pricing with:
 - Johnson & Johnson is flat.
 - STERIS is 1.3 percent less favorable.
- **STERIS is the low-cost supplier.**
- Available direct: J&J and Steris
- Available through distribution: J&J and Steris

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-307	PP-OR-819 (Gas Plasma)
	PP-MM-308	PP-OR-814 (EtO) PP-OR-820 (Gas Plasma)

Financial considerations

- Installation costs

User satisfaction

- Types of items that can be placed in the sterilizer
- Amount of time needed for sterilization cycle

Roadblocks to conversion

- Equipment size
- Proprietary disposables and components
- State regulations

Low Temperature Sterilization Products

Effective March 1, 2015

Expires February 28, 2018

Full launch content available

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

Related category

- **Automated Endoscopic Reprocessors:** Automated systems used for cleaning, disinfecting or sterilizing by chemical immersion of heat sensitive complex design medical instruments, such as flexible endoscopes, camera heads or cables.
- **Steam Sterilizers:** Products used as a final step in reprocessing reusable medical instruments in preparation for use on the next patient or to sterilize non sterile products before use. Sterilization with these units involves exposing instruments to heat transferred from saturated steam for a period long enough to ensure that expected populations of even the most resistant microbes will be killed.
- **Washers and Decontaminators:** Units designed to clean surgical instruments and medical equipment making it safe for staff to handle. These units remove blood, bone, fat and other organic debris that can adhere to instrument or device surfaces allowing for the growth of microorganisms.

Medical and Surgical Products Distribution

Effective January 1, 2017

Expires December 31, 2021

Products and services available

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

Class of trade

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








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

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

How to operationalize these agreements

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

Awarded suppliers

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

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

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

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

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

How to operationalize these agreements (continued)

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

Aggregation opportunities

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

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

Other key value and terms

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

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

Full launch content and additional resources available

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

Related category

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

Non-invasive Ventilators

Effective July 1, 2016

Expires June 30, 2019

Products and services available

This category includes continuous airway pressure (CPAP) units, bi-level (biPAP) units and the associated consumables (masks, cannulas and tubing).

Class of trade

- Philips' agreement is available to acute care, continuum of care and Premier REACH members.
- ResMed's agreement is allowed for facilities doing business in the acute hospital market that only treat inpatients.

Philips	Ron Sciepko	704.254.0682	ron.sciepko@philips.com
Pulmonary	Robert Berny	317.246.5505	bberny@pulmonary.com
ResMed	Ian Blaxland	858.836.6822	ian.blaxland@resmed.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with ResMed.
- A PMDF/PA is not required with Philips due to a single tier offering. Philips does require Exhibit K GPO Declaration Form unless the form has been previously submitted.

Aggregation opportunities


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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Philips' new agreement pricing is flat compared to the expiring agreement pricing.
- Philips' consumables orders less than \$500 must be placed directly through the Philips eStore via EDI.
- A \$25 handling fee applies to ResMed orders less than \$200.
- Available direct: Philips, ResMed
- Available through distribution: Philips

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

Awarded suppliers

Supplier	New	Expiring
PHILIPS	PP-AC-123	PP-AC-084
Pulmonary®	SD-MM-025	New
 ResMed	PP-AC-124	New

Pulmonary is a SEEDS™ supplier; small business enterprise (SBE) effective February 15, 2017.

Financial considerations:

- Installation costs
- Minimum orders

Patient safety and satisfaction:

- Non-invasive ventilators are recommended to prevent ventilator-associated infections

Roadblocks to conversion:

- Disposables (masks, tubing, cannulas) may be proprietary to ventilators
- Capital budget constraints
- Class of trade restrictions

Non-invasive Ventilators

Effective July 1, 2016

Expires June 30, 2019

Full launch content and additional resources available

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

Related categories

- **Active Humidification Devices and Accessories:** Humidification devices that humidify, warm and sometimes filter gas being delivered to the patient during ventilation
- **Respiratory Therapy Products:** Non-vented masks, CPAP and bi-level masks
- **Ventilators:** Intensive care, high frequency oscillatory, transport/ portable and mass casualty ventilators

Obstetrical Data Management Systems

Effective March 1, 2015


Expires May 31, 2018

Products and services available

Obstetrical data management systems (OBDMS) interface with fetal or maternal monitors to collect, display and store monitored parameters. The data management systems provide data entry and access capability at bedside as well as central monitoring locations. Systems may perform charting, report generation and statistical analysis.

Class of trade

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

	Curtis Marks	919.676.2346	Curtis.marks@med.ge.com
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Note: Supplier contact information is current as of January 28, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms


- Pricing is firm for the term of the agreement.
- GE's new agreement offers an overall 10.6 percent savings for OB data management systems compared to the expiring agreement.
- GE provides a seller enhancement program opportunity.
- Available direct: GE

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

Full launch content available

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

Awarded suppliers

Supplier	New	Expiring
	PP-WC-157	PP-WC-086

Current agreement with Philips (PP-WC-087) expires February 28, 2015.

Financial considerations:

- Multi-line value-add incentive
- Licenses and interfacing charges
- Software upgrades
- Biomedical training
- Service and warranty

Product considerations:

- Proprietary equipment interfacing
- Decision support technology
- Automatic archiving
- Immediate access to information/Improved staff efficiency
- Reduced transcription errors

Roadblocks to conversion:

- Standardization
- EMR/HER vendors now building obstetrical and perinatal data modules

Related category

- **Fetal Monitoring:** Fetal monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.
- **Pulse Oximetry Devices:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.
- **Invasive Cardiology Equipment:** Includes two subcategories.
 - Hemodynamic monitoring systems: comprehensive systems that monitor and record patient parameters during invasive cardiology procedures
 - Electrophysiology monitoring systems: systems that create and record the data for analysis of the electrophysiology study
- **Non-invasive Cardiology Equipment:** Includes four subcategories with products that assist in assessment and diagnosis of cardiac function.
 - Electrocardiograph (ECG) machines and carts
 - ECG management systems
 - Holter monitoring
 - Stress testing
- **Blood Pressure Cuffs and Accessories:** Sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.
- **Physiological Monitoring and Vital Signs:** Physiological monitoring systems allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated. Vital signs monitors allow periodic measurement of multiple vital signs parameters such as blood pressure, temperature.

Office Supplies and Business Services

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes routine office supplies plus products and services that help run your business. This could include paper, toner, break room and janitorial supplies, technology, furniture, print service and promotional products.

Class of trade

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

AOPD	Mark Leazer	980.262.3634	mark.leazer@formsandsupply.com
Friends Office	Betsy Hughes	419.427.1704	betsy@friendsoffice.com
Guy Brown	Steve Creed	513.829.0916	steve.creed@guybrown.com
MMS	Ron Love	313.365.1290	rlove@mms-inc.com
Office Depot	Jim Czajka	630.679.1649	jim.czajka@officedepot.com
Staples	Jenifer Ren	919.632.1013	jenifer.ren@staples.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with AOPD, FriendsOffice, Guy Brown, MMS and Office Depot.
- A PA/PMDF is required at all tiers with Staples unless otherwise waived.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
 - With Staples, members must also commit 75 percent of their office products to be eligible for aggregation.

Other key value and terms

- Pricing varies by product type. See price protection in the value analysis toolkit for details.
- All suppliers offer early payment discounts. See terms and conditions in the value analysis toolkit for details.
- AOPD's new agreement pricing offers 2.12 percent savings compared to its expiring agreement pricing.
- AOPD offers multiple value-adds, including a minimum order rebate, non-core toner discount and dock vs. desktop department delivery incentive. See value-adds in the value analysis toolkit for details.
- FriendsOffice's new agreement pricing offers 1.45 percent savings compared to its expiring agreement pricing.
- FriendsOffice offers multiple value-adds, including an optimized delivery program incentive, warehouse dock delivery rebate and volume rebate. See value-adds in the value analysis toolkit for details.
- Guy Brown offers a recycled cartridge program, employee purchase program and core product list customization as value-adds. See value-adds in the value analysis toolkit for details.
- Orders below \$25 are subject to a \$5.99 fee with Guy Brown.

Awarded suppliers

Supplier	New	Expiring
 <small>American Office Products Distributors, Inc.</small>	PP-MM-479	PP-MM-236
 <small>Everything for people@work</small>	PP-MM-476	PP-MM-231
 <small>Diverse Business Solutions</small>	PP-MM-477	New
 <small>MATERIALS MANAGEMENT SERVICES</small>	PP-MM-478	SD-MM-019
	PP-MM-481 AS-MM-481	PP-MM-232 PP-MM-233** AS-MM-232
	PP-MM-480	PP-MM-234 PP-MM-235***

*AOPD, FriendsOffice and Guy Brown are small business enterprises (SBE). MMS is a minority-owned business enterprise (MBE).

**Office Max has [merged](#) with Office Depot and now operate under Office Depot.

***Sun Office Solutions has been acquired by Staples.

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

Other key value and terms (continued)

- MMS's new agreement pricing offers 11.51 percent savings compared to its expiring agreement pricing.
- MMS offers multiple value-adds, including order value incentives, a sub-category rebate and green delivery service. See value-adds in the value analysis toolkit for details.
- Office Depot's new agreement pricing offers 17.15 percent savings compared to its expiring agreement pricing.
- Office Depot offers an employee purchase program, special Boise X9 copy paper pricing, assistance with HP Big Deals and core product list customization as value-adds. See value-adds in the value analysis toolkit for details.
- Staples' new agreement pricing offers 9.80 percent savings compared to its expiring agreement pricing.
- Staples' offers multiple value-adds, including a savings guarantee, continuum of care program option and line of business incentives. See value-adds in the value analysis toolkit for details.
- Staples has a minimum order requirement of \$35.
- Orders to Alaska or Hawaii that are over 159 pounds or cannot be shipped via UPS are shipped ocean freight with Staples.
- **Office Depot is the low-cost supplier on crossed items.**
- Available through distribution: AOPD
- Available direct: FriendsOffice, Guy Brown, MMS, Office Depot, Staples

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

Full launch content and additional resources available

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

Related categories

- **Furniture and Systems, Casegoods, Seating and Accessories:** Furnishings, furniture, cabinetry, casegoods, seating, ergonomics, fabric, artwork and related accessories
- **Paper and Janitorial Supply Distribution:** Distributors that provide products and services in the Jan/San supply arena. Paper products in this category include items such as paper towels and tissue
- **Managed Print Services, Devices and Accessories:** The professional services, hardware, equipment and accessories used to execute and manage costs and efficiencies of printing, faxing and scanning electronic and paper images via a device
- **Hardware and Software Resellers:** Companies that sell products and services such as computer accessories and professional services

Outsourced Sterilization Services

Effective January 1, 2017

Expires December 31, 2010

Products and services available

This category includes services that provide customized surgical instrument sets on a per-procedure fee basis. Trays are processed daily at the hospital or supplier's facility. This service can help increase operating room (OR) productivity and surgeon satisfaction as trays are always complete with instruments in prime condition.

This category was previously sourced as Surgical Instrument Tray Reprocessing and Sterilization Services.

Class of trade

The agreement is available to acute care and non-acute care healthcare members only.

Synergy Health	Christine Moore	813.891.9550	christine.moore@synergyhealthplc.com
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Note: Supplier contact information is current as of September 8, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms


- Pricing is firm for the term of agreement.
- Services are available direct from Synergy.

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

Full launch content and additional resources available

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

Supplier	New	Expiring
	PP-MM-446	PP-MM-247 PP-MM-249

*Incumbent SRI Surgical Express (PP-MM-249) was [acquired](#) by Synergy Health in 2012. In 2015, Synergy Health was [acquired](#) by Steris Co., who [acquired](#) incumbent Integrated Medical Systems International Inc. (PP-MM-247) in 2014.

Current agreements with BiTech Medical Corp. (PP-MM-246) and PREZIO Health Inc. (PP-MM-248) expire December 31, 2016.

Financial considerations:

- Pricing
- Payment terms
- Return goods policy
- Additional fees, such as lost/broken instrument fee

Patient safety and satisfaction:

- Turnaround time
- On- and off-site capabilities
- Additional services available, such as inventory management
- Instrument integrity during sterilization

Roadblocks to conversion:

- Service areas
- Service providers currently used in your facility
- Staff acceptance
- Existing relationships with service providers

Patient and Public Ground Transportation Vehicles

Effective October 1, 2016

Expires September 30, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers unless annually mandated by the Federal Producer Pricing Index
- TESCO's new agreement pricing has an overall 5 percent increase compared to its expiring agreement pricing.
- TESCO offers a Ford incentive rebate as a value add.
- Based on pricing scenarios, **TESCO is the low-cost supplier.**
- Available direct: Capitol Coachworks, TESCO

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

Full launch content and additional resources available

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

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

Awarded suppliers

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

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

Financial considerations:

- Lease versus purchase
- Maintenance agreements
- Fuel options

Product considerations:

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

Roadblocks to conversion:

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

Patient Beds, Mattresses and Therapeutic Surfaces – Purchase

Effective March 1, 2016

Expires February 28, 2019

Products available

This category includes bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, low beds, medical-surgical beds, bariatric beds and accessories for purchase.

Class of trade

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

Casco	Nancy Barnes	513.681.0003	nbarnes@cascomfg.com
Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
LINET Americas Inc.	Jeff Bell	919.741.3991	jeff.bell@linetamericas.com
Stryker Sales Corporation	Ed Harris	941.234.8699	ed.harris@stryker.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Linet and Stryker.
- Hill-Rom's new agreement tiers are based on commitment. A PMDF/electronic PA is required at both tiers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with Casco and Linet.
- Aggregation is allowed for multi-facility systems and established networks of facilities able to influence purchase decisions with Hill-Rom and Stryker. 70 percent of facilities must meet desired tier requirements with Stryker.

Other key value and terms

- Tier structures have changed for all incumbent suppliers. See tiers in the toolkit referenced below for details.
- Casco offers an early payment discount.
- At time of category launch, Casco's products are non-powered and are considered replacement as they do not come standard on any manufactured frame.
- Additional value-add discounts are available from Hill-Rom and Stryker.
- Available through distribution: Linet (Canada and Puerto Rico)
- Available direct: Casco, Hill-Rom, Linet (U.S.), and Stryker.

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

Awarded suppliers

Supplier	New	Expiring
 Casco MANUFACTURING SOLUTIONS	PP-MM-395	New
 Hill-Rom	PP-MM-397	PP-MM-195
 LINET AMERICAS	PP-MM-400	PP-MM-197
 NEXT LEVEL 11	PP-MM-467	New
 stryker	PP-MM-403	PP-MM-199

The current agreement with ArjoHuntleigh, formerly known as KCI (PP-MM-196), and Sizewise (PP-MM-198) will expire February 29, 2016.

Next Level 11 has been awarded a Technology Breakthrough contract effective June 1, 2017.

Casco is a women owned business (WBE).

Financial considerations:

- Payment terms and early payment discounts
- Shipping terms
- Warranties
- Service programs
- Training offerings
- Value-adds

Patient safety and satisfaction:

- Weight capacity
- Therapeutic attributes
- Integrated nurse call systems
- Bed alarms
- Features to prevent patient falls and entrapment

Roadblocks to conversion:

- Existing bed agreements in your facility

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

Related categories

- **Cribs, Bassinets, Youth Beds and Related Products:** This category includes infant, child and youth beds, cribs, and bassinets designed for intensive care use and/or use with the general pediatric patients within various acute healthcare setting areas.
- **Patient Beds, Mattresses and Therapeutic Surfaces – Rental:** Category includes bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, birthing beds, low beds, medical-surgical beds, bariatric beds and accessories for rental.
- **Patient Lifts and Lateral Transfer Devices:** Products in this category include sit-to-stand lifts, mobile lifts, ceiling lifts, slings, patient transfer devices, non-powered standing aids, air mattresses, slide boards and sheets.
- **Skin Breakdown Prevention Products:** This category includes protective boots, heel protectors, wheelchair cushions, elbow protectors, foot drop prevention products, bed positioners and turn-and-position systems.

Patient Beds, Mattresses and Therapeutic Surfaces – Rental

Effective March 1, 2016

Expires February 28, 2019

Products and services available

This category includes bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, low beds, medical-surgical beds, bariatric beds and accessories for rental.

Class of trade

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

ArjoHuntleigh (Formerly KCI products)	Steven Negri	620.757.5867	steven.negri@getinge.com
Custom Medical Solutions	Jason Richardson	601.829.1069	jrichardson@custommedicalsolutions.com
Freedom Medical	Bonnie Francis	610.903.0200	bfrancis@freedommedical.com
Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Sizewise Rentals	Tim McCarty	800.814.9389	tmccarty@sizewise.net
Universal Hospital Services	Tony Lacroix	706.414.8145	calacroix@uhs.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with ArjoHuntleigh, Custom Medical, Freedom Medical, and UHS.
- A PMDF/electronic PA is required for all tiers with Hill-Rom and Sizewise.





Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with all suppliers, with the exception of Hill-Rom and UHS.
 - UHS requires that facilities that are a member of a GPO must independently commit to the market share required by the desired tier.
- Aggregation is allowed for multi-facility systems or networks able to influence purchasing decisions with Hill-Rom

Other key value and terms

- All suppliers offer coverage throughout the U.S.
- Value-adds are offered by ArjoHuntleigh, Freedom Medical and Sizewise.

Awarded suppliers

Supplier	New	Expiring
 ARJOHUNTLEIGH GETINGE GROUP	PP-MM-405	PP-MM-202
 CUSTOM MEDICAL SOLUTIONS	PP-MM-406	New
 FREEDOM MEDICAL	PP-MM-407	PP-MM-200
 Hill-Rom	PP-MM-408 AS-MM-408	PP-MM-201 AS-MM-201
 SIZEWISE	PP-MM-409	PP-MM-203
 UHS Universal Hospital Services®	PP-MM-410	PP-MM-204

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

Financial considerations:

- Pricing
- Payment terms and early payment discounts
- Shipping terms

Patient safety and satisfaction:

- Weight capacity
- Therapeutic attributes
- Features to prevent patient falls and entrapment

Roadblocks to conversion:

- Existing bed agreements in your facility
- Supplier's geographic coverage

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 (coming soon)**: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Cribs, Bassinets, Youth Beds and Related Products**: Infant, child and youth beds, cribs, and bassinets designed for intensive care use and/or use with the general pediatric patients within various acute healthcare setting areas.
- **Patient Beds, Mattresses and Therapeutic Surfaces – Purchase**: Bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, birthing beds, low beds, medical-surgical beds, bariatric beds and accessories for purchase.
- **Peak Use Rental Equipment**: Rental of capital equipment, excluding patient beds.

Patient Home Care Direct Products and Services

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes products and services that help maximize home care nurses' productivity, reduce supply expenses, standardize products, streamline ordering and improve cost analysis.

Products are individually packed for each patient and shipped to the home health agency or directly to the patient's home. Examples of products are: wound care dressings, respiratory therapy products, gloves, incontinence products, ostomy products, urological products, diabetes supplies and nutritional and enteral products.

Class of trade

Agreement is applicable to the home care class of trade only.

Medline	Mark Parry	704.962.2111	mparry@medline.com
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Note: Supplier contact information is current as of February 26, 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**.

Aggregation opportunities

Aggregation is not applicable due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement.
- Financial analysis reveals that Medline's agreement offers an average of 39 percent off of list price.
- Medline offers multiple no-cost programs, including SmartSupply cost reporting, SmartCare Readmission Reduction Program, Pressure Ulcer Prevention Program, and fall management program.
- Products must be purchased in packaged, saleable unit (e.g. bag, box, carton, tray).


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

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Related category

- **Medical and Surgical Products Distribution:** Distribution of medical and surgical products, IV therapy items, janitorial and sanitation materials and private label goods

Awarded supplier		
Supplier	New	Expiring
	PP-AC-101	New

McKesson offers these products and services on its Medical and Surgical Products Distribution agreement PP-DS-060, which is effective January 1, 2013, through December 31, 2015.

There is no ASCEND® award in this category.

Financial considerations:

- Line item pricing versus cost plus markup percentage
- Availability of products in small units of measure

Product and service considerations:

- Private label products
- Formulary products

Roadblocks to conversion:

- Distribution agreements

Patient Lifts and Lateral Transfer Devices

Effective August 1, 2015

Expires July 31, 2018

Products available

This category includes:

- Mechanical devices used to assist healthcare workers in transferring patients from one location to another when that patient is unable to actively assist with the transfer or complete the transfer on their own.
- Non-mechanical and mechanical lateral patient transfer products specifically designed to transfer patients laterally or using side-to-side movements from one location to another.
- Mechanical devices used to transfer patients from automobiles to wheelchairs and back.

Class of trade

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

ArioHuntleigh	Steven Negri	620.757.5867	steven.negri@getinge.com
EZ Way	Mary Landhuis	712.542.1810	mlandhuis@ezlifts.com
Handicare (RoMedic)	John Hackbart	262.888.3202	john.hackbart@handicare.com
HoverTech*	Stacey Bailey	800.471.2776	sbailey@hovermatt.com
Joerns	Collin Sanders	800.826.0270 x1102	collin.sanders@joerns.com
McAuley Medical	John McAuley	352.399.6816	john@mcauleymedical.com
Tollos (T.H.E. Medical)	Christina Modeski	705.716.2028	cmodeski@tollos.com
Wy'East	Susan Ahmann	503.657.3101 x216	susana@wyeastmed.com

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required for Tier 2 or higher for all suppliers except McAuley who only offers one tier.

Aggregation opportunities









- Aggregation is available with for multi-facility systems, GPOs and established networks for all suppliers offering more than one tier.

Other key value and terms

- All suppliers except Joerns offer an early payment discount.
- ArjoHuntleigh, EZ Qay, HoverTech, Joerns, McAuley, Tollos and Wy'East all offer value adds.
- All suppliers offer shipment direct and via distribution.

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-339	PP-NS-709
	PP-MM-355	PP-NS-714
	PP-MM-356	PP-NS-718
	PP-MM-340	PP-NS-716
	PP-MM-353	PP-NS-711
	PP-MM-354	PP-NS-717
	PP-MM-342	PP-NS-710
	PP-MM-352	New

Financial considerations:

- Warranties
- Safe patient handling programs
- Installation
- Service agreements
- Disposable versus reusable slings

Patient and safety satisfaction:

- Features designed for patient safety and comfort
- Healthcare worker safety
- OSHA's ergonomic guidelines for reducing back injuries
- Safe patient handling legislation
- Infection control and cleaning requirements

Roadblocks to conversion:

- Slings that are proprietary
- Capital budget constraints
- Space constraints/ room and hall dimensions

Full launch content available

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Related Categories

- **Bathing Systems**: Shower trolleys and chairs
- **Mobility Aids**: Canes, walkers, and bath and toilet assists

Patient Scales

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes medical scales and patient weighing systems, including digital mechanical scales, digital wheelchair scales, digital/mechanical chair scales and pediatric tray scales.

Class of trade

- Agreements with Detecto, Health o meter and Rice Lake are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Seca is available to acute care and non-acute healthcare facilities only.
- The agreement with Welch Allyn is available only to specific acute care and non-acute healthcare facilities. See Appendix A in the value analysis toolkit or Exhibit B-2 for details.

Detecto	Mark Denning	417.434.6603	mdenning@detecto.com
Health o meter	Kurt Rosinski	919.802.4898	krosinski@homescales.com
Rice Lake	Kurt Labanowski	715.434.5430	klabanowski@ricelake.com
Seca	Jeff Mayes	800.542.7322	jeff.mayes@seca.com
Welch Allyn	Rick Holmes	269.626.6055	rickholmes@hill-rom.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Health o meter and Seca.
- A PMDF/PA is not required with Detecto, Rice Lake and Welch Allyn due to single tier offerings.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Detecto, Health o meter, Rice Lake and Seca.
- Aggregation with Welch Allyn is allowed for multi-facility systems under common ownership or control with the ability to coordinate for their owned or controlled facilities; only acute care members (hospitals) may aggregate the volume of their owned or controlled facilities; ambulatory care members not owned or controlled by an acute care member may independently aggregate the purchase volume of their owned or controlled facilities.

Other key value and terms

- Pricing is firm for the term of agreement with Health o meter, Rice Lake and Welch Allyn.
- Pricing is firm for 12 months, then adjusted annually (3% cap) with Detecto and Seca.
- Detecto's new agreement pricing has an overall 1.1 percent increase compared to its expiring agreement pricing.
- Detecto offers members a warranty, extended warranty and large quantity discount as value-adds.
- Health o meter's new agreement pricing has an overall 24.6 percent increase compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 DETECTO <small>A Division of Cardinal Scale Manufacturing Co.</small>	PP-MM-601	PP-MM-254
 Health o meter <small>Professional</small>	PP-MM-602	PP-MM-255
 RICE LAKE <small>WEIGHING SYSTEMS</small>	PP-MM-488	New
 seca <small>Precision for health</small>	PP-MM-603	PP-MM-257
 Welch Allyn	PP-MM-489 AS-MM-489	PP-MM-256 AS-MM-256

Note: Welch Allyn [acquired](#) Scale-Tronix in 2015.

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

Update: Detecto, Health o meter and Seca were added to the Patient Scales category effective October 1, 2017, through September 30, 2020.

Other key value and terms (continued)

- Health o meter offers members an additional warranty, patient pallet program, 30-day free trial program and dedicated customer service hotline as value-adds.
- Seca's new agreement pricing has an overall 7.6 percent increase compared to its expiring agreement pricing.
- Seca offers members a preferred restocking fee discount, product upgrades, spare parts at no added charge and additional warranties as value-adds.
- Welch Allyn's new agreement offers flat pricing compared to its expiring agreement pricing.
- Available through distribution: Detecto, Health o meter, Rice Lake, Seca
- Available direct: Detecto, Rice Lake, Seca, Welch Allyn

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

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Related category

- **Patient Lifts and Lateral Transfer Devices:** Products used to assist healthcare workers in transferring patients from one location to another

Peak Use Rental Equipment

Effective December 1, 2016

Expires November 30, 2019

Products and services available

This category includes the rental of capital equipment, including infusion pumps, infant care, patient monitoring and respiratory care. Patient beds are not included in this category.

Class of trade

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

Freedom Medical	Bonnie Francis	610.903.0200	bfrancis@freedommedical.com
Martab Medical	Anthony Marmo	800.229.2290 x225	amarmo@martab.com
UHS	Tony Lacroix	706.414.8145	calacroix@uhs.com
US Med-Equip	Tim Heck	877.677.7767	theck@usmedequip.com

Note: Supplier contact information is current as of September 2, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.
- A PA/PMDF is required at all service tiers for UHS's additional services.

Aggregation opportunities





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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Freedom Medical's new agreement pricing offers 2.6 percent savings compared to its expiring agreement pricing.
- Freedom Medical offers price advantage and asset management as value-adds.
- Martab Medical offers asset management as a value-add.
- UHS's new agreement pricing offers 11.6 percent savings compared to its expiring agreement pricing.
- UHS offers long-term rental discount and a multi-line discount as value-adds.
- US Med-Equip's new agreement pricing offers 7.9 percent savings compared to its expiring agreement pricing.
- US Med-Equip offers an equity discount and a lost equipment policy as value-adds
- **UHS is the low-cost supplier on crossed items.**
- Available direct: Freedom Medical, Martab Medical, UHS and US Med-Equip.

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-448	PP-MM-243
	PP-MM-449	New
	PP-MM-451 AS-MM-451	PP-MM-244 AS-MM-244
	PP-MM-450	SD-MM-021

*Martab is a small business enterprise (SBE) and US Med Equip is a minority-owned business enterprise (MBE).

The current agreement with Hill-Rom (PP-MM-245) expires November 30, 2016.

Financial considerations:

- Rental pricing
- Payment terms
- Early payment discounts
- Billing methods
- Value adds, such as long-term rental discounts and tracking capabilities

Customer safety and satisfaction:

- Supplier geographic coverage
- Products available for rental
- Delivery guarantees
- Online capabilities
- Equipment maintenance process
- Customer educational offerings
- Consignment options
- Additional services offered

Roadblocks to conversion:

- Existing agreements and products used in your facility
- Supplier geographical and product coverage

Full launch content and additional resources available

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Related categories

- **Patient Beds, Mattresses, and Therapeutic Surfaces – Rental**: Bed frames, replacement mattresses, mattress overlays and therapeutic surfaces for critical care beds, low beds, medical-surgical beds, bariatric beds and accessories for rental
- **Clinical Equipment Repair and Maintenance Services**: Third-party outsourcing of clinical biomedical engineering, which includes the repair, maintenance and diagnostic services of clinical equipment

Physical Therapy Products and Exercise Equipment

Effective March 1, 2017

Expires February 29, 2020

Products and services available

This category includes physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability.

Class of trade

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

Medcom	John Bergsten	970.674.3032	jbergsten@medcomgroup.com
Performance Health	Craig Marian	305.807.4121	craig.marian@pattersonmedical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 3 or higher with Performance Health.
- A PMDF/PA is not required with Medcom due to single tier offering.

Aggregation opportunities



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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Medcom's new agreement pricing offers 12.3 percent savings overall compared to its expiring agreement pricing.
- Medcom offers a 2 percent discount if payment is made within 30 days of product delivery, invoice receipt or acceptance, whichever date is later.
- Upon request, Performance Health will grandfather a member's current pricing in aggregate for the term of the agreement if the member is currently purchasing off of agreement PP-AC-093 and continues to purchase similar dollar volumes in the new agreement.
- Performance Health's new agreement pricing offers 6.4 percent savings overall compared to its expiring agreement pricing.
- If full payment is not received within 30 days, Performance Health charges 1.5 percent of unpaid amount per month.
- Performance Health offers an active care retail program, a semi-annual group purchase program, a quick ship program and an employee purchase program as value-adds. See value-adds in the value analysis toolkit for details.
- Performance Health charges a \$5.95 ground shipping fee per purchase order. See shipping charges in the value analysis toolkit or Exhibit K in Supply Chain Advisor for details.
- Available direct: Medcom and Performance Health

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-457	PP-AC-090
 <small>Formerly Patterson Medical</small>	PP-MM-456 AS-MM-456	PP-AC-093 AS-AC-093

Medcom is a woman-owned business enterprise (WBE).

Patterson Medical Supply Inc. formally changed its name to Performance Health Supply Inc. in 2017.

Current agreements with Clinton (PP-AC-092), Physical Enterprise (PP-AC-089) and Zewa (PP-AC-091) expire February 28, 2017.

Financial considerations:

- Value adds, such as on-site retail and employee purchase programs
- Grandfathering
- Early payment discounts and late payment penalties
- Shipping costs

Patient safety and satisfaction:

- Patient population (stroke recovery patients, bariatric and pediatric options)
- Product safety features, such as equipment safety belts and low step-over design

Roadblocks to conversion:

- Availability of pediatric and bariatric products
- Capital budget constraints

Full launch content and additional resources available

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Related categories

- **Mobility Aids**: Products designed to improve the mobility of people with impairments
- **Pediatric Specialty Products**: Child-friendly furniture (such as pediatric tables and seating) and accessories
- **Restraints and Fall Prevention Products**: Products designed to reduce the risk of patient injury and falls

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

Awarded suppliers

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

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

The agreement with Authentidate expires February 28, 2018.

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion

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

Physiological Monitoring Systems

Effective March 1, 2015

Expires May 31, 2018

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

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

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Related categories

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

Polysomnography, Neurological Equipment and Accessories

Effective May 1, 2016

Expires April 30, 2019

Products available

This category includes polysomnography (PSG) analyzers and neurological equipment. PSG analyzers are used for the diagnostic evaluation of sleep or sleep-related disorders while neurological equipment is used to measure the status and function of the central and peripheral nervous systems of patients in a variety of settings.

Class of trade

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

CareFusion	Chuck Collis	248.377.9080	charles_collis@bd.com
Nihon Kohden	David Loeb	443.797.2098	david_loeb@nkusa.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement from both suppliers.
- Products purchased from CareFusion must be used for the member's own use and is not available for resale.
- Members may locally negotiate service agreements with suppliers.
- Available direct: CareFusion and Nihon Kohden



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Related Category

- **Sleep Diagnostic services:** Outsourcing of sleep lab services and management in a hospital or practice. Service providers specialize in complete evaluation, testing, diagnosis and treatment of all types of [sleep disorders](#).
- **Pulmonary Function and Metabolic Analyzers:** This category includes equipment used to assess lung function and detect pulmonary disease.

Awarded suppliers

Supplier	New	Expiring
 CareFusion	PP-MM-414	PP-MM-259*
 NIHON KOHDEN	PP-MM-415	PP-MM-209

The current agreement with Cadwell Laboratories (PP-MM-210) and Electrical Geodesics (EGI) (PP-MM-208) will expire April 30, 2016.

*Note: CareFusion's products offered under this agreement have previously been under Premier's Pulmonary Function and Metabolic Analyzers category.

Financial considerations:

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

Patient satisfaction:

- Wireless product capabilities
- Patient population, such as pediatrics
- Patient education offerings
- Setting product will be used in

Roadblocks to conversion:

- Existing agreements in your facility

Post Mortem Equipment and Supplies

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes adult, bariatric, pediatric and infant post mortem bags, shrouds and accessories.

Class of trade

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

Busse	Ray O'Hara	631.435.4711	rohara@busseinc.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offerings with both suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Busse's new agreement offers up flat pricing compared to its expiring agreement pricing.
- Medline offers a new customer conversion rebate. See value-adds/rebates in the value analysis toolkit for details.
- Available through distribution: Busse, Medline
- Available direct: Medline

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

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Awarded suppliers

Supplier	New	Expiring
	PP-MM-465	PP-MM-268 AS-MM-268
	PP-MM-466 AS-MM-466	New

Busse is a woman-owned business enterprise (WBE).

Current agreements with Alpha Medical (PP-MM-266), BioSeal (PP-MM-267) and LDI Corporation (PP-MM-269) expire June 30, 2017.

Financial considerations:

- Payment terms
- Shipping terms
- Rebates

Patient safety and satisfaction:

- Integrity of bag material and seals
- Product weight capacity
- Products for specific patient populations (e.g. pediatric, bariatric)
- Handles and ease of bag movement by staff

Roadblocks to conversion:

- Existing post mortem agreements in your facility
- Post mortem equipment provided by local funeral homes

Postage Meters and Mailing Systems

Effective June 1, 2016

Expires May 31, 2021

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms


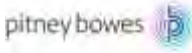
- FP Mailing and Pitney Bowes offer lease agreements for 24, 30, 39, 51 and 63 months. Pricing and discount percentage is firm for the term of agreement with FP Mailing Solutions.
- FP Mailing's new agreement pricing offers 20 to 50 percent savings on equipment lease and purchase and 33 percent savings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

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

Full launch content and additional resources available

- [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-AC-131	New
	PP-AC-130	New

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

Financial considerations:

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

Product considerations:

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

Roadblocks to conversion:

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

Pulmonary Function and Metabolic Analyzers

Effective October 1, 2017

Expires September 30, 2020

Products and services available

This category includes pulmonary function analyzers (also known as lung/respiratory function analyzers) which measure the performance of a patient's respiratory system. Pulmonary function tests (PFTs) are a series of breathing tests performed to assess conditions such as asthma, pulmonary fibrosis, emphysema and chronic obstructive pulmonary disease (COPD).

Class of trade

- Agreements with Alliance Tech, COSMED and MGC are available to acute care, non-acute healthcare and non-healthcare facilities.
- CareFusion's agreement is available to healthcare facilities only.

Alliance Tech	John Silva	817.326.6357	jsilva@alliancetekmedical.com
CareFusion	Chuck Collis	704.281.8720	charles_collis@bd.com
COSMED	Claudio Bellini	312.509.3032	cbellini@cosmed.com
MGC	Jessica Schladweiler	651.484.4874	gpoadmin@mgcdiagnostics.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Alliance Tech, CareFusion and MGC.
- A PMDF/PA is not required with COSMED due to single tier offering.





Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Alliance Tech, CareFusion and MGC.
- Aggregation is not applicable with COSMED due to single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Alliance Tech's new agreement pricing offers 37.8 percent savings compared to its expiring agreement pricing.
- Alliance Tech offers an invoice discount as a value add, discount percentage determined by annual purchase volume.
- CareFusion's new agreement pricing is flat compared to its expiring agreement pricing.
- CareFusion offers the following value-adds:
 - Device trade-in program
 - Body box trade-in program
 - Extended warranty discount
- Hospitals purchasing from CareFusions agreement will incur a \$50 fee for orders less than \$250. Alternate site facilities will incur a \$50 fee for orders less than \$100.
- MGC's new agreement pricing shows a 0.7% overall increase compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 AllianceTech Intelligent EVENTS	PP-MM-491	PP-MM-258
 CareFusion	PP-MM-492	PP-MM-259
 COSMED The Metabolic Company	PP-MM-494	New
 MGC DIAGNOSTICS*	PP-MM-493	PP-MM-260

Alliance Tech is a small business enterprise (SBE).

Pulmonary Function and Metabolic Analyzers

Effective October 1, 2017

Expires September 30, 2020

Other key value and terms (continued)

- MGC offers the following value-adds:
 - Additional warranty for members at Tier 2 or higher
 - Clinical training at MGC Diagnostic's headquarters for members at Tier 2 or higher
 - 5% UltraCare discount
- **Pricing scenarios reveal the low-cost supplier varies by scenario. Please see the pricing scenarios section of the toolkit.**
- Available through distribution: Alliance Tech
- Available direct: Alliance Tech, CareFusion, COSMED, MGC

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

Full launch content and additional resources available

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- [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.

Pulse Oximetry Devices

Effective March 1, 2015

Expires April 30, 2018

Products available

This category includes capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Masimo Americas	Dan Brothman	949.297.7317	dbrothman@masimo.com
Smiths Medical ASD	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

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

How to operationalize these agreements

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

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with Masimo and Smiths Medical.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.

Other key value and terms

- Pricing is firm for the term with Masimo and Smiths Medical.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12 month period.
- Covidien and Smiths Medical have minimum orders of \$500 and \$300 respectively.
- Covidien and Masimo offer committed purchase programs.
- Weighted financial analysis reveals when compared to expiring agreement pricing, new agreement pricing overall is:
 - Three percent more favorable with Covidien.
 - Three percent more favorable with Masimo.
 - Flat with Smiths Medical.
- Available through distribution: Covidien, Masimo and Smiths Medical
- Available direct: Covidien, Masimo and Smiths Medical

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

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-MM-304	PP-NS-700
 MASIMO	PP-MM-305	PP-NS-701
 smiths medical <small>bringing technology to life</small>	PP-MM-306	PP-NS-702

Financial considerations:

- Minimum orders
- Committed purchase programs
- Reusable versus disposable sensors
- Potential impact to tier placement when using reprocessed sensors

Patient safety and satisfaction:

- [American Heart Association guidelines](#)
- [Newborn screening for Critical Congenital Heart Defect requirements](#)
- Patient population (neonate, pediatric)

Roadblocks to conversion:

- Compatibility with EMR systems
- Proprietary sensors

Full launch content and additional resources available

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

Related categories

- **Blood Pressure Cuffs and Accessories**: Sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.
- **Fetal Monitoring**: Fetal monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions.
- **Invasive Cardiology**: Cath lab hemodynamic monitoring systems and electrophysiology monitoring systems.
- **Non-Invasive Cardiology**: Electrocardiography machines and carts, ECG management systems, holter monitoring and stress testing products.
- **Physiological Monitoring and Vital Signs**: Physiological monitoring systems allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored so that changes can be identified and if necessary treated. Vital signs monitors allow periodic measurement of multiple vital signs parameters such as blood pressure and temperature.
- **Sedation Monitoring**: Monitors and sensors that measure the effects of anesthesia and sedation by monitoring both sides of the brain's electrical activity.

Refurbished Capital Equipment

Effective October 1, 2015

Expires September 30, 2018

Products and services available

This category includes capital equipment that has been either refurbished or remanufactured and is available for purchase. Equipment consists of items such as operating room (OR) tables, OR lights, surgical microscopes and sterilizers.

This category was previously called Refurbished *Operating Room* Capital Equipment.

Class of trade

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

DRE	Joe Segree	877.321.8916	jsegree@dremed.com
Future Health Concepts	Kimberly Kern	407.322.3672	kkern@fhcuse.com
Heartland Medical	Michael Dirr	502.671.1014	mdirr@heartlandmeds.com
KMA Remarketing	Ken Allshouse	814.371.5242	kallshouse@kmaremarketing.com
Metropolitan Medical	Jeffrey Rhinehart	828.250.0173	j.rhinehart@metropolitanmedical.com
Monet Medical	Rich Absher	801.327.9063	rich@monetmedical.com
Olympus	Cheryl Tapper	484.896.3195	cheryl.tapper@olympus.com
ST Surg	Kevin Grant	800.827.3747 x13	kgrant@stsurg.com
STERIS	Jon Parnell	616.510.0678	jon.parnell@steris.com

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







How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with DRE, Heartland Medical, KMA Remarketing, Metropolitan Medical and ST. Surg.
- A PMDF/electronic PA is not available with FHC, Monet Medical, Olympus and STERIS due to single tier offerings.

Aggregation opportunities

- Aggregation is available with for multi-facility systems, GPOs and established networks with DRE, Heartland Medical, KMA Remarketing, Metropolitan Medical and ST. Surg.
- Aggregation is not applicable with FHC, Monet Medical, Olympus and STERIS due to single tier offerings.

Awarded suppliers

Supplier	New	Expiring
 DRE	PP-MM-348	New
	PP-MM-343	PP-OR-951
 Heartland *	PP-MM-344	PP-OR-952
 *	PP-MM-349	New
 METROPOLITAN MEDICAL *	PP-MM-345	PP-OR-953
 MONET MEDICAL, INC. <small>WHERE EQUIPMENT REDEFINES WHAT'S AN ART.</small>	PP-MM-350	New
 OLYMPUS	PP-MM-351	New
 SEATTLE TECHNOLOGY	PP-MM-346	PP-OR-955
 STERIS	PP-MM-347	PP-OR-954

*Heartland Medical, KMA Remarketing and Metropolitan Medical are small business enterprises (SBEs)

Financial considerations:

- Distribution agreements
- Warranties
- Cost of maintenance
- Price protection

Product considerations:

- Assurance that all equipment has original manufacturer specified functionality

Roadblocks to conversion:

- Education of staff that refurbished equipment carries the same functionalities as new equipment
- Staff perception of refurbished equipment

Refurbished Capital Equipment

Effective October 1, 2015

Expires September 30, 2018

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Weighted financial analysis reveals, compared to expiring agreement pricing, new agreement pricing is:
 - 7.5 percent more favorable with FHC.
 - Flat with Heartland Medical.
 - 31.3 percent more favorable with Metropolitan Medical.
 - 10.5 percent more favorable with ST Surg.
 - 7.6 percent more favorable with STERIS.
- Available through distribution: ST Surg and STERIS
- Available direct: DRE, FHC, Heartland, KMA, Metropolitan Medical, Monet Medical, Olympus, ST Surg and STERIS

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

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.

Room Environment Infection Prevention Products

Effective November 15, 2014

Expires January 31, 2018

Products available

This category includes ultraviolet germicidal irradiation disinfection light equipment or equipment using hydrogen peroxide vapor, which is used to kill bacteria, viruses and spores in healthcare facilities.

Class of trade

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

Air M.D.	Michael Levey	248.399.1800	mlevey@airmastermichigan.com
Clorox	Chris Clark	480.685.7675	chris.clark@clorox.com
Getinge	Mike Smith	949.226.9195	Mike.smith@getinge.com
STERIS	Jon Parnell	616.510.0678	jon_parnell@steris.com
Surfacide	Gunner Lyslo	630.670.8007	gunner@surfacide.com
Tru-D	Steve Dethy	513.649.5937	stevedethy@tru-d.com
Xenex	Greg Carson	407.754.6141	Greg.carson@xenex.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with AirMD, Clorox, Getinge, Surfacide and Tru-D.
- Xenex does not require a PMDF/PA. A Letter of Participation (Exhibit J) is required.
- When ordering from Xenex, members should designate Premier as its GPO for purchases under this agreement.
- Due to single-tier offerings, electronic PA is not applicable with Bioquell and STERIS.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with AirMD, Clorox, Getinge, Surfacide and Tru-D.
- Due to single-tier offerings, aggregation is not applicable with Bioquell and STERIS.

Other key value and terms

- Pricing is firm for the term with AirMD, Clorox, Getinge, Steris, Surfacide and Tru-D.
- Bioquell offers firm for the term pricing on capital, while pricing for consumables is firm for 12 months.
- Surfacide offers a value-add for the first six months of the agreement, until May 15, 2015, allowing for automatic Tier 3 pricing. Electronic PA is required to be eligible.
- Available direct: AirMD, Bioquell, Clorox, Getinge, STERIS, Surfacide and Tru-D
- Available through distribution: Bioquell, Surfacide and Tru-D

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

Full launch content available

Awarded suppliers

Supplier	New	Expiring
	PP-MM-300	New
	PP-MM-301	New
	PP-MM-295	New
	PP-MM-299	New
	PP-MM-297	New
	PP-MM-296	New
	PP-MM-341	New

The agreement with Air M.D. expires October 31, 2017.

Financial considerations:

- Cost savings associated with reducing hospital acquired infections (HAIs)
- Cycle time effect on room turnover

Patient and safety satisfaction:

- Infection risk reduction
- Automated shut-off/motion sensors
- Organisms eliminated during disinfection process
- Emergency shut-off capabilities
- Cycle-time needed to effectively eliminate specific organisms

Roadblocks to conversion:

- Budget constraints
- Changes in cleaning practices
- Proprietary bulbs

- [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.
- [Category update](#): Information on additional awarded suppliers.

Related Categories

- **Gas Plasma Sterilizers:** Sterilization where gas, usually a hydrogen peroxide or peracetic acid, is mixed with radio frequency or microwave energy. Plasma produced consists of a reactive cloud, which interacts and disrupts the life functions of microorganisms.
- **Steam Sterilizers:** Sterilization involving the exposure of instruments to heat transferred from saturated steam.
- **Sterilization Assurance:** Products used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide (EO), gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- **Sterilization Pouches:** Packaging used to provide effective sterility maintenance for single or limited sized instruments and medical devices. Pouches are available for steam, EO and gas plasma sterilization.

Sedation Monitoring

Effective August 1, 2015

Expires November 30, 2018

Products available

This category includes monitors and sensors that measure the effects of anesthesia and sedation by monitoring both sides of the brain's electrical activity.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Masimo	Dan Brothman	949.297.7317	dbrothman@masimo.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Covidien allows aggregation for multi-facility systems and established networks who own a controlling interest in the aggregating facilities, or have express contractual authority to make purchasing decisions on behalf of the aggregating facilities.
- Masimo allows aggregation for multi-facility systems with the ability to coordinate purchasing decisions, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term with Masimo.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12-month period.
- Weighted financial analysis reveals new agreement pricing remains flat for both suppliers compared to expiring agreement pricing.
- Covidien offers multiple value-adds, including a quick start conversion rebate program for members who convert by **October 31, 2015**.
- Available through distribution: Covidien
- Available direct: Covidien and Masimo

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 word version of the toolkit that allows for edits and customization for member-specific needs. Please note that the links in the word version to Premier resources may be broken. To maintain link integrity, please use the PDF value analysis toolkit.
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Related category

- **Pulse Oximetry:** Capital equipment, disposables, sensors and connecting cables that are used in the measurement, management and recording of patient oxygenation levels via an electronic sensor placed on the patient's fingertip, earlobe, or in the case of a neonate across the foot.

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-MM-329	PP-NS-752
 MASIMO	PP-MM-330	PP-NS-753

Financial considerations:

- Capital acquisition programs
- Price protection
- Potential impact to tier placement when using reprocessed sensors

Patient safety and satisfaction:

- Patient comfort
- Full patient population coverage

Roadblocks to conversion:

- Sensors are proprietary to monitors
- Clinical preference

Service Awards and Promotional Products

Effective June 1, 2016

Expires August 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

Full launch content available

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Awarded suppliers

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

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

Financial considerations:

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

User satisfaction:

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

Roadblocks to conversion:

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

Products and services available

This category offers members the option to purchase respiratory therapy and anesthesia products from multiple suppliers through a specialty distributor.

Class of trade

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

Tri-anim Health Services	Ben Crigler	770.539.9736	ben.crigler@samova.com
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Note: Supplier contact information is current as of September 23, 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 for this agreement due to single tier.

Aggregation opportunities

Aggregation is not applicable due to single tier offering from Tri-anim.

Other key value and terms

- The agreement includes the distributors' top 400 products. All other products must be locally negotiated.
- Products are offered through a single Premier Tier.
- Low unit of measure (LUM) purchases from the distributor may impact the final price of the product. See the LUM table for markup adjustment and fee information for LUM orders.
- Tri-anim pricing is firm for the first 12 months.
- Tri-anim provides services nationwide.


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

Related categories

- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, MDI holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags.
- **Disposable Anesthesia Products:** Anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients.

Awarded distributors

Supplier	New	Expiring
 Tri-anim®	PP-DS-074	PP-DS-072
The current agreement with Customed (PP-DS-071) will expire December 31, 2015.		

Financial considerations:

- Pricing
- Shipping and freight
- Payment terms

Product and distribution considerations:

- Current respiratory therapy and anesthesia products used in your facility
- Existing distribution agreements your organization has that may include respiratory therapy and anesthesia products
- Only the distributors' top 100 products have pricing negotiated within the Premier agreement. The rest of the products will need to be locally negotiated

Specialty Distribution Suture and Endomechanical Products

Effective January 1, 2017

Expires December 31, 2021

Products and services available

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

Class of trade

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

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms

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

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


Full launch content and additional resources available

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

Related categories

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

Awarded suppliers

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

Suture Express is a small business enterprise (SBE).

Financial considerations:

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

Roadblocks to conversion:

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

Stainless Steel Equipment, Storage Systems and Mobile Carts
Effective March 1, 2015
Expires June 30, 2018
Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

The agreement with MASS Medical expired June 30, 2015.

Financial considerations:

- Installation costs
- Warranties
- Payments and shipping terms

Product considerations:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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

Related categories

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

Steam Sterilizers

Effective March 1, 2015

Expires February 28, 2018

Products and services available

Products in this category are used as a final step in reprocessing reusable medical instruments in preparation for use on the next patient, or to sterilize non-sterile products before use. Sterilization with these units involves exposing instruments to heat transferred from saturated steam for a period long enough to ensure that expected populations of even the most resistant microbes will be killed.

Class of trade

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

Belimed	Pam Palmer	843.216.7424 x104	ppalmer@belimed.us
Getinge	Mike Smith	949.226.9195	Mike.smith@getinge.com
STERIS	Jon Parnell	616.510.0678	jon.parnell@steris.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Getinge and STERIS.
- A PMDF/electronic PA is not required with Belimed due to a single-tier offering.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, GPOs and established networks for Getinge and Steris.
- Aggregation is not applicable with Belimed due to a single-tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Overall weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing with:
 - Belimed is flat.
 - Getinge is 8.4 percent more favorable.
 - STERIS is 0.7 percent less favorable.
- **Belimed is the low cost supplier.**
- Tiers for the new agreements are unchanged from expiring agreement tiers with all suppliers.
- Available direct: Belimed, Getinge and Steris
- Available through distribution: STERIS

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

Awarded suppliers

Supplier	New	Expiring
 Belimed Infection Control	PP-MM-317	PP-OR-821
 GETINGE GETINGE GROUP	PP-MM-318	PP-OR-822
 STERIS	PP-MM-319	PP-OR-823

Financial considerations:

- Installation costs
- Value-adds

Patient safety and satisfaction:

- Types of items that can be placed in the sterilizer
- Cycle time to effectively sterilize items

Roadblocks to conversion:

- Equipment size and investment

Steam Sterilizers

Effective March 1, 2015

Expires February 28, 2018

Full launch content available

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

Related categories

- **Automated Endoscopic Reprocessors:** Automated systems used for cleaning, disinfecting or sterilizing by chemical immersion of heat sensitive complex design medical instruments, such as flexible endoscopes, camera heads or cables.
- **Low Temperature Sterilization:** Low temperature gas sterilizers that achieve sterilization by a process where gas, usually a hydrogen peroxide or peracetic acid is mixed with radio-frequency or microwave energy. The plasma produced consists of a reactive cloud which interacts and disrupts the life functions of microorganisms. The plasma and the oxidative properties of the gas itself constitute the sterilization process. Ethylene oxide (EtO) sterilization consumables are also included in this category.
- **Washers and Decontaminators:** Units designed to clean surgical instruments and medical equipment making it safe for staff to handle. These units remove blood, bone, fat and other organic debris that can adhere to instrument or device surfaces allowing for the growth of microorganisms.

Sterile Reprocessing

Effective February 1, 2017

Expires January 31, 2020

Products and services available

This category includes third-party reprocessors that collect used, open and unused single-use surgical devices from an acute care facility. These items are cleaned, tested/inspected, tracked per number of reprocessing cycles, repackaged and sterilized. The devices are then purchased by the facility at a savings over the original manufacturer.

Class of trade

Agreements are available to acute care and non-acute healthcare providers only.

J&J	Daniela Taylor	732.562.7554	dtaylor@its.jnj.com
Stryker	Erin Broeske	888.888.3433 ext. 5326	erin.broeske@stryker.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at all tiers for hospitals and surgery centers with J&J.
- A System Member Designation Form (SMDF) is required at all tiers for owned, leased, managed or affiliated facilities with J&J.
- A PMDF/PA is required at Tier 2 or higher with Stryker.

Aggregation opportunities



- Aggregation is allowed for facilities that are owned, leased or managed (OLM) and have the authority to sign and commit on behalf of every OLM facility with J&J.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Stryker.
 - 70 percent of facilities looking to aggregate their purchasing volume follow the purchase requirements of the tier the aggregation group is requesting access with Stryker.
 - The system must be authorized to influence and coordinate the purchasing decisions of facilities.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- J&J's new agreement pricing offers 4.7 percent savings compared to its expiring agreement pricing.
- J&J's minimum order requirements may apply to specific products. See Exhibit A-3 for details.
- Stryker will grandfather all member's local agreement pricing for the term of the agreement. The member and Stryker must have a written agreement, and the member must be in compliance with any spend or volume commitments in their local agreement.
- Stryker's new agreement pricing offers 5.7 percent savings compared to its expiring agreement pricing.
- Stryker offers an Electrophysiology (EP) Catheter Platinum Plus program, a conversion rebate and a savings guarantee rebate as value-adds. See value-adds in the value analysis toolkit for details.
- **Stryker is the low-cost supplier on crossed items.**
- J&J and Stryker are available direct and through distribution.

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

Awarded suppliers

Supplier	New	Expiring
	PP-MM-455	PP-MM-251
	PP-MM-454 AS-MM-454	PP-MM-250 AS-MM-250

Financial considerations:

- Savings through the use of sterilization and reuse of products
- Minimum order requirements

User satisfaction:

- Delivery and pick-up times and frequencies
- Assurance items will be delivered on time
- Device tracking methods

Roadblocks to conversion:

- Service providers currently being used in the facility
- Staff acceptance of products and services
- Device collection parameter requirements

Sterile Reprocessing

Effective February 1, 2017

Expires January 31, 2020

Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [J&J and Stryker Catalog and OEM Manufacturer Numbers Crosswalk](#): Excel workbook containing a listing of catalog numbers and OEM manufacturer numbers associated with the products.

Related category

- **High Level Disinfection Reprocessing**: Reprocessing services for semi-critical and non-critical single use devices

Sterilization Assurance

Effective October 1, 2016

Expires September 30, 2019

Products available

This category includes products used to indicate if conditions of sterilization have been met for reusable devices and equipment.

Class of trade

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

3M Company	Roger Ratliff	214.676.9818	rdatliff@mmm.com
Healthmark	Steven Basile	800.521.6224 x6623	sibasile@hmark.com
Propper	Kelly House	718.392.6650 x111	khouse@proppermfg.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term with all suppliers.
- 3M and Healthmark offer value adds.
- Healthmark offers an early payment discount of 1 percent for payments made within 10 days.
- Available direct: Healthmark and Propper
- Available through distribution: 3M, Healthmark and Propper

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


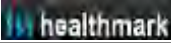

Full launch content and additional resources available

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

Related categories

- **Sterilization Portfolio:** Automated endoscopic reprocessors, ethylene oxide (EtO) sterilizers, gas plasma sterilization, steam sterilizers, and washers and decontaminators.
- **Instruments Cleaners and Enzymatics:** Detergents, enzymatics, rinses and lubricants for cleaning.
- **Cleaning Validation Support Products:** Products used for testing the cleaning efficacy.
- **Sterilization Pouches:** Packaging used to provide effective sterility maintenance for instruments/medical devices

Awarded suppliers

Supplier	New	Expiring
	PP-MM-439 AS-MM-439	PP-OR-1027 AS-OR-1027
	PP-MM-440	New
	PP-MM-438	SD-OR-025

Healthmark and Propper are small business enterprises (SBE).

Current agreements with Dana Products (PP-OR-1028) and STERIS (PP-OR-1029) expire September 30, 2016.

Financial considerations:

- Pricing
- Cost of conversion

Patient and user satisfaction:

- Standards for specific types of sterilization
- Effectiveness in determining if sterilization requirements have been met
- Staff education and supplier support

Roadblocks to conversion

- Current sterilization process per system in the facility
- Staff acceptance

Sterilization Pouches

Effective October 1, 2016

Expires September 30, 2019




Products and services available

Products included in this category include packaging used to provide effective sterility maintenance for single or limited sized instruments or medical devices. Pouches are available for steam, ethylene oxide and gas plasma sterilization.

Class of trade

Agreement is available to acute, continuum of care and Premier REACH™ members for Healthmark and Medical Action.

- Cardinal has class of trade exclusions for ambulatory care, dentistry, free standing laboratories, veterinaries, alternate markets and colleges and universities.

Awarded supplier		
Supplier	New	Expiring
 CardinalHealth	PP-MM-435 AS-MM-435	PP-OR-1026 AS-OR-1026
 healthmark	PP-MM-436	New
 Medical Action INDUSTRIES INC.	PP-MM-437	New

* Healthmark is a small business enterprise (SBE).

Cardinal	Dan Clark	847.887.5513	Daniel.clark@cardinalhealth.com
Healthmark*	Steven Basile	800.521.6224 x66223	sibasile@hmark.com
Medical Action Industries	Darby Thompson	865.617.6487	Darby.thompson@owens-minor.com

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

How to operationalize this agreement

Electronic price activation (PA) or a Participating Member Designation Form (PMDf) is required at Tier 2 and higher.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Financial analysis reveals:
- Cardinal's new agreement pricing offers up to a 2.6 percent savings compared to its expiring agreement pricing.
- Healthmark offers a value add.
- Available through authorized distributors: Cardinal, Healthmark, Medical Action
- Available direct: Cardinal

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

Financial considerations

- Cost of raw materials used to make the pouches and rolls
- Performance rebates
- Value-adds

User satisfaction

- Adequate sterilant circulation
- Maintains sterility after processing
- Packaging allows visualization of contents
- Ease of aseptic handling
- Meets [ANSI/AAMI](#) standards

Roadblocks to conversion:

- Type of sterilizer used within the facility
- Standardization
- Staff acceptance

Sterilization Pouches

Effective October 1, 2016

Expires September 30, 2019

Full launch content and additional resources available

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

Related categories

- **Steam Sterilizers**: Sterilization with these units involves exposing instruments to heat transferred from saturated steam.
- **EtO Sterilizers**: Sterilization used for heat-sensitive materials, primarily plastics.
- **Gas Plasma Sterilizers**: Sterilization where gas, usually a hydrogen peroxide or peracetic acid, is mixed with radio-frequency or microwave energy. The plasma produced consists of a reactive cloud which interacts and disrupts the life functions of microorganisms. The plasma and the oxidative properties of the gas itself constitute the sterilization process.
- **Sterilization Assurance**: Used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide, gas plasma, and peracetic acid. Products are also available for high-level disinfectant validation.
- **Cleaning validation support products**: Used for testing cleaning efficacy.

Sterilization Wrap

Effective October 1, 2017

Expires September 20, 2020

Products and services available

This category includes disposable fabric used to wrap instrument sets, linen packs and basins to allow them to be sterilized and safely stored until use during a procedure. The wrap provides protection against contact contamination during handling and provides an effective barrier to microbial penetration.

Class of trade

Agreement is available to members whose primary business is the delivery of medical, veterinary or patient care or treatment, medical diagnostic services or medical care provided in connection with disaster relief.

Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
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Note: Supplier contact information is current as of June 20, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

- Tiers 1, 2 and 3: Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.
- Tier 4: Aggregation is allowed for multi-facility systems and established networks with the ability to direct or control purchases of its members; IDNs must have signing authority for its membership.

Other key value and terms


- Pricing is firm for the term of agreement.
- Halyard's new agreement pricing offers 4.1 percent savings compared to its expiring agreement pricing.
- Halyard offers the following value-adds:
 - A one-time conversion rebate.
 - Complimentary products, sterilization product utilization reviews and a Blue Renew program for members at Tier 2 or higher.
 - A purchase volume rebate to members at Tier 4 who do not engage in a request for proposal.
- Member pays freight costs for orders less than 250 cases across all product lines.
- Halyard's agreement is available direct and through authorized distributors.

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

Full launch content and additional resources available

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

Awarded supplier

Supplier	New	Expiring
 HALYARD	PP-MM-490 AS-MM-490	PP-MM-274 AS-MM-274

*Halyard was formerly Kimberly-Clark Healthcare. [Click here](#) for details.

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

Sterilization Wrap

Effective October 1, 2017

Expires September 20, 2020

Related categories

- **Sterilization Assurance:** Products used to indicate if conditions of sterilization have been met. Different products are available for steam, ethylene oxide (EO), gas plasma and peracetic acid. Products are also available for high-level disinfectant validation.
- **Sterilization Pouches:** Packaging used to provide effective sterility maintenance for single or limited sized instruments and medical devices. Pouches are available for steam, EO and gas plasma sterilization.

Stretchers

Effective March 1, 2016

Expires February 28, 2019

Products available

This category includes all types of stretchers and stretcher accessories, including treatment and transport-stretcher chairs.

Class of trade

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

Hill-Rom	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
Stryker	Ed Harris	941.234.8699	ed.harris@stryker.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Stryker.
- Hill-Rom requires a PMDF/PA for all tiers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems able to influence purchase decisions with Hill-Rom.
- Aggregation is allowed for multi-facility systems and established networks of facilities able to influence purchase decisions with Stryker. At least 70 percent of facilities must meet tier purchase requirements.

Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- Stryker will grandfather member's terms and pricing for the term of their member agreement.
- Hill-Rom and Stryker both offer enhanced aggregation value-add discounts.
- Available direct: Hill-Rom and Stryker

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

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
	PP-MM-411	PP-MM-205
	PP-MM-413	PP-MM-207

The current agreement with Pedigo (PP-MM-206) will expire February 29, 2016.

Financial considerations:

- Payment terms and early payment discounts
- Minimum order requirements
- Shipping terms
- Value-adds

Patient safety and satisfaction:

- Specific patient population designs, such as pediatric and bariatric
- Impact to patient throughput
- Power, hydraulic and positioning options available

Roadblocks to conversion:

- Existing stretcher agreements in your facility

Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

Services available

This category includes third party on- and off-site instrument and scope repair services.

Class of trade






















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

3 West Medical	Jill Sperling	213.910.9268	jsperling@scopeconnection.com
Aesculap	Allison Hughes	410.456.8139	allison.hughes@aesculap.com
BPI Medical (SBE)	Jeff Loflin	253.878.8719	jeffl@bpimedical.com
CTC Medical (WBE)	Gordon Willsey	954.584.5530	gwillsey@ctcmedrepair.com
Direct Surgical Equipment	Mark McClure	800.797.1407	mark.mcclure@directse.com
Endochoice	Jamie Freeman	678.708.4460	jamie.freedman@endochoice.com
Fibertech	Frank Majerowicz	443.375.6758	frankm@fibertechmedical.com
Herzog (WBE)	Larry Shields	916.334.1280	lshields@herzogsurgical.com
IMS	Chris Hallman	800.300.7899	chrishallman@imsready.com
Instrument Doctors (SBE)	Dave Finnerman	518.526.1319	dave@instrumentdoctors.com
Instrument Specialist (WBE)	Casey Shepherd	830.249.9535	casey@isisurgery.com
Medical Optics (SBE)	Sarah Burton	954.838.8600	s.burton@medicaloptics.com
Mobile Instrument Service & Repair (SBE)	Dan Anbari	404.518.1486	danbari@mobileinstrumnet.ga.com
National Advanced Endo Devices (WBE)	Trevor Asmus	818.227.2720	trevorasmus@gmail.com
Northfield Instruments Specialists	Steve Shutts	919.520.5778	sshutts@northfieldinfo.com
Prezio	Greg Bright	847.651.3315	greg.bright@preziohealth.com
Revive Surgical Instrument (MBE)	Freda Crawley	734.796.3143	info@revivesurgicalinstrumentrepair.com
Surgical Instrument Service (SBE)	Scott Knight	206.455.5004	sknight@sis-usa.com
Total Scope (WBE)	Lindsey Davis	800.471.2255	ldavis@totalscopeinc.com
US Medical Systems (SBE)	Rafe Bromfield	704.408.8702	rafe@usms.biz

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

SurgiSource is a [SEEDS](#)™ supplier; small business enterprise (SBE) effective June 1, 2016.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-447	New
	PP-MM-382	New
	PP-MM-383	New
	PP-MM-384	New
	PP-MM-458	New
	PP-MM-385	New
	PP-MM-386	New
	PP-MM-387	New
	PP-MM-377 AS-MM-377	PP-MM-189 AS-MM-189
	PP-MM-375	SD-MM-016
	PP-MM-376	SD-MM-020
	PP-MM-378	PP-MM-190
	PP-MM-379	PP-MM-191
	PP-MM-388	New
	PP-MM-389	New
	PP-MM-380	PP-MM-192
	PP-MM-390	New
	PP-MM-392	New
	SD-MM-024	New
	PP-MM-381	SD-MM-022
	PP-MM-393	New

Update December 2016: 3 West Medical and Direct Surgical Equipment were added to the category effective January 1, 2017, through January 31, 2019. For details, see the [category update document](#).

The current agreement with Spectrum Medical (PP-OR-193) will expire January 31, 2016. Spectrum was purchased by IMS (current agreement number (PP-MM-377)).

Boston Scientific [acquired](#) EndoChoice in 2016.

Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers. Endochoice offers a single Premier tier.
- A local member agreement may be required.

Aggregation opportunities

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

- Aesculap requires that each individual member in an aggregation group has 75 percent commitment to Aesculap.

Other key value and terms

- Pricing is firm for the term of all agreements.
- All suppliers except Endochoice are capable of providing on- and off-site service. Endochoice does not offer onsite repairs.
- All suppliers offer 60-day payment terms except Aesculap, IMS, National Advanced Endoscopy and Northfield Instrument Specialists.
- All suppliers offer an early payment discount except Aesculap, Endochoice and IMS.
- Suppliers offer additional value through purchase incentives.

Full launch content available

- [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

- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure
- **Laparoscopic Surgical Instruments:** Laparoscopic instruments (tools) are used by a surgeon and nurse to facilitate an endoscopic surgical procedure
- **Instrument Containers:** Instrument containers are used for storage and sterilization of surgical instruments

Financial considerations:

- Incentives
- Shipping terms
- Payment terms
- Early payment discounts

Service considerations:

- Loaner programs
- Service warranties
- Geographical coverage
- On- and off-site repair options
- Types and brands of medical equipment the contractor repairs

Roadblocks to conversion:

- Long term deals with other service providers
- Proximity of service provider to service location
- Contractor ability to service all of the member's repair needs
- Any limitation on supplier brands that the contractor is unable to work on

Third Party Freight Management

Effective June 1, 2016

Expires May 31, 2019

Services available

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

Class of trade

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

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

Note: Supplier contact information is current as of March 11, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for **all** tiers with Cardinal Health and Triose.

Aggregation opportunities

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

Other key value and terms

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



Full launch content available

- [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 category summary.

Related category

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

Awarded suppliers

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

Financial considerations:

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

Service considerations:

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

Unique Device Management Solutions

Effective May 1, 2016

Expires April 30, 2019

Products available

This category includes software applications designed to track implanted products from procurement by the hospital through to implantation in the patient and assists with product recall and expiring inventory. Data collected with this software will assist hospitals in complying with FDA and JCAHO.

Class of trade

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

Champion Medical	Steven Coloia	847.438.2305	scoloia@championmt.com
TrackCore	Matt Edwards	616.723.8536	matthewe@trackcoreinc.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 at Tier 2 or higher for TrackCore.
- Champion Medical offers a single tier.
- Both suppliers require a service license agreement which must be locally negotiated.

Aggregation opportunities

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

Other key value and terms

- Champion allows for electronic payments.
- Champion offers an early payment discount and value add.
- Available direct: Champion Medical and TrackCore

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

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
CHAMPION <small>HEALTHCARE TECHNOLOGIES</small>	PP-MM-416	New
TrackCore	PP-MM-417	New

Champion Medical is a small business enterprise (SBE).

Financial considerations:

- Cost of software license annually

User satisfaction:

- Seamless integration with current IT systems
- Ease of transferring current data into the new system

Roadblocks to conversion:

- Cost

Vein Finder Equipment

Effective October 1, 2017

Expires September 30, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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

Awarded suppliers

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

Accuvein and Vuetek are small business enterprises (SBE).

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

Ventilators

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes intensive care, high frequency oscillatory, transport/portable, MRI conditional and mass casualty ventilators, associated accessories and proprietary circuits

Class of trade

- Agreements with all suppliers are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien excludes retail and classes of trade not involved in the delivery of healthcare in humans.

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

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with CareFusion, Covidien, Draeger, GE and Hamilton.
- MAQUET requires a PMDF/PA at all tiers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not already have one on file.








Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with CareFusion, Draeger, GE, Hamilton and MAQUET.
- Covidien allows aggregation for multi-facility systems and established networks of facilities that seek to standardize vendor usage across the GPO.

Other key value and terms

- Early payment discounts are available with Draeger and Hamilton.
- Pricing is firm for the term of agreement with CareFusion, Draeger, GE, Hamilton and MAQUET.
 - Covidien pricing is firm for 12 months. Prices may then increase by up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.

Awarded suppliers

Supplier	New	Expiring
 CareFusion	PP-MM-475	PP-MM-261
 Medtronic  COVIDIEN	PP-MM-469	PP-MM-262
 Dräger	PP-MM-470	PP-MM-263
 GE Healthcare	PP-MM-473	New
 HAMILTON MEDICAL Intelligent Ventilation since 1983*	PP-MM-471	PP-MM-264
 MAQUET GETINGE GROUP	PP-MM-474	PP-MM-265

*Hamilton is a small business enterprise (SBE).

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

Financial considerations:

- Product warranties
- Minimum order fees
- Fees associated with authorized distributors

Patient safety and satisfaction:

- Alarm functions
- Battery life
- Ventilator-associated event protocols
- Ease of setup operation
- Patient population (e.g. neonates)
- Product lifecycle
- Product interface

Roadblocks to conversion:

- Existing agreements and products used in your facility
- Proprietary ventilator circuits and consumables

Other key value and terms (continued)

- Biomedical training is available for purchase with CareFusion, Draeger and GE.
 - Biomedical training is provided at no added cost for one person with Hamilton.
 - A Biomedical Training Agreement is required for training with MAQUET.
- CareFusion's new agreement offers flat pricing compared to its expiring agreement pricing.
- Direct orders less than \$250 delivered to hospitals are subject to a \$50 fee and orders less than \$100 delivered to alternative sites are subject to a \$100 fee with CareFusion.
- CareFusion has a large order threshold of \$250,000.
- Covidien's new agreement pricing offers 0.7 percent savings compared to its expiring agreement pricing.
- Orders of any Covidien products less than \$500 are subject to a \$90 fee with Covidien.
- Products available through authorized distributors that are ordered direct through Covidien are subject to a 3 percent handling fee.
- Draeger's new agreement pricing offers 0.9 percent savings compared to its expiring agreement pricing.
- Hamilton's new agreement pricing offers 4.4 percent savings compared to its expiring agreement pricing.
- Hamilton has a large order threshold of \$500,000.
- MAQUET's new agreement pricing offers 0.8 percent savings compared to its expiring agreement pricing.
- Scenario analysis reveals the **low-cost supplier** varies based on the pricing scenario.
- Available through distribution: Covidien
- Available direct: CareFusion, Covidien, Draeger, GE, Hamilton, MAQUET

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

Full launch content and additional resources available

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Related categories

- **Non-Invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units and the associated consumables
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, MDI holding chambers (spaces), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and bi-level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags

Washers and Decontaminators

Effective March 1, 2015

Expires February 28, 2018

Products and services available

This category includes units designed to clean surgical instruments and medical equipment making it safe for staff to handle. These units remove blood, bone, fat and other organic debris that can adhere to instrument or device surfaces allowing for the growth of microorganisms.

Class of trade

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

Belimed	Chris Anderson	843.216.7424	chris.anderson@belimed.us
Getinge	Mike Smith	949.226.9195	Mike.smith@getinge.com
STERIS	Jon Parnell	616.510.0678	jon_parnell@steris.com

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

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) for Tier 2 and higher is required for Getinge and STERIS. Not required for Belimed due to single tier.

Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks with Getinge and STERIS.
- STERIS requires that facilities have the ability to coordinate purchasing decisions.
- Belimed offers a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Belimed's new agreement offers overall flat pricing compared to its expiring agreement.
- Getinge's new agreement offers an overall 11.3 percent savings compared to its expiring agreement.
- STERIS' new agreement offers an overall 0.5 percent savings compared to its expiring agreement.
- Based on scenarios, the low-cost supplier varies by subcategory.
- Available direct: Belimed, Getinge and STERIS
- Available through distribution: STERIS (consumables only)

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

Awarded suppliers

Supplier	New	Expiring
 Belimed	PP-MM-320	PP-OR-824
 GETINGE GETINGE GROUP	PP-MM-321	PP-OR-825
 STERIS	PP-MM-322	PP-OR-827

The current agreement with Midbrook (PP-OR-826) expires February 28, 2015.

Financial considerations:

- Installation costs
- Turnaround time
- Warranties may be voided by using non-proprietary components
- Water savings – sustainability

Patient safety and satisfaction:

- AAMI/ANSI sterilization requirements
- Washers are able to accommodate the size of instrument being processed

Roadblocks to conversion:

- Equipment size
- Proprietary disposables and components
- Case mix and the types of instruments used

Full launch content available

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Related categories

- **Automated Endoscopic Reprocessors:** Automated systems used for cleaning, disinfecting or sterilizing by chemical immersion of heat sensitive complex design medical instruments, such as flexible endoscopes, camera heads or cables.
- **Low Temperature Sterilization:** Low temperature gas sterilizers achieve sterilization by a process where gas is mixed with radio-frequency or microwave energy. The plasma produced consists of a reactive cloud which interacts and disrupts the life functions of microorganisms. The plasma and the oxidative properties of the gas itself constitute the sterilization process. Ethylene oxide (EtO) sterilization consumables are also included.
- **Steam Sterilizers:** Products used as a final step in reprocessing reusable medical instruments in preparation for use on the next patient or to sterilize non sterile products before use. Sterilization with these units involves exposing instruments to heat transferred from saturated steam for a period long enough to ensure that expected populations of even the most resistant microbes will be killed.



PP-S2-001

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

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

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

S2S Global highlights

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

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



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	REPSCRUBS
CC-FA-007	Behavioral Health Furniture and Design Services	Blockhouse
CC-SV-009	Kanban Inventory Products and Services	Pegasus
CC-LA-002	Specialty Lab Testing Services	NeoGenomics
CC-SV-008	Logistics Management Services	TRIOSE
CC-IT-003	Technology Asset Disposition Services	Cascade
CC-IT-002	Telecommunication Services	Granite
CC-FA-009	Architectural/Retrofit Services	Kerney & Associates
CC-SV-022	Clinical Education and Assessment Services	SIMNext (Health Scholars)
CC-SV-034	Corrugated and Solid Fiber Box Manufacturing	PCA
Multiple contract numbers	HIMS Coding, Auditing and CDI Services	Multiple suppliers



Interested in learning more about these opportunities?

[Contact custom_contracting@premierinc.com.](mailto:custom_contracting@premierinc.com)

Interested in creating a custom contract for your system or member group?

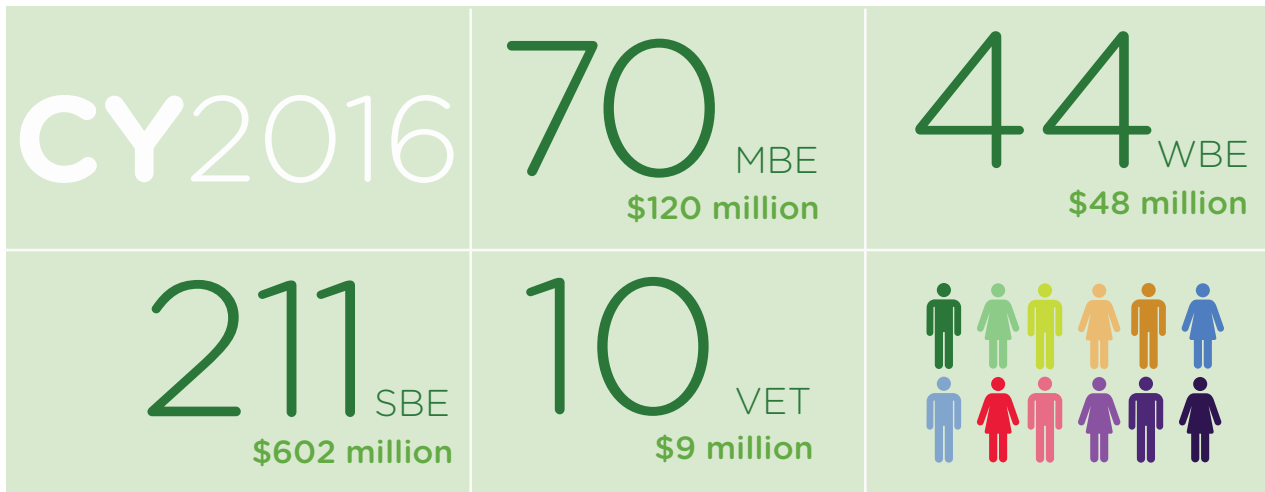
[Contact your Premier representative.](#)



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

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

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



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

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

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

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



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

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

Are you planning, designing or buying capital equipment technology?

Are you getting the best equipment at the lowest price?

Now you can.

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

MEMdata

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

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

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

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

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

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



Integrated approach to capital planning and procurement



Competitively derived price intelligence to make decisions



Lower cost for clinical and non-clinical capital equipment



Your needs matched with turnkey or customized programs and consulting support



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

Jack Robinson, CFO

- St. Joseph’s Healthcare System, New Jersey

ACHIEVE SUPPLY CHAIN SAVINGS IN CAPITAL EQUIPMENT AND CONSTRUCTION

PERFORMER ELITE PROGRAM

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

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

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

EQUIPMENT PLANNING AND PROCUREMENT SERVICES

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

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

MEMdata



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

FOR MORE INFORMATION PLEASE

CONTACT: Jack Burley, sales and marketing at 979.695.1950 x121 or jack.burley@memdata.com

Jim Venker, facilities, construction and environmental services senior director, at 704.816.5375 or james_venker@premierinc.com

About Premier, Inc.

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

PREMIERINC.COM



COST MANAGEMENT

PREMIERCONNECT® CAPITAL ANALYTICS

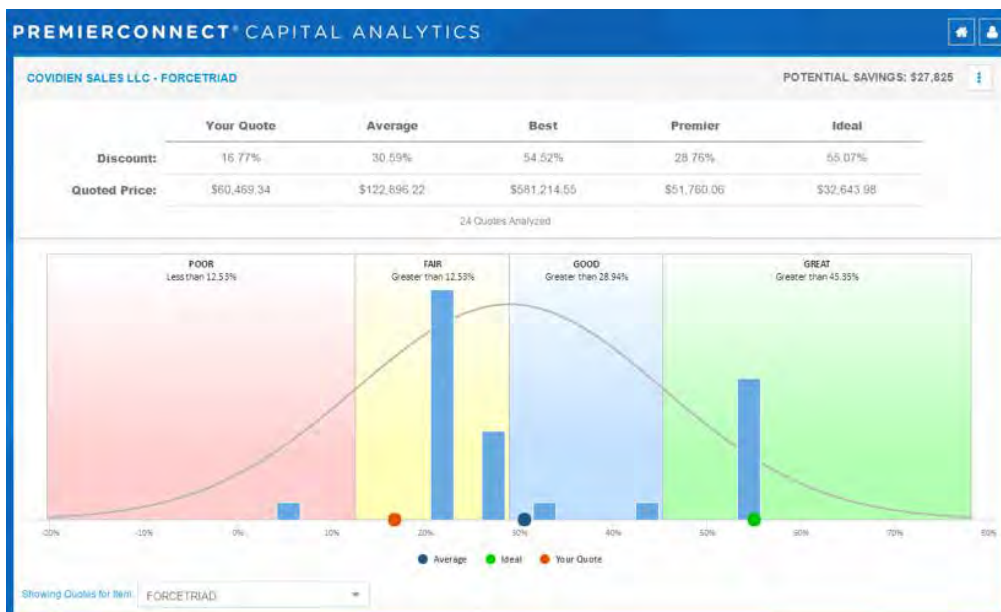
Ready to put the power of capital equipment price benchmarking in the hands of your staff?
 No more wondering if you are receiving a fair market price.
 No more waiting days for your analysis to be conducted by someone else and provided back to you.

it's never been easy to analyze your capital purchases

Until now!

PREMIERCONNECT® CAPITAL ANALYTICS

Providing real-time insights at the line item level.



With Premier's new benchmarking application:

01

Upload price quotes electronically and easily.

02

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

contact

Contact your Premier field representative or Scott Jennings at scott_jennings@premierinc.com.

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

03

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

04

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

05

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

About Premier Inc.

Premier, Inc. (NASDAQ:PINC) is a leading healthcare improvement company, uniting an alliance of approximately 3,750 U.S. hospitals and 130,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.



Additional resources

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

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

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