



# Nursing Services Portfolio Overview and Resources

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## **Aging baby boomers and their impact on healthcare**

By: Sharon Roberts, RN, BSN, Clinical Director, Nursing Services, Premier Inc.

“Baby boomers” are defined as people born between the end of World War 2 (1945) and the late 1960s, a period during which the populations and economies of certain nations boomed. This term was coined in 1974 when the advertisers recognized the spending power and very different demands of this population group. Baby boomers are coming to the age of 65 at 10,000 people per day which is having and will continue to have a significant impact on healthcare until 2029. As this population gets older, they present challenges as well as opportunities to the United States healthcare system.

When you factor in that a fifth of the nation’s population is aged above 65 years, there will naturally be challenges for the healthcare system. There are numerous health problems faced by the baby boomer generation: Three out of four have at least one chronic condition, and half do not exercise regularly, putting them at risk for additional ailments. The most concerning fact is that 43 percent indicate that they will give priority to their health only after being diagnosed with a life-threatening disease. Their casual approach to health and fitness is very different than their parents’ generation. As compared to the previous generation, baby boomers have been found to be more susceptible to health risks, such as obesity, high cholesterol, hypertension and diabetes.

Healthcare costs for an individual suffering from a chronic condition are more than those facing the normal medical problems, and those with several conditions can cost up to seven times more. The [National Council on Aging](#) states that eighty percent of Americans over the age of 65 have multiple chronic ailments. Currently 85 percent of healthcare spending in the U.S. is contributed to treating patients with at least one chronic condition, so as baby boomers age this number will increase at the rate of 6 percent annually for the next 10 years. Growth in the healthcare expenditure could outpace the national growth domestic product (GDP) by 1.3 percent per year. By 2025 the U.S. will be spending a fifth of its GDP on healthcare as compared to 17.5 percent in 2014. Boomers currently account for 18 percent of all Medicare beneficiaries which will increase dramatically in the next five years.

### **Rising to the challenge**

So how do we rise to the challenge? Emphasis needs to be on preventive care as opposed to reactive care. Start focusing on wellness and fitness to help aging boomers avoid and minimize the impact of chronic conditions and ailments. Preventive services focusing on risks like high blood pressure, LDL cholesterol control and smoking can help prevent up to 100,000 deaths per year. Another opportunity is new technology for monitoring the care of boomers, such as telemedicine which can be especially beneficial to baby boomers living in rural areas.

## Overview of Premier, Inc.

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

➤ **Our mission:**

To improve the health of communities

➤ **Our vision:**

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

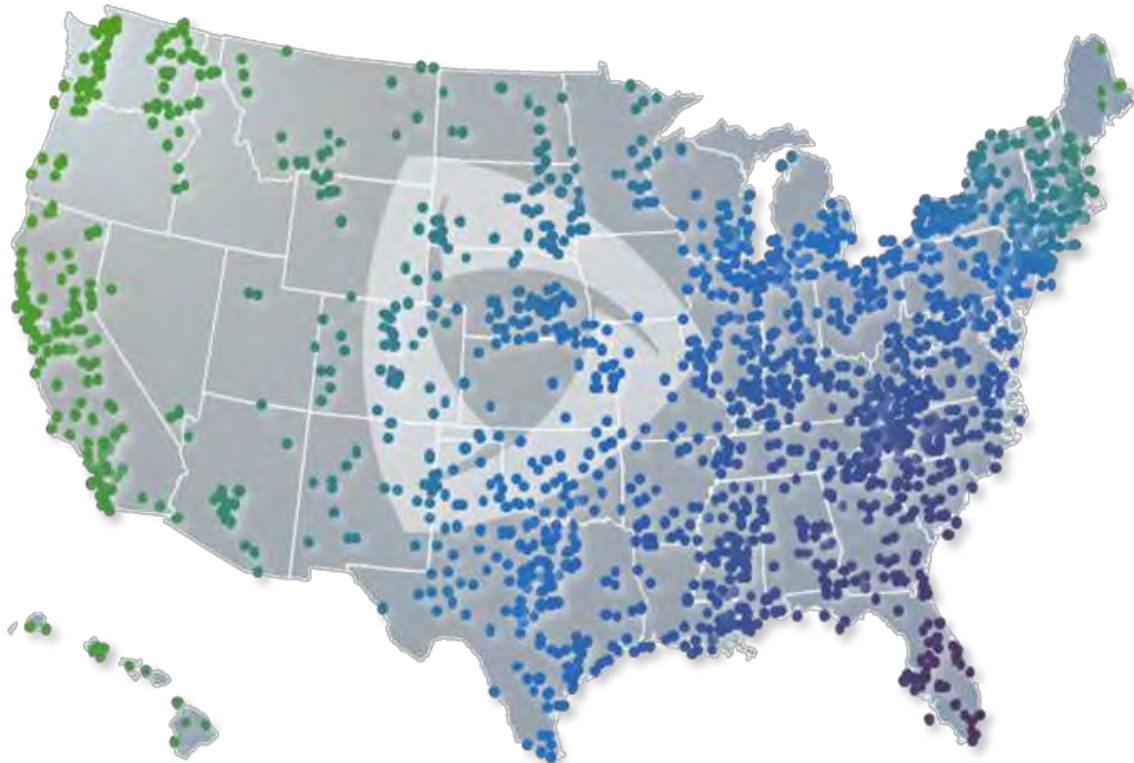
➤ **How do we do it?**

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

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

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

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





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## Active Humidification Devices and Accessories

Effective November 1, 2015

Expires October 31, 2018

### Products available

This category includes humidification devices (heaters), heated wire circuits, chambers, blenders, water and high flow disposables that are proprietary to these devices.

This category is a split from the Respiratory Therapy Products category.

### Class of trade

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

- F&P allows continuum of care and Premier REACH members on a case by case basis.

<a href="#">CareFusion</a>	Zack Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
<a href="#">Fisher &amp; Paykel</a>	Tom Butt	410.897.7906	<a href="mailto:tom.butt@fphcare.com">tom.butt@fphcare.com</a>
<a href="#">Teleflex</a>	Dan Kuni	919.433.4940	<a href="mailto:dan.kuni@teleflex.com">dan.kuni@teleflex.com</a>
<a href="#">Vapotherm</a>	Chris Gould	603.658.4899	<a href="mailto:cgould@vtherm.com">cgould@vtherm.com</a>
<a href="#">Westmed</a>	Steve Sargeant	919.604.1914	<a href="mailto:ssargeant@westmedinc.com">ssargeant@westmedinc.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with CareFusion, F&P and Teleflex.
- Vapotherm and Westmed do not require a PMDF/PA due to single tier offering.

### Aggregation opportunities






- Aggregation is allowed for multi-facility systems, GPOs and established networks with CareFusion, F&P and Teleflex.
  - CareFusion and F&P require GPO facilities to independently commit to market share required by the tier.
  - Teleflex is available to OLM facilities only and established networks at its discretion. GPO facilities must independently commit to 85 percent market share.
- Vapotherm and Westmed offer a single tier where aggregation is not applicable.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- CareFusion offers an 8.81 percent increase overall compared to the expiring Respiratory Therapy agreement.
- F&P offers a 2.74 percent savings overall compared to the expiring Respiratory Therapy agreement.
- Teleflex offers a 1.75 percent savings overall compared to the expiring Respiratory Therapy agreement.
- Teleflex is the overall low-cost supplier on crossed items.
- Available through distribution: CareFusion, F&P, Teleflex and Westmed (equipment and consumables)
- Available direct: CareFusion, F&P, Teleflex, Vapotherm and Westmed (equipment)

**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
 CareFusion	<b>PP-NS-919</b>	PP-NS-730
 Fisher & Paykel HEALTHCARE	<b>PP-NS-920</b>	PP-NS-902
 Teleflex®	<b>PP-NS-921</b>	PP-NS-734
 VAPOTHERM	<b>PP-NS-922</b>	New
 Westmed <small>When Your Care Is Critical</small>	<b>PP-NS-923</b>	New

There is no ASCEND® award in this category

#### Financial considerations:

- Reimbursement
- Value-adds including rebates, equipment acquisition options and additional savings
- Water usage
- Circuit life

#### Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP)
- Patient comfort
- Skin breakdown issues

#### Roadblocks to conversion:

- Proprietary ventilator disposables



## Active Humidification Devices and Accessories Effective November 1, 2015

Expires October 31, 2018

### Full launch content and additional resources available

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

- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Disposable Anesthesia Products:** Anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Non-invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units, and the associated consumables (such as masks, cannulas and tubing)
- **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
- **Suction Canisters, Yankauers and Tubing:** Suction canisters, Yankauers, tubing (sterile and non-sterile) and solidifiers used for the purpose of collecting medical waste
- **Specialty Distribution – Respiratory Therapy and Anesthesia Products:** Offers members the option to purchase respiratory therapy and anesthesia products from multiple suppliers through a specialty distributor
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure
- **Ventilators:** Intensive care, high frequency oscillatory, transport/portable and mass casualty ventilators, associated accessories and proprietary circuits

## Adhesive Skin Closures

Effective February 1, 2017

Expires January 31, 2020

### Products available

This category includes adhesive products used to externally hold skin together over incisions or wounds.

### Class of trade

3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

<b>3M</b>	Rodger Ratliff	651.575.3608	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
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**Note:** Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

### Other key value and terms

- Pricing is firm for the term of the agreement.
- 3M offers 3.4 percent savings overall compared to the expiring agreement.
- 3M products are 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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- [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

- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Cohesive Bandages:** Self-adherent elastic wrap that functions like tape but sticks to itself and not to the skin
- **Tape Products:** Strips of strong woven fabric or other materials used to bind or hold bandages in place
- **Topical Skin Adhesive:** Liquid adhesive used in place of sutures or staples to close and seal wounds caused by small lacerations, surgical incisions, minimally invasive and cosmetic surgery
- **Transparent Dressings:** Dressings that are used predominantly to cover catheter sites and secure devices to the skin while allowing visibility of the site

### Awarded supplier

Supplier	New	Expiring
<b>3M</b>	<b>PP-NS-984</b> <b>AS-NS-984</b>	PP-NS-807 AS-NS-807

#### Financial considerations:

- Savings compared to skin adhesives, staples or sutures

#### Patient safety and satisfaction:

- Patient comfort
- Cosmetic results
- Latex allergies
- Infection control and antimicrobial skin closures

#### Roadblocks to conversion:

- Existing supplier relationships



## Adult and Pediatric Exam Table Paper and Related Products

Effective July 1, 2017

Expires June 30, 2020

### Products available

This category includes exam table paper, drape sheets, exam gowns, exam shorts, exam bibs, head rest rolls, exam capes, pediatric scale barriers, head protection, pillowcases, blood pressure cuff barriers, equipment drapes and towels.

### Class of trade

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

<b>Graham</b>	Jennifer Schmidt	920.490.5218	<a href="mailto:jschmidt@grahammedical.com">jschmidt@grahammedical.com</a>
<b>TIDI</b>	Eric Leichty	770.696.2998	<a href="mailto:eleichty@tidiproducts.com">eleichty@tidiproducts.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 with TIDI.
- Graham does not require a PMDF/PA due to single tier offering.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of both agreements.
- TIDI's new agreement offers a 3.4 percent increase compared to the expiring agreement pricing.
- TIDI offers volume rebates based on aggregate Premier purchases. See value analysis toolkit for details.
- **Graham is the overall low-cost supplier on crossed items.**
- Available through distribution: Graham and TIDI

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



### 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:** Traditional, analog, digital and blood pressure (BP) stethoscope combination kits as well as disposable and reusable cuffs
- **Exam Room Furniture:** Exam and procedure tables, stools, chairs, table top sterilizers, carts and mobile desks
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains and terry products (towels, curtains, etc.)

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1053</b>	New
	<b>PP-NS-1052</b> <b>AS-NS-1052</b>	PP-AC-098

Graham is a small business enterprise (SBE).

#### Financial considerations:

- Premium versus economy lines
- Value-adds e.g. rebates
- Minimum order requirements and fees

#### Patient safety and satisfaction:

- Patient comfort
- Resistance to microbes
- Environmentally-friendly options available

#### Roadblocks to conversion:

- Existing supplier relationships

## Airway Clearance Products

**Effective May 1, 2015**

**Expires April 30, 2018**

### Products available

This category includes those airway clearance devices used to clear the airways of mucus for the purpose of improving breathing and prevention of respiratory diseases.

### Class of trade

- Electromed products are available to acute care, continuum of care and Premier REACH™ members.
- Hill-Rom products are available to acute and long-term care facilities. Hill-Rom will consider other non-acute facilities on a case by case basis.

<b>Electromed</b>	Bill Kalb	612.807.8821	<a href="mailto:bkalb@electromed.com">bkalb@electromed.com</a>
<b>Hill-Rom</b>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>
<b>Westmed</b>	Steve Sargeant	919.604.1914	<a href="mailto:ssargeant@westmedinc.com">ssargeant@westmedinc.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher for Electromed.
- A PMDF/PA is required at all tiers for new Hill-Rom customers. Current Hill-Rom customers do not need to PA/PMDF, tier assignments will be re-assigned to new agreement.

### Aggregation opportunities

- Electromed allows aggregation for multi-facility systems, GPOs and established networks.
- Hill-Rom allows aggregation for multi-facility systems and established networks; facilities must be able to influence purchasing decisions.

### Other key value and terms

- Pricing is firm for the term with both suppliers.
- Electromed's new agreement offers an overall 0.7 percent savings compared to the expiring agreement.
- Electromed is the overall low-cost supplier on crossed items.
- Electromed offers value-adds including a rent-to-own option and a wrap usage agreement.
- Hill-Rom's new agreement offers an overall 2 percent increase compared to the expiring agreement.
- Available direct: Electromed and Hill-Rom

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

### Awarded suppliers

Supplier	New	Expiring
<b>ELECTROMED, INC.</b>	<b>PP-NS-879</b>	PP-NS-699
<b>Hill-Rom</b>	<b>PP-NS-878</b>	PP-NS-697
<b>Westmed</b> <small>When Your Care Is Critical</small>	<b>PP-NS-917</b>	New

The Quake® product on Thayer's expiring agreement (PP-NS-698) will move to Thayer's Respiratory Therapy agreement (PP-NS-732) effective May 1, 2015.

Westmed has been awarded a Technology Breakthrough contract effective March 1, 2016.

#### Financial considerations:

- Reimbursement
- Leasing options
- Consumable costs
- Expense of clinician time if needed for therapy

#### Patient safety and satisfaction:

- Patient ease of use
- Patient preference for a technique
- Improved lung function
- Infection prevention
- Size ranges available

#### Roadblocks to conversion:

- Existing supplier relationships

**Full launch content and additional resources available**

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

## Anti-infection Site Dressings

Effective August 1, 2017


Expires July 31, 2020

### Products available

This category includes dressing products that have been impregnated with antimicrobial agents such as chlorhexidine gluconate (CHG) or silver that are specifically designed to reduce infection at venous, arterial, percutaneous vascular access sites.

### Class of trade

The agreement is available for acute care, city/county/state hospitals, psychiatric hospitals, teaching hospitals, surgery centers, clinics, nursing homes, home health care, dialysis centers, single service facilities (outpatient without a retail pharmacy) or health care centers.

Awarded supplier		
Supplier	New	Expiring
	<b>PP-NS-1059</b>	PP-NS-721

The current agreement with DeRoyal (PP-NS-885) expires July 31, 2017.

<a href="#">J&amp;J</a>	Tim Hinueber	612.209.4111	<a href="mailto:thinuebe@its.jnj.com">thinuebe@its.jnj.com</a>
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**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 this agreement

A Participating Member Designation Form (PMDF) is required for all tiers to access the agreement. J&J will not pre-slot members as they have in the past.

- Acute care facilities must sign Exhibit A-2.
- Alternate care facilities must sign Exhibit A-2a.
- Alternate care Tier 1 is initiated by the seller's authorized distributors.
- See Exhibit A-1 for class of trade definitions and eligibility.

### Aggregation opportunities

Aggregation is allowed for systems with facilities that are owned, leased or managed by a common headquarters with legal and financial authority.

### Other key value and terms

- Pricing is firm for the term of the agreement.
- J&J's new agreement offers a 1.9 percent increase overall compared to the expiring agreement.
- Available through distribution: J&J
- Available direct: J&J

**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:

- **Transparent Dressings:** Dressings consisting of a wide range of materials, sometimes containing medication, placed directly against the wound and transparent allowing for visual inspection of the site being monitored

## Arterial Blood Gas Kits

Effective December 1, 2017

Expires November 30, 2020

### Products and services available

This category includes products packaged in kits used by healthcare workers to obtain arterial blood samples to determine the concentration of oxygen, carbon dioxide and bicarbonate, as well as pH, in the blood.

### Class of trade

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

<a href="#">Smiths Medical</a>	Juliet Larson	972.679.0889	<a href="mailto:juliet.larson@smiths-medical.com">juliet.larson@smiths-medical.com</a>
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**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.

### Aggregation opportunities

Aggregation is allowed for members which own and centrally manage multi-facility systems and have the ability to drive purchasing decisions.

### Other key value and terms

- Pricing is firm for the term of agreement.
- Financial analysis reveals Smiths Medical has a 0.3 percent increase compared to the expiring agreement pricing.
- Members will be charged actual freight costs and a \$50 handling fee for orders less than \$300.
- Smiths Medical 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

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

- **Blood Gas Analyzers, Reagents, Consumables and Service:** Analyzers that measure the pH of blood and the amount of oxygen and carbon dioxide in the blood
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **Hemodynamic Monitoring Products and Accessories:** Arterial catheters and lines
- **Point of Care (POC) Blood Gas and Additional Tests:** Hand-held analyzer device used for blood gas testing and additional tests at the patient's bedside

Awarded supplier		
Supplier	New	Expiring
<a href="#">smiths medical</a> <small>bringing technology to life</small>	<b>PP-NS-1101</b> <b>AS-NS-1101</b>	PP-NS-861 AS-NS-861

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

## Baby Products

Effective July 1, 2017

Expires June 30, 2020

### Products and services available

This category includes hair and skin care items such as baby lotions, ointments, baby washes, baby shampoo, baby powder, cornstarch and supplies designed for use in the pediatric patient populations (neonate to young child).

### Class of trade

Cardinal is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

<a href="#">Cardinal</a>	Jeff Easterling	704.219.6830	<a href="mailto:jeff.easterling@cardinalhealth.com">jeff.easterling@cardinalhealth.com</a>
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**Note:** Supplier contact information is current as of April 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of the agreement.
- Moving from Cardinal's new Tier 1 to Tier 2 offers 7.1 percent savings.
- Available through distribution: Cardinal


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

### Full launch content and additional resources available

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### Related categories

- **Breast Pump Equipment and Accessories:** Breast pump equipment, garments, ointments and accessories used during lactating process
- **Infant Diapers and Related Products:** Disposable diapers designed in various sizes ranging from preemie/neonate to youth
- **Neonatal Specialty Products:** Enteral products, umbilical catheters and PICCS, phototherapy eye shields and other specialty products
- **Neonatal Developmental Products:** Pacifiers, sucrose, positioners, nesting props, bathing systems, swaddle cloths, pads and incubator covers

Awarded supplier		
Supplier	New	Expiring
 CardinalHealth	<b>PP-NS-1065</b>	New

Current agreements with Johnson & Johnson (PP-WC-123), Dudley (PP-WC-124) and Kerma Medical (PP-WC-125) expire June 30, 2017.

#### Financial considerations:

- Package sizes
- Restocking fees

#### Patient safety and satisfaction:

- Fragrance allergies
- Skin sensitivity and protection
- Toxicity testing
- Ingredient composition

#### Roadblocks to conversion:

- Existing supplier relationships
- Mother's preference
- Class of trade restrictions



## Bandages, Dressings and Gauze

Effective October 1, 2016

Expires October 31, 2019

### Products available

This category includes adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings and alcohol prep pads.

### Class of trade

- Medi-Tech and Tetra are available to acute care, continuum of care and Premier REACH™ members.
- Covidien is available to specific acute care, non-acute healthcare, schools, colleges and universities. See value analysis toolkit for more details.

<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">Medi-Tech</a>	Jennifer Porter	954.648.2195	<a href="mailto:jennifer.porter@@medi-techintl.com">jennifer.porter@@medi-techintl.com</a>
<a href="#">Tetra</a>	Barbara Hoffman	847.647.0590	<a href="mailto:barb@tetramed.com">barb@tetramed.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with all suppliers.
- Covidien requires a Primary Group Designation Form, if not previously declared.

### Aggregation opportunities

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

- Covidien requires that members are able to influence purchasing decisions.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Medi-Tech and Tetra offer early payment discounts.
- Covidien offers 2.7 percent savings overall compared to the expiring agreement.
- Covidien offers a quick start incentive. There is a 5 percent rebate for converting members.
- Covidien has a 3 percent direct order fee.
- Medi-Tech offers 3.2 percent savings overall compared to the expiring agreement.
- Tetra offers 2.5 percent savings overall compared to the expiring agreement.
- **Tetra is the low-cost supplier on crossed items.**
- Available through distribution: Covidien, Medi-Tech and Tetra
- Available direct: Covidien and Tetra

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

### Awarded suppliers

Supplier	New	Expiring
 <b>COVIDIEN</b>	<b>PP-NS-976</b> <b>AS-NS-976</b>	PP-NS-793 AS-NS-793
 <b>MEDI-TECH</b> International Corporation	<b>PP-NS-977</b>	PP-NS-794
 <b>TETRA</b> MEDICAL SUPPLY CORP.	<b>PP-NS-978</b>	PP-NS-795

Medi-Tech and Tetra are women-owned businesses (WBE).

#### Financial considerations:

- Premium versus economy product
- Value-adds
- Minimum order requirements
- Early payment discounts

#### Patient safety and satisfaction:

- USP VII standards
- Antimicrobial dressings
- Safety features available (e.g., color alert, low linting)
- Latex allergies

#### Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions

**Full launch content and additional resources available**

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**Related categories**

- **Cohesive Bandages**: Self-adherent elastic wrap that functions like tape which sticks to itself and not to the patient's skin
- **Lap Sponges, OR Towels and Specialty Sponges**: Lint-free sponges, gauze packing and X-ray detectable gauze
- **Skin Integrity: Prevention, Healing and Support**: Advanced wound care and patient cleansing, that includes patient cleansing and skin care items
- **Tape Products**: Strips of strong woven fabric or other materials used to bind or hold bandages in place
- **Transparent Dressings**: Dressings used to cover catheter sites and secure devices to the skin while allowing visibility of the site

## Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

### Products available

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

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

### Class of trade

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

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms


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

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

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### Awarded supplier

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

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

### Financial considerations:

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

### Patient safety and satisfaction:

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

### Roadblocks to conversion:

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

## Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

### Related categories

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

## Bladder Scanners

Effective June 1, 2017

Expires May 31, 2020

### Products and services available

This category includes equipment used as a non-invasive method of assessing bladder volume and other bladder conditions to determine the amount of urine retention or post-void residual urine.

### Class of trade

- Laborie is available to acute care, non-acute healthcare and non-healthcare facilities. Long term care classes of trade are excluded from purchasing under this agreement.
- Medline is available to acute care, non-acute healthcare and surgery centers.

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

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

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms



- Pricing is firm for the term of the agreement with both suppliers.
- Laborie's new agreement offers 3.8 percent savings overall compared to the expiring agreement.
- Medline's new agreement offers 1.4 percent savings overall compared to the expiring agreement.
- **Laborie is the overall low-cost supplier on crossed items.**
- Available through distribution: Laborie and Medline
- Available direct: Laborie and Medline
- S2S Global also offers ultrasound gel. See [S2S Global Master agreement launch document](#) for details.

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

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### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1037</b>	PP-NS-823
	<b>PP-NS-1038 AS-NS-1038</b>	PP-NS-822

Laborie is a small business enterprise (SBE).  
Laborie acquired Mediwatch.

### Financial considerations:

- Reimbursement
- Availability of loaners
- Warranties
- Maintenance and calibration costs
- Potential time, supply and length of stay savings compared to catheterization

### Patient safety and satisfaction:

- Patient population e.g., male, female, adult, child
- Patient comfort
- Lower risk of infection compared to catheterization
- Results are available immediately

### Roadblocks to conversion:

- Existing supplier relationships

## Bladder Scanners

Effective June 1, 2017

Expires May 31, 2020

### Related categories

- **Physical Therapy Products:** Physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability (includes ultrasound gel which is used with bladder scanner equipment)
- **Ultrasound (Radiology, Cardiology, Hand Carried):** Ultrasound equipment, disinfection systems and service agreements for radiology, cardiology, and hand carried ultrasound systems



## Bowel Management

Effective January 1, 2017

Expires March 31, 2020

### Products and services available

This category includes products specifically designed to safely and reliably divert, collect or contain non-surgically induced gastrointestinal waste created by bedridden, immobilized or critically ill patients in hospitals, nursing homes, rehabilitation centers or home health.

### Class of trade

All suppliers have class of trade restrictions. See value analysis toolkit for details.

- Bard is available to select acute care and non-acute healthcare providers.
- Coloplast is available only to members who purchase products for their "own use."
- ConvaTec is available to hospital members.

<a href="#">Bard</a>	Robert Anderson	770.784.6164	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">Coloplast</a>	Lisa Mulry	631.943.0750	<a href="mailto:uslam@coloplast.com">uslam@coloplast.com</a>
<a href="#">ConvaTec</a>	Keith Roberts	513.368.4764	<a href="mailto:keith.roberts@convatec.com">keith.roberts@convatec.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Bard.
- Coloplast requires a PMDF/PA for Tier 1.
- ConvaTec requires a PMDF/PA for all tiers.

### Aggregation opportunities




- Bard allows aggregation for multi-facility systems and established networks for Tier 3 only.
- ConvaTec allows aggregation for multi-facility IDNs that have the ability to make purchasing decisions for their owned, leased and managed facilities.
- Aggregation with Coloplast is not applicable due to single tier offering.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Bard offers 4.7 percent savings overall compared to the expiring agreement.
- For the initial 90 days of this agreement, Bard will grandfather all member tier designations from PP-NS-800. This clause only serves to grandfather the member's tier designation. Pricing implications will vary on an individual basis.
- Coloplast offers a niche transanal irrigation system for patients with neurogenic bowel dysfunction (NBD).
- ConvaTec offers 11.1 percent savings overall compared to the expiring agreement.
- **ConvaTec is the overall low-cost supplier.**
- Available through distribution: Bard and ConvaTec
- Available direct: Bard and Coloplast

**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
 <b>BARD</b>	<b>PP-NS-991</b>	PP-NS-800 AS-NS-800
 <b>Coloplast</b>	<b>PP-NS-992</b>	New
 <b>ConvaTec</b>	<b>PP-NS-993</b> <b>AS-NS-993</b>	PP-NS-799

#### Financial considerations:

- Reimbursement
- Reduces the risk of infection, which may shorten length of stay

#### Patient safety and satisfaction:

- Fecal contamination
- Skin breakdown concerns
- Odor control
- Patient dignity
- Leakage

#### Roadblocks to conversion:

- Existing supplier relationships
- Clinician preference

## Bowel Management

Effective January 1, 2017

Expires March 31, 2020

### Full launch content and additional resources available

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

- **Enterostomal Therapy Products**: Products used in the treatment of patients with surgically constructed connections between the large and small intestines (colon and ileum) and between the urinary tract (bladder, urethra, ureters) and the skin to permit the removal of gastrointestinal and urinary waste products from the body

## Breast Pump Equipment and Accessories

Effective April 1, 2017

Expires March 31, 2020

### Products and services available

This category includes breast pump equipment and products required for use during the breastfeeding process (e.g. capital equipment, garments, ointments and accessories used during lactating process).

### Class of trade

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

<a href="#">Medela</a>	Jason Patterson	800.435.8316 x556	<a href="mailto:jason.patterson@medela.com">jason.patterson@medela.com</a>
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**Note:** Supplier contact information is current as of January 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of the agreement.
- Medela offers 3.3 percent savings overall compared to the expiring agreement.
- Medela offers value-adds such as trade-in credits, new account credits, milk warmer bulk order programs and multi-category incentives.
- Medela charges a \$20 fee for orders less than \$500.
- Available through distribution: Medela
- Available direct: Medela

**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

- **Infant formula:** Infant formula (powder and liquid), nursers, bottles, nipples and water

### Awarded supplier

Supplier	New	Expiring
<b>medela</b> 	<b>PP-NS-1031</b> <b>AS-NS-1031</b>	PP-WC-119 AS-WC-119

Current agreements with Genadyne (PP-WC-120) and Hygeia (PP-WC-121) expire March 31, 2017.

Creche (PP-WC-161) expired October 20, 2016.

### Financial considerations:

- Acquisition options e.g. rent, lease, purchase
- Consignment programs
- Disposables costs
- Insurance coverage
- Minimum order requirements
- Value-adds

### Patient safety and satisfaction:

- Comfort and fit
- Educational materials
- Efficiency
- Hand-free pumping option
- Premie option
- Transportation and assembly
- Cleaning and infection prevention

### Roadblocks to conversion:

- Existing supplier relationships
- Insurance coverage
- User preference
- Lactation consultant preference
- Availability of disposables for mother after leaving hospital

## Catheter/Tube Securement and Stabilization Products Effective September 1, 2017

Expires August 31, 2020

### Products and services available

This category includes suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids.

Products in this category do not include endotracheal or tracheostomy tube holders and urological securement devices which can be found in related categories.

### Class of trade

- Access Scientific, BioDerm and I.V. House are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M and Bard are available to acute care and non-acute healthcare facilities.

<a href="#">3M</a>	Roger Ratliff	214.676.9818	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
<a href="#">Access Scientific</a>	Phil Royston	913.626.1545	<a href="mailto:proyston@accessscientific.com">proyston@accessscientific.com</a>
<a href="#">Bard</a>	Robert Anderson	770.784.6164	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">BioDerm</a>	James Terpstra	616.335.4149	<a href="mailto:jterpstra@bioderminc.com">jterpstra@bioderminc.com</a>
<a href="#">I.V. House</a>	Lisa Vallino	314.956.7975	<a href="mailto:lisa@ivhouse.com">lisa@ivhouse.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 3M, Access Scientific, Bard and I.V. House.
- A PMDF/PA is not required with BioDerm due to single tier offering.

### Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 3M, Access Scientific, BioDerm and I.V. House.
  - 3M requires facilities to independently commit to the participation required by the tier.
- Bard allows aggregation for multi-facility systems and established networks of facilities.

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 3M offers 1.7 percent savings overall compared to the expiring agreement.
- BioDerm offers a 12 percent increase overall compared to the expiring agreement.
- Bard is the overall low-cost supplier on crossed items for stabilization devices.
- Bard offers grandfathered pricing for the first 12 months of the agreement.
- Access Scientific is the overall low-cost supplier on crossed items when transparent dressing costs included.
- Available through distribution: 3M, Access Scientific, BioDerm and I.V. House
- Available direct: Access Scientific, Bard, BioDerm and I.V. House

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

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-1077	PP-NS-852 AS-NS-852
	PP-NS-1078	New
	PP-NS-1079 AS-NS-1079	New
	PP-NS-1080	PP-NS-853
	PP-NS-1081	New

Access Scientific and BioDerm are small business enterprises (SBE). I.V. House is a woman-owned business enterprise (WBE).

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

## Catheter/Tube Securement and Stabilization Products    Effective September 1, 2017

Expires August 31, 2020

### Full launch content and additional resources available

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### Related categories

- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits including the access catheters, securement devices and the maximum barrier kits
- **Endotracheal Tubes and Related Products:** Tubes designed to deliver oxygen or anesthesia to the patient (tube holders included)
- **IV Site Management and Accessories:** Kits and products used in the maintenance of IV insertion sites (e.g., IV start kits, central line dressing kits, IV catheter securement devices)
- **PICC and Midline Access Products:** PICCs, midline catheters and supplies
- **Tracheostomy Tubes and Related Products:** Products used to keep the trachea open due to airway obstruction (tube holders included)
- **Transparent Dressings:** Dressings used in wound management that are transparent allowing for visual inspection of the site being monitored
- **General Urological Products:** Foley catheters, Foley catheter trays, urine meters, drainage bags, urinary catheter securement devices, urethral trays, irrigation trays and midstream catch kits

## Central Venous Access Products

Effective July 1, 2017

Expires June 30, 2020

### Products and services available

This category includes central venous access catheters, sheaths, dilators and kits including the access catheters, securement devices and the maximum barrier kits.

### Class of trade

- Agreements with Access Scientific, Centurion and Medcomp are available to acute care, non-acute healthcare and non-healthcare facilities.
- Arrow/Teleflex and Bard have class of trade exclusions. See the value analysis toolkit for details.

<a href="#">Access Scientific</a>	Phil Royston	858.259.8333	<a href="mailto:proyston@accessscientific.com">proyston@accessscientific.com</a>
<a href="#">Arrow/Teleflex</a>	Dan Kuni	480.280.4914	<a href="mailto:dan.kuni@teleflex.com">dan.kuni@teleflex.com</a>
<a href="#">Bard</a>	Robert Anderson	770.329.4556	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">Centurion</a>	Adrienne Croissant	618.206.8356	<a href="mailto:acroissant@centurionmp.com">acroissant@centurionmp.com</a>
<a href="#">Medcomp</a>	Adam Brody	609.456.3856	<a href="mailto:abrody@medcompnet.com">abrody@medcompnet.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities






- Access Scientific, Centurion and Medcomp allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
  - Medcomp requires GPO facilities to independently meet the participation required by the applicable tier.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at the seller's discretion, established networks of facilities. Aggregation is limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Bard allows aggregation for multi-facility systems and established networks of facilities.

### Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Access Scientific's new agreement offers flat pricing compared to its expiring agreement.
- Arrow/Teleflex's new agreement offers 8.6 percent increase overall compared to its expiring agreement.
- Bard will grandfather local member pricing for the first 12 months of this agreement. See the value analysis toolkit for details.
- **Centurion is the low-cost suppliers for non-tunneled catheters.**
- **Medcomp is the low-cost supplier for tunneled catheters.**
- Available through distribution: Access Scientific, Arrow/Teleflex, Centurion and Medcomp
- Available direct: Access Scientific, Arrow/Teleflex, Bard, Centurion and Medcomp

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1047</b>	PP-NS-997
	<b>PP-NS-1051</b>	PP-NS-829 AS-NS-829
	<b>PP-NS-1048</b>	New
	<b>PP-NS-1049</b> <b>AS-NS-1049</b>	New
	<b>PP-NS-1050</b>	New

Access Scientific is a small business enterprise (SBE).

#### Financial considerations:

- Reimbursement
- Utilization of antimicrobial catheters
- Standard vs. custom kits
- Decreased complications and length of stay
- Value-adds e.g. additional discounts

#### Patient safety and satisfaction:

- Central-line associated bloodstream infections (CLABSIs)
- Electronic medical record (EMR) compatibility
- French sizes and number of lumens available

#### Roadblocks to conversion:

- Existing supplier relationships



## Central Venous Access Products

Effective July 1, 2017

Expires June 30, 2020

### Full launch content and additional resources available

- [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

- **Catheter/Tube Securement and Stabilization Products**: Suture-less securement and stabilization products
- **Implantable Infusion Ports**: Implanted devices used to provide access in the delivery of medications into the patient's bloodstream
- **PICC and Midline Access Products**: PICCs and midline catheters and supplies
- **Transparent Dressings**: Dressings that are used to cover catheter sites and secure devices to the skin while allowing visibility of the site

## Chlorhexidine Gluconate (CHG) Skin Prep Products

Effective August 1, 2017

Expires July 31, 2020

### Products available

This category includes minimum 2 percent chlorhexidine gluconate (CHG) and 70 percent isopropyl alcohol (ISA) chemical antiseptic products and solutions which are used as pre-surgical or interventional procedural scrubs or as a general wound cleanser designed to reduce blood stream infections.

### Class of trade

- BD/CareFusion is available to U.S. healthcare providers, not including retail pharmacies, other retail and contract research organizations (CROs).
- PDI is available to acute care, non-acute healthcare and non-healthcare facilities.

<a href="#">BD/CareFusion</a>	Zack Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
<a href="#">PDI</a>	Jennifer Marsh	214.718.7297	<a href="mailto:jennifer.rhoda@pdihc.com">jennifer.rhoda@pdihc.com</a>

**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)/electronic price activation (PA) is required at Tier 2 and higher with both suppliers.

### Aggregation opportunities

- BD/CareFusion allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities with the ability to influence purchasing decisions.
- PDI allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.



### Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- BD/CareFusion's new agreement offers 0.52 percent increase overall compared to its expiring agreement.
- PDI offers grandfathered pricing for those members who received grandfathered pricing on PP-NS-848.
- PDI's new agreement offers 0.2 percent savings overall compared to its expiring agreement.
- PDI is the low-cost supplier on crossed items.
- Available through distribution: CareFusion and PDI
- Available direct: PDI

**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.
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Awarded suppliers		
Supplier	New	Expiring
	PP-NS-1057 AS-NS-1057	PP-NS-847 AS-NS-847
	PP-NS-1058	PP-NS-848

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

## Chlorhexidine Gluconate (CHG) Skin Prep Products

Effective August 1, 2017

Expires July 31, 2020

### Related categories

- **Anti-infection Site Dressings:** Dressing products that have been impregnated with antimicrobial agents such as CHG
- **Bedside Procedure Trays:** Trays with CHG prepping solutions
- **IV Site Management and Accessories:** Kits and trays with CHG prepping solutions
- **Patient Cleansing and Skin Care (Bag-based):** Single application products packaged in a disposable bag, including the pre-packaged CHG wipes
- **Specialty Distribution – Laboratory and/or Research Products:** Skin prep products included
- **Surgical Hand Preps:** Solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures
- **Surgical Patient Prep Products:** Solutions such as one-step, surgical scrubs and patient products used to disinfect and prep the patient's skin prior to the surgical incision

## Closed Ventilation Suction

**Effective November 1, 2015**

**Expires February 28, 2019**

### Products available

This category includes products used in neonate, pediatric and adult patients to aspirate or suction the bronchial tree or trachea with an endotracheal tube or tracheostomy.

The products are designed so that they do not require removing the patient from ventilator support or breaking the closed circuit of the ventilation system for each suctioning episode.

### Class of trade

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

<a href="#">Halyard Health</a>	Janis Harvey	770.587.8388	<a href="mailto:janis.harvey@hyh.com">janis.harvey@hyh.com</a>
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**Note:** Supplier contact information is current as of July 1, 2015. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms


- Pricing is firm for the first 12 months of the agreement; thereafter, Halyard will increase pricing 2.8 percent in aggregate for the remaining 24 months.
- Year 1: Halyard offers flat pricing compared to the expiring agreement.
- Years 2 and 3: Halyard offers an overall 2.8 percent increase compared to the expiring agreement.
- Halyard offers conversion and loyalty rebates.
- Products are available direct from Halyard and through distribution.

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

### Full launch content and additional resources available

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

### Awarded supplier

Supplier	New	Expiring
 <b>HALYARD</b> <small>FORMERLY KIMBERLY-CLARK HEALTH CARE</small>	<b>PP-NS-884</b> <b>AS-NS-884</b>	PP-NS-725

### Financial considerations:

- Reimbursement
- 24-hour vs. 72-hour catheter costs, i.e. change outs
- Value-adds e.g. rebates for loyalty programs and conversions

### Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP) rate reduction
- Catheter change out timeframe
- Catheter lengths and diameters available for patient population

### Roadblocks to conversion:

- Existing supplier relationships

## Closed Ventilation Suction

Effective November 1, 2015

Expires February 28, 2019

### Related categories

- **Endotracheal Tubes and Related Products:** Tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, measured dose inhaler (MDI) holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies and humidification products and resuscitation bags
- **Suction Canisters, Yankauers and Tubing:** suction canisters, Yankauers, tubing (sterile and non-sterile) and solidifiers used for the purpose collecting medical waste

## Cohesive Bandages

Effective February 1, 2017

Expires January 31, 2020

### Products available

This category includes self-adherent elastic wrap that functions like tape which sticks to itself and not to the patient's skin.

### Class of trade

- Andover and S2S are available to acute care, continuum of care and Premier REACH™ members.
- 3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

<a href="#">3M</a>	Rodger Ratliff	651.575.3608	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
<a href="#">Andover</a>	Kevin Thomas	615.545.6658	<a href="mailto:kthomas@andoverhealthcare.com">kthomas@andoverhealthcare.com</a>
<a href="#">S2S</a>	Chris McCaw	804.310.0034	<a href="mailto:chris_mccaw@premierinc.com">chris_mccaw@premierinc.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

- 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- 3M offers a 4.9 percent increase overall compared to the expiring agreement.
- Andover offers 2.8 percent savings overall compared to the expiring agreement.
- Andover offers an early conversion incentive and CoFlex brand conversion incentive.
- **S2S is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, Andover and S2S
- Available direct: S2S (S2S will ship direct if member can accept container shipments)

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-998</b>	PP-NS-809
	<b>PP-NS-999</b> <b>AS-NS-999</b>	PP-NS-810 AS-NS-810
	<b>PP-S2-001X</b> <b>AS-S2-001X</b>	New

Andover is a small business enterprise (SBE).

#### Financial considerations:

- Cohesive bandages in kits vs. individual purchase
- Reimbursement
- Value-adds e.g. early conversion incentives and product discounts

#### Patient safety and satisfaction:

- Patient comfort
- Bandages not made with natural rubber latex offered
- Ease of tearing by hand vs. scissors
- Colors and kid prints available

#### Roadblocks to conversion:

- Existing supplier relationships



## Cohesive Bandages

Effective February 1, 2017

Expires January 31, 2020

### Related categories

- **Adhesive Skin Closures:** Adhesive products used to externally hold skin together over incisions or wounds
- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Skin Integrity:** Multi-layer compression wraps used to treat and prevent edema and venous inefficiencies
- **Tape Products:** Narrow strips of strong woven fabric, or materials utilized to bind or hold something in place
- **Transparent Dressings:** Dressings used in wound management which allow for visual inspection of the site

## Dialysis Products and Accessories

Effective November 1, 2017

Expires October 31, 2020

### Products and services available

This category includes capital, consumables, fluids and pharmacological products associated with the treatment and support of acute or chronic renal disease or failure patients being treated through hemodialysis, peritoneal dialysis or continuous renal replacement therapy (CRRT).

### Class of trade

- AngioDynamics and Medcomp are available to acute care, non-acute healthcare and non-healthcare facilities. See value analysis toolkit for details.
- Arrow/Teleflex, Bard Access, Bard Peripheral, B. Braun and Covidien are available to acute care and non-acute healthcare facilities. See value analysis toolkit for restrictions and details.

<a href="#">Angio-Dynamics</a>	Scott Centea	518.798.1215	<a href="mailto:scentea@angiodynamics.com">scentea@angiodynamics.com</a>
<a href="#">Arrow/Teleflex</a>	Dave Price	919.544.8000	<a href="mailto:corpsls@teleflex.com">corpsls@teleflex.com</a>
<a href="#">Bard Access</a>	Robert Anderson	770.784.6164	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">Bard Peripheral</a>	Robert Anderson	770.784.6164	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">B. Braun</a>	Sam Amory	610.691.5400	<a href="mailto:sam.amory@bbraun.com">sam.amory@bbraun.com</a>
<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.i.goodall@medtronic.com">greg.i.goodall@medtronic.com</a>
<a href="#">Medcomp</a>	Adam Brody	215.256.4201	<a href="mailto:abrody@medcompnet.com">abrody@medcompnet.com</a>

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








### How to operationalize these agreements

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

### Aggregation opportunities

- AngioDynamics allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. The aggregation option is intended for owned, leased, or managed (OLM) systems or GPOs that have market share of 40 percent for Tier 2 or 60 percent for Tier 3 with AngioDynamics based on the annual spend data.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at seller's discretion, established networks of facilities. Aggregation is limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Bard Access and Bard Peripheral allow aggregation for multi-facility systems and established networks of facilities.
- B. Braun allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.

### Awarded suppliers

Supplier	New	Expiring
 <b>angiodynamics</b>	<b>PP-NS-1087</b>	PP-NS-864
 <b>Teleflex®</b>	<b>PP-NS-1093</b>	PP-NS-867
 <b>ACCESS</b>	<b>PP-NS-1089</b>	PP-NS-865
 <b>PERIPHERAL</b>	<b>PP-NS-1090</b>	PP-NS-866
 <b>BRAUN</b> SHARING EXPERTISE	<b>PP-NS-1088</b>	PP-NS-868
 <b>COVIDIEN</b>	<b>PP-NS-1092</b> <b>AS-NS-1092</b>	PP-NS-862 AS-NS-862
 <b>medCOMP</b>	<b>PP-NS-1091</b>	PP-NS-863

The current agreement with Diasol (PP-NS-869) expires October 31, 2017.

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

**ASCEND®:** This category has been designated as Peak – Select PPI. Visit the [ASCEND portal](#) for ASCEND launch materials.

### Aggregation opportunities (continued)

- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Medcomp allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. GPO facilities must independently meet the participation required by the applicable tier.

### Other key value and terms

- Pricing is firm for the term of the agreement with AngioDynamics, Bard Access, Bard Peripheral, B. Braun and Medcomp.
  - Covidien pricing is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- AngioDynamics offers 6.6 percent savings compared to its expiring agreement pricing.
- AngioDynamics will grandfather member tier designations from PP-NS-864 for the initial 120 days of this agreement. Members are entitled to the prices associated with those tiers within this agreement.
- Arrow/Teleflex has a 0.4 percent increase compared to its expiring agreement pricing.
- Bard Access offers flat pricing compared to its expiring agreement pricing.
- Bard Peripheral offers 3.8 percent savings compared to its expiring agreement pricing.
- Bard Access and Bard Peripheral will grandfather member pricing under individual agreements for the first 12 months of the Premier agreement if superior to the member's qualifying tier. Members are required to maintain historical purchasing compliance levels.
- B. Braun offers 1.0 percent savings compared to its expiring agreement pricing.
- Covidien offers 12.6 percent savings compared to its expiring agreement pricing.
- Medcomp has a 0.2 percent increase compared to its expiring agreement pricing.
- **Arrow/Teleflex is the overall low-cost supplier on crossed items.**
- Available through distribution: Arrow/Teleflex, B. Braun, Covidien, Medcomp
- Available direct: AngioDynamics, Arrow/Teleflex, Bard Access, Bard Peripheral, B. Braun, Covidien (3 percent direct order fee), Medcomp

**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

- **Patient Scales:** Medical scales and patient weighing systems
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **PICC and Midline Access Products:** Peripherally-inserted central venous catheters (PICCs) and midline catheters and supplies
- **Vascular Grafts:** Synthetic implants that are used to repair a vascular defect that provides blood flow or acts as a conduit for hemodialysis

## Disinfection Caps

September 1, 2016

Expires August 31, 2019

### Products and services available

This category includes alcohol-based disinfection caps used to disinfect the hub of the valves. A disinfection cap covers the needleless connector and protects it from touch and airborne contamination after it's been applied.

### Class of trade

- ICU Medical is available to acute care, continuum of care and Premier REACH™ members.
- 3M is available to acute care and non-acute healthcare members only.

<a href="#">3M</a>	Rodger Ratliff	214.676.9818	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
<a href="#">ICU Medical</a>	Doug Baran	215.321.5989	<a href="mailto:dbaran@icumed.com">dbaran@icumed.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with both suppliers.
- 3M requires facilities to independently commit to the participation required by the tier.

### Other key value and terms



- Pricing is firm for the term of both agreements.
- 3M offers 8.4 percent savings overall for Curoc compared to the expiring agreement.
- If members can convert 75 percent of Curoc spend to the new Jet cap, 3M offers 10.1 percent savings overall compared to the expiring agreement.
- ICU Medical is the overall low-cost supplier on crossed items.
- Available through distribution: 3M and ICU Medical
- Available through direct: ICU Medical

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

### Full launch content and additional resources available

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

### Awarded supplier

Supplier	New	Expiring
	<b>PP-NS-961</b> <b>AS-NS-961</b>	PP-NS-779 AS-NS-779
	<b>PP-NS-962</b>	New

3M [acquired](#) Ivera in March 2015.

ICU Medical [acquired](#) Excelsior in October 2015.

### Financial considerations:

- The cost of an alcohol swab vs. disinfection cap
- Lower cost of care and length of stay attributed to lower infection rates
- Grandfathering

### Patient safety and satisfaction:

- CLASBI guidelines
- Compatibility with needleless connectors
- Clinical compliance with protocol
- Kill times
- Colors available

### Roadblocks to conversion:

- Existing supplier relationships

## Disinfection Caps

September 1, 2016

Expires August 31, 2019

### Related categories

- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **Needleless Connectors:** Devices designed to allow connection of multiple IV sets and catheter hubs without the use of needles

## Disposable Labor and Delivery Products

Effective September 1, 2017

Expires August 31, 2020

### Products and services available

This category includes disposable undergarments, delivery kits, circumcision equipment/supplies, OB pads, amniotic hooks, baby garments, umbilical cord blood clamps, collection kits and other items required at the time of the delivery and birthing process.

### Class of trade

- DeRoyal, EME, Kerma and S2S Global are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A-1 in the value analysis toolkit for details.

<a href="#">Covidien</a>	Greg Goodall	757.450.9234	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">DeRoyal</a>	Matt Spalding	865.318.7435	<a href="mailto:mbspalding@deroyal.com">mbspalding@deroyal.com</a>
<a href="#">EME</a>	Vincent Abadie	800.423.2926	<a href="mailto:vabadie@emecompany.com">vabadie@emecompany.com</a>
<a href="#">Kerma</a>	Tammy Williams	757.398.8400	<a href="mailto:twilliams@kermamedical.com">twilliams@kermamedical.com</a>
<a href="#">S2S Global</a>	Chris McCaw	804.310.0034	<a href="mailto:chris_mccaw@premierinc.com">chris_mccaw@premierinc.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher with all suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

### Aggregation opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with DeRoyal, EME, Kerma and S2S Global.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

### Other key value and terms

- Pricing is firm for the term of the agreement with DeRoyal, EME, Kerma and S2S Global.
  - Covidien pricing is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien offers 2.2 percent savings overall compared to the expiring agreement.
- DeRoyal offers flat pricing overall compared to the expiring agreement.
- EME offers 5.4 percent savings overall compared to the expiring agreement.
- Kerma offers 3.3 percent savings overall compared to the expiring agreement.
- S2S Global is the low-cost supplier for those suppliers with more than 50 percent of crossed spend.**
- Available through distribution: Covidien, DeRoyal, EME, Kerma and S2S Global
- Available direct: Covidien (3% direct order fee), DeRoyal, EME and S2S Global (container shipments only)

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

### Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	<b>PP-NS-1069</b> <b>AS-NS-1069</b>	PP-WC-133 AS-WC-133
 DeRoyal®	<b>PP-NS-1071</b>	PP-WC-134
 EME	<b>PP-NS-1073</b>	PP-WC-136
 KERMA medical products	<b>PP-NS-1072</b>	PP-WC-137
 S2S GLOBAL	<b>PP-NS-1070</b> <b>AS-NS-1070</b>	New

EME is a small business enterprise (SBE). Kerma is a minority-owned business (MBE).

Current agreements with Divergent (PP-WC-135) and LSL (PP-WC-138) expire August 31, 2017.

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



## Disposable Labor and Delivery Products

Effective September 1, 2017

Expires August 31, 2020

### Full launch content and additional resources available

- [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

- **Fetal Monitoring:** Monitoring equipment provides continuous bedside monitoring of antepartum and intrapartum parameters to assist clinicians with additional information about the fetal and maternal physiologic conditions
- **Incontinence Products:** Briefs, underpads, wipes, control pads, mesh panties and undergarments used for moderate to severe urinary output and loss of bowel control

## Disposable Non-Sterile Protective Apparel

Effective December 1, 2015

Expires November 30, 2018

### Products available

The category consists of non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers.

### Class of trade

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

<a href="#">Cardinal Health</a>	Dan Clark	847.887.5513	<a href="mailto:daniel.clark@cardinalhealth.com">daniel.clark@cardinalhealth.com</a>
<a href="#">Encompass</a>	Tom Sweatt	817.233.8064	<a href="mailto:tom.sweatt@encompassgro.com">tom.sweatt@encompassgro.com</a>
<a href="#">Halyard Health</a>	Janis Harvey	770.587.8388	<a href="mailto:janis.harvey@hyh.com">janis.harvey@hyh.com</a>
<a href="#">ICP</a>	Liz MacLeod	314.447.6224	<a href="mailto:lmacleod@icpmedical.com">lmacleod@icpmedical.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>
<a href="#">Tronex</a>	Edmund Tai	973.335.2888 x129	<a href="mailto:etai@tronexcompany.com">etai@tronexcompany.com</a>
<a href="#">Welmed</a>	Denny Wright	847.363.8099	<a href="mailto:dennywright@welmed.us">dennywright@welmed.us</a>

**Note:** Supplier contact information is current as of April 5, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities









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

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal's new agreement offers an 8.1 percent savings overall compared to the expiring agreement.
- Halyard's new agreement offers flat pricing overall compared to the expiring agreement.
- ICP offers value-adds including multi-category, direct shipment and large order incentives.
- Medline's new agreement offers flat pricing overall compared to the expiring agreement.
- Tronex's new agreement offers 12.4 percent savings overall compared to the expiring agreement.
- **Tronex is the overall low-cost supplier on crossed items.**
- Available through distribution: Cardinal, Encompass, Halyard, ICP, Medline, Tronex, Welmed
- Available direct: Encompass, ICP, Medline, Tronex, Welmed

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-892</b>	PP-NS-726
	<b>PP-NS-895</b>	New
	<b>PP-NS-893</b>	PP-NS-728
	<b>PP-NS-896</b>	New
	<b>PP-NS-891</b>	PP-NS-727
	<b>PP-S2-001J AS-S2-001J</b>	PP-NS-751
	<b>PP-NS-894</b>	PP-NS-729
	<b>PP-NS-897</b>	New

Note: Encompass and Welmed are small businesses (SBE) and Tronex is minority-owned (MBE)

S2S offers gowns, coveralls, scrubs, coats, shoe covers and caps. See the [PremierPro® products launch document](#) for details.

#### Financial considerations:

- Value-adds
- Early payment discounts
- Minimum orders

#### User safety and satisfaction:

- AAMI level offerings
- Sizes available
- Coverage options

#### Roadblocks to conversion:

- Existing supplier relationships
- Clinical preference

## Disposable Non-Sterile Protective Apparel

Effective December 1, 2015

Expires November 30, 2018

### Full launch content and additional resources available

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

### Related categories

- **Exam Gloves**: Exam gloves used to provide barrier protection from exposure to blood or bodily fluids
- **Reusable Textiles and Services**: Apparel, robes, surgical textiles, etc.
- **Sterile Packs and Gowns**: Standardized drapes and gowns used during surgical procedures
- **Surgical and Isolation Masks**: Masks used as protective attire covering the mouth and nose

## Disposable Shower Sleeve and Cast Covers

**Effective June 1, 2015**

**Expires May 31, 2018**

### Products available

This category includes waterproof covers for casts, bandages, wounds, PICC lines, midline catheters and IVs.

### Class of trade

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

<a href="#">Cenorin</a>	Gerry Arambula	801.201.1553	<a href="mailto:garambula@cenorin.com">garambula@cenorin.com</a>
<a href="#">PSC Solutions</a>	Amy Miller	407.898.5001	<a href="mailto:amy.miller@showercovers.com">amy.miller@showercovers.com</a>

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

### How to operationalize these agreements

- PSC Solutions: Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for all tiers above the access tier. Tier 1 (distribution) and Tier 5 (direct) are the access tiers.
- Cenorin: PMDF/PA is not required due to single tier offering.

### Aggregation opportunities

- PSC Solutions: Aggregation allowed for multi-facility systems, GPOs and established networks.
- Cenorin: Aggregation is not applicable due to single tier.

### Other key value and terms


- Pricing is firm for the term with both suppliers.
- Financial analysis reveals that Cenorin is the overall low-cost supplier on crossed items.
- PSC offers value-adds for large orders (cases per order). These are one to two percent discounts based on thresholds.
- Available through distribution: Cenorin and PSC Solutions
- Available direct: Cenorin and PSC Solutions

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
<b>CENORIN™</b>	<b>PP-NS-886</b>	New
 <b>PSC Solutions, Inc.</b> <small>Preventative Shower Care Solutions</small>	<b>PP-NS-887</b>	New

Note: Cenorin is a small business enterprise (SBE) and PSC Solutions is a minority-owned business (MBE)

There is no ASCEND® award in this category.

#### Financial considerations:

- Savings attributed to decreased dressing changes – supplies and clinician time
- Value-adds
- Minimum orders

#### Patient safety and satisfaction:

- Patient comfort
- Ease of use
- Patient mobility
- May help to reduce the risk of infection

#### Roadblocks to conversion:

- Existing supplier relationships

## ECG Electrodes, Cables, Lead Wires and Defibrillator Pads

Effective October 1, 2017

Expires September 30, 2020

### Products and services available

This category includes non-capital electrocardiology (ECG) sensors and accessories used in cardiology-related physiological tracings meant to detect and relay information to ECG monitors (e.g., ECG electrodes, ECG associated cables and lead wires and electrophysiology related defibrillator pads).

### Class of trade

- Advantage Medical/LifeSync is available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A in the value analysis toolkit for details.

<a href="#">Advantage Medical/LifeSync</a>	Zachary Wunsch	954.745.3528	<a href="mailto:zwunsch@advantagemed.com">zwunsch@advantagemed.com</a>
<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with both suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

### Aggregation opportunities



- Advantage Medical/LifeSync allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

### Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Advantage Medical/LifeSync offers 3.6 percent savings overall compared to the expiring agreement.
- Advantage Medical/LifeSync offers a conversion incentive and volume rebate. See the value-adds section in the value analysis toolkit for details.
- Covidien offers 7.8 percent savings overall compared to the expiring agreement.
- Covidien offers a quick start rebate. See the value-adds section in the value analysis toolkit for details.
- Covidien has a \$90 fee for orders less than \$500.
- Available through distribution: Advantage Medical/LifeSync and Covidien
- Available direct: Advantage Medical/LifeSync and Covidien (3% direct order fee)

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

### Awarded suppliers

Supplier	New	Expiring
 <b>AMC</b> CONNECTING HEALTH AND TECHNOLOGY	<b>PP-NS-1083</b>	PP-NS-857
 <b>COVIDIEN</b>	<b>PP-NS-1082</b> <b>AS-NS-1082</b>	PP-NS-854 AS-NS-854

Advantage Medical/LifeSync is a small business enterprise (SBE).

The current agreements with Med-Dyne (PP-NS-856) and Vermed (PP-NS-855) expire September 30, 2017.

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

**Full launch content and additional resources available**

- [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**

- **Chart Paper and Related Products:** Medical chart paper for cardiology (ECG), monitoring (fetal and physiological), defibrillator, neurology, pharmacy, lab and video imaging
- **External Defibrillators and Related Products:** Manual external defibrillators and automated external defibrillators (AEDs), non-disposable cables and leads, proprietary dispersive pads, batteries, storage cases and cardiopulmonary resuscitation (CPR) devices
- **Physiological Monitoring Systems:** Monitoring systems for physiologic parameters such as respiratory rate, body temperature, non-invasive blood pressure and invasive blood pressure



## Electronic Thermometry

Effective June 1, 2017

Expires May 31, 2020

### Products available

This category includes patient thermometers for clinical use that measure temperatures within a minimum range of 95° to 106°F (35° to 41°C), as well as units that provide specialized probes for continuous monitoring.

### Class of trade

- Covidien is available to select acute care, non-acute healthcare and education facilities.
- Welch Allyn is available to select acute care and non-acute healthcare facilities.

<a href="#">Covidien</a>	Greg Goodall	757.450.9234	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">Welch Allyn</a>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with both suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for those members who do not have a PGDF on file.

### Aggregation opportunities



- Covidien allows aggregation for multi-facility systems and established networks of facilities with the ability to influence decisions.
- Welch Allyn allows aggregation for multi-facility systems and their owned or controlled facilities. Only acute care members may aggregate the volume of their owned or controlled facilities.

### Other key value and terms

- Covidien is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien's new agreement offers 2.9 percent savings overall compared to the expiring agreement.
- Covidien offers a 5 percent quick start incentive rebate.
- Welch Allyn pricing is firm for the term of the agreement.
- Welch Allyn's new agreement offers 0.9 percent savings overall compared to the expiring agreement.
- **Welch Allyn is the overall low-cost supplier on crossed items.**
- Available through distribution: Covidien and Welch Allyn
- Available direct: Covidien (3% direct order fee)

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

### Awarded suppliers

Supplier	New	Expiring
 <b>COVIDIEN</b>	<b>PP-NS-1035</b>	PP-NS-824
 <b>WelchAllyn</b>	<b>PP-NS-1036</b> <b>AS-NS-1036</b>	PP-NS-820 AS-NS-820

### Financial considerations:

- Maintenance and calibration costs
- Probe covers are the majority of the category spend
- Value-adds e.g. rebates

### Patient safety and satisfaction:

- Speed and accuracy of temperature readings
- Cleaning protocols
- Patient population (i.e. infant, pediatric, adult)

### Roadblocks to conversion:

- Existing supplier relationships
- Probe covers are proprietary

## Electronic Thermometry

Effective June 1, 2017

Expires May 31, 2020

### Full launch content and additional resources available

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

### Related category

- **Single-use Thermometers**: Disposable, single-use thermometers for both the adult and pediatric populations.

## Enterostomal Therapy Products

Effective January 1, 2017

Expires March 31, 2020

### Products and services available

This category includes products used in the treatment of patients with surgically constructed connections between the large and small intestines (colon and ileum) or between the urinary tract (bladder, urethra, ureters) and the skin to permit the removal of gastrointestinal and urinary waste products from the body.

### Class of trade

- ConvaTec is available to acute care, hospice, home health agencies, long-term care closed door pharmacies, skilled nursing facilities and DME suppliers.
- Hollister is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade restrictions.

<a href="#">ConvaTec</a>	Keith Roberts	513.368.4764	<a href="mailto:keith.roberts@convatec.com">keith.roberts@convatec.com</a>
<a href="#">Hollister</a>	Lisa Clarke	847.680.1000 x1244	<a href="mailto:lisa.clarke@hollister.com">lisa.clarke@hollister.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Hollister.
- ConvaTec requires PA/PMDF at all tiers. DME members must individually PA/PMDF the DME tier (Exhibit A-5). Signed PMDFs must be attached to DME price activations.

### Aggregation opportunities



- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities.
  - Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.
- Hollister allows aggregation for multi-facility systems, GPOs and established networks. Hollister requires aggregating facilities to commit 70 percent market share.

### Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- Products purchased under these agreements are for members' "own use" and may not be resold.
- ConvaTec offers 31.5 percent savings overall compared to the expiring agreement.
- Hollister offers 20.8 percent savings overall compared to the expiring agreement.
- Hollister offers a conversion rebate and an enterostomal therapy customer rebate.
- **Hollister is the overall weighted low-cost supplier on crossed items.**
- Available through distribution: ConvaTec and Hollister
- Available direct: Hollister

**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
 <b>ConvaTec</b>	<b>PP-NS-990</b>	PP-NS-801 AS-NS-801
 <b>Hollister</b>	<b>PP-NS-989</b> <b>AS-NS-989</b>	PP-NS-802

#### Financial considerations:

- Reimbursement
- Frequency of changing pouches and the associated cost
- Value-adds e.g. rebates

#### Patient safety and satisfaction:

- Skin breakdown concerns
- Odor control
- Patient's ability to change pouch and available education
- Patient comfort

#### Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions
- End-user preference

## Enterostomal Therapy Products

Effective January 1, 2017

Expires March 31, 2020

### Full launch content and additional resources available

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

### Related category

- **Bowel Management**: Products specifically designed to safely and reliably divert, collect or contain non-surgically induced gastrointestinal waste created by bedridden, immobilized or critically ill patients in hospitals, nursing homes, rehabilitation centers or home health

## Exam Gloves

**Effective May 1, 2016**

**Expires April 30, 2019**

### Products available

This category includes non-sterile examination gloves which are routinely used to provide barrier protection and prevent skin and mucous-membrane exposure when in contact with blood or other body fluids of any patient.

### Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members with some exclusions. See value analysis toolkit for more information.

<a href="#">Cardinal</a>	Dan Clark	847.887.5513	<a href="mailto:daniel.clark@cardinalhealth.com">daniel.clark@cardinalhealth.com</a>
<a href="#">Halyard</a>	Janis Harvey	770.587.8388	<a href="mailto:janis.harvey@hyh.com">janis.harvey@hyh.com</a>
<a href="#">IHC</a>	Mark Reiber	918.245.8400	<a href="mailto:mreiber@ihcsolutions.com">mreiber@ihcsolutions.com</a>
<a href="#">Medgluv</a>	Jerry Leong	954.586.5309	<a href="mailto:jleong@medgluv.com">jleong@medgluv.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with all suppliers except Medgluv.
- Medgluv offers a single tier where PMDF/PA is not required.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks for Cardinal, Halyard, IHC and Medline.
- Medgluv offers a single tier where aggregation is not applicable.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal offers 4 percent savings overall compared to the expiring agreement.
- Halyard offers 3.8 percent savings overall compared to the expiring agreement.
- IHC offers 14.4 percent savings overall compared to the expiring agreement.
- Medgluv offers 16.3 percent savings overall compared to the expiring agreement.
- Medline offers 5 percent savings overall compared to the expiring agreement.
- **Medgluv is the overall low-cost supplier.**
- Available through distribution: Cardinal, Halyard, IHC, Medgluv and Medline
- Available direct: Halyard, IHC, Medgluv and Medline

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

### Awarded suppliers

Supplier	New	Expiring
 <b>CardinalHealth™</b>	<b>PP-NS-934</b>	PP-NS-761
 <b>HALYARD</b> <small>FORMERLY KIMBERLY-CLARK HEALTH CARE</small>	<b>PP-NS-935</b>	PP-NS-763
 <b>INNOVATIVE HEALTHCARE CORPORATION</b>	<b>PP-NS-936</b>	PP-NS-766
 <b>Medgluv</b>	<b>PP-NS-937</b>	PP-NS-767
 <b>MEDLINE</b>	<b>PP-NS-933</b>	PP-NS-762
 <b>S2S GLOBAL</b>	<b>PP-S2-001I</b> <b>AS-S2-001I</b>	PP-NS-769

Note: IHC is a veteran-owned business (VET) and Medgluv is a minority-owned business (MBE)

Current agreements with Ansell (PP-NS-764), Sempermed (PP-NS-765) and Tronex (PP-NS-768) expire April 30, 2016.

#### Financial considerations:

- Cost of glove dispenser conversions
- Nitrile versus vinyl gloves

#### Patient/employee safety and satisfaction:

- AAMI level offerings
- Sizes available
- Colors available
- Patient and clinician allergies (e.g. latex)
- Chemotherapy usage – chemotherapy rated vs. tested

#### Roadblocks to conversion:

- Existing supplier relationships
- Some gloves are proprietary to dispensers
- Clinical preference

**Full launch content and additional resources available**

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- [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.
- [Exam glove specifications](#): An Excel spreadsheet detailing specifications by supplier by glove for product comparison.

**Related categories**

- **Disposable Non-sterile Protective Apparel**: Non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers.
- **Surgeon Gloves**: Sterile gloves used by the surgical scrub team to provide sterile protection to surgical staff and patients.



## Fall Management Footwear

Effective August 1, 2017

Expires July 31, 2020

### Products available

This category includes slippers used on patients in acute and non-acute facilities to prevent falls. These include skids and treads that are single-sided or dual-sided, as well as color coded, that are used for patients while in the hospital setting.

### Class of trade

- Agreements with Encompass and S2S Global are available to acute care, non-acute healthcare and non-healthcare facilities.
- Cardinal is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for details.

<b>Cardinal</b>	Fran McCormick	847.887.6148	<a href="mailto:fran.mccormick@cardinalhealth.com">fran.mccormick@cardinalhealth.com</a>
<b>Encompass</b>	Tom Sweatt	817.233.8064	<a href="mailto:tom.sweatt@encompassgroup.net">tom.sweatt@encompassgroup.net</a>
<b>S2S Global</b>	Chris McCaw	804.310.0034	<a href="mailto:chris_mccaw@premierinc.com">chris_mccaw@premierinc.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms




- Pricing is firm for the term of the agreement with all suppliers.
- Cardinal's new agreement offers 0.5 percent savings overall compared to its expiring agreement.
- Encompass' new agreement offers 3.3 percent savings overall compared to its expiring agreement.
- Encompass offers a conversion rebate. See value-adds section in the value analysis for details.
- S2S's new agreement offers flat pricing compared to its expiring agreement.
- **Encompass is the overall low-cost supplier on crossed items.**
- Available through distribution: Cardinal, Encompass, S2S Global
- Available direct: Encompass, S2S Global (container shipments only)

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
 CardinalHealth	<b>PP-NS-1055</b>	PP-NS-844
 Encompass	<b>PP-NS-1054</b>	PP-NS-845
 S2S GLOBAL	<b>PP-NS-1056</b> <b>AS-NS-1056</b>	PP-S2-001H AS-S2-001H

Encompass is a small business (SBE).

The current agreement with LSL (PP-NS-846) expires July 31, 2017.

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

## Fall Management Footwear

Effective August 1, 2017

Expires July 31, 2020

### Related categories

- **Restraints and Fall Prevention Products:** Fall prevention programs, visual cues, warning systems/monitors/alarms, and patient restraints or restraining garments and devices that limit the physical movement of the patient
- **Mobility Aids:** Canes, crutches, knee walkers, motorized scooters, walkers and wheelchairs
- **Physical Therapy Products and Exercise Equipment:** Products and equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, cubicle curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles, hamper bags and incontinence products
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids

## General Urological Products

Effective March 1, 2016

Expires February 28, 2019

### Products available

This category includes Foley catheters, Foley catheter trays, urine meters, drainage bags, urinary catheter securement devices, urethral trays, irrigation trays and midstream catch kits.

### Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members with some exclusions. See value analysis toolkit for more information.

<a href="#">Bard</a>	Robert Anderson	770.784.6164	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">Hollister</a>	Lisa Clarke	847.680.1000 x1244	<a href="mailto:lisa.clarke@hollister.com">lisa.clarke@hollister.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

- Bard allows aggregation for multi-facility systems and established networks.
- Hollister allows aggregation for multi-facility systems, GPOs and established networks.

### Other key value and terms

- Pricing is firm for the term with both suppliers.
- Bard offers a 0.01 percent savings compared to the expiring agreement.
- Bard is the overall low-cost supplier.
- Bard offers a growth incentive for Tier 3 eligible members.
- Available through distribution: Bard and Hollister
- Available direct: Hollister

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



### Full launch content and additional resources available

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

### Related category

- **Specialty Urological Products:** Products used primarily in the operating room by physicians for treatment of specific problems or for interventional procedures such as biopsies, stone removal or minor surgeries.

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-928</b> <b>AS-NS-928</b>	PP-NS-757 AS-NS-757 PP-NS-758*
	<b>PP-NS-929</b>	New

\*Bard [acquired](#) Rochester in November 2013.

Current agreements with Poiesis Medical (PP-NS-759) and Sterigear (PP-NS-760) expire February 29, 2016.

#### Financial considerations:

- Reimbursement
- Growth incentives

#### Patient safety and satisfaction:

- Patient comfort
- Allergies (e.g. latex)
- Silver/antimicrobial vs. non-silver catheters
- CAUTI guidelines

#### Roadblocks to conversion:

- Existing supplier relationships
- Patient satisfaction (e.g. converting from latex to silicone)

## Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

### Products and services available

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

### Class of trade

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

<a href="#">Biovigil</a>	Brent Nibarger (West)	818.203.8251	<a href="mailto:bnibarger@biovigilsystems.com">bnibarger@biovigilsystems.com</a>
	Scott Jeffery (East)	908.370.7143	<a href="mailto:sjeffery@biovigilsystems.com">sjeffery@biovigilsystems.com</a>
<a href="#">DebMed</a>	Ron Chappuis	224.567.3670	<a href="mailto:ron.chappuis@debmed.com">ron.chappuis@debmed.com</a>
<a href="#">GOJO</a>	Christopher Wood	330.255.6000	<a href="mailto:woodc@gojo.com">woodc@gojo.com</a>

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

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms

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

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

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

Biovigil is a small business enterprise (SBE).

### Financial considerations:

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

### Patient safety and satisfaction:

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

### Roadblocks to conversion:

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

## Hand Hygiene Monitoring Systems

Effective October 1, 2014

Expires January 31, 2018

### Full launch content and additional resources available

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

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

## Hemodynamic Monitoring Products and Accessories

Effective July 1, 2017


Expires June 30, 2020

### Products available

This category includes arterial catheters and lines, transducers, leads and cables, hemodynamic thermodilution catheters, invasive venous oximetry catheters (ScvO<sub>2</sub>), pulmonary artery catheters, closed injectates and injectate delivery systems for use with thermodilution catheters, temporary pulmonary artery pacing catheters, oximetry thermodilution catheters and all hemodynamic catheter insertion products and kits.

### Class of trade

- Agreements with ICU Medical and ReavillMED are available to acute care, non-acute healthcare and non-healthcare facilities.
- Arrow/Teleflex and Edwards have class of trade exclusions. See value analysis toolkit for specific class of trade availability.

Awarded suppliers		
Supplier	New	Expiring
 Teleflex	<b>PP-NS-1043</b>	PP-NS-837
 Edwards	<b>PP-NS-1046</b>	PP-NS-835
 ICU Medical	<b>PP-NS-1045</b>	PP-NS-836
 ReavillMED	<b>PP-NS-1044</b>	PP-NS-918*

\*ReavillMED previously included these products under their PICC and Midline Access Products agreement. ReavillMED is a small business enterprise (SBE).

<a href="#">Arrow/Teleflex</a>	Dan Kuni	480.280.4914	<a href="mailto:dan.kuni@teleflex.com">dan.kuni@teleflex.com</a>
<a href="#">Edwards</a>	Kristina Reyes	714.721.7220	<a href="mailto:kristina_reyes@edwards.com">kristina_reyes@edwards.com</a>
<a href="#">ICU Medical</a>	Mark Jorgensen	949.366.3550	<a href="mailto:mjorgensen@icumed.com">mjorgensen@icumed.com</a>
<a href="#">ReavillMED</a>	Matt Reavill	815.483.5712	<a href="mailto:matt@reavillmed.com">matt@reavillmed.com</a>

**Note:** Supplier contact information is current as of May 12, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Arrow/Teleflex, ICU Medical and ReavillMED.
- Edwards requires a PMDF/PA at all tiers.

### Aggregation opportunities

- ICU Medical and ReavillMED allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at seller's discretion, established networks of facilities. Aggregation limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Edwards allows aggregation for multi-facility systems that own all facilities in the system. Facilities must independently commit to participation for each category but unit requirements may be aggregated.

### Financial considerations:

- Reimbursement
- Ongoing consumable costs
- Savings attributed to preventing additional length of stay and/or complications
- Value-adds e.g. rebates and discounts

### Patient safety and satisfaction:

- Bloodstream infections
- Latex allergies
- Magnetic resonance imaging (MRI) compatibility

### Roadblocks to conversion:

- Existing supplier relationships
- Equipment with proprietary disposables



### Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Arrow/Teleflex offers 5.4 percent increase overall compared to the expiring agreement.
- Edwards offers a 19.3 percent increase on invasive hemodynamic, 18.4 percent increase on PreSep and 7 percent increase on FloTrac overall compared to the expiring agreement.
- ICU Medical offers 3.4 percent savings overall compared to the expiring agreement.
- ICU Medical offers a quality improvement initiative discount and conversion rebate. See value analysis toolkit for details.
- ReavillMED offers flat pricing compared to the expiring agreement.
- ReavillMED offers guaranteed savings. See value analysis toolkit for details.
- **ICU Medical is the low-cost supplier on crossed items.**
- Available through distribution: Arrow/Teleflex, ICU Medical and ReavillMED
- Available direct: Arrow/Teleflex, Edwards, ICU Medical and ReavillMED

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

### Full launch content and additional resources available

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

- **Arterial Blood Gas Kits:** Kits used to obtain arterial blood samples for patient's oxygen saturation and levels of oxygen, carbon dioxide, pH and bicarbonate
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **PICC and Midline Access Products:** Peripherally inserted central venous catheters (PICCs), midline catheters and supplies
- **Physiological Monitoring Systems:** Systems that monitor patients' physiologic parameters such as respiratory rate, body temperature, non-invasive and invasive blood pressure

## High Level Disinfectants

**Effective May 1, 2017**

**Expires April 30, 2020**

### Products available

This category includes 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.

### Class of trade

- Agreements with Crosstex and Metrex are available to acute care, non-acute healthcare and non-healthcare facilities.
- J&J is available to acute care, city/county/ state hospital, clinical lab, hospital, physician, physician group practice, psychiatric hospital, single service, surgery center or endoscopy centers only.

Awarded supplier		
Supplier	New	Expiring
	<b>PP-NS-1034</b>	New
	<b>PP-NS-1032</b>	PP-NS-814
	<b>PP-NS-1033</b> <b>AS-NS-1033</b>	New

<a href="#">Crosstex</a>	John Sullivan	585.703.0675	<a href="mailto:jsullivan@spsmedical.com">jsullivan@spsmedical.com</a>
<a href="#">J&amp;J</a>	Daniela Taylor	732.562.7554	<a href="mailto:dtaylor@its.jnj.com">dtaylor@its.jnj.com</a>
<a href="#">Metrex</a>	Anne-Marie Herrick	518.935.5239	<a href="mailto:anne-marie.herrick@metrex.com">anne-marie.herrick@metrex.com</a>

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

### How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Crosstex and Metrex.
- J&J requires a PMDF for new customers. Current customers with a PMDF under PP-NS-814 are not required to submit a new PMDF.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Crosstex and Metrex.
- J&J allows aggregation for systems with facilities that are owned, leased or managed by a common headquarters with legal and financial authority.

### Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- J&J offers a 7.7 percent increase overall compared to the expiring agreement.
- Metrex offers a conversion rebate. J&J products are available through authorized distributors.
- Crosstex is the overall low-cost supplier.
- Metrex is the low-cost supplier for suppliers with more than 50 percent of crossed spend.
- Available through distribution: Crosstex, J&J and Metrex
- Available direct: J&J

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

#### Financial considerations:

- Disposable test strip costs
- Value-adds e.g. conversion rebates

#### Patient safety and satisfaction:

- Proper ventilation
- Protocols to reduce inhalation and contact exposure
- CDC guidelines for disinfection
- Compatible materials for the solution
- Minimum soak time
- Temperature requirements
- Broad antimicrobial spectrum

#### Roadblocks to conversion:

- Existing supplier relationships
- Change of protocols or machines

**Full launch content and additional resources available**

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**Related categories**

- **Automated Endoscopic Reprocessors**: Automated systems for cleaning, disinfecting or sterilization by chemical immersion of heat sensitive medical instruments of complex design (disinfectants included)
- **High Level Disinfection Reprocessing**: Reprocessing services for semi-critical and non-critical single use devices
- **Housekeeping Products**: Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Instrument Cleaners and Enzymatics**: Detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning
- **Intermediate Level Disinfectant Wipes**: Disinfectant wipes used to disinfect patient care areas and equipment in between patient use
- **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
- **Sterile Reprocessing**: 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

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

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

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

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

### Class of trade

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

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

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms


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

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

### Full launch content and additional resources

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

### Awarded supplier

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements

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

Effective January 1, 2017

Expires December 31, 2019

### Related categories

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

## High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

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

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

### Class of trade

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

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

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms


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

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

### Full launch content and additional resources

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

### Awarded supplier

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

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

### Financial considerations:

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

### Patient safety and satisfaction:

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

### Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements



## High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

### Related categories

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

## Hot and Cold Packs

**Effective December 1, 2016**

**Expires November 30, 2019**

### Products and services available

This category includes items for heating and cooling related to treatment/reduction of pain, comfort and swelling due to minor procedures or the maintenance of warmth. Items are primarily designed for single patient use and may include reusable items for the same patient. This category does not include the cold therapy units.

### Class of trade

- DeNovo, HMS and Solution Matrix are available to acute care, continuum of care and Premier REACH™ members.
- Cardinal is available to select acute care and non-acute healthcare facilities. See value analysis toolkit for details.

<b>Cardinal</b>	Jeff Easterling	704.219.6830	<a href="mailto:jeff.easterling@cardinalhealth.com">jeff.easterling@cardinalhealth.com</a>
<b>DeNovo</b>	Matt Walters	239.245.7030	<a href="mailto:matt@denovoproducts.com">matt@denovoproducts.com</a>
<b>HMS</b>	Judson Doyle	203.723.1466 x306	<a href="mailto:jdoyle@hmsmedical.com">jdoyle@hmsmedical.com</a>
<b>Solution Matrix</b>	Jeremy Adkins	540.352.3211	<a href="mailto:jadkins@solutionmatrixinc.com">jadkins@solutionmatrixinc.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with Cardinal and DeNovo.
- HMS and Solution Matrix do not require a PMDF/PA.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with Cardinal and DeNovo.
- HMS and Solution Matrix offer a single tier where aggregation is not applicable.

### Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Cardinal offers 4 percent savings overall compared to the expiring agreement.
- DeNovo offers an 18.6 percent increase overall compared to the expiring agreement.
- Solution Matrix offers 7.7 percent savings overall compared to the expiring agreement.
- The low-cost supplier varies by subcategory.
- Available through distribution: Cardinal, DeNovo, HMS and Solution Matrix
- Available direct: Cardinal, DeNovo and Solution Matrix

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

### Awarded suppliers

Supplier	New	Expiring
 CardinalHealth	<b>PP-NS-979</b> <b>AS-NS-979</b>	PP-NS-796 AS-NS-796
 DeNovo PRODUCTS	<b>PP-NS-980</b>	PP-NS-798
 HMS	<b>PP-NS-982</b>	New
 SOLUTION MATRIX INC	<b>PP-NS-981</b>	PP-NS-797

DeNovo, HMS and Solution Matrix are small business enterprises (SBE).

#### Financial considerations:

- Single use items vs. to multi-use items
- Number of products needed for one treatment
- Additional items needed to cover the pack to regulate temperature

#### Patient safety and satisfaction:

- Maximum and minimum safe temperatures
- Ease of use
- Differences in chemicals used to create heat reactions

#### Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions

## Hot and Cold Packs

Effective December 1, 2016

Expires November 30, 2019

### Full launch content and additional resources available

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

### Related categories

- **Disposable Labor and Delivery Products**: Warming mattresses for the care of the infant immediately following the birthing process
- **Patient Temperature Management**: Fluid-circulated blankets and invasive warming products
- **Patient Warming – Convective Warming Blankets**: Convective (forced-air) warming blankets
- **Patient Warming – Blood and Fluid Warming**: Blood and fluid warming products used to prevent and treat hypothermia by warming the blood/fluid as it is infused into the patient
- **Pediatric and Youth Disposables**: Passive warming garments using reflective materials to keep in patient's own radiant heat

## Incontinence Products

**Effective August 1, 2017**

**Expires July 31, 2020**

### Products available

This category includes briefs, underpads, wipes, control pads, mesh panties and undergarments used for moderate to severe urinary output and loss of bowel control.

### Class of trade

- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A-1 in the value analysis toolkit for details.
- Medline is available to select acute care and non-acute healthcare. See Appendix A-2 in the value analysis toolkit for details.
- S2S Global is available to acute care, non-acute healthcare and non-healthcare facilities.

Awarded suppliers		
Supplier	New	Expiring
 <b>COVIDIEN</b>	<b>PP-NS-1067</b> <b>AS-NS-1067</b>	PP-AC-099 AS-AC-099
	<b>PP-NS-1066</b>	PP-AC-100
 <b>S2S GLOBAL</b>	<b>PP-NS-1068</b> <b>AS-NS-1068</b>	New

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

<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>
<a href="#">S2S Global</a>	Chris McCaw	804.310.0034	<a href="mailto:chris_mccaw@premierinc.com">chris_mccaw@premierinc.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Medline and S2S Global.
- Covidien allows aggregation for multi-facility systems and established networks of facilities with the ability to influence decisions.

### Other key value and terms

- Pricing is firm for the term of the agreement with Medline and S2S Global.
  - Covidien is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien and Medline offer conversion rebates. See value-adds section in the value analysis toolkit for details.
- Covidien's new agreement offers 3.7 percent savings overall compared to its expiring agreement.
- Medline will grandfather local agreement pricing that is lower than pricing on this agreement. See terms and conditions in the value analysis toolkit for details.
- Medline's new agreement offers 3.4 percent savings overall compared to its expiring agreement.
- **S2S is the low-cost supplier on crossed items.**
- Available through distribution: Covidien, Medline, S2S Global
- Available direct: Covidien (3% direct order fee), Medline, S2S Global (container shipments only)

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

## Incontinence Products

Effective August 1, 2017

Expires July 31, 2020

### Full launch content and additional resources available

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

### Related categories

- **Bladder Scanners**: Equipment used to assess bladder volume and other bladder conditions
- **Disposable Labor and Delivery Products**: Disposable supplies required in the care of the mother and infant throughout the birthing process, such as maternity pads and mesh maternity pants
- **Infant Diapers and Related Products**: Disposable diapers designed in various sizes ranging from preemie/neonate to youth
- **Patient Cleansing and Skin Care (Bag-Based)**: Disposable wipes in a bag, "bath in a bag" used at the patient bedside and the pre-packaged chlorhexidine gluconate (CHG) wipes

## Infusion Devices and Device-dedicated Sets

Effective February 1, 2014

Expires January 31, 2020

### Products and services available

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

### Class of trade

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

<a href="#">Baxter</a>	David Shellenberger	313.815.5362	<a href="mailto:david_shellenberger@baxter.com">david_shellenberger@baxter.com</a>
<a href="#">B. Braun</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">CareFusion</a>	Chuck Collis	586.980.9338	<a href="mailto:charles_collis@bd.com">charles_collis@bd.com</a>
<a href="#">Smiths Medical</a>	Juliet Larson	972.679.0889	<a href="mailto:juliet.larson@smiths-medical.com">juliet.larson@smiths-medical.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

### Awarded suppliers

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

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

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

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

### Other key value and terms (continued)

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

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

### Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [Infusion pump product reference](#): An Excel spreadsheet with detailed information on the pump specifications of each supplier.
- [Infusion Pumps Purchasing Guide](#): A PDF guide to purchasing considerations around infusion pumps.

### Related categories

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



## Infusion Sets and Accessories

Effective February 1, 2014

Expires January 31, 2020

### Products and services available

This category includes IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories.

### Class of trade

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

<a href="#">Baxter</a>	David Shellenberger	313.815.5362	<a href="mailto:david_shellenberger@baxter.com">david_shellenberger@baxter.com</a>
<a href="#">B. Braun</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">CareFusion</a>	Chuck Collis	586.980.9338	<a href="mailto:charles_collis@bd.com">charles_collis@bd.com</a>
<a href="#">ICU Medical</a>	Doug Baran	215.327.9734	<a href="mailto:dbaran@icumed.com">dbaran@icumed.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations and established networks.
- Aggregation is not allowed for B. Braun.
- Aggregation for CareFusion is allowed for multi-facility systems, group purchasing organizations and established networks.
- Aggregation for ICU Medical is allowed for multi-facility systems with the ability to coordinate purchasing decisions, group purchasing organizations and established networks.

### Other key value and terms

- Baxter, CareFusion and ICU Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter's new agreement pricing is an overall increase of 3.7 percent.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new agreement pricing is an overall increase of 0.4 percent.
- Pricing is firm with CareFusion for 18 months; thereafter pricing may increase annually up to 2.9 percent or change according to the Consumer Price Index.
  - If a member signs a six-year bi-lateral agreement in the first 12 months of this agreement, pricing for disposable will be firm for the term of the agreement.
- CareFusion's new agreement pricing is an overall increase of 6.3 percent.

### Awarded suppliers

Supplier	New	Expiring
	PP-IV-123	PP-IV-023
	PP-IV-122	PP-IV-022
	PP-IV-120	PP-IV-020
	PP-IV-126	PP-IV-026

Current agreements with Hospira (PP-IV-025) and Smiths Medical (PP-IV-028) expire January 31, 2014.

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

#### Financial considerations:

- Cost of custom compared to standard sets
- Value-adds offered by suppliers

#### Patient safety and satisfaction:

- Potential tubing misconnections
- PVC-, latex- and DEHP-free tubing

#### Roadblocks to conversion:

- Cross-category value-adds and tiers

## Infusion Sets and Accessories

Effective February 1, 2014

Expires January 31, 2020

### Other key value and terms (continued)

- Pricing is firm with ICU Medical for 24 months; thereafter pricing may increase up to 3 percent on a line-item basis.
- ICU Medical's new agreement pricing is an overall increase of 0.6 percent.
- **ICU Medical is the low-cost supplier for infusion sets and accessories.**
- Available through distribution: Baxter, B. Braun, CareFusion and ICU Medical
- Available direct: Baxter, B. Braun and CareFusion

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

### Full launch content and additional resources available

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

### Related categories

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

## Intermediate Level Disinfectant Wipes

Effective May 1, 2017

Expires April 30, 2020

### Products available

This category includes disinfectant wipes used to disinfect patient care areas and equipment in between patient use. Some intermediate level disinfectant sprays are also included in this category.

### Class of trade

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

<a href="#">Certol</a>	Ryan Osmundson	303.799.9401 x284	<a href="mailto:rosmundson@certol.com">rosmundson@certol.com</a>
<a href="#">Clorox</a>	Kate Dean	214.213.9690	<a href="mailto:kate.dean@clorox.com">kate.dean@clorox.com</a>
<a href="#">Diversey</a>	Hector Espailat	508.643.3418	<a href="mailto:hector.espailat@sealedair.com">hector.espailat@sealedair.com</a>
<a href="#">Metrex</a>	Anne-Marie Herrick	518.935.5239	<a href="mailto:anne-marie.herrick@metrex.com">anne-marie.herrick@metrex.com</a>
<a href="#">PDI</a>	Jennifer Marsh	800.444.6725	<a href="mailto:jennifer.rhoda@pdihc.com">jennifer.rhoda@pdihc.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Certol offers a 0.6 percent increase overall compared to the expiring agreement.
- Clorox offers a 1 percent increase overall compared to the expiring agreement.
- Diversey offers a 3.0 percent savings overall compared to the expiring agreement.
- Metrex offers a 2.7 percent savings overall compared to the expiring agreement.
- PDI offer flat pricing up to 5.7 percent savings compared to the expiring agreement.
- Certol is the low-cost supplier on crossed items.
- PDI is the overall low-cost supplier.
- Available through distribution: Certol, Clorox, Diversey, Metrex and PDI
- Available direct: Certol, Diversey and PDI

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

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-1026	PP-NS-818
	PP-NS-1027	PP-NS-817
	PP-NS-1028	PP-NS-819
	PP-NS-1029	PP-NS-816
	PP-NS-1030 AS-NS-1030	PP-NS-815 AS-NS-815

Certol is a small business enterprise (SBE).

#### Financial considerations:

- Brackets and installation costs
- If disinfectant dries on surface before kill time is reached, must reapply

#### Patient safety and satisfaction:

- CDC guidelines for disinfection
- Device/equipment certification
- Contact kill time requirements
- Active ingredients
- Percent of alcohol in the product

#### Roadblocks to conversion:

- Existing supplier relationships
- Conversion costs

**Full launch content and additional resources available**

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

**Related categories**

- **High Level Disinfectants**: Chemicals that are capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi-critical items
- **High Level Disinfection Reprocessing**: Reprocessing services for semi-critical and non-critical single use devices
- **Housekeeping Products**: Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Instrument Cleaners and Enzymatics**: Detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning

## IV Fluids, Bag-based Drug Delivery and TPN Macronutrients

Effective February 1, 2014

Expires January 31, 2020

### Products and services available

This category includes intravenous (IV) fluids (both small and large volume parenterals), bag-based drug delivery systems, and total parenteral nutrition (TPN) macronutrients (amino acids, dextrose and intravenous fat emulsions).

### Class of trade

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

<a href="#">Baxter</a>	David Shellenberger	313.815.5362	<a href="mailto:david_shellenberger@baxter.com">david_shellenberger@baxter.com</a>
<a href="#">B. Braun</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">Drip Drop</a>	Brian Courtney	800.761.0321	<a href="mailto:brian.courtney@dripdrop.com">brian.courtney@dripdrop.com</a>
<a href="#">H2ORS</a>	Candace Fleming	617.794.6794	<a href="mailto:candace@h2ors.com">candace@h2ors.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations and established networks.
- Aggregation for B. Braun is not allowed.

### Other key value and terms

- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter offers an early payment discount of 1 percent if paid within 15 days of invoice date.
- Baxter offers performance group rebates and growth rebates.

### Awarded suppliers

Supplier	New	Expiring
	PP-IV-133	PP-IV-033
	PP-IV-132	PP-IV-032
	SD-IV-002	New
	SD-IV-003	New

The current agreement with Hospira (PP-IV-035) expires January 31, 2014.

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

**Update June 2016:** The agreement with Drip Drop has been terminated effective September 29, 2016. Drip Drop and H2ORS are [SEEDS™](#) suppliers; small business enterprises (SBEs) effective September 1, 2014. They have been added for oral rehydration therapy products.

#### Financial considerations:

- Premium price on certain bag-based drug delivery systems due to pre-mixed state
- Potential for drug waste
- Rebates
- Price protection

#### Patient safety and satisfaction:

- Barcoding and labeling
- Convenience and ease of use
- Availability of ready-to-use products
- Ability to standardize to pre-mixed product concentrations and container volume

#### Roadblocks to conversion:

- Cross-category value-adds and tiers
- Lipids are only available through Baxter at this time
- Product availability due to drug shortages

### Other key value and terms (continued)

- Baxter's new agreement pricing has overall increases of 13.0 percent in IV fluids, 3.1 percent in bag-based drug delivery and 7.1 percent in TPN macronutrients compared to the expiring agreement.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new agreement pricing has overall increases of 2.1 percent in IV fluids, 3.1 percent in bag-based drug delivery and 9.6 percent in TPN macronutrients compared to the expiring agreement.
- **B. Braun is the low-cost supplier in IV fluids, bag-based drug delivery and TPN macronutrients.**
- Available through distribution: Baxter and B. Braun
- Available direct: Baxter and B. Braun

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

### Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

### Related categories

- **Disinfection Caps:** Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Devices and Device-dedicated Sets:** Large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems
- **Infusion Sets and Accessories:** IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **Needleless Connectors:** Devices designed to allow connection of multiple intravenous sets and catheter hubs without the use of needles. This includes all needleless connectors with and without extension sets less than 15-inches attached.
- **Pharmacy Compounding Equipment and Admixture Supplies:** Pharmacy capital equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.



## IV Site Management and Accessories

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

This category includes kits and products used in the maintenance of IV insertion sites (e.g., IV start kits, central line dressing kits, IV catheter securement devices). Catheters are not included in this category and can be found in other Premier categories.

### Class of trade

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

<a href="#">LSL</a>	Dottie Leway	931.451.5525	<a href="mailto:dottie.leway@lslhealthcare.com">dottie.leway@lslhealthcare.com</a>
<a href="#">Medical Action</a>	Morgan Patton	804.723.7999 x60013014	<a href="mailto:morgan.patton@owens-minor.com">morgan.patton@owens-minor.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms




- Pricing is firm for the term with both suppliers.
- LSL offers 3.5 percent savings overall compared to the expiring agreement.
- LSL is the overall low-cost supplier for custom kits based on the scenario analysis.
- LSL offers a conversion rebate.
- Medical Action offers 6.4 percent savings overall compared to the expiring agreement.
- Medical Action offers loyalty, conversion and growth rebates.
- Available through distribution: LSL and Medical Action
- Available direct: LSL and Medical Action

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-988</b>	PP-NS-805
	<b>PP-NS-987</b> <b>AS-NS-987</b>	PP-NS-803 AS-NS-803
	<b>PP-S2-001Q</b> <b>AS-S2-001Q</b>	New

LSL is a minority business enterprise (MBE)

The current agreement with Cardinal (PP-NS-804) expires December 31, 2016.

S2S Global partners with Medical Action in this space offering 18 SKUs to help with SKU standardization. See the [PremierPro® products launch document](#) for details.

#### Financial considerations:

- Standard kit cost vs. custom kit cost
- Kit cost variances for brand and product type
- Value-adds e.g. rebates
- Minimum order requirements

#### Patient safety and satisfaction:

- CDC guidelines on max barrier, skin preparation and site dressings
- Kit/tray sterility
- Patient allergies

#### Roadblocks to conversion:

- Existing supplier relationships



## IV Site Management and Accessories

Effective January 1, 2017

Expires December 31, 2019

### Related categories

- **Catheter/Tube Securement and Stabilization Products:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **Custom Procedure Trays:** Specifically designed packs that combine the disposable items needed for specific surgical procedures
- **PICC and Midline Access Products:** Peripherally inserted central venous catheters (PICCs), midline catheters and supplies
- **Sterile Packs and Gowns:** Standardized drapes and gowns used during surgical procedures that are available in a variety of standard configurations
- **Safety IV Catheters:** IV start catheters equipped with a safety device to prevent accidental needle sticks.

## Low Frequency Ultrasonic Wound Therapy

Effective May 1, 2016

Expires April 30, 2019

### Products and services available

This category includes non-contact, low-frequency ultrasound wound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells which reduces bacteria, biofilm and sustained inflammation while promoting blood flow, angiogenesis and collagen deposition.

### Class of trade

- Alliqua is available to acute care and non-acute healthcare members only.
- Arobella is available to acute care, continuum of care and Premier REACH™ members.

<a href="#">Alliqua</a>	Wes Snodgrass	678.920.8151	<a href="mailto:wsnodgrass@alliqua.com">wsnodgrass@alliqua.com</a>
<a href="#">Arobella</a>	Kyle Patrick	952.288.2813	<a href="mailto:kpatrick@arobella.com">kpatrick@arobella.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term with both suppliers.
- Alliqua offers a non-contact, low-frequency ultrasound
- Alliqua offers purchase and rental acquisition options.
- Arobella offer a non-contact, low-frequency ultrasound and a contact debrider.
- Arobells offers purchase, rental and by the minute acquisition options.
- Available direct: Alliqua and Arobella

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



### Full launch content and additional resources available

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

### Related categories

- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site. These systems consist of dressings, an evacuation tube, a collection canister and a vacuum pump.
- **Regenerative Skin Grafting Products:** Products using various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement.

### Awarded suppliers

Supplier	New	Expiring
 <b>Alliqua</b> BIOMEDICAL	<b>PP-NS-948</b>	New
 <b>Arobella Medical, LLC</b> <small>(Specialty Supplier for Wound Care)</small>	<b>PP-NS-949</b>	New

Arobella is a small business enterprise (SBE). Alliqua [acquired](#) Celleration in June 2015.

There is no ASCEND® award in this category.

#### Financial considerations:

- Reimbursement
- Acquisition options i.e. rental vs. purchase
- Early payment discounts

#### Patient safety and satisfaction:

- Infection prevention
- Improved healing time
- Clinician ease of use
- Limited or no pain treatment for the patient

#### Roadblocks to conversion:

- Existing supplier relationships

## Needleless Connectors

**Effective February 1, 2014**

**Expires January 31, 2020**

### Products and services available

This category consists of devices designed to allow connection of multiple intravenous (IV) sets and catheter hubs without the use of needles. This includes all needleless connectors with and without extension sets less than 15-inches attached.

### Class of trade

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

<a href="#">Baxter</a>	David Shellenberger	313.815.5362	<a href="mailto:david_shellenberger@baxter.com">david_shellenberger@baxter.com</a>
<a href="#">B. Braun</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">CareFusion</a>	Chuck Collis	586.980.9338	<a href="mailto:charles_collis@bd.com">charles_collis@bd.com</a>
<a href="#">ICU Medical</a>	Doug Baran	215.327.9734	<a href="mailto:dbaran@icumed.com">dbaran@icumed.com</a>
<a href="#">Nexus</a>	Angela Caudell	913.627.9118	<a href="mailto:acaudell@nexusmedical.com">acaudell@nexusmedical.com</a>

**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 all suppliers.
- Baxter and B. Braun also require a letter of participation or letter of commitment to operationalize the agreement for specific tiers or value-adds.






### Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations (GPOs) and established networks.
- Aggregation for B. Braun is not allowed.
- Aggregation for CareFusion is allowed for multi-facility systems, GPOs and established networks.
- Aggregation for ICU Medical is allowed for multi-facility systems with the ability to coordinate purchasing decisions, GPOs and established networks.

### Other key value and terms

- Baxter, CareFusion and ICU Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter offers an early payment discount of 1 percent if paid within 15 days of invoice date.
- Baxter's new agreement pricing is an overall increase of 4.8 percent compared to the expiring agreement.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.

### Awarded suppliers

Supplier	New	Expiring
	PP-IV-153	PP-IV-023
	PP-IV-152	PP-IV-022
	PP-IV-150	PP-IV-020
	PP-IV-156	PP-IV-026
	PP-IV-157	New

Current agreements with Hospira (PP-IV-025) and Smiths Medical (PP-IV-028) expire January 31, 2014.

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

**Update August 2017:** Nexus has been awarded a Technology Breakthrough contract effective August 15, 2017.

#### Financial considerations:

- Potential tier shifts
- Training needed to change type of connector within your facility
- Value-adds
- Price protection

#### Patient safety and satisfaction:

- [Needlestick prevention](#)
- [Bloodstream infection rates](#)

#### Roadblocks to conversion:

- Cross-category value-adds and tiers
- Current IV therapy suppliers being used in the facility

## Needleless Connectors

Effective February 1, 2014

Expires January 31, 2020

### Other key value and terms (continued)

- B. Braun's new agreement pricing is an overall savings of 6.3 percent compared to the expiring agreement.
- Pricing is firm with CareFusion for 18 months; thereafter pricing may increase annually up to 2.9 percent or change according to the Consumer Price Index.
  - If a member signs a six-year bi-lateral agreement in the first 12 months of the agreement, pricing for disposables will be firm for the term of agreement.
- CareFusion's new agreement pricing is an overall savings of 5.3 percent compared to the expiring agreement.
- Pricing is firm with ICU Medical for 24 months; thereafter pricing may increase up to 3 percent on a line-item basis.
- ICU Medical's new agreement pricing is an overall savings of 6.6 percent compared to the expiring agreement.
- **ICU Medical is the low-cost supplier in needleless connectors.**
- Available through distribution: Baxter, B. Braun, CareFusion and ICU Medical
- Available direct: Baxter, B. Braun and CareFusion

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

### Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.
- [Product reference guide](#): An Excel spreadsheet with detailed information on the critical specifications of each supplier's needleless connectors.
- [Technology Breakthrough contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier(s) added to the category. This document is unable to be edited.

### Related categories

- **Disinfection Caps:** Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Devices and Device-dedicated Sets:** Large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems
- **Infusion Sets and Accessories:** IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **IV Fluids, Bag-based Drug Delivery and TPN Macronutrients:** IV fluids (both small and large volume parenterals), bag-based drug delivery systems, and total parenteral nutrition (TPN) macronutrients (amino acids, dextrose and intravenous fat emulsions)
- **Pharmacy Compounding Equipment and Admixture Supplies:** Pharmacy capital equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

## Negative Pressure Wound Therapy

Effective June 1, 2016

Expires May 31, 2019

### Products and services available

This category includes treatment systems designed to facilitate healing of wounds with negative pressure to the wound site. These systems consist of dressings, an evacuation tube, a collection canister and a vacuum pump.

### Class of trade

- IHT is available to acute care, continuum of care and Premier REACH™ members.
- KCI is available to hospitals, acute facilities, freestanding surgical centers, long-term care and ambulatory care centers.

<a href="#">Genadyne</a>	Amy Friedman	516.487.8787	<a href="mailto:amyf@genadyne.com">amyf@genadyne.com</a>
<a href="#">Integrated Healing</a>	Cassandra Geurin	877.572.1999 x119	<a href="mailto:cassandra.geurin@ihtwoundcare.com">cassandra.geurin@ihtwoundcare.com</a>
<a href="#">KCI</a>	Greg Garland	501.590.1238	<a href="mailto:ggarland@acelity.com">ggarland@acelity.com</a>

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

### How to operationalize these agreements

- KCI requires electronic price activation (PA) at **all tiers** to access pricing and report sales. After the initial 90 days of the contract, any members who have not submitted a price activation will be placed at list price.
- IHT offers a single tier where a Participating Member Designation Form (PMDf) or PA is not required

### Aggregation opportunities




- IHT offers a single tier where aggregation is not applicable.
- KCI allows aggregation for multi-facility systems and group purchasing organizations.

### Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- Both suppliers offer value-add programs.
- IHT is the low-cost supplier on crossed disposable items.
- IHT offers an early payment discount of 2 percent if paid within 30 days.
- KCI offers 0.6 percent savings overall compared to the expiring agreement.
- Available through distribution: IHT
- Available direct: IHT and KCI

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

### Awarded supplier

Supplier	New	Expiring
 GENADYNE	<b>SD-NS-012</b>	New
 Integrated Healing Technologies	<b>PP-NS-939</b>	New
 KCI An Acelity Company	<b>PP-NS-938</b> <b>AS-NS-938</b>	PP-NS-771 AS-NS-771

IHT is a small business enterprise (SBE).

KCI/Acelity [acquired](#) Spiracur in December 2015.

Genadyne is a SEEDS™ supplier; minority-owned business enterprise (MBE) effective November 1, 2016.

#### Financial considerations:

- Reimbursement
- Procurement options –purchase, fixed rental and daily rental
- Inventory tracking and lost pump considerations
- Total cost of ownership including disposables and bio-medical costs
- Value-add offerings

#### Patient safety and satisfaction:

- Patient comfort
- Patient compliance with the therapy
- Hospital to home transition assistance
- Bleeding risks

#### Roadblocks to conversion:

- Existing supplier relationships
- Training and support available from the supplier
- Capital budget constraints

**Full launch content and additional resources available**

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

**Related categories**

- **Regenerative Skin Grafting Products**: Products using various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement.
- **Skin Breakdown Prevention Products**: Protective boots, heel protectors, wheelchair cushions, elbow protectors, foot drop prevention products, bed positioners and turn-and-position systems.
- **Skin Integrity – Prevention, Healing and Support**: Combining the categories of Advanced Wound Care and Patient Cleansing and Skin Care (Traditional), this category includes patient cleansing and skin care items used on the patient population over the age of two.



## Neonatal Developmental Products

**Effective November 1, 2014**

**Expires October 31, 2017**

### Products and services available

This category includes, but is not limited to, pacifiers, sucrose, positioners, nesting props, bathing systems, swaddle cloths, pads and incubator covers.

### Class of trade

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

<a href="#">DandleLION</a>	Catherine Bush	203.791.9001	<a href="mailto:Cathy.bush@dandlelionmedical.com">Cathy.bush@dandlelionmedical.com</a>
<a href="#">Natus</a>	Jeff Minarik	847.722.0909	<a href="mailto:jeff.minarik@natus.com">jeff.minarik@natus.com</a>
<a href="#">Philips</a>	Ron Sciepko	7004.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>
<a href="#">Sandbox</a>	Read McCarty	877.369.1551	<a href="mailto:rmmcarty@sandboxmedical.com">rmmcarty@sandboxmedical.com</a>

**Note:** Supplier contact information is current as of September 15, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

- Natus does not require for members currently purchasing on PP-WC-078.
- Philips requires a signed GPO designation form in Exhibit K at all tiers, if not previously declared.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Sandbox offers an early payment discount of 2 percent if paid within 30 days.
- Natus's new agreement pricing is overall 1.9 percent less favorable compared to its expiring agreement pricing.
- Philips's new agreement pricing offers overall 5.9 percent savings compared to the expiring agreement.
- **Sandbox is the low-cost supplier.**
- Available through distribution: Philips, Sandbox
- Available direct: DandleLION, Natus, Philips and Sandbox

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-WC-152</b>	New
	<b>PP-WC-151</b>	PP-WC-078
	<b>PP-WC-150</b> <b>AS-WC-150</b>	PP-WC-076
	<b>PP-WC-153</b>	New

Current agreements with Acacia, All Medical Care, Anatomy Supply, Genesis Medical and Sundance expire October 31, 2014.

Note: Natus contract PP-WC-078 was previously cancelled.

DandleLION and Sandbox are small business enterprises (SBE).

#### Financial considerations:

- Early payment discounts
- Minimum order requirements

#### Product considerations:

- Latex-, PVC- and DEHP-free products
- Size options
- Ease of use
- Sterilization and infection prevention
- Meets industry standards

#### Roadblocks to conversion:

- Mother preference
- Sterilization/Infection prevention requirements
- Lack of research around swaddling and positioners promoting brain growth in neonates



**Full content and additional resources available**

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

**Related category**

- **Neonatal Specialty Products**: This category includes, but is not limited to, enteral products, umbilical catheters and PICCS, phototherapy eye shields and other specialty products.

## Neonatal Specialty Products

Effective November 1, 2017

Expires October 31, 2020

### Products and services available

This category includes catheterization trays, urinary drainage kits, lumbar puncture kits, peripherally-inserted central catheter (PICCs), umbilical artery catheters, needles, blood filters, spikes and other specialty items/equipment designed for use in the neonatal population.

### Class of trade

- Kentec and NeoMed are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A in the value analysis toolkit for details.
- Medela is available to acute care facilities only.

<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">Kentec</a>	Patti Lindley	847.308.0699	<a href="mailto:plindley@kentecmedical.com">plindley@kentecmedical.com</a>
<a href="#">Medela</a>	Jason Patterson	214.621.1456	<a href="mailto:jason.patterson@medela.com">jason.patterson@medela.com</a>
<a href="#">NeoMed</a>	Hilary Sherman	770.516.2225	<a href="mailto:hsherman@neomedinc.com">hsherman@neomedinc.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Covidien and Medela.
- Kentec does not require a PMDF/PA due to single tier offering.
- NeoMed requires a PMDF/PA at all tiers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not have a PGDF on file.



### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Kentec and Medela.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.
- NeoMed allows aggregation for multi-facility systems, group purchasing organization and established networks of facilities. Sub-groups must meet spend requirement individually. See Exhibit A-1 for details.

### Other key value and terms

- Pricing is firm for the term of agreement with Kentec, Medela and NeoMed.
  - Covidien pricing is firm for 12 months; thereafter, Covidien may increase prices up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien has a 3.5 percent increase compared to their expiring agreement.
- Kentec offers 18.8 percent savings compared to their expiring agreement.
- Medela offers flat pricing compared to their expiring agreement.
- Medela offers a no-charge equipment rental value-add. See value-analysis toolkit for details.
- NeoMed offers a 0.2 percent savings compared to their expiring agreement.

### Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	<b>PP-NS-1098</b> <b>AS-NS-1098</b>	PP-WC-144 AS-WC-144
 KENTEC MEDICAL, INC.	<b>PP-NS-1096</b>	PP-WC-145
 medela	<b>PP-NS-1097</b>	PP-WC-146
 NEOMED	<b>PP-NS-1099</b>	PP-WC-149

Kentec is a small business enterprise (SBE).

Current agreements with All Medical Care (SD-WC-011), Philips Children's Medical Ventures (PP-WC-143), Marian Medical (PP-WC-147) and Vygon (PP-WC-148) expire October 31, 2017.

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

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

- **Kentec is the low-cost supplier on crossed items.**
- Available through distribution: Covidien, Kentec, Medela and NeoMed
- Available direct: Covidien (3 percent direct order fee), Kentec, Medela and NeoMed

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

**Full launch content and additional resources available**

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**Related categories**

- **Feeding Pumps, Sets, Devices and Tubes:** Enteral feeding pumps, tubes and administration sets used for delivery of hydration or nutrition through the digestive tract
- **Neonatal Developmental Products:** Pacifiers, sucrose, positioners, nesting props, bathing systems, swaddle cloths, pads and incubator covers
- **Standard Hypodermic Products:** Syringes, needles, tuberculosis (TB) syringes, insulin syringes, flush syringes, heparin flush, saline flush, oral syringes and enteral syringes

## Obstetrical Monitoring

Effective September 1, 2017

Expires August 31, 2020

### Products and services available

This category includes fetal scalp electrodes, intrauterine pressure catheters, vacuum assisted delivery type devices and accessories. The category also includes handheld dopplers for both obstetrical and cardiovascular application types.

This category was previously sourced as two separate categories: Obstetrical Monitoring Devices and Handheld Dopplers.

### Class of trade

- Clinical Innovations and CooperSurgical are available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to select acute care, non-acute healthcare and education facilities. See Appendix A-1 in the value analysis toolkit for details.

<a href="#">Clinical Innovations</a>	Billy Tullis	214.460.9865	<a href="mailto:b.tullis@clinicalinnovations.com">b.tullis@clinicalinnovations.com</a>
<a href="#">Cooper Surgical</a>	Phillip Tomey	203.601.5200	<a href="mailto:phillip.tomey@coopersurgical.com">phillip.tomey@coopersurgical.com</a>
<a href="#">Covidien</a>	Greg Goodall	757.450.9234	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Clinical Innovations and Covidien.
- A PMDF/PA is not required for CooperSurgical due to single tier offering.

### Aggregation opportunities




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

### Other key value and terms

- Pricing is firm for the term of the agreement with Clinical Innovations and CooperSurgical.
  - Covidien pricing is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Clinical Innovations offers a 1.5 percent increase overall compared to the expiring agreement.
- CooperSurgical offers 1.0 percent savings overall for handheld dopplers and flat pricing for OB monitoring products compared to the expiring agreement.
- Covidien offers 0.5 percent savings overall compared to the expiring agreement.
- **Covidien is the low-cost supplier at the top tier for OB monitoring products.**
- Available through distribution: Clinical Innovations, CooperSurgical and Covidien
- Available direct: Clinical Innovations, CooperSurgical and Covidien (3 percent direct order fee)

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

### Awarded suppliers

Supplier	New	Expiring
 CLINICAL INNOVATIONS	<b>PP-NS-1074</b> <b>AS-NS-1074</b>	PP-WC-139 AS-WC-139
 CooperSurgical	<b>PP-NS-1075</b>	PP-WC-141 PP-WC-127
 COVIDIEN	<b>PP-NS-1076</b>	PP-WC-140

Current HandHeld Doppler agreements with ArjoHuntleigh (PP-WC-126) and Newman Medical (PP-WC-128) expire July 31, 2017.

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

**Full launch content and additional resources available**

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- [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**

- **High Risk OB/GYN – Med/Surg Products:** Products used to treat conditions of various high risk obstetrical and gynecological disorders including, but not limited to, postpartum hemorrhage, fetal surgeries and hysterosalpingography procedures
- **High Risk OB/GYN – Specialty Products:** Products used in vitro fertilization procedures associated with assisted reproductive therapy

## Oral Care

**Effective August 1, 2016**

**Expires July 31, 2019**

### Products and services available

This category includes sponge swabs, toothettes, oral care solution, oral suction tips and suction toothbrushes. These may be sold separately or in care kit packages.

This category does not include personal care items such as regular toothbrushes, toothpaste and mouthwash; those products may be found under the Personal Care Kits category.

### Class of trade

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

<a href="#">Halyard</a>	Janis Harvey	404.993.4802	<a href="mailto:janis.harvey@hyh.com">janis.harvey@hyh.com</a>
<a href="#">Sage</a>	Charles Young	847.829.5477	<a href="mailto:cyoung@sageproducts.com">cyoung@sageproducts.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities



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

### Other key value and terms

- Pricing is firm for the term of both agreements.
- Halyard offers a 0.8 percent increase overall compared to the expiring agreement.
- Halyard is the overall low-cost supplier on crossed items.
- Halyard offers conversion and growth rebates.
- Sage offers flat pricing overall compared to the expiring agreement.
- Sage will grandfather pricing if a particular product has a locally negotiated price that is lower than the agreement price.
- Available through distribution: Halyard and Sage
- Available direct: Halyard and Sage

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

### Awarded suppliers

Supplier	New	Expiring
 <b>HALYARD</b> <small>FORMERLY KIMBERLY-CLARK HEALTH CARE</small>	<b>PP-NS-959</b> <b>AS-NS-959</b>	PP-NS-778 AS-NS-778
 <b>SAGE</b> <small>PRODUCTS</small>	<b>PP-NS-958</b>	PP-NS-777

#### Financial considerations:

- Custom kits vs. standard kits
- Value-adds such as conversion and growth rebates

#### Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP)
- Pediatric products
- Clinical education/ compliance
- Product vs. process

#### Roadblocks to conversion:

- Existing supplier relationships
- Low VAP rates with current supplier
- CHG in kits compared to prep in the pharmacy

**Full launch content and additional resources available**

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

**Related categories**

- **Closed Ventilation Suction**: Products that provide a suction capability with a completely closed airway circuit
- **Personal Care Kits**: Individual products and/or groups of products that have been packaged in a standard or customized kit as part of the patient admission process



## Orthopedic Soft Goods

Effective December 1, 2015

Expires November 30, 2018

### Products available

This category includes soft and extrication cervical collars; knee braces and supports; back braces and supports; shoulder braces and elbow, wrist, thumb, hand and forearm supports; ankle braces and supports; upper extremity splints; soft and custom braces; and, cold therapy units

### Class of trade

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

<a href="#">Breg</a>	Bert Pangrazio	678.387.7080	<a href="mailto:bpangrazio@breg.com">bpangrazio@breg.com</a>
<a href="#">DJO</a>	Cuyler O'Connor	800.884.6147	<a href="mailto:cuyler.oconnor@djoglobal.com">cuyler.oconnor@djoglobal.com</a>
<a href="#">Ossur</a>	Joseph Khalifa	703.618.9555	<a href="mailto:jkhalifa@ossur.com">jkhalifa@ossur.com</a>
<a href="#">Tetra</a>	Mike Imhoff	800.621.4041	<a href="mailto:mike@tetramed.com">mike@tetramed.com</a>

**Note:** Supplier contact information is current as of March 31, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PDMF)/electronic price activation (PA) is required for Tier 2 and higher with Breg, DJO and Tetra.
- **Ossur requires PDMF/PA at all tiers.**

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- DJO's new agreement offers a 1.2 percent increase overall compared to the expiring agreement.
- DJO offers a one-time \$250 conversion allowance.
- **Ossur is the low-cost supplier with more than 60 percent of crossed spend.**
- Available through distribution: Breg, DJO, Ossur and Tetra
- Available direct: Breg, DJO, Ossur and Tetra

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

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-909	New
	PP-NS-908	PP-NS-746
	PP-NS-910	New
	PP-S2-001N AS-S2-001N	New
	PP-NS-911	New

Note: Tetra is a woman-owned business (WBE)

S2S Global partners with DeRoyal in this space. See the [PremierPro® products launch document](#). Products currently included through DeRoyal (PP-NS-747) will be available through S2S Global as of October 15, 2015 for details.

#### Financial considerations:

- Reimbursement
- Conversion incentives
- Premium and standard level products

#### Patient safety and satisfaction:

- Patient comfort
- Pediatric and bariatric options
- Ability to take out stays/ hanger to wash
- Custom vs. standard braces

#### Roadblocks to conversion:

- Existing supplier relationships
- Color and strap length variances

**Full launch content and additional resources available**

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

- **Casting and Splinting Products**: Products that are the plaster, synthetic and fiberglass materials used to form splints or casts to immobilize or stabilize orthopedic problems so that healing can occur.
- **Hot and Cold Packs**: Instant hot and cold packs, infant heel warmers, thermal infant transport mattresses, perineal packs and reusable ice bags and gel packs.

## Patient Bedside Products

**Effective July 1, 2017**

**Expires June 30, 2020**

### Products and services available

This category includes products for patient bedside and personal use including plastic, disposable and biodegradable products (e.g. pitchers, tumblers, carafes, wash basins, utility basins, sitz baths, soap dishes, denture cups, utility bowls, emesis basins, bedpans, specimen pans, medicine cups, specimen containers, liners and urinals). Also included in the category are equipment units that dispose of products.

### Class of trade

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

<a href="#">Cleanis</a>	Nicolas Beck	646.278.5627	<a href="mailto:nbeck@cleanis.com">nbeck@cleanis.com</a>
<a href="#">MAC Medical</a>	Will Maddocks	773.650.9400 x204	<a href="mailto:will.maddocks@macmed.com">will.maddocks@macmed.com</a>
<a href="#">Medegen</a>	Ron Prybella	781.706.0550	<a href="mailto:ron.prybella@medegenmed.com">ron.prybella@medegenmed.com</a>
<a href="#">Medline</a>	Derrick Fitchena	704.592.2424	<a href="mailto:dfitchena@medline.com">dfitchena@medline.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Cleanis, MAC Medical and Medline.
- Medegen allows aggregation for multi-facility systems and established networks of facilities.

### Other key value and terms

- Pricing is firm for the term of the agreement with Cleanis, MAC Medical and Medline.
  - Medegen pricing is firm for 12 months. Thereafter, pricing may increase or decrease based on 70 percent of the annual average change in the Chemical Data index (CDI).
- MAC Medical's new agreement has an overall 5.0 percent increase compared to its expiring agreement.
- Medegen's new agreement has an overall 0.1 percent increase compared to its expiring agreement.
- Medline's new agreement offers an overall 4.3 percent savings compared to its expiring agreement.
- Medline will grandfather locally negotiated pricing if it is lower than the pricing on this agreement. See value analysis toolkit for details.
- **Medline is the overall low-cost supplier on crossed items.**
- Available through distribution: Cleanis, MAC Medical (pulp products), Medegen and Medline
- Available direct: Cleanis, MAC Medical (macerators), Medegen and Medline

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1042</b>	New
	<b>PP-NS-1041</b>	PP-NS-840
	<b>PP-NS-1039</b> <b>AS-NS-1039</b>	PP-NS-838 AS-NS-838
	<b>PP-NS-1040</b>	PP-NS-839

\*Vernacare's agreement PP-NS-840 was assigned to MAC Medical Supply Co. effective June 1, 2015.

Cleanis is a small business enterprise (SBE). MAC Medical is a woman-owned business (WBE).

#### Financial considerations:

- Raw material increases (resin)
- Standardization savings opportunities
- Grandfathered pricing
- Reimbursement for failure to supply

#### Patient safety and satisfaction:

- Durability
- Legibility of markings
- Biodegradable or green product alternatives

#### Roadblocks to conversion:

- Existing supplier relationships
- Color options

## Patient Bedside Products

Effective July 1, 2017

Expires June 30, 2020

### Full launch content and additional resources available

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

### Related categories

- **General Urological Products:** Foley catheters, Foley catheter trays, urine meters, drainage bags, urinary catheter securement devices, urethral trays, irrigation trays and midstream catch kits
- **Personal Care Kits and Components:** Individual products and/or groups of products that have been packaged in a standard or customized kit as part of the patient admission process

## Patient Cleansing and Skin Care (Bag-Based)

Effective June 1, 2016

Expires May 31, 2019

### Products available

This category includes single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag. These products include the disposable wipes in a bag, "bath in a bag" used at the patient bedside, and the pre-packaged chlorhexidine gluconate (CHG) wipes.

### Class of trade

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

<a href="#">IHC</a>	Mark Reiber	918.245.8400	<a href="mailto:mreiber@ihcsolutions.com">mreiber@ihcsolutions.com</a>
<a href="#">Sage</a>	Charles Young	847.829.5477	<a href="mailto:cyoung@sageproducts.com">cyoung@sageproducts.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms



- Pricing is firm for the term with both suppliers.
- IHC offers 2.7 percent savings overall compared to the expiring agreement.
- IHC is the overall low-cost supplier on crossed items.
- Sage offers 3.6 percent savings overall compared to the expiring agreement.
- Sage offers an early conversion rebate. The rebate varies based on conversion timeframe.
- Sage allows grandfathering if a member currently has a locally negotiated price for a product that is lower than agreement pricing.
- Sage has a \$500 minimum order requirement.
- Available through distribution: IHC and Sage
- Available direct: IHC and Sage

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

### Full launch content and additional resources available

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- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [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
 INNOVATIVE HEALTHCARE CORPORATION	<b>PP-NS-932</b>	PP-NS-774
	<b>PP-NS-931</b> <b>AS-NS-931</b>	PP-NS-773

IHC is a veteran-owned enterprise (VET).

The current agreement with Medline (PP-NS-775) expires May 31, 2016.

#### Financial considerations:

- Products are non-reimbursable
- Minimum order requirements
- Grandfathering
- Value-adds, such as rebates

#### Product safety and satisfaction:

- Patient population (e.g. pediatrics)
- Appropriate product choice for patient
- Ease of use
- Patient comfort

#### Roadblocks to conversion:

- Clinical preference
- Warmers are proprietary

## Patient Cleansing and Skin Care (Bag-Based)

Effective June 1, 2016

Expires May 31, 2019

### Related categories

- **Chlorhexidine Gluconate (CHG) Skin Prep Products:** Interventional and pre-surgical antiseptic products and solutions designed to reduce blood stream infections
- **Incontinence Products:** Products designed for the absorption and management of leaks resulting from incontinence
- **Skin Integrity – Prevention, Healing and Support:** A combination of Advanced Wound Care and Patient Cleansing and Skin Care (Traditional). Includes patient cleansing and skin care items used on the patient population over the age of two.

## Patient Temperature Management Products and Accessories

Effective July 1, 2014

Expires December 31, 2017

### Products available

This category includes invasive (endovascular) and non-invasive (surface or conductive) temperature therapy management products and devices specifically designed to cool, warm, or regulate a patient's body temperature as part of a therapeutic treatment regimen.

### Class of trade

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

<a href="#">Adroit</a>	Scott Gammons	865.924.7345	<a href="mailto:adroitmed@aol.com">adroitmed@aol.com</a>
<a href="#">Attune Medical</a>	Robin Drassler	312.805.8701	<a href="mailto:robin@advancedcoolingtherapy.com">robin@advancedcoolingtherapy.com</a>
<a href="#">Cincinnati Sub-Zero</a>	Matt McCurdy	513.772.8810 x3210	<a href="mailto:mccurdy@cszinc.com">mccurdy@cszinc.com</a>
<a href="#">Stryker</a>	Ben Hobbs	502.690.6147	<a href="mailto:ben.hobbs@stryker.com">ben.hobbs@stryker.com</a>
<a href="#">ZOLL</a>	Lynn Conaway	978.421.9655	<a href="mailto:lconaway@zoll.com">lconaway@zoll.com</a>

**Note:** Supplier contact information is current as of April 1, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher.
- CSZ will grandfather current customers at their current pricing tier.

### Aggregation opportunities




- All suppliers allow aggregation for multi-facility systems, GPOs and established networks.
- Stryker requires 70 percent of the facilities wishing to aggregate to meet tier requirement.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Adroit, CSZ and Stryker offer non-invasive systems. ZOLL offers an invasive system.
- Adroit's new agreement offers an overall 6.2 percent savings on consumables and flat pricing on accessories and equipment compared to the expiring agreement.
- Adroit offers early conversion incentives.
- **Adroit is the overall low-cost supplier on crossed items.**
- CSZ's new agreement offers an overall 0.7 percent savings on consumables and around 2 percent increases on accessories and equipment compared to the expiring agreement.
- Stryker's new agreement offers an overall flat pricing on accessories and a 0.1 increase on consumables compared to the expiring agreement.
- Available through distribution: Adroit, CSZ and Stryker
- Available direct: Adroit, CSZ, Stryker and ZOLL

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

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-827	PP-NS-662
	PP-NS-1003	New
	PP-NS-826	PP-NS-663
	PP-NS-825	PP-NS-661
	PP-NS-828	New

Current agreements with Life Recovery (PP-NS-666) and Philips (PP-NS-664) expire June 30, 2014.

Note: Adroit is a veteran-owned business (VET) and Cincinnati Sub-Zero is a woman-owned business (WBE).

Advanced Cooling Therapy has been awarded a Technology Breakthrough contract effective January 1, 2017. On June 6, 2017, Advanced Cooling Therapy announced it is now Attune Medical.

#### Financial considerations:

- Initial capital outlay
- Ongoing consumable costs
- Disposable vs. reusable probes
- Reimbursement

#### Patient safety and satisfaction:

- Minimum and maximum safe temperatures
- Connectivity (physiological monitors, EMRs)

#### Roadblocks to conversion:

- Existing supplier relationships
- Proprietary equipment and disposables
- Only one supplier offers invasive temperature therapy



### Full launch content and additional resources available

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

### Related categories

- **Hot and Cold Packs:** Instant hot and cold packs, ice bags, reusable gel packs and wraps, infant heel warmers
- **Reusable Patient Warming Blankets:** Conductive fabric warming devices
- **Patient Warming Products:** Convective (forced-air) warming blankets and fluid warming
- **Pediatric and Youth Disposables:** Passive warming garments using reflective materials to keep in patient's own radiant heat
- **Temperature Monitoring Products:** Devices used to monitor patient's temperature during surgery and post-operative

## Personal Care Kits and Components

Effective August 1, 2015

Expires July 31, 2018

### Products available

This category includes individual products and or groups of products which have been packaged in a standard or customized kit as part of the patient admission process. Specific examples of products include toothbrushes, toothpaste, combs, hairbrushes, shaving cream, single-edged razors, deodorant, mouthwash, patient belongings bags, pens, tumblers, carafes and emery boards.

Typical types of admissions kits include: maternity, expectant father, baby care, pediatric, eye care, oral care, shave, chemotherapy, fall protection and flu protection.

### Class of trade

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

<a href="#">Cardinal</a>	Daniel Clark	847.887.5513	<a href="mailto:daniel.clark@cardinalhealth.com">daniel.clark@cardinalhealth.com</a>
<a href="#">Care Line</a>	Keith Lewis	615.643.4797	<a href="mailto:kLewis@carelineinc.com">kLewis@carelineinc.com</a>
<a href="#">LSL</a>	Dottie Leway	931.451.5525	<a href="mailto:dottie.leway@lslhealthcare.com">dottie.leway@lslhealthcare.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- All suppliers offer guaranteed savings on custom kits for converting members.
- Pricing is firm for the term with all suppliers.
- Cardinal's new agreement offers a 10 percent savings overall compared to the expiring agreement.
- Care Line's new agreement offers a 0.1 percent savings overall compared to the expiring agreement.
- LSL offers a two percent rebate for conversions in the 90 days before the contract start date.
- Medline's new agreement offers a 23.3 percent savings overall compared to the expiring agreement.
- Medline offers a one percent guaranteed savings for existing members.
- **Medline is the low-cost supplier for standard kits and bulk items.**
- Available through distribution: Cardinal, Care Line, LSL and Medline
- Available direct: LSL and Medline
- S2S Global also offers patient belonging bags. See [S2S Global launch document](#) for details.

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-882</b>	PP-NS-722
	<b>PP-NS-881</b>	PP-NS-724
	<b>PP-NS-883</b>	New
	<b>PP-NS-880</b> <b>AS-NS-880</b>	PP-NS-723

Note: Care Line is a veteran-owned business (VET) and LSL is a minority-owned business (MBE)

#### Financial considerations:

- Guaranteed savings on custom kits
- Conversion incentives
- Bulk items vs. kitted items
- Branded vs. private label products
- Volumes available (e.g. 3 oz. or 2 oz.)

#### Patient safety and satisfaction:

- Patient preference branded items (e.g. toothpaste)
- Standard vs. deluxe options available

#### Roadblocks to conversion:

- Existing supplier relationships

**Full launch content and additional resources available**

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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**

- **Patient Bedside Products**: Products for patient bedside and personal use including plastic, disposable, stainless steel and biodegradable products. Included are primarily plastic items such as pitchers, tumblers, wash basins, soap dishes, denture cups, utility bowls, emesis basins, bedpans, specimen pans, liners and urinals.
- **Soaps, Lotions and Waterless Rinses**: Cleansing products including alcohol rubs, hand rinses, foams, sprays and lotions. This also includes some lotions that are intended for moisturizing purposes only.

## Pharmacy Compounding Equipment and Admixture Supplies

Effective February 1, 2014

Expires January 31, 2020

### Products and services available

This category includes pharmacy compounding equipment, such as automated total parenteral nutrition (TPN) compounders and accessories, and automated filling devices and accessories. Elastomeric pumps and pharmacy admixture supplies are also a part of this category.

### Class of trade

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

<a href="#">Baxter</a>	David Shellenberger	313.815.5362	<a href="mailto:david_shellenberger@baxter.com">david_shellenberger@baxter.com</a>
<a href="#">B. Braun</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">ICU Medical</a>	Doug Baran	215.327.9734	<a href="mailto:dbaran@icumed.com">dbaran@icumed.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

- Aggregation for Baxter is allowed for multi-facility systems with the ability to control purchasing decisions, group purchasing organizations (GPOs) and established networks.
- Aggregation for B. Braun is not allowed.
- Aggregation for ICU Medical is allowed for multi-facility systems with the ability to coordinate purchasing decisions, GPOs and established networks.

### Other key value and terms

- Baxter and ICU Medical offer value-adds.
- Pricing is firm with Baxter for 12 months; thereafter pricing may increase up to 3 percent annually in aggregate.
- Baxter's new disposable pricing is an overall increase of 12.5 percent compared to expiring agreement.
- Pricing is firm with B. Braun for 48 months; thereafter pricing may increase by 3 percent.
- B. Braun's new disposable pricing is an overall savings of 6.5 percent compared to the expiring agreement.
- **B. Braun is the low-cost supplier in pharmacy compounding disposables.**
- Pricing is firm with ICU Medical for the term of agreement.
- Available through distribution: Baxter, B. Braun and ICU Medical
- Available direct: Baxter and B. Braun

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

### Awarded suppliers

Supplier	New	Expiring
<b>Baxter</b>	PP-IV-143	PP-IV-043 PP-IV-041
<b>B   BRAUN</b>	PP-IV-142	PP-IV-042
<b>icumedical</b>	PP-IV-146	New

\* Baxter [acquired](#) Baxa Corporation (PP-IV-041) in 2011.

The current agreement with Hospira (PP-IV-045) expires January 31, 2014.

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

#### Financial considerations:

- Labor costs associated with compounding in-house versus using an outsourced IV admixture services
- Value-adds
- Price protection

#### Patient safety and satisfaction:

- Barcode scanning and labeling capabilities of equipment/devices
- Minimal points for touch contamination of end-product by pharmacy personnel

#### Roadblocks to conversion:

- Cross-category value-adds and tiers
- Limited space in a small primary engineering control
- Capital equipment budget

### Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost modeling tool](#): An Excel spreadsheet that allows you to compare IV costs within your facility to gauge savings opportunities.

### Related categories

- **Disinfection Caps**: Alcohol-based disinfection caps used to disinfect the hub of IV valves
- **Infusion Devices and Device-dedicated Sets**: Large volume infusion therapy pumps, IV therapy pain management pumps (specific to narcotics, antibiotics or chemotherapy), IV syringe pumps, tubing and sets, IV ambulatory pumps, tubing and sets, and medication management software including adverse drug event tracking and management systems
- **Infusion Sets and Accessories**: IV gravity tubing, sets, extension sets without needleless connectors, stopcocks, manifolds and IV tubing accessories
- **IV Fluids, Bag-based Drug Delivery and TPN Macronutrients**: IV fluids (both small and large volume parenterals), bag-based drug delivery systems, and total parenteral nutrition (TPN) macronutrients (amino acids, dextrose and intravenous fat emulsions)
- **Needleless Connectors**: Devices designed to allow connection of multiple intravenous (IV) sets and catheter hubs without the use of needles

## PICC and Midline Access Products

Effective December 1, 2017

Expires November 30, 2020

### Products and services available

This category includes peripherally inserted central venous catheters (PICCs), midline catheters, sheaths, dilators and kits.

### Class of trade

- Access Scientific, AngioDynamics, Cook, Medcomp and Neo Medical are available to acute care, non-acute healthcare and non-healthcare facilities.
- Arrow/Teleflex and Bard are available select to acute care and non-acute healthcare facilities.

<a href="#">Access Scientific</a>	Phil Royston	858.259.8333	<a href="mailto:proyston@accessscientific.com">proyston@accessscientific.com</a>
<a href="#">Angio-Dynamics</a>	Scott Centea	864.363.8819	<a href="mailto:scntea@angiodynamics.com">scntea@angiodynamics.com</a>
<a href="#">Arrow/Teleflex</a>	Dan Kuni	480.280.4914	<a href="mailto:dan.kuni@teleflex.com">dan.kuni@teleflex.com</a>
<a href="#">Bard</a>	Robert Anderson	770.784.6164	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">Cook</a>	Chris Smith	800.468.1379	<a href="mailto:chris.smith@cookmedical.com">chris.smith@cookmedical.com</a>
<a href="#">Medcomp</a>	Adam Brody	215.256.4201	<a href="mailto:abrody@medcompnet.com">abrody@medcompnet.com</a>
<a href="#">Neo Medical</a>	Timothy Duvall	888.450.3334	<a href="mailto:tduvall@neomedicalinc.com">tduvall@neomedicalinc.com</a>

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








### How to operationalize these agreements

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

### Aggregation opportunities

- Access Scientific allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- AngioDynamics allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. The aggregation option is intended for owned, leased, or managed (OLM) systems or GPOs that have market share of 40% for Tier 2 or 60% for Tier 3 with AngioDynamics based on the annual spend data.
- Arrow/Teleflex allows aggregation for multi-facility systems, group purchasing organizations and, at seller's discretion, established networks of facilities. Aggregation is limited to owned, leased and managed (OLM) facilities. GPO facilities must independently meet the participation required by the applicable tier.
- Bard allows aggregation for multi-facility systems and established networks of facilities.
- Cooks and Neo Medical allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- Medcomp allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. GPO facilities must independently meet the participation required by the applicable tier.

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1102</b>	New
	<b>PP-NS-1103</b>	PP-NS-831
	<b>PP-NS-1108</b>	PP-NS-832
	<b>PP-NS-1104</b> <b>AS-NS-1104</b>	PP-NS-830 AS-NS-830
	<b>PP-NS-1105</b>	PP-NS-834
	<b>PP-NS-1106</b>	PP-NS-833
	<b>PP-NS-1107</b>	New

Access Scientific is a small business enterprise (SBE).

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



### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Access Scientific, AngioDynamics and Medcomp offer rebates. See value-adds section in the value analysis toolkit for details.
- AngioDynamics has a 1.0 percent increase overall compared to its expiring agreement pricing.
- Arrow/Teleflex has a 1.0 percent increase overall compared to its expiring agreement pricing.
- Bard offers a 0.3 percent savings overall compared to its expiring agreement pricing.
- Cook has a 0.01 percent increase overall compared to its expiring agreement pricing.
- Medcomp offers a 0.4 percent savings overall compared to its expiring agreement pricing.
- **Arrow/Teleflex is the overall low-cost supplier on crossed items.**
- Available through distribution: Access Scientific, Arrow/Teleflex and Medcomp
- Available direct: Access Scientific, AngioDynamics, Arrow/Teleflex, Bard, Cook, Medcomp and Neo Medical

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

### Full launch content and additional resources available

- [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

- **Catheter/Tube Securement and Stabilization Products:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits including the access catheters, securement devices and the maximum barrier kits
- **Implantable Infusion Ports:** Implanted devices used to provide access in the delivery of medications (often antibiotics or chemotherapy) into the bloodstream for patients who need long term therapy
- **Transparent Dressings:** Dressings that are used to cover catheter sites and secure devices while allowing visibility of the site

## Regenerative Skin Grafting Products

Effective January 1, 2015

Expires December 31, 2017

### Products available

This category includes products using various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement. These products are used primarily for treatment of non-healing wounds when other treatment modalities have not been effective.

### Class of trade

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

<a href="#">ACell</a>	Ben Nudo	469.464.3070	<a href="mailto:bennudo@acell.com">bennudo@acell.com</a>
<a href="#">Alliqua</a>	Wes Snodgrass	770.423.1123	<a href="mailto:wsnodgrass@alliqua.com">wsnodgrass@alliqua.com</a>
<a href="#">Derma Sciences</a>	Edward Eisenlord	609.514.4744 x1175	<a href="mailto:eeisenlord@dermasciences.com">eeisenlord@dermasciences.com</a>
<a href="#">Medline</a>	Derrick Fitchena	773.771.2021	<a href="mailto:dfitchena@medline.com">dfitchena@medline.com</a>
<a href="#">MiMedx</a>	Don Ayers	405.623.1768	<a href="mailto:dayers@mimedx.com">dayers@mimedx.com</a>
<a href="#">MTF</a>	Katie Furiato	732.661.2571	<a href="mailto:katie_furiato@mtf.org">katie_furiato@mtf.org</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Medline.
- ACell, MiMedx and MTF require a **PA/PMDF at all tiers**.
- Alliqua and Derma Sciences offer a single tier and do not require PA/PMDF.

### Aggregation opportunities

- Alliqua, Derma Sciences, Medline and MTF allow aggregation for multi-facility systems, GPOs and established networks.
- ACell and MiMedx allow aggregation for multi-facility systems and established networks.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Alliqua, Derma Sciences, Medline, MiMedx and MTF offer products derived from human tissue. ACell is the sole provider of porcine –derived tissue.
- ACell (non-human tissue) is the overall low-cost supplier on crossed products.
- Derma Sciences is the overall low-cost supplier for human amniotic tissue on crossed products.
- Available through distribution: Medline
- Available direct: ACell, Alliqua, Derma Sciences, Medline, MiMedx and MTF

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

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-870	New
	PP-NS-872	New
	PP-NS-873	New
	PP-NS-874	New
	PP-NS-871	New
	PP-NS-877	New

Notes: ACell and MiMedx are small business enterprises (SBE)

There is no ASCEND® award in this category.

#### Financial considerations:

- Reimbursement i.e. high and low level
- Number of applications needed
- Location of treatment (inpatient, surgery center)
- Cost of treating high acuity patients via conventional wound care
- Cost of readmissions
- Product shelf life
- Storage requirements
- Preparation required

#### Patient safety and satisfaction:

- Infection prevention
- Minimized skin disfigurement
- Reduction in pain
- Improved healing time
- Decreased office visits
- Low rejection potential
- Regulatory status (FDA)
- Clinician ease of use
- Patient cost of care
- Tissue selection and processing
- HCAHPS scores

#### Roadblocks to conversion:

- Existing supplier relationships
- Product availability
- Product knowledge
- Physician adoption
- Reimbursement challenges

**Full launch content and additional resources available**

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- [FAQ document](#): A PDF of answers to frequently asked questions

**Related categories**

- **Biological Mesh Products**: Works as a graft that will bind with surrounding tissue, typically used for hernia repair, abdominal wall reconstruction and pelvic floor repair
- **Bone, Tissue and Synthetic Implantable Products**: Biologic and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth
- **Negative Pressure Wound Therapy**: Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site
- **Skin Integrity Prevention, Healing and Support**: Dressings and skin care items used on the patient population over the age of two

## Respiratory Therapy Products

**Effective November 1, 2015**

**Expires October 31, 2018**

### Products available

This category includes peak flow meters, incentive spirometers, MDI holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags.

This category does not include capital equipment used in treating the respiratory patient which is covered under other Premier contracts.

This category previously included active humidification devices (heaters), heated wire circuits, chambers, blenders, water and high flow disposables that are proprietary to these devices which have been split out into their own category – Active Humidification Devices and Accessories.

### Class of trade

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

<a href="#">Ambu</a>	Dan Toomey	317.776.3135	<a href="mailto:dct@ambu.com">dct@ambu.com</a>
<a href="#">CareFusion</a>	Zack Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
<a href="#">Monaghan</a>	Tom Sampson	800.833.9653	<a href="mailto:tsampson@monaghanmed.com">tsampson@monaghanmed.com</a>
<a href="#">Teleflex</a>	Dan Kuni	919.433.4940	<a href="mailto:dan.kuni@teleflex.com">dan.kuni@teleflex.com</a>
<a href="#">Thayer</a>	Brent Tremblay	520.790.5393 x2370	<a href="mailto:brent.tremblay@thayermedical.com">brent.tremblay@thayermedical.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with Ambu, CareFusion, Monaghan and Teleflex.
- A PMDF/PA is not required for Thayer due to single tier.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Ambu, CareFusion, Monaghan and Teleflex.
- CareFusion requires GPO facilities must independently commit to the market share required by the tier
- Teleflex is available to OLM facilities only and established networks at its discretion.

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-907</b>	PP-NS-735
	<b>PP-NS-903 AS-NS-903</b>	PP-NS-730
	<b>PP-NS-905</b>	PP-NS-731
	<b>PP-NS-904</b>	PP-NS-734
	<b>PP-NS-906</b>	PP-NS-732

Monaghan and Thayer are small business enterprises (SBE).

The current agreement with Westmed (PP-NS-733) expires October 31, 2015.

#### Financial considerations:

- Reimbursement
- Value-adds
- Water usage
- Circuit life

#### Patient safety and satisfaction:

- Ventilator-associated pneumonia (VAP)
- Patient comfort
- Skin breakdown issues

#### Roadblocks to conversion:

- Ventilators with proprietary disposables

## Respiratory Therapy Products

Effective November 1, 2015

Expires October 31, 2018

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambu offers 0.9 percent savings overall compared to the expiring agreement.
- CareFusion offers 1.3 percent increase overall compared to the expiring agreement.
- Monaghan offers 1.1 percent increase overall compared to the expiring agreement.
- Teleflex offers 1.6 percent increase overall compared to the expiring agreement.
- CareFusion and Teleflex offer additional savings for multi-category commitment.
- Available through distribution: Ambu, CareFusion, Monaghan, Teleflex and Thayer
- Available direct: Ambu, CareFusion, Teleflex and Thayer

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

### Full launch content and additional resources available

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### Related categories

- **Active Humidification Devices and Accessories:** Humidification devices (heaters), heated wire circuits, chambers, blenders, water and high flow disposables that are proprietary to these devices
- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Disposable Anesthesia Products:** Anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Non-invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units, and the associated consumables (such as masks, cannulas and tubing)
- **Suction Canisters, Yankauers and Tubing:** Suction canisters, Yankauers, tubing (sterile and non-sterile) and solidifiers used for the purpose of collecting medical waste
- **Specialty Distribution – Respiratory Therapy and Anesthesia Products:** Offers members the option to purchase respiratory therapy and anesthesia products from multiple suppliers through a specialty distributor
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure
- **Ventilators:** Intensive care, high frequency oscillatory, transport/portable and mass casualty ventilators, associated accessories and proprietary circuits

## Restraints and Fall Prevention Products

Effective August 1, 2017

Expires July 31, 2020

### Products available

This category includes fall prevention programs, visual cues, warning systems/monitors/alarms, patient restraints or restraining garments and devices that limit the physical movement of the patient.

### Class of trade

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

<a href="#">DeRoyal</a>	Matt Spalding	865.318.7435	<a href="mailto:mspalding@deroyal.com">mspalding@deroyal.com</a>
<a href="#">E.M. Adams</a>	Jim Stevens	800.225.4789	<a href="mailto:stevens@emadamsco.com">stevens@emadamsco.com</a>
<a href="#">Horizon</a>	Dan Hawkin	866.740.2110 x2154	<a href="mailto:dhawkin@horizonhcs.net">dhawkin@horizonhcs.net</a>
<a href="#">Posey</a>	Rick Smith	626.622.8732	<a href="mailto:rsmith@posey.com">rsmith@posey.com</a>
<a href="#">Stanley</a>	Ryan Fogarty	737.346.7700	<a href="mailto:ryan.fogarty@sbdinc.com">ryan.fogarty@sbdinc.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with DeRoyal, Horizon, Posey and Stanley.
- E.M. Adams does not require a PMDF/PA due to single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.
  - Posey requires facilities to independently commit to the market share required by the tier.

### Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- DeRoyal offers 1.0 percent savings overall compared to the expiring agreement.
- E.M. Adams offers 1.6 percent savings overall compared to the expiring agreement.
- Horizon offers 0.7 percent savings overall compared to the expiring agreement.
- Horizon offers a no-charge fall monitor program. See value-adds in the value analysis toolkit for details.
- Posey offers 0.9 percent savings overall compared to the expiring agreement.
- **DeRoyal is the low-cost supplier for those suppliers with more than 50 percent of crossed spend.**
- Available through distribution: DeRoyal, E.M. Adams, Horizon, Posey and Stanley
- Available direct: DeRoyal, E.M. Adams and Horizon

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1060</b> <b>AS-NS-1060</b>	PP-NS-842 AS-NS-842
<b>E. M. Adams</b>	<b>PP-NS-1061</b>	PP-NS-843
	<b>PP-NS-1062</b>	SD-NS-011
	<b>PP-NS-1063</b>	PP-NS-841
	<b>PP-NS-1064</b>	New

E.M. Adams and Horizon are small business enterprises (SBEs).

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



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**Related categories**

- **Casting and Splinting Products**: Plastic, synthetic and fiberglass materials used to develop splints or casts in order to immobilize or stabilize orthopedic injuries so that healing can occur
- **Fall Management Footwear**: Slippers used on patients in acute and non-acute facilities to prevent falls
- **Mobility Aids**: Canes, crutches, knee walkers, motorized scooters, walkers and wheelchairs
- **Physical Therapy Products and Exercise Equipment**: Products and equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability
- **Skin Breakdown Prevention Products**: Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids

## Safety Huber Needles

**Effective March 1, 2015**

**Expires February 28, 2018**

### Products available

This category includes safety non-coring Huber needles used to access implantable ports to deliver chemotherapy, antibiotic therapy or parenteral nutritional products to compromised patients requiring multiple or repeated vascular access.

### Class of trade

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

<a href="#">Bard Access</a>	Robert Anderson	770.784.6164	<a href="mailto:bob.anderson@crbard.com">bob.anderson@crbard.com</a>
<a href="#">Smiths Medical</a>	Juliet Larson	972.679.0889	<a href="mailto:juliet.larson@smiths-medical.com">juliet.larson@smiths-medical.com</a>

**Note:** Supplier contact information is current as of December 1, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities



- Bard allows aggregation for multi-facility systems (IDNs) and established networks (collaborative groups); facilities must individually commit to participation requirements.
- Smiths Medical allows aggregation for members who own and centrally manage multi-facility systems and have the ability to drive centralized purchasing decisions.

### Other key value and terms

- Pricing is firm for the term with both suppliers.
- Bard will grandfather member pricing under individual agreements for the first 12 months of the Premier agreement if superior to the member's qualifying tier. Bard agrees to limit increases to a maximum of 2.5 percent for each 12-month period thereafter.
- Smiths Medical's new agreement offers an overall 6.8 percent savings compared to the expiring agreement.
- Smiths Medical has a \$50 charge for orders less than \$300.
- **Smiths Medical is the overall low-cost supplier on crossed items.**
- Available through distribution: Smiths Medical
- Available direct: Bard Access and Smiths Medical

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-876</b> <b>AS-NS-876</b>	New
	<b>PP-NS-875</b> <b>AS-NS-875</b>	PP-NS-703

The current agreement with B. Braun (PP-NS-708) expires February 28, 2015.

#### Financial considerations:

- Reimbursement
- Kit configurations
- Grandfathering
- PMDF to ensure pricing
- Minimum order requirements

#### Safety and patient satisfaction:

- Needlestick safety
- Needle gauges and lengths
- Profile heights/low profile options

#### Roadblocks to conversion:

- Existing supplier relationships
- Proprietary implantable ports

## Safety Huber Needles

Effective March 1, 2015

Expires February 28, 2018

### Full launch content and additional resources available

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### Related categories

- **Central Venous Access Products**: Central venous access catheters, sheaths, dilators and kits.
- **Implantable Infusion Ports**: Devices used to deliver medications such as antibiotics or chemotherapy into the bloodstream of patients who need long-term therapy.
- **Safety Hypodermic Products**: Hypodermic products include syringes and needles used to draw up liquids and to deliver medications to patients by intradermal, subcutaneous, intramuscular or intravenous injection. Safety hypodermic products are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism.
- **Safety IV Catheters**: IV start catheters equipped with a safety device to prevent accidental needlesticks.

## Safety Hypodermic Products

**Effective October 1, 2016**

**Expires September 30, 2019**

### Products and services available

This category includes products used to draw up and administer liquids or medications via intra-dermal, subcutaneous, intra-muscular or IVs and that have an attached safety device to prevent accidental sharps injuries.

### Class of trade

- RTI and Smiths Medical are available to acute care, continuum of care and Premier REACH™ members.
- BD is available to healthcare providers only.
- Covidien is available to specific acute care, non-acute healthcare, schools, colleges and universities. See value analysis toolkit for more details.

<a href="#">BD</a>	Zack Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.i.goodall@medtronic.com">greg.i.goodall@medtronic.com</a>
<a href="#">RTI</a>	Patti King	972.294.1010 x3352	<a href="mailto:rti.king@vanishpoint.com">rti.king@vanishpoint.com</a>
<a href="#">Smiths Medical</a>	Juliet Larson	972.679.0889	<a href="mailto:juliet.larson@smiths-medical.com">juliet.larson@smiths-medical.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with BD, Covidien and Smiths Medical.
- RTI offers a single tier where PMDF/PA is not required.
- Covidien requires a Primary Group Designation Form, if not previously declared.





### Aggregation opportunities

- BD allows aggregation for multi-facility systems, GPOs and established networks.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence decisions.
- Smiths Medical allows aggregation for members who own and centrally manage multi-facility systems and have the ability to drive purchasing decisions.
- RTI offers a single tier where aggregation is not applicable.

### Other key value and terms

- Pricing is firm for the term of agreement with BD, RTI and Smiths Medical.
  - Pricing is firm for 12 months with Covidien; thereafter pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- BD offers a 1.4 percent increase overall compared to the expiring agreement.
- Covidien offers a 0.9 percent increase overall compared to the expiring agreement.
- Covidien is the overall low-cost supplier on crossed items.
- Covidien offers a quick start incentive.

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-963</b> <b>AS-NS-963</b>	PP-NS-785 AS-NS-785
	<b>PP-NS-964</b> <b>AS-NS-964</b>	PP-NS-786 AS-NS-786
	<b>PP-NS-965</b>	PP-NS-788
	<b>PP-NS-966</b>	PP-NS-787

RTI is a small business enterprise (SBE).

#### Financial considerations:

- Reimbursement
- Value-adds
- Minimum order requirements

#### Patient safety and satisfaction:

- Sharps injury prevention
- Needlestick safety
- Clinician safety
- Ease of use for home injections

#### Roadblocks to conversion:

- Existing supplier relationships
- Conversion assistance and trials offered by suppliers
- Class of trade restrictions

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

- RTI offers flat pricing compared to the expiring agreement.
- Smiths Medical offers a 0.4 percent savings overall compared to the expiring agreement.
- Available through distribution: BD, Covidien, RTI and Smiths Medical
- Available direct: Covidien, RTI and Smiths Medical

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

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**Related categories**

- **Safety IV Catheters:** IV start catheters equipped with a safety device to prevent accidental needle sticks
- **Sharps Disposal Containers:** Canisters for sharps medical waste and the related accessories such as wall mountings and brackets
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection

## Safety IV Catheters

**Effective October 1, 2016**

**Expires September 30, 2019**

### Products available

This category includes intravenous (IV) start catheters with a safety device to prevent accidental needlesticks.

### Class of trade

- RTI, Smiths Medical and Terumo are available to acute care, continuum of care and Premier REACH™ members.
- B. Braun are available to acute care and non-acute healthcare facilities.
- BD is available to healthcare providers only.

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

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with B. Braun, BD, Smiths Medical and Terumo.
- A PMDF/PA is not required for RTI due to single tier offering.

### Aggregation opportunities






- Aggregation is allowed for multi-facility systems, GPOs and established networks with all B. Braun, BD and Terumo.
  - B. Braun requires facilities to independently commit to the market share required by the tier.
- Smiths Medical allows aggregation for members who own and centrally manage multi-facility systems and have the ability to drive purchasing decisions.
- Aggregation for RTI is not applicable due to single tier offering.

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- B. Braun offers 1.7 percent savings overall compared to the expiring agreement.
- B. Braun offers a value-add rebate on Introcan safety IV catheters.
- BD offers 0.9 percent savings overall compared to the expiring agreement.
- RTI offers 10.5 percent savings overall compared to the expiring agreement.
- Smiths Medical offers 3.8 percent savings overall compared to the expiring agreement.
- Available through distribution: B Braun, BD, RTI, Smiths Medical and Terumo
- Available direct: RTI and Smiths Medical

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

### Awarded suppliers

Supplier	New	Expiring
 <b>B. BRAUN</b> SHARING EXPERTISE	<b>PP-NS-967</b>	PP-NS-790
 <b>BD</b>	<b>PP-NS-968</b> <b>AS-NS-968</b>	PP-NS-789 AS-NS-789
 <b>RETRACTABLE TECHNOLOGIES, INC.</b>	<b>PP-NS-969</b>	PP-NS-792
 <b>smiths medical</b> bringing technology to life	<b>PP-NS-970</b> <b>AS-NS-970</b>	PP-NS-791 AS-NS-791
 <b>TERUMO</b>	<b>PP-NS-971</b>	New

RTI is a small business enterprise (SBE).

**Update August 2017:** Terumo Medical Corporation has given Premier notice of its cancellation of contract PP-NS-971 in the Safety IV Catheter category. The cancellation is effective September 5, 2017.

#### Financial considerations:

- Reimbursement
- Value-adds e.g. rebates
- Minimum order requirements

#### Patient safety and satisfaction:

- Sharps injury prevention
- Infusion Nurses Society guidelines
- PSI rating
- MRI compatibility

#### Roadblocks to conversion:

- Existing supplier relationships
- Converting from active to passive will require further staff education



**Full launch content and additional resources available**

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

**Related categories**

- **IV Site Management and Accessories:** Kits and products used to start and maintain the integrity of an IV insertion site
- **IV Therapy Portfolio:** Includes the categories of Infusion Devices and Device-dedicated Sets; Infusion Sets and Accessories; Needleless Connectors; IV Fluids, Bag-based Drug Delivery and TPN Macronutrients; and Pharmacy Capital Equipment and Admixture Supplies
- **Safety Hypodermic Products:** Safety products used to draw up and administer medications via injection
- **Standard Hypodermic Products:** Non-safety products used to draw up and administer medications via injection

# Sharps Disposal Containers

**Effective May 1, 2017**

**Expires April 30, 2020**

## Products available

This category includes canisters designed for the safe containment of sharps medical waste, including mixed waste containers such as for pharmacy waste, chemotherapy waste and biohazard waste that are meant to be disposable and the related accessories such as wall mountings and brackets.

## Class of trade

- BD is available to acute care, non-acute healthcare and non-healthcare facilities.
- Covidien is available to acute care, non-acute healthcare and education facilities.

<b>BD</b>	Zachery Moore	248.377.9080	<a href="mailto:zachery.moore@carefusion.com">zachery.moore@carefusion.com</a>
<b>Covidien</b>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>

**Note:** Supplier contact information is current as of February 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)/electronic price activation (PA) is required for Tier 2 and higher with both suppliers.

## Aggregation opportunities



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

## Other key value and terms

- Pricing is firm for the term of the agreement with BD.
- Covidien is firm for 12 months; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- BD's new agreement offers a 5.0 percent increase compared to the expiring agreement.
- Covidien's new agreement offers flat pricing compared to the expiring agreement.
- Covidien offers a 5 percent quick start incentive rebate.
- BD is the overall low-cost supplier on crossed items.
- Available through distribution: BD and Covidien
- Available direct: Covidien (3% direct order fee applies)

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

## Awarded suppliers

Supplier	New	Expiring
 <b>BD</b>	<b>PP-NS-1002</b>	PP-NS-813
 <b>COVIDIEN</b>	<b>PP-NS-1001 AS-NS-1001</b>	PP-NS-812

### Financial considerations:

- Equipment, repair and installation costs
- Volume differences among containers
- Value-adds, e.g. quick start rebates

### Safety and patient satisfaction:

- Needlestick safety
- OSHA bloodborne pathogen requirements
- Green/recycled options
- Ease of use and accessibility
- Container will not spill contents even when dropped

### Roadblocks to conversion:

- Existing supplier relationships
- Mounting and bracket conversion costs

## Sharps Disposal Containers

Effective May 1, 2017

Expires April 30, 2020

### Full launch content and additional resources available

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### Related categories

- **Instrument Containers**: Containers used for storage and sterilization of surgical instruments
- **Waste Management Products and Services**: Consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposal, regulated medical waste disposal, **reusable sharps container services**, recycling, bioremediation and other waste streams

## Skin Breakdown Prevention Products

Effective July 1, 2016

Expires June 30, 2019

### Products available

This category includes heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids.

### Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members. Medline and Mölnlycke have some class of trade restrictions.

<a href="#">DeRoyal</a>	Matt Spalding	865.318.7435	<a href="mailto:mspalding@deroyal.com">mspalding@deroyal.com</a>
<a href="#">DM Systems</a>	John Drennan	800.254.5438	<a href="mailto:john@dmsystems.com">john@dmsystems.com</a>
<a href="#">EHOB</a>	Dave Denton	800.899.5533 x1155	<a href="mailto:dave.denton@ehob.com">dave.denton@ehob.com</a>
<a href="#">Joerns</a>	Colin Sanders	800.826.0270	<a href="mailto:colin.sanders@joerns.com">colin.sanders@joerns.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>
<a href="#">Mölnlycke</a>	Dan Stewart	615.878.2992	<a href="mailto:dan.stewart@molnlycke.com">dan.stewart@molnlycke.com</a>
<a href="#">Sage</a>	Charles Young	815.455.4700 x1477	<a href="mailto:cyoung@sageproducts.com">cyoung@sageproducts.com</a>
<a href="#">Stryker</a>	Christopher Chappus	269.352.5327	<a href="mailto:christopher.chappus@stryker.com">christopher.chappus@stryker.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with DeRoyal, DM Systems, EHOB, Mölnlycke, Sage and Stryker.
- Joerns and Medline do not require PMDF/PA due to single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with DeRoyal, DM Systems, EHOB, Mölnlycke, Sage and Stryker.
- Aggregation is not applicable with Joerns and Medline due to single tier offering.

### Other key value and terms

- Pricing is firm for the term of agreement with all supplier except Stryker who is firm for two years.
- DM Systems offers an overall 2.4 percent savings compared to the expiring agreement.
- Joerns offers an overall 4.3 percent increase compared to the expiring agreement.
- Mölnlycke offers an overall 3.5 percent savings compared to the expiring agreement.
- Sage offers an overall 5.6 percent increase compared to the expiring agreement.
- Stryker offers an overall 1.0 percent increase compared to the expiring agreement.
- Available through distribution: DeRoyal, DM Systems, EHOB, Joerns, Medline, Mölnlycke, Sage and Stryker
- Available direct: DeRoyal, DM Systems, Joerns, Medline, Mölnlycke and Stryker

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-946</b>	New
	<b>PP-NS-941</b>	SD-AC-001
	<b>PP-NS-940</b>	New
	<b>PP-NS-945</b>	PP-AC-069 AS-AC-069
	<b>PP-NS-942</b> <b>AS-NS-942</b>	New
	<b>PP-NS-944</b>	PP-AC-072
	<b>PP-NS-943</b>	PP-AC-070 AS-AC-070
	<b>PP-NS-947</b>	PP-AC-071

DM Systems is a veteran-owned business enterprise (VBE).

Mölnlycke [acquired](#) Sundance in February 2016.

#### Financial considerations:

- Reimbursement
- Minimum orders
- Grandfathering
- Value-adds such as trade-in programs and rebates

#### Patient safety and satisfaction:

- Clinical practice guidelines
- Product sizes available
- Patient population (e.g. age, pressure ulcer stage)

#### Roadblocks to conversion:

- Existing supplier relationships

## Skin Breakdown Prevention Products

Effective July 1, 2016

Expires June 30, 2019

### Full launch content and additional resources available

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### Related categories

- **Mobility Aids**: Devices designed to assist with personal mobility, including canes, crutches, knee walkers, motorized scooters, walkers and wheelchairs
- **OR Patient Positioning Products**: Pre-formed foam or gel-filled positioner products that aid in patient positioning and prevention of pressure injuries during a surgical procedure
- **Patient Cleansing and Skin Care (Bag-Based)**: Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Skin Integrity – Prevention, Healing and Support**: Patient cleansing and skin care items, formerly the Advanced Wound Care and Patient Cleansing and Skin Care (Traditional) categories

## Skin Integrity: Compression Wraps

Effective April 1, 2017

Expires March 31, 2020

### Products and services available

This category includes products used in the treatment and prevention of edema, venous insufficiencies and lymphatic disorders of extremities (e.g. multi-layer compression, total contact casting and Unna boot).

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Primary/secondary dressings, skin cleansers/barriers/lotions and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement; Skin Integrity: Skin Cleanser, Barrier and Lotion Products; and Surgical Irrigation Solutions.

### Class of trade

- BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M is available to select healthcare facilities. See value analysis toolkit for specific class of trade exclusions.

<a href="#">3M</a>	Rodger Ratliff	651.575.3608	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
<a href="#">BSN</a>	Joy Wright	978.270.5511	<a href="mailto:joy.wright@bsnmedical.com">joy.wright@bsnmedical.com</a>
<a href="#">Derma Sciences</a>	Ed Eisenlord	609.273.6731	<a href="mailto:eeisenlord@dermasciences.com">eeisenlord@dermasciences.com</a>
<a href="#">Medline</a>	Derrick Fitchena	773.771.2021	<a href="mailto:dfitchena@medline.com">dfitchena@medline.com</a>
<a href="#">Mölnlycke</a>	Dan Stewart	615.878.2992	<a href="mailto:dan.stewart@molnlycke.com">dan.stewart@molnlycke.com</a>
<a href="#">Smith &amp; Nephew</a>	David Jones	804.896.6118	<a href="mailto:david.jones2@smith-nephew.com">david.jones2@smith-nephew.com</a>

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







### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 3M, BSN, Medline, Mölnlycke and Smith & Nephew.
- A PMDF/PA is not required with Derma Sciences due to single tier offering.

### Aggregation opportunities

- BSN, Derma Sciences, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- 3M allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds. Acute and OLM facilities may aggregate to meet tier thresholds.

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-NS-1020</b>	PP-NS-950
	<b>PP-NS-1021</b>	PP-AC-105
	<b>PP-NS-1022</b>	PP-NS-952
	<b>PP-NS-1023</b>	PP-AC-080
	<b>PP-NS-1024</b>	PP-AC-081
	<b>PP-NS-1025</b>	PP-NS-954

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

There is no ASCEND® award in this category.

### Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

### Patient safety and satisfaction:

- Rigid vs. elastic compression
- Number of compression layers needed
- Wraps or tubular compression
- Latex allergies

### Roadblocks to conversion:

- Existing supplier relationships



## Skin Integrity: Compression Wraps

Effective April 1, 2017

Expires March 31, 2020

### Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
  - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- 3M offers 1.8 percent increase overall compared to the expiring agreement.
- Derma Sciences offers flat pricing overall compared to the expiring agreement.
- Medline offers flat pricing overall compared to the expiring agreement.
- Mölnlycke offers flat pricing overall compared to the expiring agreement.
- Smith & Nephew offers flat pricing overall compared to the expiring agreement.
- **Derma Sciences is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew
- Available direct: BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew

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

### Full launch content and additional resources available

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

### Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Low Frequency Ultrasonic Wound Therapy:** Non-contact, low-frequency ultrasound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

## Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement

Effective April 1, 2017

Expires March 31, 2020

### Products and services available

This category includes primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings.

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Skin cleansers/barriers/lotions, compression wraps and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Skin Cleanser, Barrier and Lotion Products; Skin Integrity: Compression Wraps; and Surgical Irrigation Solutions.

### Class of trade

- Crawford, Derma Sciences, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- Coloplast, ConvaTec, Hollister and KCI are available to select healthcare facilities.

<a href="#">Coloplast</a>	Lisa Mulry	631.943.0750	<a href="mailto:uslam@coloplast.com">uslam@coloplast.com</a>
<a href="#">ConvaTec</a>	Keith Roberts	513.771.9824	<a href="mailto:keith.roberts@convatec.com">keith.roberts@convatec.com</a>
<a href="#">Crawford</a>	Dave Posten	913.706.3664	<a href="mailto:dave.posten@crawfordhealthcare.com">dave.posten@crawfordhealthcare.com</a>
<a href="#">Derma Sciences</a>	Ed Eisenlord	609.273.6731	<a href="mailto:eeisenlord@dermasciences.com">eeisenlord@dermasciences.com</a>
<a href="#">Hollister</a>	Lisa Clarke	847.680.1000 x1244	<a href="mailto:lisa.clarke@hollister.com">lisa.clarke@hollister.com</a>
<a href="#">KCI</a>	Greg Garland	501.590.1238	<a href="mailto:ggarland@acelity.com">ggarland@acelity.com</a>
<a href="#">Medline</a>	Derrick Fitchena	773.771.2021	<a href="mailto:dfitchena@medline.com">dfitchena@medline.com</a>
<a href="#">Mölnlycke</a>	Dan Stewart	615.878.2992	<a href="mailto:dan.stewart@molnlycke.com">dan.stewart@molnlycke.com</a>
<a href="#">Smith &amp; Nephew</a>	David Jones	804.896.6118	<a href="mailto:david.jones2@smith-nephew.com">david.jones2@smith-nephew.com</a>

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










### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Coloplast, ConvaTec, Crawford, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew.
- A PMDF/PA is not required with Derma Sciences due to single tier offering.

### Aggregation opportunities

- Coloplast, Crawford, Derma Sciences, Hollister, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities. Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.

### Awarded suppliers

Supplier	New	Expiring
 <b>Coloplast</b>	<b>PP-NS-1004</b>	PP-AC-075
 <b>ConvaTec</b>	<b>PP-NS-1005</b> <b>AS-NS-1005</b>	PP-AC-076
 <b>Crawford Healthcare</b>	<b>PP-NS-1006</b>	PP-NS-956
 <b>Derma Sciences</b>	<b>PP-NS-1007</b>	PP-NS-952
 <b>Hollister</b>	<b>PP-NS-1008</b>	PP-AC-078
 <b>Acelity</b>	<b>PP-NS-1012</b>	PP-AC-082
 <b>Medline</b>	<b>PP-NS-1009</b> <b>AS-NS-1009</b>	PP-AC-080
 <b>Mölnlycke Healthcare</b>	<b>PP-NS-1010</b>	PP-AC-081
 <b>Smith &amp; Nephew</b>	<b>PP-NS-1011</b>	PP-NS-954

Crawford is a small business enterprise (SBE).

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

#### Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

#### Patient safety and satisfaction:

- Wear time
- Skin-friendly adhesives
- Absorption level
- Shapes available
- Antimicrobial kill rates

#### Roadblocks to conversion:

- Existing supplier relationships

## Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement

Effective April 1, 2017

Expires March 31, 2020

### Aggregation opportunities (continued)

- KCI allows aggregation for members who own and operate multi-facility systems and group purchasing organizations that share common ownership and direct operational management.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds. Acute and OLM facilities may aggregate to meet tier thresholds.

### Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
  - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- Coloplast offers 4.8 percent savings overall compared to the expiring agreement.
- ConvaTec offers 0.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.1 percent savings overall compared to the expiring agreement.
- Derma Sciences offers flat pricing compared to the expiring agreement.
- Hollister offers 0.3 percent savings overall compared to the expiring agreement.
- KCI offers 2.1 percent savings compared to the expiring agreement.
- Medline offers 0.5 percent increase overall compared to the expiring agreement.
- Mölnlycke offers flat pricing compared to the expiring agreement.
- Smith & Nephew offers 1.5 percent savings overall compared to the expiring agreement.
- **Crawford is the overall low-cost supplier on crossed items.**
- Available through distribution: Coloplast, ConvaTec, Crawford, Derma Sciences, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Derma Sciences, Hollister, Medline, Mölnlycke and Smith & Nephew

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

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

### Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

## Skin Integrity: Skin Cleanser, Barrier and Lotion Products

Effective April 1, 2017

Expires March 31, 2020

### Products and services available

This category includes products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin (e.g. skin cleansers, moisturizers, protectants, barrier wipes, lotions and sprays, antifungals, perineal washes and body wash).

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Primary/secondary dressings, compression wraps and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement; Skin Integrity: Compression Wraps; and Surgical Irrigation Solutions.

### Class of trade

- Crawford, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M, Coloplast and ConvaTec are available to select healthcare facilities.

<b>3M</b>	Rodger Ratliff	651.575.3608	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
<b>Coloplast</b>	Lisa Mulry	631.943.0750	<a href="mailto:uslam@coloplast.com">uslam@coloplast.com</a>
<b>ConvaTec</b>	Keith Roberts	513.771.9824	<a href="mailto:keith.roberts@convatec.com">keith.roberts@convatec.com</a>
<b>Crawford</b>	Dave Posten	913.706.3664	<a href="mailto:dave.posten@crawfordhealthcare.com">dave.posten@crawfordhealthcare.com</a>
<b>Medline</b>	Derrick Fitchena	773.771.2021	<a href="mailto:dfitchena@medline.com">dfitchena@medline.com</a>
<b>Mölnlycke</b>	Dan Stewart	615.878.2992	<a href="mailto:dan.stewart@molnlycke.com">dan.stewart@molnlycke.com</a>
<b>Smith &amp; Nephew</b>	David Jones	804.896.6118	<a href="mailto:david.jones2@smith-nephew.com">david.jones2@smith-nephew.com</a>

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








### How to operationalize these agreements

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

### Aggregation opportunities

- Coloplast, Crawford, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- 3M allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.
- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities. Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds for Tier 1 to 3. Acute and OLM facilities may aggregate to meet tier thresholds for Tiers 4 to 8. Hibiclens product purchases are available for aggregation for multi-facility systems, group purchasing organizations and established networks of facilities by mutual agreement of Premier and Mölnlycke.

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-1013	PP-NS-950
 Coloplast	PP-NS-1014	PP-AC-075
 ConvaTec	PP-NS-1015 AS-NS-1015	PP-AC-076
 Crawford Healthcare	PP-NS-1016	PP-NS-956
 Medline	PP-NS-1017	PP-AC-080
 Mölnlycke Healthcare	PP-NS-1018	PP-AC-081
 Smith & Nephew <small>US Professional</small>	PP-NS-1019	PP-NS-954

Crawford is a small business enterprise (SBE).

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

#### Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

#### Patient safety and satisfaction:

- Cleansers with neutral pH levels
- Residue left on the patient's skin
- Products that are fragrance-, dye- and preservative-free

#### Roadblocks to conversion:

- Existing supplier relationships

### Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
  - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- 3M offers 2.5 percent savings overall compared to the expiring agreement.
- Coloplast offers 1.7 percent savings overall compared to the expiring agreement.
- ConvaTec offers 1.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.2 percent savings overall compared to the expiring agreement.
- Medline offers 0.5 percent savings overall compared to the expiring agreement.
- Mölnlycke offers flat pricing overall compared to the expiring agreement.
- Smith & Nephew offers 25.1 percent savings overall compared to the expiring agreement.
- **Smith & Nephew is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, Coloplast, ConvaTec, Crawford, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Medline, Mölnlycke and Smith & Nephew

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

### Full launch content and additional resources available

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

### Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Low Frequency Ultrasonic Wound Therapy:** Non-contact, low-frequency ultrasound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures



## Soaps, Lotions and Waterless Hand Rinses

Effective October 1, 2017

Expires September 30, 2020

### Products and services available

This category includes cleansing products such as alcohol rubs, hand rinses, foams, sprays and lotions. This product category also contains some lotions that are intended for moisturizing purposes only.

### Class of trade

DebMed, Ecolab and GOJO are available to specified acute care and non-acute healthcare facilities. GOJO's Tier 5 is available to non-healthcare facilities.

<a href="#">DebMed</a>	Tom Wirostek	704.357.4255	<a href="mailto:tom.wirostek@debmed.com">tom.wirostek@debmed.com</a>
<a href="#">Ecolab</a>	Joseph Saunders	817.306.9303	<a href="mailto:joe.saunders@ecolab.com">joe.saunders@ecolab.com</a>
<a href="#">GOJO</a>	Chris Wood	330.255.6484	<a href="mailto:woodc@gojo.com">woodc@gojo.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities




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

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- DebMed, Ecolab and GOJO offer dispenser incentives. See value-adds section in the value analysis toolkit for details.
- DebMed, Ecolab and GOJO offer growth and conversion incentives. See value-adds section in the value analysis toolkit for details.
- DebMed offers 1 percent savings overall compared to the expiring agreement.
- Ecolab offers 3 percent savings overall compared to the expiring agreement.
- GOJO offers 1 percent savings overall compared to the expiring agreement.
- GOJO offers grandfathered pricing.
- GOJO offers a 2 percent early payment discount.
- **Ecolab is the low-cost supplier on crossed items.**
- Available through distribution: DebMed, Ecolab and GOJO
- Available direct: DebMed and Ecolab

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

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-1085	PP-NS-851*
	PP-NS-1084 AS-NS-1084	PP-NS-849 AS-NS-849
	PP-NS-1086	PP-NS-850

\*STERIS assigned their contract to DebMed effective August 8, 2016.

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



**Full launch content and additional resources available**

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

**Related categories**

- **Hand Hygiene Monitoring Systems**: Systems that automatically and continuously monitors staff members' compliance with defined hygiene and infection protocols
- **Housekeeping Products**: Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution**: Distributors of jan/san products including soaps and lotions
- **Personal Care Kits and Components**: Individual products/groups of products packaged in a standard or customized kit as part of the patient admission process
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products**: Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Hand Preps**: Solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures

## Standard Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

### Products and services available

This category includes syringes, needles, tuberculosis (TB) syringes, insulin syringes, flush syringes, heparin flush, saline flush, oral syringes, and enteral syringes.

### Class of trade

- RTI and Medefil are available to acute care, continuum of care and Premier REACH™ members.
- BD is available to healthcare providers only.
- Covidien is available to specific acute care, non-acute healthcare, schools, colleges and universities. See value analysis toolkit for more details.

<a href="#">BD</a>	Zack Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">Medefil</a>	Randy Blackwell	573.717.0417	<a href="mailto:randy.blackwell@medefilinc.com">randy.blackwell@medefilinc.com</a>
<a href="#">RTI</a>	Patti King	972.294.1010 x3352	<a href="mailto:rti.king@vanishpoint.com">rti.king@vanishpoint.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 and higher with BD and Covidien.
- Medefil does not require a PMDF/PA.
- RTI offers a single tier where PMDF/PA is not required.

### Aggregation opportunities





- Aggregation is allowed for multi-facility systems, GPOs and established networks with BD and Medefil.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence decisions.
- RTI has a single tier where aggregation is not applicable.

### Other key value and terms

- Pricing is firm for the term with BD, RTI and Medefil.
  - Pricing is firm for 12 months with Covidien; thereafter, pricing may increase up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.
- Covidien and Medefil offer value-add rebates.
- BD offers a 2.0 percent increase overall compared to the expiring agreement.
- Covidien offers a 0.2 percent increase overall compared to the expiring agreement.
- RTI offers flat pricing overall compared to the expiring agreement.
- Medefil offers a 12.2 percent increase overall for non-acute members and a 7.9 percent increase overall for acute members compared to the expiring agreement.
- **BD is the low-cost supplier on crossed items.**
- Available through distribution: BD, Covidien, Medefil and RTI
- Available direct: Covidien and RTI

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

### Awarded suppliers

Supplier	New	Expiring
 <b>BD</b>	<b>PP-NS-972</b> <b>AS-NS-972</b>	PP-NS-780 AS-NS-780
 <b>COVIDIEN</b>	<b>PP-NS-974</b>	PP-NS-781
 <b>MEDEFIL, INC.</b>	<b>PP-NS-973</b>	PP-NS-783
 <b>RETRACTABLE TECHNOLOGIES, INC.</b>	<b>PP-NS-975</b>	PP-NS-784

RTI is a small business enterprise (SBE).  
Medefil is a minority-owned business (MBE).

### Financial considerations:

- Reimbursement
- Value-adds

### Patient safety and satisfaction:

- Sharps injury prevention
- Needlestick safety
- Oral/enteral tubing connections
- Product labeling

### Roadblocks to conversion:

- Existing supplier relationships
- IV pump/tubing compatibility

## Standard Hypodermic Products

Effective October 1, 2016

Expires September 30, 2019

### Full launch content and additional resources available

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

### Related categories

- **IV Therapy portfolio**: Infusion devices and device-dedicated sets, infusion sets and accessories, IV fluids, bag-based drug delivery, and TPN macronutrients, needleless connectors, pharmacy capital equipment and admixture supplies
- **Neonatal Specialty Products**: Enteral and oral products (including low dose ENFit syringes), umbilical catheters, PICCS, phototherapy eye shields and other specialty products
- **Safety Hypodermic Products**: Syringes and needles used to draw up liquids and to deliver medications to patients by intradermal, subcutaneous, intramuscular or intravenous injection. Safety hypodermic products are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism
- **Safety IV Catheters**: IV start catheters equipped with a safety device to prevent accidental needle sticks
- **Sharps Disposal Containers**: Canisters for sharps medical waste and the related accessories such as wall mountings and brackets

## Suction Canisters, Yankauers and Tubing

Effective November 1, 2015

Expires October 31, 2018

### Products available

This category includes suction canisters, Yankauers and tubing used to collect medical waste. Products included are rigid and semi-rigid canisters, flexible liner systems, tubing, waste disposal solidifiers, hardware and accessories. Also included are disposable Yankauers, Frazier, Poole and sigmoidal suction cannulas.

### Class of trade

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

<a href="#">Cardinal Health</a>	Dan Clark	847.887.5513	<a href="mailto:daniel.clark@cardinalhealth.com">daniel.clark@cardinalhealth.com</a>
<a href="#">Northfield</a>	Carter Smith	757.639.0987	<a href="mailto:carter@northfieldmanufacturing.com">carter@northfieldmanufacturing.com</a>
<a href="#">RMS</a>	Steven Schlachta	845.469.2042	<a href="mailto:sschlachta@rmsmedicalproducts.com">sschlachta@rmsmedicalproducts.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with Cardinal.
- Northfield and RMS offer a single tier where price activation is not required.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Cardinal.
- Northfield and RMS offer a single tier where aggregation is not applicable.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal offers 8.2 percent savings overall compared to the expiring agreement.
- **Northfield is the low-cost supplier for solidifiers.**
- Cardinal offers an additional two percent price reduction if a sales threshold is met by the end of the first year of the agreement.
- Available through distribution: Cardinal, Northfield and RMS
- Available direct: Northfield and RMS

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

### Awarded suppliers

Supplier	New	Expiring
 Cardinal Health	<b>PP-NS-888</b> <b>AS-NS-888</b>	PP-NS-743
 Northfield Medical Manufacturing	<b>PP-NS-889</b>	New
 RMS MEDICAL PRODUCTS	<b>PP-NS-890</b>	New

The current agreements with Covidien (PP-NS-745) and DeRoyal (PP-NS-744) expire October 31, 2015.

Northfield is a minority-owned business (MBE) and RMS is a small business (SBE).

#### Financial considerations:

- Reimbursement
- Mounting and bracket conversion costs
- Value-adds

#### Safety and satisfaction:

- Healthcare-acquired infection reduction
- Solidifiers prevent hazardous waste exposure to employees

#### Roadblocks to conversion:

- Existing supplier relationships
- Hardware and accessories are proprietary to canisters
- Distribution agreements

**Full launch content and additional resources available**

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- [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**

- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Endotracheal Tubes and Related Products:** Tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs
- **Medical Gas Pipeline Equipment, Services and Accessories:** Equipment that delivers gas throughout a facility
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, measured dose inhaler (MDI) holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies and humidification products and resuscitation bags
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure

## Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

### Products available

This category includes standard suture removal kits, laceration trays, staple removal kits and minor procedure trays such as incision and drainage and nosebleed trays. Custom trays are not included.

This category is a split from the previous Bedside Procedure Trays and Needles category.

### Class of trade

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

<a href="#">Cardinal</a>	Dan Clark	847.887.5513	<a href="mailto:daniel.clark@cardinalhealth.com">daniel.clark@cardinalhealth.com</a>
<a href="#">LSL</a>	Dottie Leway	931.451.5525	<a href="mailto:dottie.leway@lslhealthcare.com">dottie.leway@lslhealthcare.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Cardinal and Medline.
- LSL does not require a PMDF/PA due to single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Cardinal and Medline.
- LSL offers a single tier where aggregation is not applicable.

### Other key value and terms




- Pricing is firm for the term with all suppliers.
- Medline offers a 3.5 percent savings overall compared to the expiring agreement.
- **LSL is the overall low-cost supplier on crossed spend.**
- Available through distribution: Cardinal, LSL and Medline
- Available direct: LSL and Medline

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

### Full launch content and additional resources available

- [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
	<b>PP-NS-926</b>	New
	<b>PP-NS-927</b>	New
	<b>PP-NS-925</b> <b>AS-NS-925</b>	PP-NS-756 AS-NS-756

Medline's expiring agreement (PP-NS-756) was under the Bedside Procedure Trays category.

Note: LSL is a minority-owned business (MBE)

#### Financial considerations:

- Grandfathering
- Minimum order requirements

#### Patient safety and satisfaction:

- Safety products availability
- Patient comfort during procedures
- Ease of clinician use

#### Roadblocks to conversion:

- Existing supplier relationships
- Clinician preference



## Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

### Related categories

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

## Tape Products

Effective February 1, 2017

Expires January 31, 2020

### Products available

This category includes tape which are narrow strips of strong woven fabric, or materials utilized to bind or hold something in place.

### Class of trade

3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

<a href="#">3M</a>	Rodger Ratliff	651.575.3608	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
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**Note:** Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

### Other key value and terms

- Pricing is firm for the term of the agreement.
- 3M offers 0.8 percent savings overall compared to the expiring agreement.
- 3M products are 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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- [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

- **Adhesive Skin Closures:** Adhesive products used to externally hold skin together over incisions or wounds
- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Catheter/Tube Securement and Stabilization:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids (including securement dressings)
- **Cohesive Bandages:** Self-adherent elastic wrap that functions like tape but sticks to itself and not to the skin
- **Transparent Dressings:** Dressings used in wound management which allow for visual inspection of the site

### Awarded supplier

Supplier	New	Expiring
	PP-NS-1000 AS-NS-1000	PP-NS-808 AS-NS-808

#### Financial considerations:

- Reimbursement
- Single-use rolls vs. standard rolls
- Grandfathering

#### Patient safety and satisfaction:

- Patient comfort
- Latex allergies
- Cross contamination concerns
- Tape types for different applications or patient populations

#### Roadblocks to conversion:

- Existing supplier relationships

## Transparent Dressings

**Effective February 1, 2017**

**Expires January 31, 2020**

### Products available

This category includes dressings used in wound management. A dressing can consist of a wide range of materials, sometimes containing medication, placed directly against the wound and is transparent allowing for visual inspection of the site being monitored.

### Class of trade

3M is available to acute care and non-acute healthcare facilities. See value analysis toolkit for specific class of trade availability.

<a href="#">3M</a>	Rodger Ratliff	651.575.3608	<a href="mailto:rdratliff@mmm.com">rdratliff@mmm.com</a>
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**Note:** Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

### Other key value and terms

- Pricing is firm for the term of the agreement.
- 3M offers 1.6 percent savings overall compared to the expiring agreement.
- 3M products are 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

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

### Related categories

- **Adhesive Skin Closures:** Adhesive products used to externally hold skin together over incisions or wounds
- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Catheter/Tube Securement and Stabilization:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids (including securement dressings)
- **Cohesive Bandages:** Self-adherent elastic wrap that functions like tape but sticks to itself and not to the skin
- **Tape Products:** Strips of strong woven fabric or other materials used to bind or hold bandages in place

### Awarded supplier

Supplier	New	Expiring
	<b>PP-NS-996</b> <b>AS-NS-996</b>	PP-NS-806 AS-NS-806

The current agreement with AMD-Ritmed (PP-NS-811) expires January 31, 2017.

### Financial considerations:

- Reimbursement
- Dressings in standard and custom kits

### Patient safety and satisfaction:

- Patient comfort
- Legibility of label
- Moisture permeability
- Patient skin quality i.e. thickness or fragility
- Latex allergies

### Roadblocks to conversion:

- Existing supplier relationships

## Vascular Compression Therapy

Effective December 1, 2015

Expires July 31, 2019

### Products available

Products included in this category are capital pumps and the associated foot, calf and thigh sleeves.

### Class of trade

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

<a href="#">ArjoHuntleigh</a>	Steven Negri	620.757.5867	<a href="mailto:steven.negri@getinge.com">steven.negri@getinge.com</a>
<a href="#">Compression Solutions</a>	Teresa Slagle	918.630.1464	<a href="mailto:teresa@compressionsolutions.us">teresa@compressionsolutions.us</a>
<a href="#">CTC</a>	Bryse Joy	330.260.4934	<a href="mailto:bryse.joy@zimmerbiomet.com">bryse.joy@zimmerbiomet.com</a>
<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with ArjoHuntleigh, CTC and Covidien.
- Compression Solutions offers a single tier where PMDF/PA is not required.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with ArjoHuntleigh and CTC.
- Covidien is allowed for multi-facility systems and established networks with the ability to influence purchasing decisions.
- Compression Solutions offers a single tier where aggregation is not applicable.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- ArjoHuntleigh offers between a 6.6 percent increase to a 39.6 percent savings on sleeves compared to the expiring agreement.
- CTC offers between a 3.2 percent increase to a 20.7 percent savings on sleeves compared to the expiring agreement.
- Covidien offers flat pricing to 18.9 percent savings compared to the expiring agreement.
- **Compression Solutions is the low-cost supplier on crossed spend.**
- All suppliers offer value-adds, pump depreciation, lost pump forgiveness and pump warranties.
- Available through distribution: ArjoHuntleigh, CTC and Covidien
- Available direct: ArjoHuntleigh, Compression Solutions, CTC and Covidien

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

### Awarded suppliers

Supplier	New	Expiring
 ARJOHUNTLEIGH GETINGE GROUP	<b>PP-NS-914</b>	PP-NS-739
 COMPRESSION SOLUTIONS	<b>PP-NS-916</b>	New
 CTC Compression Therapy Concepts	<b>PP-NS-915</b> <b>AS-NS-915</b>	PP-NS-740
 COVIDIEN	<b>PP-NS-913</b>	PP-NS-738

Compression Solutions is a minority-owned business (MBE) and CTC is a woman-owned business (WBE).

#### Financial considerations:

- Reimbursement
- Acquisition options – capital purchase, rental or equipment usage with sleeve ratio
- Value-adds
- Inventory, lost pump, depreciation and reprocessing considerations

#### Patient safety and satisfaction:

- Patient comfort
- Patient compliance with the therapy
- Home therapy options

#### Roadblocks to conversion:

- Existing supplier relationships including multi-year agreements
- Clinical preference for sequential vs. intermittent pressure
- Application differs between plastic and soft sleeves

**Full launch content and additional resources available**

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

**Related category**

- **VCT Anti-Embolism Stockings**: Knee length, thigh length and waist length stockings designed to reduce venous stasis in the leg

## VCT Anti-Embolism Stockings

Effective December 1, 2015

Expires November 30, 2018

### Products available

Products in this category include knee length, thigh length and waist length anti-embolism stockings.

### Class of trade

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

<a href="#">BSN</a>	Joy Wright	978.270.5511	<a href="mailto:joy.wright@bsnmedical.com">joy.wright@bsnmedical.com</a>
<a href="#">Carolon</a>	John Morehead	336.969.6001	<a href="mailto:jmorehead@carolon.com">jmorehead@carolon.com</a>
<a href="#">Encompass</a>	Tom Sweatt	817.233.8064	<a href="mailto:tom.sweatt@encompassgroup.net">tom.sweatt@encompassgroup.net</a>
<a href="#">LSL</a>	Dottie Leway	931.451.5525	<a href="mailto:dottie.leway@lslhealthcare.com">dottie.leway@lslhealthcare.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities





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

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Carolon's new agreement offers a 0.9 percent savings overall compared to the expiring agreement.
- All suppliers offer more favorable pricing compared to the expiring Covidien agreement.
- BSN is the low-cost supplier on crossed items.
- Carolon, Encompass and LSL offer value-adds including conversion incentives and discounted pricing.
- Available through distribution: BSN, Carolon, Encompass and LSL
- Available direct: BSN, Carolon, Encompass and LSL

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

### Awarded suppliers

Supplier	New	Expiring
	PP-NS-898	New
	PP-NS-901 AS-NS-901	PP-NS-737
	PP-NS-899	New
	PP-NS-900	New

The current agreement with Covidien (PP-NS-736) expires November 30, 2015

Note: Carolon and Encompass are small business enterprises (SBE) and LSL is a minority-owned business (MBE)

#### Financial considerations:

- Reimbursement
- Value-adds such as conversion incentives and bulk buy discounts

#### Patient safety and satisfaction:

- Sigel profile
- Patient comfort
- Ease of use
- Contraindications for specific patients
- Color options e.g. white, nude, black

#### Roadblocks to conversion:

- Existing supplier relationships



## VCT Anti-Embolism Stockings

Effective December 1, 2015

Expires November 30, 2018

### Additional resources

- [Modifiable value analysis toolkit](#): A word version of the toolkit that allows for edits and customization for member-specific needs. Please note that the links in the word version to Premier resources may be broken. To maintain link integrity, please use the PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Conversion guide](#): A PDF document intended to show possible product conversion opportunities based on the cross reference.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Cost calculator](#): An Excel file designed to help members analyze the financial impact of the contracts.

### Related category

- **Vascular Compression Therapy Devices**: Capital pumps and the associated foot, calf and thigh sleeves

### Products available

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

### Class of trade

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

<a href="#">Nova</a>	John Britt	678.435.6025	<a href="mailto:jbritt@novabio.com">jbritt@novabio.com</a>
<a href="#">Roche</a>	Whitney Johnson	317.521.6202	<a href="mailto:whitney.johnson@roche.com">whitney.johnson@roche.com</a>

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

### How to operationalize these agreements

#### Nova



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

#### Roche

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

### Aggregation opportunities

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

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

### Other key value and terms

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

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

### Full launch content and additional resources available

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

### Related category

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

## Blood 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.

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Welch Allyn</a>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/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	<b>PP-MM-302</b> <b>AS-MM-302</b>	PP-NS-705
 Welch Allyn	<b>PP-MM-303</b>	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**

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

**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)

## 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.

<a href="#">Medtronic</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.j.goodall@medtronic.com">greg.j.goodall@medtronic.com</a>
<a href="#">Nonin</a>	Tom Cosler	612.419.4925	<a href="mailto:tom.cosler@nonin.com">tom.cosler@nonin.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 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
	<b>PP-MM-453</b>	PP-MM-252
	<b>PP-MM-452</b>	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



## 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.

<a href="#">Getinge</a>	Mike Smith	949.226.9195	Mike.smith@getinge.com
<a href="#">Healthmark</a>	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
 <b>GETINGE</b> GETINGE GROUP	<b>PP-MM-442</b>	New
 <b>healthmark</b>	<b>PP-MM-441</b>	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

- [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.
- [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.

## Convulsive Therapy Stimulators and Related Products

Effective April 15, 2015

Expires March 31, 2018

### Products and services available

This category includes electrical brain stimulators that apply electric shock to a patient's brain to induce convulsions and loss of consciousness. These stimulators typically consist of a console with controls and displays, printers and electrodes.

### Class of trade

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

<a href="#">MECTA</a>	Adrian Kettering	304.685.7192	<a href="mailto:consult@mectacorp.com">consult@mectacorp.com</a>
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**Note:** Supplier contact information is current as of April 10, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to single tier offering.
- Members must specify to MECTA sales managers that they are a Premier member before ordering to receive the pricing and benefits negotiated on behalf of Premier.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- Mecta's agreement pricing is offering a 5 percent discount off of list price.
- Facilities that purchase a MECTA Corporation electroconvulsive therapy device, and trade in their old electroconvulsive therapy device, (whether it is a MECTA device or a competitor's device), will receive a \$1,000 discount off of their purchase price.
- Products are available direct from MECTA.

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

### Full launch content and additional resources available

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

Supplier	New	Expiring
<a href="#">MECTA</a>	PP-AC-104	New

MECTA is a small business enterprise (SBE).

#### Financial considerations:

- Discount off of list price
- Trade-ins
- Warranties
- Medical reimbursement

#### Patient safety and satisfaction:

- Patient comfort
- Ability to connect to electronic medical records
- Alarms and safety
- Type of therapy (unilateral of bilateral)

#### Roadblocks to conversion:

- Consumables are proprietary
- Public opinion of convulsive therapy

## Disposable Vaginal Speculums

**Effective July 1, 2016**

**Expires June 30, 2019**

### Products and services available

This category includes disposable vaginal speculums and speculum lighting systems.

### Class of trade

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

<a href="#">OBP Medical</a>	Matthew Traub	978.291.6853 x3102	<a href="mailto:matthew.traub@obpmed.com">matthew.traub@obpmed.com</a>
<a href="#">Trinity Sterile</a>	Kyle Walter	443.880.5397	<a href="mailto:kyle.walter@trinitysterile.com">kyle.walter@trinitysterile.com</a>
<a href="#">Welch Allyn</a>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>

**Note:** Supplier contact information is current as of April 4, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with OBP Medical and Welch Allyn.
- A PMDF/PA is not required with Trinity Sterile due to its single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with OBP Medical.
- Aggregation is not applicable with Trinity Sterile due to its single tier offering.
- Welch Allyn allows aggregation for multi-facility systems under common ownership. Only acute care members may aggregate the volume of their owned/controlled facilities; ambulatory care members that are not owned or controlled by an acute care member may not independently aggregate the purchasing volume of their facilities.

### Other key value and terms




- Pricing is firm for the term of agreement with all suppliers.
- Trinity Sterile's new agreement pricing offers 3.7 percent savings compared to its expiring agreement pricing.
- Welch Allyn's new agreement pricing has a 2.0 percent increase compared to its expiring agreement pricing.
- **Trinity Sterile is the low-cost supplier.**
- Available through distribution: OBP Medical, Trinity Sterile, Welch Allyn
- Available direct: Trinity Sterile

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

### Full launch content and additional resources available

- [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
	<b>PP-AC-120</b>	New
	<b>PP-AC-121</b>	PP-AC-086
	<b>PP-AC-122</b>	PP-AC-085

OBP Medical is a small business enterprise (SBE). Trinity Sterile is a minority-owned business enterprise (MBE).

#### Financial considerations:

- Aggregation
- Pricing

#### Patient safety and satisfaction:

- Patient population and speculum sizes
- Patient comfort
- Cervical cancer screening
- Infection control and cross-contamination

#### Roadblocks to conversion:

- Distribution agreements

## External Defibrillators and Related Products

Effective June 1, 2016

Expires May 31, 2019

### Products available

This category includes manual external defibrillators and automated external defibrillators (AEDs). The category also includes non-disposable cables and leads, proprietary dispersive pads, batteries, storage cases and CPR assistive devices.

### Class of trade

Philips and ZOLL are available to acute care, continuum of care and Premier REACH™ members. Physio-Control is available to hospital members only.

<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>
<a href="#">Physio-Control</a>	Christine Bills	507.279.3805	<a href="mailto:chris.bills@physio-control.com">chris.bills@physio-control.com</a>
<a href="#">ZOLL</a>	Lynn Conaway	978.421.9655	<a href="mailto:lconaway@zoll.com">lconaway@zoll.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for Tier 2 or higher with Philips and ZOLL.
- Physio-Control requires PMDF/PA for Tier 3 or higher.

### Aggregation opportunities




- Aggregation is allowed for multi-facility systems, GPOs and established networks with Physio-Control and ZOLL.
- Philips allows aggregation for multi-facility systems with the ability to control purchasing decisions.

### Other key value and terms

- Pricing is firm for the term with all suppliers.
- Philips offers a 1.0 percent to 10.7 percent savings overall compared to the expiring agreement.
- Physio-Control offers a 3.7 percent to 22.3 percent increase overall compared to the expiring agreement.
- ZOLL offers a 0.1 percent increase to a 1.5 percent savings overall compared to the expiring agreement.
- Based on scenarios, Philips is the overall low-cost supplier.
- Based on scenarios, ZOLL is the low-cost supplier for public access AEDs.
- Available through distribution: Philips and Physio-Control
- Available direct: Philips, Physio-Control and ZOLL

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-CA-268</b>	PP-CA-210
	<b>PP-CA-269</b>	PP-CA-211
	<b>PP-CA-270</b>	PP-CA-212

The current agreement with Cardiac Science (PP-CA-209) expires May 31, 2016.

There is no ASCEND® award in this category.

#### Financial considerations:

- Battery life
- Clinical needs determine product configurations
- Ongoing disposable costs
- Warranties
- Early payment and large order discounts

#### Patient safety and satisfaction:

- Patient safety - poor electrode application and skin burns at pad site
- Need for standardization so clinical staff can safely respond to all events

#### Roadblocks to conversion:

- Existing supplier relationships
- Multiple platforms may result in possible safety implications and additional training needs

**Full launch content and additional resources available**

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

**Related categories**

- **ECG Electrodes, Cables, Lead Wires and Defibrillator Pads**: Nonproprietary dispersive pads, ECG electrodes, cables and lead wires
- **Pulse Oximetry**: Disposable pulse oximetry device sensors
- **Chart Paper and Related Products**: ECG recoding paper



## 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.

<a href="#">CareFusion/ Vital Signs</a>	Zach Moore	901.302.0504	<a href="mailto:zachary.moore@carefusion.com">zachary.moore@carefusion.com</a>
<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>

**Note:** Supplier contact information is current as of August 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	<b>PP-WC-158</b>	<b>PP-WC-088a</b>
	<b>PP-WC-155</b>	<b>PP-WC-088</b>
 PHILIPS sense and simplicity	<b>PP-WC-156</b>	<b>PP-WC-089 PP-WC-087</b>

Obstetrical Data Management Systems		
Supplier	New	Expiring
	<b>PP-WC-157</b>	<b>PP-WC-086</b>

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

- [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.

### 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.

## Glucose Management

Effective April 1, 2016

Expires March 31, 2019

### Products and services available

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

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

### Class of trade

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

<a href="#">AgaMatrix</a>	Bill Kelley	603.328.6000	<a href="mailto:bkelley@agamatrix.com">bkelley@agamatrix.com</a>
<a href="#">ARKRAY</a>	Greg DeRosa	727.242.4613	<a href="mailto:derosag@arkrayusa.com">derosag@arkrayusa.com</a>
<a href="#">Azer Scientific</a>	Ralph Finkbiner	610.524.5810	<a href="mailto:ralph@azersci.com">ralph@azersci.com</a>
<a href="#">MHC Medical Products</a>	Ashley Gleason	513.354.2691	<a href="mailto:agleason@mhcmed.com">agleason@mhcmed.com</a>
<a href="#">Steede Medical</a>	Jorge Pereira	305.597.0607	<a href="mailto:jgpereira@steedemedical.com">jgpereira@steedemedical.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities



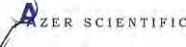


- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Azer Scientific.
- Aggregation is not applicable with AgaMatrix, ARKRAY, MHC Medical or Steede Medical due to single tier offerings.

### Other key value and terms

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

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

### Awarded suppliers

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

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

#### Financial considerations:

- Early payment discounts
- Pricing for meters and test strips

#### Patient safety and satisfaction:

- Possible cross-contamination from sharing blood glucose meters

#### Roadblocks to conversion:

- Test strips are proprietary to blood glucose meters

## Glucose Management

Effective April 1, 2016

Expires March 31, 2019

### Full launch content and additional resources available

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

### Related category

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

## 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.

<a href="#">Hygia</a>	Glenn Chenot	865.755.3181	<a href="mailto:glenn.chenot@hygia.net">glenn.chenot@hygia.net</a>
<a href="#">ReNú</a>	Amy Long	425.353.1110 x312	<a href="mailto:amy@renumedical.com">amy@renumedical.com</a>

**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
	<b>PP-MM-337</b>	<b>PP-NS-742</b>
	<b>PP-MM-336</b> <b>AS-MM-336</b>	<b>PP-NS-741</b> <b>AS-NS-741</b>

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.



## Infant and Patient Security Solutions

Effective December 1, 2017

Expires November 30, 2020

### Products and services available

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

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

### Class of trade

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

<b>CenTrak</b>	Gary Sunsten	214.563.2400	<a href="mailto:gsunsten@centrak.com">gsunsten@centrak.com</a>
<b>RF Technologies</b>	Joleen Simonetti-Weih	262.373.5222	<a href="mailto:jsimonetti@rft.com">jsimonetti@rft.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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

### Awarded suppliers

Supplier	New	Expiring
 <b>CENTRAK®</b>	<b>PP-IT-168</b>	New
 <b>RF TECHNOLOGIES</b>	<b>PP-IT-169</b>	PP-WC-142

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

**Full launch content and additional resources available**

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

**Related category**

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

## 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.

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

**Note:** Supplier contact information is current as of August 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
 <b>ATOM MEDICAL</b>	<b>PP-WC-170</b>	New
 CareFusion	<b>PP-WC-165</b>	PP-WC-093a
 <b>Dräger</b>	<b>PP-WC-162</b>	PP-WC-095
 <b>Fisher &amp; Paykel HEALTHCARE</b>	<b>PP-WC-163</b>	PP-WC-096
 <b>GE</b>	<b>PP-WC-164</b>	PP-WC-093
 <b>international BIOMEDICAL</b>	<b>PP-WC-167</b>	New
 <b>natus</b>	<b>PP-WC-168</b>	New
 <b>Otodynamics</b> <small>Audiology Systems</small>	<b>PP-WC-169</b>	New
 <b>PHILIPS</b>	<b>PP-WC-166</b>	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.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.

**Related categories**

- **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).

## Invasive Cardiology Equipment

**Effective March 1, 2015**

**Expires February 28, 2018**

### Products available

The invasive cardiology equipment category includes two subcategories:

- Cath lab 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.

### Class of trade

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

<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers.
- Philips requires a signed GPO designation form in Exhibit B-1 at all tiers, if not previously declared.

### Aggregation opportunities



- GE allows aggregation for multi-facility systems, GPOs and established networks.
- Philips allows aggregation for multi-facility systems with the ability to control purchasing decisions.

### Other key value and terms

- Pricing is firm for the term of the agreement with both suppliers.
- GE offers hemodynamic monitoring and electrophysiology monitoring.
- Philips offers hemodynamic monitoring.
- Philips has a minimum order for medical consumable sensor products of \$500.
- Available direct: GE and Philips

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-CA-258</b>	PP-CA-194
	<b>PP-CA-259</b>	PP-CA-195

The current agreement with EP Technologies (PP-CA-196) expires February 28, 2015.

The current agreement with CareFusion (PP-CA-194a) expires February 28, 2015. The products currently on PP-CA-194a will transition to CareFusion's new Non-invasive Cardiology Equipment agreement (PP-CA-260) and Physiological Monitoring Systems agreement (PP-MM-309).

#### Financial considerations:

- Reimbursement
- Warranties
- Training costs
- Multi-line value-adds

#### Patient safety and satisfaction:

- Connectivity capabilities to EMR/EIMS reduce data entry errors
- Pediatric settings and algorithms
- Interface ease of use

#### Roadblocks to conversion:

- Existing supplier relationships
- Capital budget constraints

## Invasive Cardiology Equipment

Effective March 1, 2015

Expires February 28, 2018

### 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

- **Electrophysiology Products:** Products used in EP studies (diagnostic/therapeutic catheters, cables)
- **Hemodynamic Monitoring Products and Accessories:** All hemodynamic critical care products used to manage, measure and maintain a critically ill patient's cardiac output and pressure (catheters, transducers, accessories)
- **Non-invasive Cardiology Equipment:** Products that assist in assessment and diagnosis of cardiac function: electrocardiograph machines and carts, ECG management systems, Holter monitoring and stress testing



## 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.









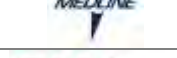
<a href="#">American Medical Depot</a>	Akhil Agrawal	305.364.0888	<a href="mailto:akhil.agrawal@american-depot.com">akhil.agrawal@american-depot.com</a>
<a href="#">Buffalo</a>	Ryan Burke	716.626.9400	<a href="mailto:rburke@buffalohospital.com">rburke@buffalohospital.com</a>
<a href="#">Cardinal</a>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

**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.

## Mobility Aids

**Effective August 1, 2015**

**Expires July 31, 2018**

### Products and services available

This category includes products, such as canes, crutches, walkers and wheelchairs, designed to improve the mobility of people.

### Class of trade

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

- Medline's agreement is not available to DMEs and Drive Medical's agreement is not available to existing DMEs.

<a href="#">Alco</a>	Michael Kikos	800.323.4282 x220	<a href="mailto:mkikos@alcosales.com">mkikos@alcosales.com</a>
<a href="#">Drive</a>	Michael Serhan	877.224.0946 x4401	<a href="mailto:mserhan@drivemedical.com">mserhan@drivemedical.com</a>
<a href="#">Medline</a>	Mark Parry	704.962.2111	<a href="mailto:mparry@medline.com">mparry@medline.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with Drive and Medline.
- Aggregation is not applicable with Alco due to its single tier.

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Alco offers wheelchairs and knee walkers.
- Drive offers canes, crutches, walkers, rollators, scooters, transfer aids, wheelchairs and knee walkers.
- **Drive is the low-cost supplier.**
- Medline's new agreement pricing has an overall 0.3 percent increase compared to its expiring agreement pricing.
- Medline offers canes, crutches, walkers, transfer aids, wheelchairs and knee walkers.
- Available through distribution: Drive, Medline
- Available direct: Alco, Drive, Medline
- **S2S Global offers canes, crutches and walkers. See the [PremierPro® products launch document](#) for details.**

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

### 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
 <b>ALCO</b> Sales & Service Co.	<b>PP-AC-110</b>	New
	<b>PP-AC-109</b>	New
	<b>PP-AC-108</b>	PP-AC-062
 <b>S2S GLOBAL</b>	<b>PP-S2-001K</b>	PP-AC-064

Alco is a small business enterprise (SBE).

Current agreements with CareBorne (PP-AC-059), CentiCare (PP-AC-060), Medical Action Industries (PP-AC-061) and ProMed Products Xpress (PP-AC-063) expire July 31, 2015.

#### Financial considerations:

- Pricing

#### Patient safety and satisfaction:

- Patient safety and comfort
- Disinfection of products

#### Roadblocks to conversion:

- Current distribution agreements

## MRI Safe Auxiliary Equipment and Coils

**Effective February 1, 2015**

**Expires January 31, 2018**

### Products and services available

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

### Class of trade

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

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

**Note:** Supplier contact information is current as of November 1, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

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

### Aggregation opportunities




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

### Other key value and terms

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

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

### Awarded suppliers

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

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

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

MRIaudio is a small business enterprise (SBE).

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

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

## MRI Safe Auxiliary Equipment and Coils

Effective February 1, 2015

Expires January 31, 2018

### Full launch content and additional resources available

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

### Related category

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



## Non-Invasive Cardiology Equipment

**Effective March 1, 2015**

**Expires February 28, 2018**

### Products available

This category includes products that assist in assessment and diagnosis of cardiac function: electrocardiograph (ECG) machines and carts, ECG management systems, Holter monitors and stress testing.

### Class of trade

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

<a href="#">CareFusion (Vital Signs)</a>	Zach Moore	901.302.0504	<a href="mailto:zachary.moore@bd.com">zachary.moore@bd.com</a>
<a href="#">GE</a>	Mike Farrell	843.801.3582	<a href="mailto:mike.farrell@ge.com">mike.farrell@ge.com</a>
<a href="#">Mortara</a>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>
<a href="#">Welch Allyn</a>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>

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

### How to operationalize these agreements

A Participating Member Designation Form (PMDF)/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 CareFusion, GE and Mortara.
- CareFusion requires facilities to independently commit to market share requirements.
- Welch Allyn allows aggregation for multi-facility acute care systems under common ownership and owned or controlled acute and ambulatory facilities.

### Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- GE's enhanced seller value program offers an additional one to two percent savings for non-invasive equipment with market share commitment to multiple categories.
- Mortara's new agreement offers 3.1 percent increase to 5.0 percent increase compared to the expiring agreement.
- Welch Allyn's new agreement offers 0.7 percent savings to 1.7 percent savings compared to the expiring agreement.
- Scenarios reveal that Welch Allyn was the low-cost supplier in the scenarios they participated in.
- Available through distribution: CareFusion, GE, Mortara and Welch Allyn
- Available direct: CareFusion, GE, Mortara and Welch Allyn

**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
 CareFusion	<b>PP-CA-260</b>	PP-CA-197a
	<b>PP-CA-261</b>	PP-CA-197
 Mortara	<b>PP-CA-262</b>	PP-CA-198*
 Welch Allyn	<b>PP-CA-263</b>	PP-CA-199

\*Mortara [acquired](#) Cardiac Science's diagnostic cardiology line

#### Financial considerations:

- Reimbursement
- Warranties
- Training costs
- Minimum order requirements
- Multi-line value-adds

#### Patient safety and satisfaction:

- Connectivity capabilities to EMR and EIMS
- Capacity (storage hours)
- Display capabilities
- Size and weight of Holter device

#### Roadblocks to conversion:

- Existing supplier relationships



## Non-Invasive Cardiology Equipment

Effective March 1, 2015

Expires February 28, 2018

### 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

- **ECG Electrodes, Cables, Lead Wires and Defibrillator Pads:** Sensors and accessories used in cardiology-related physiological tracings to detect and relay information to ECG monitors
- **Invasive Cardiology Equipment:** Catheterization lab hemodynamic monitoring systems and electrophysiology monitoring systems

## 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.

<a href="#">Philips</a>	Ron Sciepko	704.254.0682	<a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a>
<a href="#">Pulmonary</a>	Robert Berny	317.246.5505	<a href="mailto:bberny@pulmonary.com">bberny@pulmonary.com</a>
<a href="#">ResMed</a>	Ian Blaxland	858.836.6822	<a href="mailto:ian.blaxland@resmed.com">ian.blaxland@resmed.com</a>

**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
<b>PHILIPS</b>	<b>PP-AC-123</b>	PP-AC-084
<b>Pulmonary®</b>	<b>SD-MM-025</b>	New
 <b>ResMed</b>	<b>PP-AC-124</b>	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

## Nurse Call Systems

Effective April 1, 2015

Expires March 31, 2018

### Products and services available

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

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

### Class of trade

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

<a href="#">Hill-Rom</a>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>
<a href="#">Rauland</a>	Tony Hackett	847.212.5694	<a href="mailto:tony.hackett@ametek.com">tony.hackett@ametek.com</a>
<a href="#">West-Com</a>	Marc Peters	800.761.1180	<a href="mailto:mpeters@westcall.com">mpeters@westcall.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

### Awarded suppliers

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

Rauland is a small business (SBE).

#### Financial considerations:

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

#### Product considerations:

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

#### Roadblocks to conversion:

- Existing supplier relationships

## Nurse Call Systems

Effective April 1, 2015

Expires March 31, 2018

### Other key value and terms (continued)

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

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

### Full launch content available

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

### Related category

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

## OR Safety Products

Effective August 1, 2015

Expires October 31, 2018

### Products and services available

This category consists of products used in the operating room to protect OR staff and patients from potential injury.

### Class of trade

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

<a href="#">Ansell</a>	Jeff Jeffords	704.619.7556	<a href="mailto:jeff.jeffords@ansell.com">jeff.jeffords@ansell.com</a>
<a href="#">DeRoyal</a>	Matt Spalding	865.318.8435	<a href="mailto:mbspalding@deroyal.com">mbspalding@deroyal.com</a>

**Note:** Supplier contact information is current as of April 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMD) is required for Tier 2 and higher for both suppliers.

### Aggregation opportunities

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

### Other key value and terms



- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals that DeRoyal is the low-cost supplier.
- Ansell offers an early payment discount of 2 percent for payments within 30 days.
- DeRoyal's shipping terms are based on if the order is more or less than \$500 and if the products are being shipped within the contiguous United States.
- Available direct: Ansell, DeRoyal
- Available through distribution: Ansell, DeRoyal

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

### Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
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- [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-OR-1221	New
	PP-OR-1220	PP-OR-883

This is a spin off category from OR Accessories.

**Update June 2017:** All contracts in the OR Safety Products category have been extended three months and now expire October 31, 2018.



## 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.

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

### 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
	<b>PP-MM-339</b>	PP-NS-709
	<b>PP-MM-355</b>	PP-NS-714
	<b>PP-MM-356</b>	PP-NS-718
	<b>PP-MM-340</b>	PP-NS-716
	<b>PP-MM-353</b>	PP-NS-711
	<b>PP-MM-354</b>	PP-NS-717
	<b>PP-MM-342</b>	PP-NS-710
	<b>PP-MM-352</b>	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

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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.

<a href="#">Detecto</a>	Mark Denning	417.434.6603	<a href="mailto:mdenning@detecto.com">mdenning@detecto.com</a>
<a href="#">Health o meter</a>	Kurt Rosinski	919.802.4898	<a href="mailto:krosinski@homescales.com">krosinski@homescales.com</a>
<a href="#">Rice Lake</a>	Kurt Labanowski	715.434.5430	<a href="mailto:klabanowski@ricelake.com">klabanowski@ricelake.com</a>
<a href="#">Seca</a>	Jeff Mayes	800.542.7322	<a href="mailto:jeff.mayes@seca.com">jeff.mayes@seca.com</a>
<a href="#">Welch Allyn</a>	Rick Holmes	269.626.6055	<a href="mailto:rickholmes@hill-rom.com">rickholmes@hill-rom.com</a>

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

**Full launch content and additional resources available**

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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

## Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

### Products and services available

This category includes single-use disposable pillows, blankets and garments designed for pediatric patients. Garments included are exam gowns, IV gowns, pajamas, shorts, halters, caps, and/or jackets for self-warming. The disposables in the category are designed to be pediatric friendly.

### Class of trade

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

<a href="#">Encompass</a>	Cynthia Hamm	972.546.0131	<a href="mailto:cynthia.hamm@encompassgroup.com">cynthia.hamm@encompassgroup.com</a>
<a href="#">LSL</a>	Dottie Leway	779.878.1100	<a href="mailto:Dottie.leway@lsind.com">Dottie.leway@lsind.com</a>

**Note:** Supplier contact information is current as of February 25, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms



- Pricing is firm for the term of the agreements with both suppliers.
- Products meet all industry standards and are toxin-free.
- Encompass has overall 3.8 percent less favorable pricing compared to their expiring agreement pricing.
- LSL
- LSL pricing is overall 4.1 percent less favorable than Encompass.
- Available through distribution: Encompass, LSL
- Available direct: Encompass, LSL

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

### Full launch content and additional resources

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

Supplier	New	Expiring
 <b>encompass</b>	<b>PP-WC-159</b>	PP-WC-090
 <b>LSL</b> LSL Industries, Inc.	<b>PP-WC-160</b>	New

Encompass is a small business enterprise (SBE). LSL is a minority-owned business enterprise (MBE).

Previous agreement with DeRoyal (PP-WC-091) expires May 31, 2015.

#### Financial considerations:

- Costs of warming garments (Thermoflect) compared to warmed cotton blankets or forced-air warming

#### Patient satisfaction and safety:

- Variety of sizes
- Colorful and comfortable materials with pediatric focused prints
- Clothing meets flame retardant standards

#### Roadblocks to conversion:

- Current patient warming systems

## Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

### Related categories

- **Disposable Non-Sterile Protective Apparel:** non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers
- **Fall Management Footwear:** Slippers used by patients in acute and non-acute facilities to prevent falls (includes footwear with treads)
- **Patient Warming Products:** Convective forced-air blankets and fluid warming devices
- **Patient Temperature Management:** Water-circulated blankets and invasive warming products



## 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.

<a href="#">Medcom</a>	John Bergsten	970.674.3032	<a href="mailto:jbergsten@medcomgroup.com">jbergsten@medcomgroup.com</a>
<a href="#">Performance Health</a>	Craig Marian	305.807.4121	<a href="mailto:craig.marian@pattersonmedical.com">craig.marian@pattersonmedical.com</a>

**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

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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.

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

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

### How to operationalize these agreements

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

# 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.

<a href="#">Busse</a>	Ray O'Hara	631.435.4711	<a href="mailto:rohara@busseinc.com">rohara@busseinc.com</a>
<a href="#">Medline</a>	Derrick Fitchena	773.771.2021	<a href="mailto:dfitchena@medline.com">dfitchena@medline.com</a>

**Note:** Supplier contact information is current as of March 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
	<b>PP-MM-465</b>	PP-MM-268 AS-MM-268
	<b>PP-MM-466</b> <b>AS-MM-466</b>	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



# 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.

<a href="#">Alliance Tech</a>	John Silva	817.326.6357	<a href="mailto:jsilva@alliancetekmedical.com">jsilva@alliancetekmedical.com</a>
<a href="#">CareFusion</a>	Chuck Collis	704.281.8720	<a href="mailto:charles_collis@bd.com">charles_collis@bd.com</a>
<a href="#">COSMED</a>	Claudio Bellini	312.509.3032	<a href="mailto:cbellini@cosmed.com">cbellini@cosmed.com</a>
<a href="#">MGC</a>	Jessica Schladweiler	651.484.4874	<a href="mailto:gpoadmin@mgcdiagnostics.com">gpoadmin@mgcdiagnostics.com</a>

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

## How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 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
 <b>AllianceTech</b> Intelligent EVENTS	<b>PP-MM-491</b>	PP-MM-258
 <b>CareFusion</b>	<b>PP-MM-492</b>	PP-MM-259
 <b>COSMED</b> The Metabolic Company	<b>PP-MM-494</b>	New
 <b>MGC</b> DIAGNOSTICS*	<b>PP-MM-493</b>	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

- [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.

## 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.

<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.goodall@covidien.com">greg.goodall@covidien.com</a>
<a href="#">Masimo Americas</a>	Dan Brothman	949.297.7317	<a href="mailto:dbrothman@masimo.com">dbrothman@masimo.com</a>
<a href="#">Smiths Medical ASD</a>	Juliet Larson	972.679.0889	<a href="mailto:juliet.larson@smiths-medical.com">juliet.larson@smiths-medical.com</a>

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

### How to operationalize these agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher 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
 <b>COVIDIEN</b>	<b>PP-MM-304</b>	PP-NS-700
 <b>MASIMO</b>	<b>PP-MM-305</b>	PP-NS-701
 <b>smiths medical</b> <small>bringing technology to life</small>	<b>PP-MM-306</b>	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

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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.

## Regional Anesthesia Trays

**Effective February 1, 2016**

**Expires January 31, 2019**

### Products available

This category includes supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management.

### Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members. See terms and conditions in the value analysis toolkit.

<a href="#">B. Braun</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">Smiths Medical</a>	Juliet Larson	972.679.0889	<a href="mailto:juliet.larson@smiths-medical.com">juliet.larson@smiths-medical.com</a>
<a href="#">Teleflex</a>	Dan Kuni	919.433.4940	<a href="mailto:dan.kuni@teleflex.com">dan.kuni@teleflex.com</a>

**Note:** Supplier contact information is current as of November 2, 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 all suppliers.

### Aggregation opportunities

Aggregation is:

- Allowed with B. Braun for multi-facility systems, GPOs and established networks.
- Allowed for owned, leased or managed facilities with Smiths Medical and Teleflex.

### Other key value and terms

- Pricing is firm for the term of the agreement with Smiths Medical and Teleflex.
- Pricing is firm with B. Braun unless an unusual raw material increase for third-party manufacturing items is experienced
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
  - 2.4 percent higher with B. Braun.
  - 2.3 percent higher with Smiths Medical
  - Flat for Teleflex
- All suppliers have minimum order requirement thresholds. See terms and conditions in the value analysis toolkit.
- **Smiths Medical is the low cost supplier.**
- Available through distribution: B. Braun, Smiths Medical and Teleflex
- Available direct: B. Braun, Smiths Medical and Teleflex

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

### Awarded suppliers

Supplier	New	Expiring
<b>B. BRAUN</b>	<b>PP-OR-1268</b> <b>AS-OR-1268</b>	PP-OR-976
<b>smiths medical</b> <small>bringing technology to life</small>	<b>PP-OR-1265</b>	PP-OR-979
<b>Teleflex®</b>	<b>PP-OR-1267</b>	PP-OR-975

Current agreements with Cardinal (PP-OR-978) expires January 31, 2016.

#### Financial considerations:

- Distribution agreements
- Kits that are specific to your physicians' needs to prevent waste

#### Patient safety and satisfaction:

- Physician preference on the technique used and the tactility of the syringe

#### Roadblocks to conversion:

- Products currently being used in the facility
- Physician acceptance
- Custom tray versus standard tray

## Regional Anesthesia Trays

Effective February 1, 2016

Expires January 31, 2019

### Full launch content and additional resources available

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

### Related category

- **Disposable Anesthesia Products:** Disposable anesthesia products and accessories are used to administer general anesthesia to surgical patients.

## 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.

<a href="#">Covidien</a>	Greg Goodall	508.261.8213	<a href="mailto:greg.goodall@covidien.com">greg.goodall@covidien.com</a>
<a href="#">Masimo</a>	Dan Brothman	949.297.7317	<a href="mailto:dbrothman@masimo.com">dbrothman@masimo.com</a>

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

### How to operationalize these agreements

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

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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 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
 <b>COVIDIEN</b>	<b>PP-MM-329</b>	PP-NS-752
 <b>MASIMO</b>	<b>PP-MM-330</b>	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



## Sleep Diagnostic Services

Effective June 1, 2017

Expires May 31, 2020

### Products and services available

This category includes outsourcing sleep lab services and management in a hospital or practice. Service providers specialize in complete evaluation, testing, diagnosis and treatment of sleep disorders. Home test studies are also included.

### Class of trade

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

<a href="#">MedBridge</a>	Drew Brennan	410.691.3998	<a href="mailto:dbrennan@medbridgegroup.com">dbrennan@medbridgegroup.com</a>
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**Note:** Supplier contact information is current as of February 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- Dynamic pricing is available in Supply Chain Advisor. Members should answer the questions on Exhibit A-3 Service Price List, and the Exhibit A-3 will calculate their facility's price per test. Pricing varies based on services requested and the facility's state's labor rates.
- Based on the customizable nature of this category, a financial analysis is not available.
- MedBridge requires that members provide the last 12 months of volume for the services requested and/or have a minimum monthly average study volume of 20 studies per month per bed.
- Available direct: MedBridge

**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

- **Polysomnography (PSG) and Neurological Equipment and Accessories:** 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

### Awarded suppliers

Supplier	New	Expiring
 MEDBRIDGE HEALTHCARE	<b>PP-SV-155</b>	PP-SV-018*

\*In March 2016, MedBridge completed its [merger](#) with Sleep Services of America.

Current agreements with Cleveland Medical (PP-SV-013), Florida Apnea Diagnostics (PP-SV-014), Medical Decision (PP-SV-015), Persante Sleep Care (PP-SV-016) expires May 31, 2017.

The agreement with SleepMed expired September 27, 2015.

#### Financial considerations:

- Medicare and Medicaid reimbursement
- Dynamic pricing

#### Patient safety and satisfaction:

- Lab accreditation
- Home tests versus in-lab tests
- Ability to use competitor's equipment in facility's sleep lab

#### Roadblocks to conversion:

- Capital/construction budget constraints
- Facility uses own staff to provide sleep diagnostic
- Local relationships

### 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.

<a href="#">Tri-anim Health Services</a>	Ben Crigler	770.539.9736	<a href="mailto:ben.crigler@samova.com">ben.crigler@samova.com</a>
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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
 <b>Tri-anim®</b>	<b>PP-DS-074</b>	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.

<a href="#">Suture Express</a>	Jason Pedaci	717.421.8485	<a href="mailto:jason.pedaci@sutureexpress.com">jason.pedaci@sutureexpress.com</a>
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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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### 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	<b>PP-DS-086</b>	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

## 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.

<a href="#">Hill-Rom</a>	Rick Holmes	269.626.6055	<a href="mailto:rick.holmes@hill-rom.com">rick.holmes@hill-rom.com</a>
<a href="#">Stryker</a>	Ed Harris	941.234.8699	<a href="mailto:ed.harris@stryker.com">ed.harris@stryker.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 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 Irrigation Solutions

Effective April 1, 2017

Expires March 31, 2020

### Products and services available

Sterile surgical solutions used to irrigate and cleanse the surgical site during surgical procedures. This process removes bacteria, particles and debris.

### Class of trade

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

<a href="#">Irrimax</a>	Gene Ritter	770.807.3355	<a href="mailto:gener@irrisept.com">gener@irrisept.com</a>
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**Note:** Supplier contact information is current as of December 28, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- Irrimax's new agreement pricing is flat compared to its expiring agreement pricing.
- Irrimax offers a two percent early payment discount. See the value analysis toolkit for more details.
- Available through distribution: Irrimax
- Available direct: Irrimax

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

### Full launch content and additional resources available

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- [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

- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin
- **Skin Integrity: Compression Wraps:** Products used in the treatment and prevention of edema, venous inefficiencies and lymphatic disorders of extremities
- **Skin Integrity: Primary/Secondary Wound Care Dressings:** Dressings that are categorized as the following: primary dressings that come in direct contact with wound bed, secondary dressings which are used to cover a primary dressing
- **Chlorhexidine Gluconate (CHG) Skin Prep Products:** A minimum two percent chlorhexidine gluconate (CHG) and 70 percent isopropyl alcohol (ISA) chemical antiseptic products and solutions

### Awarded supplier

Supplier	New	Expiring
<b>IRRIMAX®</b>	<b>PP-OR-1393</b>	<b>PP-AC-079</b>

Irrimax is a small business enterprise (SBE).

Products in this category were previously included in the Skin Integrity: Prevention, Healing and Support category.

#### Financial considerations:

- The cost of surgical site infections
- The cost of wound care treatment

#### Patient safety and satisfaction:

- Appropriate product usage
- Surgical site infection rates
- Clinical study findings

#### Roadblocks to conversion:

- Products currently being used in the facility
- Current supplier relationships



## Suture Products

**Effective April 1, 2015**

**Expires March 31, 2018**

### Products and services available

This category includes sutures, a strand of material composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.

### Class of trade

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

<a href="#">Aesculap</a>	Bill Miller	513.561.7224	<a href="mailto:bill.miller@bbraun.com">bill.miller@bbraun.com</a>
<a href="#">Ethicon</a>	Mark Volino	770.329.6654	<a href="mailto:mvolino@its.inj.com">mvolino@its.inj.com</a>
<a href="#">Surgical Specialties</a>	David Szalko	630.395.9031	<a href="mailto:dszalko@surgicalspecialties.com">dszalko@surgicalspecialties.com</a>
<a href="#">Teleflex</a>	Dan Kuni	480.280.4914	<a href="mailto:dan.kuni@teleflex.com">dan.kuni@teleflex.com</a>

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




### How to operationalize these agreements

- Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher for Aesculap and Teleflex.
- Ethicon requires a PA/PMDF for all tiers. Members who have an existing PMDF in place will be allowed to carry their tier designation over to the new agreement. An A-2a will be required for system aggregation.
- An A-2b is for alternate care facilities and alternate care systems for suture only.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks for Aesculap.
  - Ethicon allows aggregation of owned, leased or managed facilities.
  - Ethicon offers separate tiers for alternate care sites.
  - Surgical Specialties has only one tier.
  - Teleflex's endomechanical and suture agreements offer aggregation for multi-facility systems and owned, leased and managed facilities of IDN's and GPO's. An Exhibit A-2b is required for members of Regional Aggregation Groups/Regional Collaboratives or Affiliates of IDNs. Members selecting this option are required to have 60 percent commitment by facility.

### Awarded suppliers

Supplier	New	Expiring
	PP-OR-1155	PP-OR-829
	PP-OR-1156	PP-OR-828
	PP-OR-1158	New
	PP-OR-1157	PP-OR-830

#### Financial considerations:

- Pricing
- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

#### Patient satisfaction and safety:

- Patient comfort
- Cosmetic results
- Infection control
- Blunt tip offering that will help prevent needle stick injuries

#### Roadblocks to conversion:

- Supplier relationship
- Preferences within your facility



### Other key value and terms

- Aesculap, Surgical Specialties and Teleflex offer firm pricing for term of the agreement.
  - Ethicon pricing is firm for the term on committed tiers. Non-committed tiers are firm for 24 months with up to 5.5 percent increase thereafter.
- In Ethicon calculations for net dollar purchases and market share for suture, endomechanical products or both, only purchases from full-line suppliers shall be used.
- Ethicon's best pricing is available for those who are committed to endomechanical AND suture categories.
- Available through distribution and direct for all suppliers.

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

### Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the summary that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
  - [Endomechanical](#)
  - [Suture](#)
  - [Topical Skin Adhesives](#)
  - [Trocar](#)
- Member webcast: Recorded webcast that provides an overview of agreements in these categories.

### Related categories

- **Endomechanical Products:** This category includes devices used to assist in open and laparoscopic surgical procedures. Consisting of a variety of devices: internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure
- **Knotless Tissue Closure:** This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures
- **Topical Skin Adhesive:** Topical wound sealant is a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. These adhesives are an octyl or butyl cyanoacrylate-based product.
- **Trocar Products:** This category includes devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers

# 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.

<a href="#">AccuVein</a>	Monica Jugovic	631.367.0390	<a href="mailto:mjugovic@accuvein.com">mjugovic@accuvein.com</a>
<a href="#">Christie Medical</a>	George Pinho	901.721.0304	<a href="mailto:george.pinho@christiedigital.com">george.pinho@christiedigital.com</a>
<a href="#">Vuetek</a>	Douglas Moran	207.657.6565	<a href="mailto:dmoran@vuetekscientific.com">dmoran@vuetekscientific.com</a>

**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	<b>PP-MM-595</b> <b>AS-MM-595</b>	PP-MM-275
 Christie Medical	<b>PP-MM-596</b>	PP-MM-276
 Vuetek <small>CCTV-ACCESS CONTROL</small>	<b>PP-MM-597</b>	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.

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

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with CareFusion, Covidien, Draeger, GE and Hamilton.
- MAQUET requires a PMDF/PA at all tiers.
- Covidien requires a Primary Group Designation Form (PGDF) for members who do not already have one on file.








### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with CareFusion, Draeger, GE, Hamilton and MAQUET.
- Covidien allows aggregation for multi-facility systems and established networks of facilities that seek to standardize vendor usage across the GPO.

### Other key value and terms

- Early payment discounts are available with Draeger and Hamilton.
- Pricing is firm for the term of agreement with CareFusion, Draeger, GE, Hamilton and MAQUET.
  - Covidien pricing is firm for 12 months. Prices may then increase by up to 2 percent on a line item basis for each 10 percent increase in aggregate cost.

### Awarded suppliers

Supplier	New	Expiring
 CareFusion	PP-MM-475	PP-MM-261
 Medtronic  COVIDIEN	PP-MM-469	PP-MM-262
 Dräger	PP-MM-470	PP-MM-263
 GE Healthcare	PP-MM-473	New
 HAMILTON MEDICAL <small>Intelligent Ventilation since 1983*</small>	PP-MM-471	PP-MM-264
 MAQUET <small>GETINGE GROUP</small>	PP-MM-474	PP-MM-265

\*Hamilton is a small business enterprise (SBE).

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

#### Financial considerations:

- Product warranties
- Minimum order fees
- Fees associated with authorized distributors

#### Patient safety and satisfaction:

- Alarm functions
- Battery life
- Ventilator-associated event protocols
- Ease of setup operation
- Patient population (e.g. neonates)
- Product lifecycle
- Product interface

#### Roadblocks to conversion:

- Existing agreements and products used in your facility
- Proprietary ventilator circuits and consumables

### Other key value and terms (continued)

- Biomedical training is available for purchase with CareFusion, Draeger and GE.
  - Biomedical training is provided at no added cost for one person with Hamilton.
  - A Biomedical Training Agreement is required for training with MAQUET.
- CareFusion's new agreement offers flat pricing compared to its expiring agreement pricing.
- Direct orders less than \$250 delivered to hospitals are subject to a \$50 fee and orders less than \$100 delivered to alternative sites are subject to a \$100 fee with CareFusion.
- CareFusion has a large order threshold of \$250,000.
- Covidien's new agreement pricing offers 0.7 percent savings compared to its expiring agreement pricing.
- Orders of any Covidien products less than \$500 are subject to a \$90 fee with Covidien.
- Products available through authorized distributors that are ordered direct through Covidien are subject to a 3 percent handling fee.
- Draeger's new agreement pricing offers 0.9 percent savings compared to its expiring agreement pricing.
- Hamilton's new agreement pricing offers 4.4 percent savings compared to its expiring agreement pricing.
- Hamilton has a large order threshold of \$500,000.
- MAQUET's new agreement pricing offers 0.8 percent savings compared to its expiring agreement pricing.
- Scenario analysis reveals the **low-cost supplier** varies based on the pricing scenario.
- Available through distribution: Covidien
- Available direct: CareFusion, Covidien, Draeger, GE, Hamilton, MAQUET

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

### Full launch content and additional resources available

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

### Related categories

- **Non-Invasive Ventilators:** Continuous positive airway pressure (CPAP) units, bi-level (biPAP) units and the associated consumables
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, MDI holding chambers (spaces), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and bi-level masks, oxygen delivery disposables, disposable ventilator supplies, humidification products and resuscitation bags



# Custom Contracting



**Did you know that Premier offers custom contracting in particular areas of focus?** See below for a list of custom contracts completed for Premier member groups and systems that are also available to you.

Contract number	Category	Supplier
CC-SV-035	Transportation/Courier	MedSpeed
CC-SV-002	Telecommunications Expense Management Services	Tangoe
CC-SV-003	Surplus Surgical Inventory Services	WestCMR
CC-SV-006	Waste Management Services	Trifecta Environmental
CC-FA-003	Electrical Products and Service	Fromm Electric
CC-FA-004	Vendor Scrub Management Services	REPSRUBS
CC-FA-007	Behavioral Health Furniture and Design Services	Blockhouse
CC-SV-009	Kanban Inventory Products and Services	Pegasus
CC-LA-002	Specialty Lab Testing Services	NeoGenomics
CC-SV-008	Logistics Management Services	TRIOSE
CC-IT-003	Technology Asset Disposition Services	Cascade
CC-IT-002	Telecommunication Services	Granite
CC-FA-009	Architectural/Retrofit Services	Kerney & Associates
CC-SV-022	Clinical Education and Assessment Services	SIMNext (Health Scholars)
CC-SV-034	Corrugated and Solid Fiber Box Manufacturing	PCA
Multiple contract numbers	HIMS Coding, Auditing and CDI Services	Multiple suppliers



Interested in learning more about these opportunities?

[Contact custom\\_contracting@premierinc.com.](mailto:custom_contracting@premierinc.com)

Interested in creating a custom contract for your system or member group?

[Contact your Premier representative.](#)



PP-S2-001

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

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

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

### S2S Global highlights

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

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

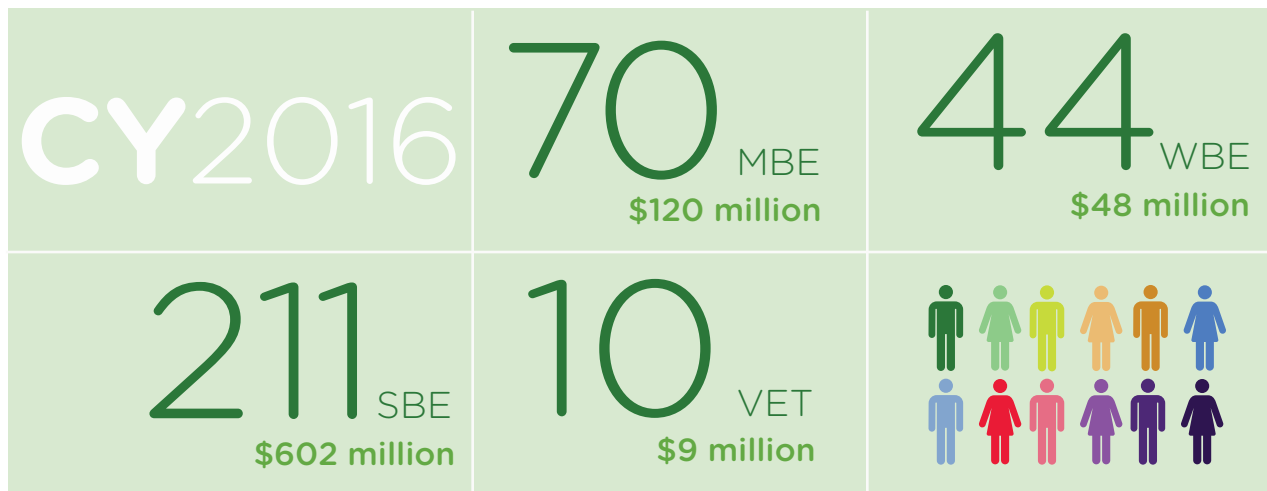




Premier's supplier diversity initiatives recognize and track the following classifications (diverse and small business suppliers): **small business enterprises** (SBE) and **minority-** (MBE), **woman-** (WBE) and **veteran-owned** (VET) enterprises.

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.



## **Jill Mayrand, RN, BSN**

Registered Nurse  
Bachelor of Science

Prior to joining Premier, Jill was an executive leader in the healthcare and medical device industry with over 15 year of experience in operations, medical products, clinical and economic outcomes. Jill has a strong clinical background with and over 18 years of experience in nursing, nursing education and hospital administration. She is knowledgeable about the changing healthcare environment and its impact to all segments of the healthcare market.

### **Affiliations**

- American Association of Critical Care Nurses (member)

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

- Provide Premier members with expertise in nursing products and clinical practice
- Work with contracted suppliers by reviewing product information, new technologies and opportunities to standardize
- Conduct product line analysis and cost analysis, to present opportunities for member hospitals in the nursing product line to improve utilization, clinical and financial outcomes to optimize Premier agreements
- Provide education and support with integrated contract launches

### **Contact**

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



## Additional resources

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

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

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