



# Pharmacy

## Portfolio Overview and Resources

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### Premier's roadmap for a healthier drug market

In June 2017, Premier released to Congress, the media and Premier members their latest [public policy papers on pharmaceutical pricing issues](#). Premier's public policy and business goals are to champion a healthy pharmaceutical market that fosters more competition to bring down drug costs. The individual policy papers included in this release are all focused on this effort which include:

- Reducing the enormous backlog of generic drug approvals at the U.S. Food and Drug Administration (FDA), which are delaying new competitive market entrants by as much as four years
- Expanding FDA's authority to expedite review and approval for generic drugs when competition is lacking in the market
- Enacting the Preserve Access to Affordable Generics Act, which will help put an end to pay-for-delay deals that extend brand name drugs marketing exclusivity at the expense of consumers
- Enacting the Creating and Restoring Equal Access to Equivalent Samples ("CREATES") Act and the Fair Access for Safe and Timely ("FAST") Generics Act, which provide a common sense solution to prevent a few manufacturers from restricting generic manufacturers' access to product samples needed for bioequivalence testing for FDA generic drug approval
- Supporting the current Congressional review of the Orphan Drug program, which is examining some manufacturers misuse of FDA's process of awarding drugs this special status, so as to ensure the program is directed toward drugs that treat rare diseases
- Removing the roadblocks that citizen petitions have erected against generic competition
- Differentiating between true breakthrough drugs versus changes designed to manipulate the system
- Ensuring safe, decades-old drugs are still available to consumers and the FDA approval process does not drive prices higher
- Ensuring that drugs and biological products are labeled so that providers and patients have consistent information on brand and generic drugs for their safe and effective use

Premier is not engaged in supporting:

- Price controls by the government for all drug products sold in the U.S.
- Taxation of prescription drug companies that raise drug prices beyond the rate of medical inflation
- A change in the role of pharmacy benefit managers (PBMs) in Medicare Part D to:
  - Government direct negotiation of prices for Medicare prescription drugs under Part D or
  - Require mandatory rebates similar to Medicaid in which government programs receive the "best price" in the U.S. market
- For drugs developed using taxpayer money, giving the Department of Health and Human Services the right to force the company to allow another manufacturer to make generic versions that are cheaper for the consumer if determined that the drug price is too high and hurting consumers
- Re-importation of drugs from Canada and/or Europe
- Ban of Direct to Consumer Advertising and/or removing tax incentives for advertising
- Termination of manufacturers' copayment coupons and other patient assistance programs and requiring drug manufacturers to provide drug rebates for drugs dispensed to low-income individuals under Medicare



**Learn more:**

Read [Premier's roadmap for a healthier drug market](#) for more detailed information.

## 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.

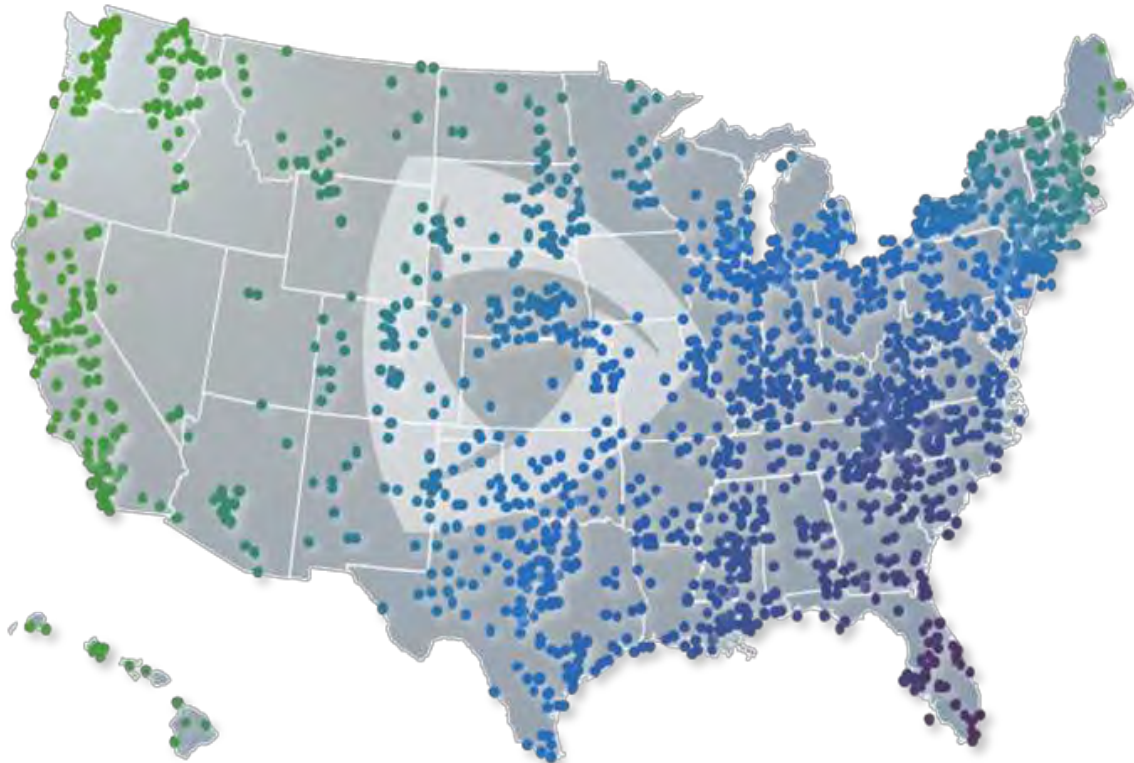
➤ **How do we do it?**

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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## Pharmacy Bid Roll

Effective July 1, 2015

Expires June 30, 2018

### Products available

Premier's Pharmacy Program continues to bring value and choice to members with the announcement of the 2015-2018 Pharmacy contract portfolio. Please visit the [2015-2018 contract portfolio website](#) for more information on awarded suppliers and resources that may assist in your purchasing decision.

The majority of Premier's branded contracted pharmaceutical suppliers and all of Premier's generic contracted pharmaceutical suppliers are included in this portfolio. There are also non-drug categories including alcohol, vials, bags and anesthesia gasses and vaporizers.

### Class of Trade

- Contract pricing may vary by class of trade and drug product (specific class of trade pricing is available by contract in Supply Chain Advisor®, Premier's electronic catalog).

### How to operationalize these agreements

- Members enrolled in current Performance Programs will not be required to execute new letter of commitment (LOC) or letter of participation (LOP) to for the new programs.

### Other key value and terms

- The new portfolio will include contracts with approximately 192 companies. Due to the large amount of companies in this space, a list of the contracted companies may be found on the pharmacy website.
- There are 91 brand suppliers, 93 generic suppliers, 4 bag suppliers and 4 vaccine suppliers.
- The new awards will provide savings in the aggregate equal to 0.8 percent. There are additional savings opportunities with PremierProRx, Auto-substitution and other value-added rebate programs, which will bring the aggregate savings total to 1.9 percent. Further details on these programs are provided in this document.
- The new agreement will provide a significant increase in the coverage of products in Premier's Disproportionate Share Hospital (DSH) program. The count of DSH SKU's has increased 50 percent to more than 6,600 NDCs.
- The Premier Auto-substitution program continues to provide member savings at a minimum of 10 percent discount from base price.
- During the new contract period, a significant number of brand products will experience patent expirations and become available generically. The Premier Pharmacy Program will track and communicate new-to-market generic awards as they become available.

### PremierProRx™

- Since the previous contracting cycle, PremierProRx™ was developed. Launched in April 2013, this program delivers additional value and savings for Premier members through a Premier labeled generic pharmaceutical program. The program represents over \$233 million in annual member spend and as of April 2015, there are 15 suppliers with signed long-term contracts. PremierProRx offerings are included in the bid roll and agreements will be effective for six years from July 1, 2015, through June 30, 2021.

### Awarded suppliers

There are over 7,600 drug products included in the 2015-2018 contract portfolio. These contracted products include mainly generic products in various formulations and dosage forms. The portfolio also includes some new products and new suppliers not previously on contract.

Pharmaceutical agreements in the Premier Pharmacy program not expiring on June 30, 2015, are omitted from the contract launch. These existing agreements remain effective through their respective expiration dates.

## Pharmacy Bid Roll

Effective July 1, 2015

Expires June 30, 2018

### Full launch content and additional resources available

- [Portfolio summary](#): Includes information and resources to help members understand the new offerings of the contract portfolio. This includes links to reports, information on distributors, recorded training of the PharmacySpend: Impact Analytics Bid Tool, videos from Premier staff regarding the new agreements and infographic visual representations of the bid roll and PremierProRx.
- [Added value program website](#): includes abstracts, Letter of Participation (LOP) or Letter of Commitment (LOC)s for all supplier performance programs that offer additional value to members for meeting individual program requirements.
- [2015 PharmacySpend Impact Analytics bid tool](#): The application automates analysis by comparing July 1, 2015, pricing in the new portfolio to current member purchases at facility and system levels.
- [PharmacySpend™ Impact Analytics Bid Tool training](#): The Impact Analytics training will be listed under SpendAdvisor® Classes


## Biosimilar Pharmaceuticals-Pfizer

Effective December 1, 2016

Current Agreement Number Expires June 30, 2018

### Products available

Pfizer announced the commercial launch of INFLECTRA<sup>®</sup>, the second biosimilar to be made available in the United States in April 2016. This product shares six indications with the reference biologic, REMICADE<sup>®</sup> (infliximab). INFLECTRA is being added to Pfizer's current Brand and Generic Pharmaceutical agreement effective December 1, 2016.

Awarded supplier		
Supplier	New	Expiring
	PPPH18PFZ02	New

### Class of trade

The agreement is available to all classes of trade except retail and mail order.

<a href="#">Pfizer</a>	Mark De Santis	512.470.3076	<a href="mailto:mark.desantis@pfizer.com">mark.desantis@pfizer.com</a>
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**Note:** Supplier contact information is current as of August 4, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor<sup>®</sup>.

### How to operationalize this agreement

A Letter of Participation is not required to participate in the price or rebate program.

### Aggregation opportunities

Aggregation is not applicable.

### Other key value and terms

- A Letter of Participation is not required to participate.
- The pricing for Pfizer's INFLECTRA product is a floating 2 percent off of WAC.
  - The WAC pricing will be 15 percent off the reference biologic Remicade.
  - Please see Exhibit A in Supply Chain Advisor for the most current agreement price.
- This agreement is not eligible for rebates.
- The agreement is available to all classes of trade except retail and mail order.
- The INFLECTRA HCPCS code is Q5102.
- The product is available 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.
- [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 Pearl-INFLECTRA](#): Thought piece provided by Premier staff on INFLECTRA including information on clinical trials and FDA analysis.


## Biosimilar Pharmaceuticals-Sandoz

**Effective Date September 25, 2015**

**Expires June 30, 2018**

### Products available

Sandoz Inc., a Novartis company, has announced the commercial launch of ZARXIO, the first biosimilar approved by FDA. This product shares five indications with the reference biologic, Neupogen® (filgrastim).

Awarded supplier		
Supplier	New	Expiring
 <b>SANDOZ</b> a Novartis company	<b>PPPH16GNV02</b>	New

### Class of trade

The agreement is available to the following classes of trade. Please see Appendix A of the value analysis toolkit for full class of trade descriptions:

- Acute Care Hospital
- City/County/State Hospital
- Group Practice
- Sole or Solo Practitioner
- Community Oncology Clinic (Free Standing)
- Oncology Clinic (Hospital Affiliated)
- Long term care class of trade
- Home health/Home infusion

<a href="#">Sandoz</a>	Pete Roth	314.494.6725	<a href="mailto:pete.roth@sandoz.com">pete.roth@sandoz.com</a>
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**Note:** Supplier contact information is current as of September 12, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

A Letter of Participation is not required to participate in the price or rebate program.

### Aggregation opportunities

Aggregation is not applicable.

### Other key value and terms

- The pricing for Sandoz's Zarxio product is not firm. Pricing can change within a 48 hour notice to Premier. Please see Exhibit A in Supply Chain Advisor for the most current agreement price.
- Sandoz has an agreement with distributor FFF for the Zarxio product, which may be ordered as part of member's normal ordering process with FFF. Please see terms and conditions for ordering instructions.
- Sandoz offers a unit volume rebate which will be available to members of the inpatient setting of care (Schedule A-1) and outpatient setting of care (Schedule A-2). A rebate is not offered for long-term care class of trade (Schedule A-3).
- The Zarxio [HCPCS code](#) is Q5101.
- Available through distribution only.

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

### Full launch content and additional resources available

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## Air Quality Testing and Certification Services

Effective October 1, 2015

Expires May 31, 2018

### Products available

This category consists of services and products used as part of the environmental monitoring program in the [USP Chapter <797> guidelines](#) to ensure that equipment is functioning properly.

### Class of trade

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

<a href="#">Charles Solana &amp; Sons, Inc.</a>	Robert Solana	631.864.6483	bob@solananadsons.com
<a href="#">Medical Technology Associates, Inc.</a>	Gerry Malberg	727.535.3007	gerrym@mtaius.com
<a href="#">National Air Filter Service</a>	Joseph Borghoff	201.438.0800	jborghoff@nationalairfilter.com
<a href="#">Technical Safety Services, Inc. (TSS)*</a>	Steve Gonzales	800.877.7742 x1111	sgonzales@techsafety.com

**Note:** Supplier contact information is current as of June 3, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- Electronic price activation (PA) or a Participating Member Designation Form (PMDf) is not required. Suppliers only offer one level of service pricing for Premier members.




### Other key value and terms

- Charles Solana and Sons and National Air Filter Service offer set prices for all services.
- Pricing for Technical Safety Services is based off the region in which the service is being performed.
- All suppliers provide a 2% discount for full payments made within 30 days.

**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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- [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.

Awarded supplier		
Supplier	New	Expiring
Charles Solana & Sons	PPPH18CSS01	PPPH15CSS01
	PPPH18ETN01	PPPH15ETN01
	PPPH18NAF01	New
	PPPH18TSS01	PPPH15TSS01

#### Financial considerations:

- The cost of labor, consultation and emergency/overtime labor
- Use of new replacement parts versus refurbished parts
- Cost of replacement parts and associated labor

#### Roadblocks to conversion:

- Geographic coverage
- Current relationship with service providers
- Supplier offering for servicing specific equipment versus entire clean room and equipment

## Compounded Ophthalmic Medications

Effective May 1, 2017

Expires December 31, 2018

### Products and services available

This is a new Premier category. This category includes outsourced facilities that manufacture compounded ophthalmic medications and are registered as 503B suppliers with the U.S. Food and Drug Administration (FDA).

### Class of trade

- Agreements with Fagron and KRS are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with SterRx is available to acute care and non-acute healthcare facilities for their own use.

<a href="#">Fagron</a>	Marc Marchand	224.938.7771	<a href="mailto:marc.marchand@fagron.com">marc.marchand@fagron.com</a>
<a href="#">KRS</a>	Rob Ronzino	888.502.2050	<a href="mailto:robertronzio@krsbio.com">robertronzio@krsbio.com</a>
<a href="#">SterRx</a>	Gary Hanley	518.353.3210	<a href="mailto:hanleyg@sterrx.com">hanleyg@sterrx.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) or electronic price activation (PA) is not required.

### Aggregation opportunities

Aggregation is negotiated at the member level.

### Other key value and terms

- Pricing is firm for the first 12 months with Fagron then seller may make one price adjustment per calendar year.
- Fagron does not have a minimum order to purchase, but orders less than \$500 are subject to shipping charges.
- Pricing is firm for the term of the agreement with KRS.
- KRS does not have a minimum order to purchase, but orders less than \$500 are subject to shipping charges.
- Pricing is firm for the first 180 days with SterRx then seller may increase by CPI-U plus five percent if seller experiences increase in costs to provide services.
- SterRx has a minimum order requirement of \$1,000; orders less than \$1,000 are subject to shipping and handling fees.
- Available through distribution: Must be ordered directly by Federal law
- Available direct: Fagron, KRS, SterRx

**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

- **Ophthalmology Products:** Products used for surgeries of the eye
- **Outsourced I.V. Admixture Services:** Pharmacy outsourced I.V. admixture or compounding services

### Awarded suppliers

Supplier	New	Expiring
 JCB Laboratories	PPPH18FGN01	New
 KRS GLOBAL BIOTECHNOLOGY	PPPH18KRS01	New
 SterRx	PPPH18SRX01	New

There is no ASCEND® award in this category.

## I.V. Robotics Preparation and Filling Devices

Effective March 1, 2015

Expires February 28, 2018

### Products and services available

Included in this product category are hardware and software used to compound batches of standardized doses or patient specific doses of I.V. medication.

### Class of trade

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

<a href="#">Aesynt</a>	Lisa Henke	727.859.4350	Lisa.henke@aesynt.com
<a href="#">Becton Dickinson</a>	Chuck Collis	248.377.9080	Charles_collis@bd.com

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

### How to operationalize these agreements

- Electronic price activation (PA) or a Participating Member Designation Form (PMDf) is not required.
- Aesynt requires a member agreement (Exhibit J).
- BD requires that members enter into a License and Service Agreement in the form as set forth in Exhibit G.

### Aggregation opportunities

- Aggregation is not applicable for this agreement.

### Other key value and terms



- Aesynt's agreement is for capital equipment and software while Becton Dickinson's agreement is for software only.
- Pricing is firm for the term of the agreement from Aesynt but the cost of maintenance may increase no more than 5 percent each year.
- Becton Dickinson's agreement price is firm for the first 18 months.

**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.

### Awarded suppliers

Supplier	New	Expiring
	PPPH18MBH01	PPPH15HRC01
	PPPH18CMC01	PPPH15CMC01

Aesynt Inc. [purchased](#) Health Robotics in March 2014. Aesynt also includes the automation business formerly owned by the McKesson Corporation.

Becton Dickinson [acquired](#) Chemocato in 2013.

#### Financial considerations:

- Capital purchase cost
- Software license
- Cost to maintain the product

#### Patient satisfaction and safety:

- Accurate and safe preparation of intravenous medications including oncologic and other hazardous medications

#### Roadblocks to conversion:

- Software compatibility with what is currently used in the facility

## Medication and Supply Automation

Effective July 1, 2017

Expires June 30, 2020

### Products and services available

This category includes supply automation, unit-based pharmacy automation, acute care pharmacy-based automation, prescription (Rx) kit technology and anesthesia technology.

This category was previously sourced as two separate categories:

- Medication and Supply Automation
- Automated Pharmacy Medication Kit Inventory Technology

### Class of trade

- Kit Check, Pearson and Swisslog are available to acute care, non-acute healthcare and non-healthcare facilities.
- CareFusion and Omnicell are available to acute care and non-acute healthcare facilities. See terms and conditions in the value analysis toolkit for details.

<a href="#">CareFusion</a>	Chuck Collis	586.980.9338	<a href="mailto:charles_collis@bd.com">charles_collis@bd.com</a>
<a href="#">Kit Check</a>	Kevin Macdonald	786.548.2432	<a href="mailto:kevin@kitcheck.com">kevin@kitcheck.com</a>
<a href="#">Omnicell</a>	George Polizo	949.293.8377	<a href="mailto:george.polizos@omnicell.com">george.polizos@omnicell.com</a>
<a href="#">Pearson</a>	Opal Johnson	318.619.1129	<a href="mailto:sales@pearsonmedical.com">sales@pearsonmedical.com</a>
<a href="#">Swisslog</a>	Richard Caffrey	303.382.8320	<a href="mailto:rich.caffrey@swisslog.com">rich.caffrey@swisslog.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with Kit Check.
- CareFusion, Omnicell, Pearson and Swisslog do not require a PMDF/PA.
- A member agreement or statement of work may be required with all suppliers.






### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Kit Check.
- Aggregation for CareFusion, Omnicell, Pearson and Swisslog is negotiated at the member level.

### Other key value and terms

- Pricing is firm for the term of the agreement with Omnicell and Pearson.
  - Omnicell support services are subject to annual price adjustments.
- CareFusion and Swisslog are firm for 18 months.
  - CareFusion may implement annual price increases not to exceed the CPI-U plus 3 percent.
  - Swisslog may implement annual price increases not to exceed the lesser of the PPI or 2 percent.
- Kit Check is firm for 12 months. Kit Check may implement annual price increases not to exceed the CPI-U plus 3 percent.

### Awarded suppliers

Supplier	New	Expiring
 <b>BD</b>	PPPH20CFS01	PPPH17CFS01
 <b>KITCHECK</b>	PPPH20KIT01	PPPH17SKY01
 <b>Omnicell</b>	PPPH20OMN01	PPPH17OMN01 PPPH17MBH01
 <b>Pearson Medical Technologies</b>	PPPH20PRS01	New
 <b>swisslog</b> <small>Member of the KUKA Group</small>	PPPH20SWS01	New

Kit Check and Pearson are a small business enterprises (SBEs).

Omnicell [acquired](#) Aesynt in January 2016.

Current agreements with Stanley (PPPH17SHS01) and Talyst (PPPH17TLT01) expire June 30, 2017.

Note: Kit Check's prior agreement was under the Automated Pharmacy Medication Kit Inventory Technology category.

### Other key value and terms

- CareFusion offers additional incentives for members who own or manage two or more healthcare facilities and meet specific requirements. See the value analysis toolkit for details.
- CareFusion has a late payment penalty of 1.5 percent or the maximum rate allowed by law, whichever is less.
- Kit Check has a minimum order of 10,000 tags per calendar year.
- Omnicell has a large order threshold of \$600,000.
- Available through distribution: Kit Check and Pearson
- Available direct: CareFusion, Kit Check, Omnicell, Pearson and Swisslog.

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

### Full launch content and additional resources available

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

- **Outpatient Pharmacy Technology:** Automation devices and software solutions for outpatient and retail pharmacy. Parata Systems has an agreement in this space (PPPH20PRT01) with products that are applicable to medication and supply automation. For more information see the Outpatient Pharmacy Technology value analysis toolkit.

## Outpatient Pharmacy Technology

Effective July 1, 2017

Expires June 30, 2020

### Products and services available

This category includes automation devices and software solutions for outpatient and retail pharmacy.

### Class of trade

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

<a href="#">Health Connexx</a>	Hunter Brantley	704.429.2049	<a href="mailto:hunterbrantley@healthconnexx.com">hunterbrantley@healthconnexx.com</a>
<a href="#">J M Smith</a>	Heidi Jameson	864.542.9419	<a href="mailto:heidi_jameson@jmsmith.com">heidi_jameson@jmsmith.com</a>
<a href="#">Kirby Lester</a>	Mike Turone	847.984.3437	<a href="mailto:mturone@kirbylester.com">mturone@kirbylester.com</a>
<a href="#">Parata</a>	Tara Hayes	919.433.4419	<a href="mailto:thayes@parata.com">thayes@parata.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Parata.
- HealthConnexx, J M Smith and Kirby Lester do not require a PMDF/PA.
- A member agreement or statement of work may be required with all suppliers.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement with HealthConnexx, Kirby Lester and Parata.
  - J M Smith pricing is firm for 18 months. J M Smith may implement a one-time price increase not to exceed the CPI-U plus 3 percent.
- Due to the highly configurable nature of the products, services and IT solutions included in this portfolio, a financial analysis is not available.
- Available through distribution: J M Smith, Kirby Lester, Parata
- Available direct: HealthConnexx, J M Smith, Kirby Lester Parata

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

### Full launch content and additional resources available

- [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

- **Medication and Supply Automation:** Supply automation, unit-based pharmacy automation, acute care pharmacy-based automation, Rx kit technology and anesthesia technology

### Awarded suppliers

Supplier	New	Expiring
	PPPH20CXO01	New
	PPPH20JMS01	PPPH17JMS01
	PPPH20KIR01	PPPH17KIR01
	PPPH20PRT01	New

HealthConnexx and Kirby Lester are a small business enterprise (SBEs).

The current agreement with ScriptPro (PPPH17SPU01) expires June 30, 2017.

## Outsourced I.V. Admixture Services

Effective January 1, 2016

Expires December 31, 2018

### Products and services available

This category is for national providers of outsourced I.V. admixture services who mix **sterile** preparations using **initial sterile** ingredients. These preparations include anticipatory pharmaceuticals and Total Parenteral Nutrition ([TPN](#)) solutions.

### Class of trade

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

<a href="#">CAPS</a>	Ilene Rogut	732.261.5636	Ilene.Rogut@bbraun.com
<a href="#">PharMEDium</a>	Gil Sheek	224.938.3771	gsheek@pharmedium.com

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

### How to operationalize these agreements

- Electronic price activation (PA)/ Participating member designation form (PMDF) is required for all members using the CAPS agreement.
- An Exhibit H Service Agreement or Letter of Participation (LOP) is required from PharMEDium.
- Please check with you state Board of Pharmacy for compounding regulations.


### Aggregation opportunities

- CAPS and PharMEDium offer aggregation for multi-facility systems, group purchasing organizations and established networks.

### Other key value and terms

- CAPS (Sole source for 503A outsourced I.V. admixtures of patient-specific products including total parenteral nutrition (TPN) products, oncology agents, etc.)
- PharMEDium (Sole source for 503B anticipatory compounding except for
- drug shortage items.)

### Awarded suppliers

Supplier	New	Expiring
 CAPS delivering solutions	PPPH18BBM01	PPPH15BBM01
 PharMEDium	PPPH18PMD01	PPPH15PMD01

Exela Pharma Sciences canceled their agreement with Premier effective November 12, 2016.

#### Financial considerations:

- Firm pricing
- The cost of compounding medications in-house vs. outsourcing
- Reduction of I.V. admixture waste
- The need for I.V. admixture in distinct patient care areas including the emergency department, procedure areas, operating room, and infusion centers

#### Patient satisfaction and safety:

- That the supplier follows all applicable guidelines, including state and federal regulations, and USP chapter <797>
- That package labeling is easy to read, and contains machine readable bar-coding to assist with medication administration

#### Roadblocks to conversion:

- Geographic coverage
- Current relationship with service providers
- State and federal regulations governing the use of outsourced I.V. admixture service suppliers
- Commitment to an annual purchase volume

## Outsourced I.V. Admixture Services

Effective January 1, 2016

Expires December 31, 2018

### Other key value and terms, continued

- CAPS offers firm pricing for the first year and then pricing is subject to an increase each year, not to exceed 5 percent per year.
- The PharMEDium agreement is for all anticipatory compounded products **excluding** oncology and TPN.
- PharMEDium offers firm pricing for **two** years.
- PharMEDium offers a matrix discount based on products purchased.
- Members will provide a minimum annual commitment of units to PharMEDium. If minimum is not met annually, PharMEDium may increase the prices of services.
- Agreements are available to acute and continuum of care members.

**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.



## Patient Medication Compliance Devices

Effective June 1, 2015

Expires May 31, 2018

### Products available

This category includes technologies that automate and improve patient compliance and adherence with home medication regimens.

### Class of trade

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

<a href="#">Daya Medical</a>	Justin Daya	954.501.4907	jd@dayamed.com
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**Note:** Supplier contact information is current as of May 26, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms


- Pricing is firm for the term of the agreements.
- Available direct only: DayaMed

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

### Full launch content and additional resources available

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- [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.

### Awarded supplier

Supplier	New	Expiring
	PPPH18DYA01	New

DayaMed is a small business enterprise (SBE).

#### Financial considerations:

- Cost of the product
- Service cost

#### Patient safety and satisfaction:

- Proper medication adherence
- Ease of use
- Data capture
- Ability to communicate with caregivers

#### Roadblocks to conversion:

- Cost
- Patient adoption of technology

## Pharmacy Grade Refrigerators and Freezers

Effective March 1, 2017

Expires February 29, 2020

### Products and services available

This category includes refrigerators and freezers that maintain specific temperatures in order to protect and preserve pharmaceuticals or research materials. Products may also be used in the laboratory setting.

### Class of trade

- Nor-Lake's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Helmer serves all classes of trade except retail.

<a href="#">Helmer</a>	Aaron Stout	800.743.5637 ext. 3925	astout@helmerinc.com
<a href="#">Nor-Lake</a>	Greg White	800.477.5253	gwhite@norlake.com

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Helmer.
- A PMDF/PA is not required with Nor-Lake due to single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations, and established networks for Helmer.
- Aggregation is not applicable for Nor-Lake due to their single tier offering.

### Other key value and terms



- Pricing is firm for the term of the agreement for Helmer.
- Nor-Lake's pricing is firm for the first 24 months of the agreement.
- Helmer has a large order dollar threshold of \$100,000.
- Helmer offers an early payment discount of 2 percent for payments within 15 days.
- Financial analysis reveals the new agreement for Helmer offers between 27 and 32 percent savings off list price at time of purchase.
- Nor-Lake's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Available direct and through distribution: Helmer and Nor-Lake

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

### Full launch content and additional resources available

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

Supplier	New	Expiring
 Helmer Scientific	PPPH20HLM01	PPPH17HLM01
 NORLAKE Scientific	PPPH20NLK01	New

Helmer is a small business enterprise (SBE).

#### Financial considerations:

- Early payment discounts
- Large order dollar thresholds

#### Patient safety and satisfaction:

- Consider storage volume for current and future needs
- Look at construction material
- Stainless steel is highly durable; hinge and seal quality
- Compressor position and serviceability

#### Roadblocks to conversion:

- Lifespan of current equipment used within the facility

## Pharmacy Grade Refrigerators and Freezers

Effective March 1, 2017

Expires February 29, 2020

### Related categories

- **USP Chapter <797> General Supplies:** Items used to create a sterile environment.
- **Pharmacy Intravenous Robots and Software:** Automated solutions for chemotherapy and general compounding I.V. preparation.
- **Primary Engineering Control Devices (I.V. hoods):** Devices that help create an ISO class 5 environment when compounding compounded sterile preparations.
- **Wireless Temperature Monitoring Systems:** Systems which continuously assess that medications, vaccines and other pharmacy products are maintained under recommended storage and transport conditions and ensure regulatory compliance.
- **Ice Machines and Dispensers:** Ice and water dispensing machines, stand-alone water dispenser units and under-counter healthcare grade refrigeration/freezers, and related services.

## Primary Engineering Control Devices (IV Hoods)

Effective July 1, 2016

Expires June 30, 2019

### Products available

This category includes devices that help to create an ISO class 5 environment when compounding compounded sterile preparations (CSPs). Such devices include, but may not be limited to, laminar airflow workbenches (LAFWs), biological safety cabinets (BSCs), compounding aseptic isolators (CAIs), and compounding aseptic containment isolators (CACIs).

### Class of trade

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

<a href="#">Aseptic Enclosures</a>	Michael Bellm	800.481.9286	<a href="mailto:mikeb@lsi1.com">mikeb@lsi1.com</a>
<a href="#">Baker Company</a>	Maryanne Martin	207.608.8301	<a href="mailto:mmartin@barkerco.com">mmartin@barkerco.com</a>
<a href="#">NuAire</a>	Holly Milles		<a href="mailto:hmilles@nuaire.com">hmilles@nuaire.com</a>

**Note:** Supplier contact information is current as of May 19, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- Electronic price activation (PA) or Participating Member Designation Form (PMDF) is required for Tier 2 from The Baker Company and Tier 2 and higher for Aseptic Enclosures and NuAire.

### Aggregation opportunities

- Aggregation is allowed from all suppliers.

### Other key value and terms

- All suppliers serve the United States, Canada and Puerto Rico.
- Products from all suppliers are only offered direct.
- Please see Exhibit A-3 for product descriptions, unit of measure and prices.
- Pricing from Aseptic Enclosures and NuAire are firm for the term of the agreement.
  - Pricing from The Baker Company is firm for the first 12 months of the agreement. A one-time increase is allowed in the last 24 months of the agreement.
- A financial comparison between suppliers is unavailable due to the customizable nature of the category.

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

### Full launch content and additional resources available

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

Supplier	New	Expiring
<b>Aseptic Enclosures</b>	<b>PPPH19APK01</b>	New
	<b>PPPH19BAK01</b>	PPPH16BAK01
	<b>PPPH19NUA01</b>	PPPH16NUA01

Aseptic Enclosures, The Baker Company and NuAire are all small business entities (SBE).

### Financial considerations:

- Warranty
- Cost to maintain the IV hood

### Patient safety and satisfaction:

- Appropriate size unit for existing space and workload That the products meet USP Chapter <797> [standards](#)
- If the product can be built to spec or if there are only standard sizes

### Roadblocks to conversion:

- Geographic coverage
- Current relationship with providers

## Products and services available

This category includes telecommunication tools for the monitoring and supervision of a pharmacy technician (or other qualified, licensed practitioner such as a nurse) that is in a remote location or in a different room of the institution than the pharmacist, by a centralized pharmacist. This includes, but is not limited to, compounding of a sterile IV preparations, where the pharmacy technician may be at a remote location from the pharmacist, or in the same location/institution but the pharmacist supervises the preparation of compounded sterile preparations outside of the cleanroom using a video camera or other technology. This category now also includes telepharmacy services for the remote verification and approval of drug and prescription requests.

## Class of trade

- Baxter's agreement is available to acute care and non-acute healthcare facilities.
- PipelineRx's agreement is available to acute care, non-acute healthcare facilities and non-healthcare facilities.

<a href="#">Baxter</a>	David Schellenberger	224.270.7953	<a href="mailto:david.schellenberger@baxter.com">david.schellenberger@baxter.com</a>
<a href="#">PipelineRx</a>	Michael Marcus	720.775.5582	<a href="mailto:mmarcus@pipelinerx.com">mmarcus@pipelinerx.com</a>

**Note:** Supplier contact information is current as of May 17, 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 for either supplier.

## 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.
- Baxter may require an additional software license lease agreement.
- Neither supplier requires a minimum order.
- Available through distribution: PipelineRx
- Available direct: Baxter

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

## Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
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Awarded suppliers		
Supplier	New	Expiring
	PPPH20BAX05	PPPH17BAX05
	PPPH20PLN01	New

PipelineRx is a small business enterprise (SBE).

Current agreements with ScriptPro (PPPH17SPU02) and Grifols (PPPH17GRI01) expire August 31, 2017.

## USP Chapter <797> and <800> Cleaning Supplies and Equipment

Effective May 1, 2016

Expires April 30, 2019

### Products available

This category is for providers of materials used to sanitize a pharmacy clean room so that it meets USP <797> standards.

### Class of trade

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

<a href="#">Acute Care Pharmaceuticals</a>	Dennis McGowan	888.909.7700	<a href="mailto:DMcgowan@acutecareonline.com">DMcgowan@acutecareonline.com</a>
<a href="#">Contec</a>	David Taylor	800.289.5762	<a href="mailto:dtaylor@contecinc.com">dtaylor@contecinc.com</a>

**Note:** Supplier contact information is current as of February 16, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- Premier members who are not a part of the pharmacy program may access the agreements by signing an Pharmacy Program Participation Form (Exhibit G).
- Current members of the Premier Pharmacy Program do not need to submit an Exhibit G.
- A letter of participation (LOP), price activation (PA) or participating member designation form (PMDF) is not required for these agreements.

### Aggregation opportunities

- Aggregation is not applicable due to a single tier offering from both suppliers.

### Other key value and terms

- Acute Care serves all of the United States.
- Contec serves the United States and Puerto Rico
- Products can be ordered through authorized distributors or wholesalers.
- The awarded suppliers do not offer tier pricing but rather a contract price per product number. Please see Exhibit A-3 for product descriptions, unit of measure and prices.
- Pricing is firm for the term of agreement with Contec, based on their list price.
- Acute Care Pharmaceuticals' pricing is firm for the first 12 months of the agreement and may be increased based on product production cost.

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

### Full launch content and additional resources available

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### Awarded suppliers

Supplier	New	Expiring
 Pharma-Choice™ <small>by Acute-Care Pharmaceuticals</small>	PPPH19ACU01	PP-OR-904
 CONTEC	PPPH19CTC01	PPPH16CTC01

Both Acute Care and Contec are small business entities (SBE).

**Note:** Acute Care Pharmaceuticals products were available on the Surgical Services category of Room Turnover Products and their agreement PP-OR-904 expired August 31, 2015.

#### Financial considerations:

- Discount off of list
- Savings provided by purchasing in bulk and ordering multiple items at once

#### Patient safety and satisfaction:

- That the products are easy to use
- That there is no harsh chemical smell from the cleaning products
- That the products safely and easily disinfect the room
- That the products meet USP Chapter <797> and <800> standards

#### Roadblocks to conversion:

- Geographic coverage
- Current relationship with providers

### Products and services available

This category includes suppliers with the expertise and services needed to renovate existing space or build a new space that will meet all clean room requirements.

### Class of trade

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

<a href="#">Aseptic Enclosures</a>	Mike Belm	314.752.9400	mikeb@lsi1.com
<a href="#">Terra Universal</a>	Evan Messenger	714.526.6100	EvanMessenger@TerraUniversal.com

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic [price activation](#) (PA) is not required but members should locally negotiate service agreements with the awarded contractors.

### Aggregation opportunities

- Aggregation is not applicable for this agreement.

### Other key value and terms



- Pricing depends of the services performed.
- Services offered by both contractors include:
  - Modular cleanroom and hard wall renovation/installation
  - Design and implement in existing Rx space or new construction
  - Full-line offering including pass through doors, pressure controls

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

### Full launch content and additional resources available

- [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.

### Awarded contractors

Supplier	New	Expiring
 ASEPTIC ENCLOSURES <small>USP 797 Accredited Special Pharmacy</small>	PPPH18APK01	New
 TERRA UNIVERSAL.COM <small>Critical Environment Solutions</small>	PPPH18TUI01	New

\*Aseptic and Terra are small business enterprises.

### Financial considerations:

- Cost to update or build a new area that meets USP 797 and 800 standards.

### Patient satisfaction and safety:

- Meeting Federal and state cleanroom requirements
- Time to complete project

### Roadblocks to conversion:

- Facility budget

## Wireless Temperature Monitoring

Effective April 1, 2017

Expires March 31, 2020

### Products available

This category includes wireless temperature monitoring systems that continuously assess that medications, vaccines and other pharmacy products are maintained under recommended storage and transport conditions and ensure regulatory compliance.

### Class of trade

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

<a href="#">Cooper-Atkins</a>	Mike Donovan	860.894.4429	<a href="mailto:mdonovan@cooper-atkins.com">mdonovan@cooper-atkins.com</a>
<a href="#">Isensix</a>	Donna Shaw	312.822.0106	<a href="mailto:dshaw@isensix.com">dshaw@isensix.com</a>
<a href="#">SensoScientific</a>	Mike Zarei	800.279.3101	<a href="mailto:mikez@sensotechnologies.com">mikez@sensotechnologies.com</a>
<a href="#">SMART Temps</a>	Josh Griggs	877.272.3111 x160	<a href="mailto:josh@smart-temps.com">josh@smart-temps.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Isensix, SensoScientific and SMART Temps.
- Cooper-Atkins offers a single tier and PA/PMDF is not required.

### Aggregation opportunities





- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Isensix, SensoScientific and SMART Temps.
- Aggregation is not applicable with Cooper-Atkins due to a single tier offering.

### Other key value and terms

- Pricing is firm for the term for all agreements.
- Isensix, SensoScientific and SMART Temps offer early payment discounts of 2 percent net 30.
- Isensix and SensoScientific offer a large order threshold.
- Premier pharmacy members are able to access the AeroScout agreement (PP-IT-157) under the RFID Asset Tracking and Management Solutions category which expires January 31, 2019.

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

### Awarded suppliers

Supplier	New	Expiring
	PPPH20CPR01	PPPH17CPR01
	PPPH20ISX01	PPPH17ISX01
	PPPH20SNS01	PPPH17SNS01
	PPPH20SMT01	New

Cooper-Atkins is a woman owned business (WBE). SensoScientific and SMART Temps are small business entities (SBE).

The agreement with TempSys (PPPH17TMP01) expires March 31, 2017.

#### Financial considerations:

- Pricing
- Payment terms and early payment discounts
- Shipping terms
- Warranties
- Installation costs

#### Product considerations:

- Device temperature sensitivity
- Alarm and alert options
- Battery life
- Where the temperature monitoring is needed and device placement
- Storage volume for current and future needs
- High and low set limits, time interval range flexibility
- Additional measurements beyond standard ones

#### Roadblocks to conversion:

- Lifespan of current equipment used within the facility
- Existing agreements and products used at your organization
- Wireless infrastructure in your facility



## Wireless Temperature Monitoring

Effective April 1, 2017

Expires March 31, 2020

### Full launch content available

- [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.
- [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

- **USP Chapter <797> General Supplies:** Items used to create a sterile environment.
- **Pharmacy Intravenous Robots and Software:** Includes automated solutions for chemotherapy and general compounding I.V. preparation.
- **Primary Engineering Control Devices (I.V. hoods):** Devices that help create an ISO class 5 environment when compounding compounded sterile preparations.
- **Pharmacy Refrigerators:** Medical grade refrigerators and freezers that maintain drugs and/or solutions and/or products within their required temperature ranges.
- **RFID Asset Tracking and Management Solutions:** Includes hardware and software, along with the associated professional services used to locate and/or track tags wirelessly and accurately using RFID.

# Pharmacy Distribution-US Pharmacy and Puerto Rico Effective January 1, 2016

Expires December 31, 2018

## Services available

This category features distributors of pharmaceuticals who serve the United States, Puerto Rico and distributors who serve specific sites including pediatric hospitals and alternate care sites.

## How to operationalize these agreements

- Premier Letters of Participation (LOP) are available to assist in local negotiation of services and price enhancements.
- Members who have a current agreement with awarded distributors are not required to resign a LOP.
- LOPs are provided as a guide when negotiating with distributors to help assure that the member's terms and conditions are at least consistent or more favorable than Premier's terms and conditions with the distributor.
- LOPs are not available for Puerto Rico.

## Aggregation opportunities

Aggregation is not applicable for these agreements as there is no tier structure. However members can aggregate for the purposes of local negotiations.

## Other key value and terms

- **Please note:** Additional distribution support for flu vaccine and plasma products is provided by FFF Enterprises ([PPPW14FFF01](#)). FFF's agreement is effective until December 31, 2017.
- Some distributors allow Premier and/or any member to have the ability to terminate an agreement in 90 days without cause. Please see the distributor abstract for details.
- An [abstract](#) for each distributor's service and tips when negotiating agreements is available on Supply Chain Advisor and on the Pharmacy website.
- See supplier [abstracts](#) for distributor specific services fees and minimum order requirements.
- Over 70 attributes have been negotiated by Premier to address distribution issues on behalf of pharmacy members
- Contact the [Premier Pharmacy Distribution team](#) if you have any questions about the program or would like assistance in reviewing pharmacy distribution agreements in your facility.

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

Distributor*	New contract number	Expiring contract number
<b>U.S. Distributors</b>		
<a href="#">AmerisourceBerg en</a>	PPPW18AEF01	PPPW15AEF01
<a href="#">Besse Medical</a>	PPPW18BEW01	PPPW15BEW01
<a href="#">Cardinal Health 110 and 112 (Pharmacy division)</a>	PPPW18CES01	PPPW15CES01
<a href="#">Cardinal Health 200 (ambulatory care)</a>	PPPW18CHL01	New
<a href="#">Dakota Drug</a>	PPPW18DCX01	PPPW15DCX01
<a href="#">DMS Pharmaceutical</a>	PPPW18DDF01	PPPW15DDF01
<a href="#">H.D. Smith</a>	PPPW18HCV01	PPPW15HCV01
<a href="#">Henry Schein</a>	PPPW18HEN02	PPPW15HEN02
<a href="#">Kinray</a>	PPPW18KAZ01	PPPW15KAZ01
<a href="#">McKesson Corporation</a>	PPPW18MBF01	PPPW15MBF01
<a href="#">McKesson Medical Surgical (ambulatory care)</a>	PPPW18MKM01	New
<a href="#">Miami-Luken</a>	PPPW18MUL01	PPPW15MUL01
<a href="#">Morris &amp; Dickson</a>	PPPW18MFG01	PPPW15MFG01
<a href="#">R&amp;S Northeast</a>	PPPW18RAS01	PPPW15RAS01
<a href="#">Seacoast</a>	PPPW18SES01	PPPW15SES01
<a href="#">Smith Medical Partners</a>	PPPW18SMD01	PPPW15SMD01
<b>Pharmacy Distribution-Puerto Rico</b>		
<a href="#">Borschow</a>	PPPW18BOR01	PPPW15BOR01
<a href="#">Cesar Castillo</a>	PPPW18CSR01	PPPW15CSR01
<a href="#">Dorqueria Betances</a>	PPPW18DRG01	PPPW15DRG01
<a href="#">J.M. Blanco</a>	PPPW18JMB01	PPPW15JMB01
<p>Current agreements with Curascript (PPPW15PEU01), PSS World Medical (PPPW15PWM01), and Smith Drug (PPPW15SEU01) will expire December 31, 2015.</p>		

# Pharmacy Distribution-US Pharmacy and Puerto Rico Effective January 1, 2016

Expires December 31, 2018

## Full launch content and additional resources available

- Value Analysis Toolkit for [US Pharmacy distribution](#) agreements
- Value Analysis Toolkit for [Puerto Rico Pharmacy distribution](#) agreements
- Premier's [Pharmacy website](#) includes: [Letters of Participation](#) for each distributor | [Abstracts](#) (summary) of each Premier agreement posted including suggested best practices | Attribute comparison grid (coming soon) | [Other related information](#)

### Financial considerations

- Best practices for local negotiation

### Patient safety and satisfaction

- Use of Premier LOP to reduce negotiation time

### Roadblocks to conversion

- If existing agreement with distributor requires mutual agreement to transition

## Drug Disposal Devices

Effective January 1, 2015

Expires December 31, 2017

### Products available

This category includes products for the disposal of active drug products, neutralizing drug products for environmentally safe disposal.

### Class of trade

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

<b>C2R Global</b>	Kathy Wille	262.457.4977	<a href="mailto:kwille@c2r-globalmfg.com">kwille@c2r-globalmfg.com</a>
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**Note:** Supplier contact information is current as of August 4, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required.
- Facilities should identify themselves as a Premier member when ordering.

### Aggregation opportunities

Aggregation is not applicable for these agreements as there is no tier structure. However members can aggregate for the purposes of local negotiations.

### Other key value and terms


- Additional discounts can be locally negotiated for larger orders.
- Pricing is firm for the first year of the agreement with both suppliers.
- C2R offers an early payment discount.

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

### Awarded suppliers

Supplier	New	Expiring
 <small>C 2 R GLOBAL MANUFACTURING INC.</small>	<b>PPPH17CGM01</b>	New

### Financial considerations

- Low cost of product and disposal compared to alternative products in the market
- Option for local negotiation and additional discounts for high volume purchases

### Patient safety and satisfaction

- That all medication is disposed of properly
- Ensure medication is not retrievable once dispensed of in the drug disposal device.
- Small package design is ideal for sending home for outpatient use.

### Roadblocks to conversion

- Cost
- Consult local regulations as these products may be subject to additional requirements for proper disposal
- Disposal of controlled substances continues to be subject to DEA regulations such as witnessed destruction

**Products available**

This category consists of platforms used to track pharmaceuticals throughout the ownership process.

**Class of trade**

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

<a href="#">The Forerunner Group (RXTransparent)</a>	Tammie Fricker	484.213.1015	<a href="mailto:tfricker@forerunnermail.com">tfricker@forerunnermail.com</a>
<a href="#">rfXcel</a>	Liza Nelson	847.620.9450	<a href="mailto:lnelson@rfxcel.com">lnelson@rfxcel.com</a>
<a href="#">TraceLink</a>	Rashko Roydov	978.396.6480	<a href="mailto:rroydov@tracelink.com">rroydov@tracelink.com</a>

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

**How to operationalize these agreements**

- A designation form is recommended between the member and supplier. Copies of the designation form are not required to be sent to Premier.
- A service level agreement and/or subscription contract is also required.

**Aggregation opportunities**

- Aggregation is allowed for multi-facility systems, members of groups, integrated delivery networks and Premier affiliate GPOs.




**Other key value and terms**

- Pricing is firm for the term of the agreement.
- The Forerunner Group (RXTransparent) and rfXcel provide a 2 percent discount for full payments made within 30 days.

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

Awarded supplier		
Supplier	New	Expiring
 Forerunner	PPPH19FRG01	New
 rfXcel Safety through Traceability™	PPPH19RFX01	New
 tracelink Life Sciences Cloud	PPPH19TCL01	New

**Update 11.10.16:** TraceLink was added to this agreement November 2016. However, their agreement is retroactive and will be effective July 1, 2016.

**Financial considerations:**

- Cost of software upgrades
- Cost of the software vs. developing electronic tracking system in house

**User satisfaction:**

- User training
- Support provided by the technology provider
- Capability to verify data
- That the software can incorporate distributor and supplier data

**Roadblocks to conversion:**

- Which distributors and suppliers the company works with

## Patient Assistance Program Claim Services

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

This category includes tools and services that maximize the use of patient assistance programs offered by pharmaceutical and medical/surgical suppliers.

### Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities but the service is only needed by members who sell pharmaceuticals.

<a href="#">IPS</a>	Amy O'Leary	727.521.2646, extension 229	<a href="mailto:amyo@ips.cc">amyo@ips.cc</a>
<a href="#">M&amp;D CARES</a>	Barbara Savell	800.710.9345	<a href="mailto:bsavell@morrisdickson.com">bsavell@morrisdickson.com</a>
<a href="#">Pharmatek</a>	Tom Weinberger	973.722.2178	<a href="mailto:tweinberger@pharmatek.com">tweinberger@pharmatek.com</a>
<a href="#">Pharm-Pacc</a>	Mimi Mendia	786.453.3956	<a href="mailto:mmendia@pharmpacc.com">mmendia@pharmpacc.com</a>

**Note:** Supplier contact information is current as of June 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 available but not required for all suppliers.
- Members must contact the supplier to obtain a service agreement that must be completed.

### 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

- M&D Cares only offers a software model.
- Pharmatek offers an on-site and remote staff model.
- Pharm-Pacc only offers a remote staff model.
- M&D Cares bases their tiers on monthly subscriptions.
- Pharm-Pacc bases their fees on how long the member has worked with them or another patient assistance claim program.
- Pharmatek bases their tiers on annual recovery.
- Bulk pricing and incentives are available through Pharmatek. Pharmatek offers an early payment discount of two percent for payments within 30 days.

**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.
- [Category update](#): A PDF update document providing information about IPS being added to category. This document is unable to be edited.

### Awarded suppliers

Supplier	New	Expiring
 <b>IPS</b>	<b>PPPH19IPS01</b>	New
 <b>M&amp;D CARES</b>	<b>PPPH19MFG01</b>	New
 <b>PHARMATEK SYSTEMS</b>	<b>PPPH19PMT01</b>	PPPH16PMT01
 <b>PHARM-PACC</b> <small>Maximize Your Assistance Recovery</small>	<b>PPPH19PPC01</b>	New

Pharm-Pacc is a minority-owned business enterprise (MBE). IPS is a small business enterprise (SBE).

**Update June 2017:** IPS was added to the category effective June 1, 2017.

Current agreements with eRecovery (PPPH16CES02) and Pharmacy Healthcare Solutions (PHS) (PPPH16PHS01) expire December 31, 2016.

## Pharmacy Packaging Services

Effective December 1, 2015

Expires November 30, 2018

### Products and services available

This category features service contractors that provide bar-coded packaging services.

### Class of trade

These agreements are available to acute and continuum of care members, except retail.

<a href="#">Safecor Health</a>	Ryan O'Dell	800.447.1006 x.107	<a href="mailto:rodell@safecorhealth.com">rodell@safecorhealth.com</a>
<a href="#">30Unit Dose Solutions</a>	Steve Getz	919.439.7285 x1004	<a href="mailto:steve.getz@unitdoseinc.com">steve.getz@unitdoseinc.com</a>

**Note:** Supplier contact information is current as of November 27, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- Premier Letters of Commitment (LOC) or Participating Member Designation Forms (PMDF) are not available nor required for these agreements. Please identify facility as a Premier member when contacting contractor.

### Other key value and terms



- Safecor is licensed in all 50 states and Unit Dose is licensed in 14 states at time of launch.
- Each contractor has additional charges for packaging and shipment. See supplier specific A-3 in Supply Chain Advisor or pricing tiers for more information.
- See terms and conditions for supplier specific services fees and minimum order requirements.

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
 SAFECOR HEALTH	PPPH18SFH01	PPPH15SFH01
 PATIENT SAFETY FIRST Unit Dose SOLUTIONS	PPPH18UDS01	PPPH15UDS01

### Financial considerations:

- Order size and reorder frequency
- Cost per dose, per run, and other fees associated with the service
- Freight and handling costs per shipment
- Additional cost for packaging including labels, film bottles and refrigerated shipment.
- If the distributor charges an additional cost for drop-shipment
- Cost of repackaging on site at the facility vs. the use of an off-site repackager

### Pharmacy satisfaction:

- Order to receipt time frame in less than four days
- Convenience of having the items being repackaged sent straight to the repackager vs. being sent to the facility and then to the repackager
- Distributors participating in drop-ship program
- No machine maintenance required when using an off-site repackager
- Anticipated duration of repackaging for the selected products
- Off site repackaging frees up valuable staff hours

### Roadblocks to conversion:

- Confidence in service provided by any contractor
- Difficulty to complete cost benefit analysis of onsite repackaging vs. off-site repackaging due to intangibles including staff training and maintenance of equipment
- Potential for the need to use several contractors if multiple package configurations are needed
- Repackaging services currently being used in the facility

## Pharmacy Reverse Distribution

Effective February 1, 2017

Expires January 31, 2020

### Products and services available

This category includes services related to obtaining credit from manufacturers for the return of expired and recalled pharmaceuticals.

### Class of trade

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

<a href="#">Inmar EXP</a>	David Schweih	704.544.0063	<a href="mailto:david.schweih@inmar.com">david.schweih@inmar.com</a>
<a href="#">Pharma Logistics</a>	Gary Nipper	847.388.3180	<a href="mailto:gripper@pharmalogistics.com">gripper@pharmalogistics.com</a>
<a href="#">PharmaLink</a>	Adam Bottie	800.257.3527 x 222	<a href="mailto:abottie@pharmalinkinc.com">abottie@pharmalinkinc.com</a>
<a href="#">United Rx Solutions</a>	Van Schuette	844.741.9718 x102	<a href="mailto:vschuette@unitedrxsolutions.com">vschuette@unitedrxsolutions.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) is required from PharmaLink to designate the aggregation pricing option and for United Rx Solutions for their single tier if deemed necessary.
- A PMDF is not required for Inmar EXP or Pharma Logistics. Members should identify themselves as a Premier member when contacting the service provider to order services.

### Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all service providers except United Rx Solutions due to their single tier offering.

### Other key value and terms


- Fee rates and fee splits are firm for the term of agreement with all service providers.
- Financial analysis for this category is not available.

**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
	PPPH20MTU01	PPPH17EXP01
	PPPH20PLG01	PPPH17PLG01
	PPPH20PLK01	New
	PPPH20URS01	New

### Financial considerations:

- Consolidation of multiple sites to obtain volume aggregation
- Use of member staff to handle return shipment to contractor to save money
- Supplying product cost listing to arrive at most accurate estimated return
- Understand supplier return goods policies to avoid return of product with no value
- Pursue contractor's best practice strategy to minimize returns losses and maximize gains

### Patient safety and satisfaction:

- If service agreement is signed, should be at least as favorable as Premier offering
- If nearing physical inventory date and on-site contractor FTE services are needed, schedule in advance
- Providing acquisition cost upfront to contractor to get an understanding of return prices
- How fast the return payments/credits can be processed

### Roadblocks to conversion:

- Potential review of separate service agreement may be needed
- Length of time for payments/credits processing to meet expectations



## Physical Inventory Services – Pharmacy

**Effective May 1, 2016**

**Expires April 30, 2019**

### Products and services available

This category includes physical count and valuation services for pharmacy. Services provided include inventory reports, audit reports for financial auditors and consolidated physical reporting for multiple facility sites.

### Class of trade

These agreements are available to acute and continuum of care members.

<a href="#">Capital Inventory</a>	Shannon McArthur	800.345.0849	<a href="mailto:shannon.mcarthur@capitalinventory.com">shannon.mcarthur@capitalinventory.com</a>
<a href="#">KMED Logistics</a>	Gary Gist	813.293.0335	<a href="mailto:gary_gist@kmedweb.com">gary_gist@kmedweb.com</a>

**Note:** Supplier contact information is current as of April 29, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- An electronic price activation (PA)/ is not required. A Participating Member Designation Form (PMDF) is not required but is suggested for members to use in order to designate tier level.
- Contractors may request separate service agreement.

### Other key value and terms



- Contractors awarded by Premier have committed to using experienced personnel in each area to be counted. It is important that members confirm with the contractor that experienced personnel will be assigned to their facility prior to making a commitment.
- Capital Inventory and KMED Logistics offer a 2 percent early payment discount for payments made within 30 days.

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

### Full launch content and additional resources available

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

### Awarded service providers

Supplier	New	Expiring
 CAPITAL INVENTORY, INC. INFORMATION FOR INTELLIGENT PHARMACY MANAGE	PPPH19CII01	PPPH16CII01
 KMED INVENTORY	PPPH19KMD01	PPPH16KMD01

**Update October 2016:** The agreement with KMED (PPPH19KMD01) expired October 18, 2016.

### Financial considerations:

- Cost to have internal staff complete inventory vs. having an outside agency complete inventory.
- Decision to use contractor that has experience in pharmacy to reduce costs.
- Planning and proper preparation required by internal staff and contractor to avoid delays and any associated costs if a recount is needed.
- That items that are and are not included in the inventory is made clear to those conducting the audit.
- Will certain areas such as unit based cabinet inventory be included and will contractor accept automated listing of inventory for valuation and not include in calculation of fees?
- Per diem and travel cost if hiring an outside contractor.
- How will current costs of products be calculated?

### Facility administration satisfaction:

- Accurate inventory count for proper valuation.
- That the inventory is taken in a timely manner.
- Confirmation that those taking inventory are experienced and understand unit of measure being counted.
- Planning and proper preparation has been taken by all parties, e.g., labeling areas to be included during inventory, decisions as to how data is to be displayed within output reports.
- Personnel have proper security clearance.

### Roadblocks to conversion:

- Geographic coverage
- Current relationship with service providers
- Facility cost concerns to conduct inventory using internal staff vs. outsource
- Minimizing disruption to work flow
- How the inventory count is performed may affect internal accounting practices
- Time needed for preparation, planning and scheduling

## Biological Blood Plasma

Effective January 1, 2015

Expires December 31, 2017

### Products available

This category includes intravenous immunoglobulin (IVIG), albumin, hyperimmune globulins, Factor VIII, Factor IX and fibrin sealant products.

### Class of trade

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

<a href="#">Shire (Baxalta)</a>	Rebecca Voisin	714.658.3910	<a href="mailto:rebecca_voisin@shire.com">rebecca_voisin@shire.com</a>
<a href="#">Baxter</a>	David Shellenberger	313.815.5362	<a href="mailto:david_shellenberger@baxter.com">david_shellenberger@baxter.com</a>
<a href="#">Bio Products Laboratory (BPL)</a>	Don Sedlack	314.846.7303	<a href="mailto:don.sedlack@bpl-usa.com">don.sedlack@bpl-usa.com</a>
<a href="#">Emergent BioSolutions (Cangene)</a>	Deborah Bouchard	585.266.1848	<a href="mailto:bouchardd@ebsi.com">bouchardd@ebsi.com</a>
<a href="#">CSL Behring</a>	Elizabeth Hodson	303.618.2793	<a href="mailto:elizabeth.hodson@cslbehring.com">elizabeth.hodson@cslbehring.com</a>
<a href="#">Grifols</a>	Greg Salemo	716.870.1801	<a href="mailto:gregory.salemo@grifols.com">gregory.salemo@grifols.com</a>
<a href="#">Kedron</a>	Kate Corriveau	413.262.5288	<a href="mailto:kcorriveau@kedronusa.com">kcorriveau@kedronusa.com</a>
<a href="#">Octapharma</a>	Jon Cannon	201.604.1126	<a href="mailto:joseph.cannon@octapharma.com">joseph.cannon@octapharma.com</a>

**Note:** Supplier contact information is current as of December 30, 2016. 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 not required.
- LOP forms are required.

### Other key value and terms

- Extra value is available if members use contracts with FFF for both their plasma and flu distribution. FFF flu distribution agreements can be found PPPW13FFF01.
- A separate price list has been created for IVIG and Albumin products that may be found by clicking [here](#) or visiting the Premier Pharmacy website.









### Full launch content available

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

### Related categories

- **Blood Plasma Distribution:** Distribution services for blood plasma products.
- **Blood Plasma Consignment:** Consignment purchase options to provide access to a variety of specialty pharmaceutical, biotech, and plasma and recombinant products, including factor VII.
- **Influenza Vaccine:** This category provides access to influenza vaccine manufacturers and distributors.

### Awarded suppliers

Supplier	New	Expiring
	PPPH17BAX02 (IVIG/Albumin)	PPPH14BAX02
	PPPH17BAX06 (Bio-surgical)	
	PPPH17BPL01	PPPH14BPL01
	PPPH17ADD01	PPPH14ADD01
	PPPH17ARM01	PPPH14ARM01
	PPPH18GRI01	PPPH14GRI01
	PPPH17KBP01	PPPH14KBP01
	PPPH17OCT01	PPPH14OCT01

Cangene was [acquired](#) by Emergent BioSolutions in 2013.

Baxalta was the [spin-off company](#) from Baxter's biopharmaceutical division. They [merged](#) with Shire to offer plasma products in 2016.

#### Financial considerations:

- Reimbursement
- Assistance for indigent patients

#### Patient satisfaction and safety:

- Pedigree and lot tracking
- Expiration date management

## Consignment Distribution

Effective January 1, 2015

Expires December 31, 2017

### Services available

Premier's Pharmacy Consignment program was created to provide access to a variety of specialty pharmaceutical, biotech, and plasma and recombinant products, including factor VII, through a consignment purchase option. Agreements offer opportunities for savings by reducing the financial risk related to unused and/or expired product, as well as through reduction of significant upcharges typically associated with these purchases through local blood banks and home healthcare agencies.

### Class of trade

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

<a href="#">BioCare</a>	800.304.3064
<a href="#">BDI</a>	800.948.9834
<a href="#">Cardinal Health 108</a>	978.471.9152
<a href="#">FFF</a>	800.843.7477

**Note:** Supplier contact information is current as of December 22, 2014. 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 not required.
- In order to participate in this program, members must complete and submit credit applications and consignment agreements with each distributor. Please see the implementation process under distributors agreement highlights following the program overview in the value analysis toolkit for additional information.
- Additional sample forms and consignment information may be found on the Premier Pharmacy website.

### Full launch content available

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

### Related categories

- **Blood Plasma Distribution:** Distribution services for blood plasma products.
- **Blood Plasma Manufacturers:** This category includes intravenous immunoglobulin (IVIG), albumin, hyperimmune globulins, Factor VIII, Factor IX and fibrin sealant products.

Awarded suppliers		
Supplier	New	Expiring
	PPPW17UBS01	PPPW14UBS01
	PPPW17BDI01	New
	PPPW17CHS01	PPPW14NVS01
	PPPW17FFF01	New

The agreement with ASD (PPPW14ASD02) will expire December 31, 2014.

## Flu Vaccine-Manufacturers and Distributor

## 2017-2018 Flu Season

### Products and services available







Included in the flu vaccine portfolio for the 2017-2018 flu season are trivalent and quadrivalent flu vaccine from five manufacturers.

This agreement coincides with the agreement for flu vaccine distribution that has been awarded to FFF Enterprises. The agreement with FFF is effective July 1, 2012, to June 30, 2018.

### Class of trade

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

<a href="#">GlaxoSmith Kline</a>	866.475.8222
<a href="#">MedImmune</a>	877.358.6478
<a href="#">Protein Sciences</a>	Contact FFF: 800.843.7477
<a href="#">Sanofi Pasteur</a>	800.822.2463
<a href="#">Seqirus</a>	919.577.5000
<a href="#">FFF Enterprises</a>	800.843.7477

Awarded manufacturers		
Supplier	Brand name	Contract number
 GlaxoSmithKline	FluLaval and Fluarix	PPPH18GLX03
 MedImmune	Flumist	PPPH18IMU01
 Protein Sciences Corporation	Flublok	PPPW13FFF01
 SANOFI PASTEUR	Fluzone	PPPH18CNT02
 Seqirus A CSL Company	Afluria, Fludax, Flucelvax and Fluvirin	PPPH18CSL01
Distribution provider		
 FFF enterprises Helping Healthcare Care	PPPW13FFF01	PPPW1FFF01

### Key value and terms

- FFF Enterprises is Premier's sole contracted distributor for flu vaccine.
- Provider Select members may also purchase flu vaccine from McKesson Medical-Surgical (PS-AS-001).
- FFF offers additional value for members selecting them for distribution of both plasma products and flu vaccine.
- FFF will allow 30 percent of product to be returned for GSK, Protein Sciences, Sanofi Pasteur and Seqirus.
- FFF will allow 25 percent of product to be returned for MedImmune.
- FFF offers product to all classes of trade including retail.
- GSK, Seqirus and Sanofi offer direct shipping.

**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. This document also includes information on distribution and consignment for products.
- [2017-2018 Flu pricing grid with discounts](#): Provides a list of contract price and FFF discount program price for trivalent and quadrivalent flu vaccines for the 2017-2018 influenza season.
- [2017-2018 Seasonal flu vaccine product information](#): Includes age indication, thimerosal content and latex information for both trivalent and quadrivalent flu vaccine products.
- [Flu vaccine program webcast](#): An archived recording of the 2017-2018 flu vaccine program webcast which was held January 5, 2017.

## Vaccine Distribution

**Effective July 1, 2015**

**Expires June 30, 2018**

### Products available

This category is for general vaccine distribution only and does not include flu vaccine distribution.

VaxServe is a national healthcare supplier serving primary care physician offices, community immunization providers, immunizing pharmacies, travel clinics and corporations. They provide various immunization solutions including management of vaccine inventory, tools for proper storage and billing, coding and reimbursement information.

Awarded supplier		
Supplier	New	Expiring
 VaxServe <small>Immunization Solutions and Supplies</small>	<b>PPPW18VXS01</b>	PPPW15VXS01

### Class of trade

This agreement is available to acute care and [Continuum of Care](#) members of Premier. There are no class of trade restrictions with these agreements, with the exception of ProviderSelect: MD™ members.

<b>VaxServe</b>	Richard Katz	631.223.2998	<a href="mailto:rkatz@vaxserve.com">rkatz@vaxserve.com</a>
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**Note:** Supplier contact information is current as of June 2, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

- Please speak with your VaxServe representative to sign an agreement.

### Other key value and terms

- Pricing is firm for the term of the agreement.
- VaxServe has a minimum order requirement of \$100 to waive handling fees. Please see details under the terms and conditions section.
- VaxServe offers a 1 percent online payment discount and a 2 percent prompt pay discount.
- This agreement is for general vaccines only and DOES NOT include flu vaccine distribution. FFF is the sole Premier distributor for flu vaccine.
- General vaccines are available through regular distributors as well however, VaxServe offers incentives as noted in the member cost-plus mark-up and pricing section.

**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

- [Agreement Announcement](#): Information on agreement incentives, terms and conditions.

## Vaccines

Effective July 1, 2015

Expires June 30, 2018

### Products available

This category includes adult, adolescent, pediatric and travel vaccines from 5 suppliers. Three of the five suppliers have market share offerings allowing members to reach best price. Members are encouraged to standardize vaccine to achieve top tier pricing across supplier vaccine offering.

Flu vaccine may be found under the Flu Vaccine category in Supply Chain Advisor.

### Class of trade

- GSK's agreement is available to acute, non-acute and long term care members.
- Merck's agreement is available to acute and non-acute members.
- PaxVax's agreement is available to acute, non-acute, long term care and retail members.
- Pfizer's agreement is available to acute, non-acute and government members.
- Sanofi Pasteur's agreement is available to acute, non-acute and long term care organizations.

<a href="#">GSK</a>	Don Hermann	856.988.1067	<a href="mailto:donald.m.hermann@gsk.com">donald.m.hermann@gsk.com</a>
<a href="#">Merck</a>	Alicia Giangrande	910.409.1751	<a href="mailto:alicia.giangrande@merck.com">alicia.giangrande@merck.com</a>
<a href="#">PaxVax</a>	Ashley Ales Rice	832.226.1857	<a href="mailto:aalesrice@paxvax.com">aalesrice@paxvax.com</a>
<a href="#">Pfizer</a>	Kirk Bachman	760.519.9116	<a href="mailto:kirk.m.bachman@pfizer.com">kirk.m.bachman@pfizer.com</a>
<a href="#">Sanofi Pasteur</a>	Chris Lyons	404.316.0530	<a href="mailto:chris.lyons@sanofipasteur.com">chris.lyons@sanofipasteur.com</a>

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

### How to operationalize this agreement

- GSK and Sanofi Pasteur require a declaration form. A letter of participation is also required to enroll in the market share program.
- Merck requires a letter of participation to participate in market share program.
- PaxVax and Pfizer's agreements are open to members of Premier's pharmacy program and do not require extra documentation.

### Other key value and terms

- GSK and Sanofi Pasteur offer rebates. Please see the supplier's abstracts in Supply Chain Advisor for details and requirements.
- Vaccines can be ordered from Premier authorized wholesalers or VaxServe (please see the Vaccine Distribution agreement). Vaccines may also be ordered direct from GSK, Merck and Sanofi Pasteur. Additional discounts may be available when purchasing direct from the supplier.

**Note:** For up-to-date information, see Supply Chain Advisor.

### Awarded suppliers

Supplier	New	Expiring
	PPPH18GLX03	PPPH13GLX01
	PPPH18MSD01	PPPH15MSD01
	PPPH18PVC01	PPPH15BNA01
	PPPH18PFZ01	PPPH15PFZ01
	PPPH18CNT01	PPPH15CNT01

#### Financial considerations:

- Savings offered through market share commitment
- Rebates
- Discounts available by purchasing direct from the supplier.

#### Roadblocks to conversion:

- Classes of trade who can access the specific supplier agreements.

**Full launch content and additional resources available (part of the Pharmacy Bid Roll launch)**

- [Portfolio summary](#): Includes information and resources to help members understand the new offerings of the contract portfolio. This includes links to reports, information on distributors, recorded training of the PharmacySpend: Impact Analytics Bid Tool, videos from Premier staff regarding the new agreements and infographic visual representations of the bid roll and PremierProRx.
- [Pharmacy Bid Roll channel](#) on PremierConnect®: Provides videos, a recording of the Impact Analytics tool training and links to resources for both the new contract portfolio and PremierProRx.

**Related categories**

- **Flu vaccine**: Includes trivalent and quadrivalent flu vaccine from five manufacturers
- **Flu vaccine distribution**
- **Pharmacy bid roll**: The majority of Premier's branded contracted pharmaceutical suppliers and all of Premier's generic contracted pharmaceutical suppliers are included in this portfolio. There are also non-drug categories including alcohol, vials, bags and anesthesia gasses and vaporizers.
- **Vaccine distribution**
- **Biological blood plasma, consignment and distribution**: This category includes intravenous immunoglobulin (IVIG), albumin, hyperimmune globulins, Factor VIII, Factor IX and fibrin sealant products.

## 2015-2018

### Premier Auto-Substitution Program

The Premier Auto-Substitution program, established and managed by Premier since 2006, has brought substantial savings to more than 1,100 participating member hospitals through upfront price savings on primarily injectable and non-oral solid pharmaceutical products. With the launch of the new pharmaceutical portfolio in July 2015, the program has been expanded to include more products.

Effective July 1, 2015 through June 30, 2018, the key features of this program include:

- 200 products offered
- A minimum of 10 percent savings off Acute Non-Retail pricing offered through the program.
- Support by brand and generic suppliers.
- Participants have the flexibility to opt out of up to 5 percent of the program product families and still maintain eligibility requirements.

The following generic and brand pharmaceutical companies are offering a total of approximately 200 products through Premier's Auto-Sub program:

- |                                     |                                  |
|-------------------------------------|----------------------------------|
| • Akorn Inc                         | • Hospira Worldwide              |
| • American Regent Laboratories Inc. | • Mylan Institutional            |
| • Amphastar Pharmaceuticals Inc.    | • Patrin Pharma, Inc.            |
| • Apotex Corp.                      | • Pfizer Inc.                    |
| • Auromedics Pharma LLC             | • Sagent Pharmaceuticals Inc.    |
| • Baxter Healthcare Corporation     | • Sandoz Inc.                    |
| • Carolina Medical Products Company | • Teva Pharmaceuticals USA       |
| • Claris Lifesciences Inc.          | • Watson Pharmaceuticals Inc.    |
| • Fresenius Kabi                    | • West-ward Pharmaceutical Corp. |
| • Heritage Pharmaceuticals, Inc.    | • X-gen Pharmaceuticals Inc.     |

The discount pricing offered through this program is automatically applied when ordering auto-substitution products through major pharmacy authorized distributors: AmerisourceBergen, Cardinal Health, Curascript, H.D. Smith, McKesson and Morris & Dickson .

Premier members accessing Premier's Pharmacy portfolio are eligible to participate in the Premier Auto-Substitution program. Those facilities classified as Disproportionate Share Hospitals (DSH) are eligible to participate as well.

For more details about the Auto-Substitution program or to obtain the LOP, please contact David Hemple at [david\\_hemple@premierinc.com](mailto:david_hemple@premierinc.com), your local Premier representative, or Premier's Solution Center at 877.777.1552 or [solutioncenter@premierinc.com](mailto:solutioncenter@premierinc.com).

To access the current LOP or cross reference listing please visit the [Auto-Substitution program page](#) in the Pharmacy Member Resources community in PremierConnect®.





## PREMIERProRx™

# Delivering savings and creating value through reliable supply

### Program Highlights

- Member-exclusive program benefiting all Premier members except for 340B outpatient DSH, Children's or free standing cancer hospitals
- Offers the same drugs from the same manufacturer with the PremierProRx label
- Brings stability to both supply and pricing
- Provides inventory control throughout the supply chain using a unique NDC number
- Automatically substitutes PremierProRx products for equivalent products

You have imperatives to improve patient safety and control drug costs. That's why Premier has used its collaborative strength and extensive pharmacy expertise to create our private label program, PremierProRx™. Through this program, Premier alliance members can benefit from our unparalleled pharmacy portfolio and continue to optimize their partnership with Premier.

### ENHANCED VALUE AND STABILITY

PremierProRx is our member-exclusive pharmacy access program designed to deliver added value and savings through Premier-labeled generic pharmaceuticals. Members realize savings by receiving the same medications from the same manufacturer, only with the PremierProRx label. Our solution lends stability to the generic marketplace for both supply and pricing through extended manufacturer contracts. By leveraging our collaborative partnerships with manufacturers and wholesalers, we provide our alliance members with proven savings, consistent supply and streamlined operational processes.



### PURCHASING POWER THAT DELIVERS SAVINGS

As the nation's largest performance improvement alliance, we are able to use our combined strength and scale to provide members with significant savings on our PremierProRx products. Our portfolio primarily consists of generic injectable drugs that are identical to manufacturer generic/brand equivalents. We ensure inventory control throughout the supply chain by giving each PremierProRx product a unique NDC number. And our PremierProRx products are automatically substituted if an equivalent manufacturer label is ordered by a member.

### FOCUS ON QUALITY

We know patient safety is of utmost importance, so you can have confidence in PremierProRx products knowing that Premier has carefully selected manufacturers that have a record of high quality and that remain in compliance with all regulatory and FDA standards.

### FOR MORE INFORMATION, PLEASE CONTACT:

Patrick M. Sudol  
Director, pharmacy contracting  
Pharmacy Access Program

704.816.5448

[patrick\\_sudol@premierinc.com](mailto:patrick_sudol@premierinc.com)

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#### About Premier, Inc.

Premier, Inc. (NASDAQ:PINC) is a leading healthcare improvement company, uniting an alliance of approximately 3,400 U.S. hospitals and 110,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.

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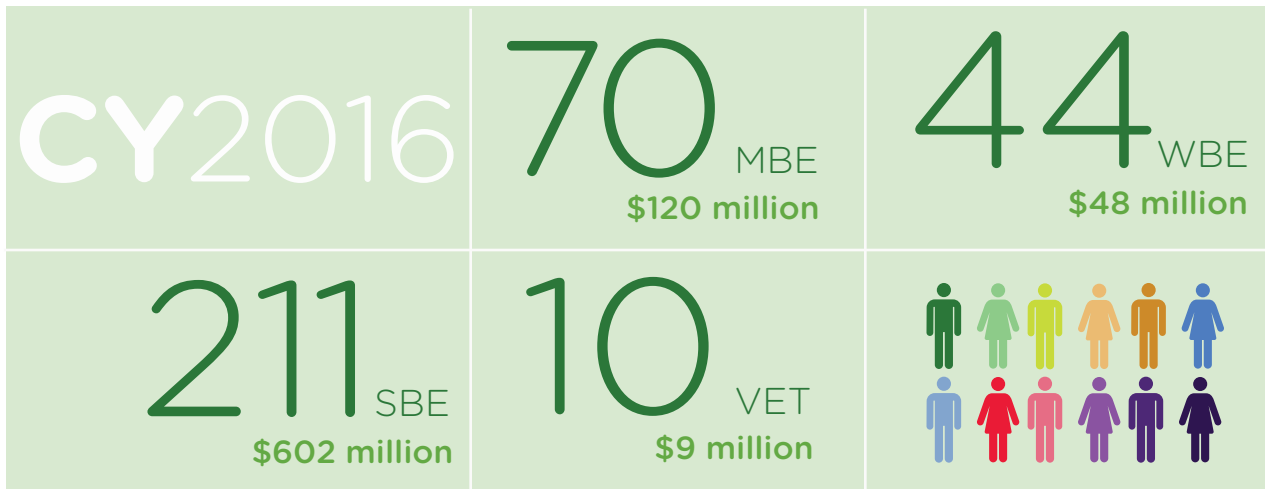
T 202 393 0860



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.

## Pharmacy Member Support Team

The Premier Pharmacy Member Support Team serves as pharmacy subject matter experts for all Premier members. The team is made up of pharmacists, analysts, and former pharmacy buyers who work closely with Premier Pharmacy members to help find the best use of all Premier's resources and tools. This team works in tandem with the Premier Member Field Services and the Group Purchasing Contract Teams with the goal to strengthen Premier's level of engagement with our pharmacy constituents. The Pharmacy Member Support Team works toward this goal by providing and/or assisting with the following areas of customer engagement:

- Member engagement (Peer-to-Peer)
  - Routine member calls
  - On-going virtual engagement
- Contract optimization / information
- Analytics
  - Purchasing analyses
    - Portfolio penetration
    - Specific/dynamic RX market opportunities
  - Clinical analyses
    - QualityAdvisor™ – RX Stoplight Report
- Aggregation opportunity identification
- Knowledge sharing
  - Best practice dissemination
  - Clinical references
  - Regulatory agency updates
- Regional meeting / aggregation group support
- Pharmacy educational series
  - Continuing education credits
  - Strategic Premier initiatives

➡ To learn more about how the Pharmacy Member Support Team can help provide support to your pharmacy, contact Rick Knudson at [Rick\\_Knudson@PremierInc.com](mailto:Rick_Knudson@PremierInc.com).



# Additional resources

- **Core field team:** Premier field experts can assist you if you are interested in learning more about any of the offerings listed within this book. Not sure who your field representative is? Contact the Premier Solution Center at 877.777.1552 or email [solutioncenter@premierinc.com](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® and the Pharmacy Member Resources community**

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. **Information on pharmacy agreements, financial management and member resources can be found in the Pharmacy Member Resources Community at:** <https://communities.premierinc.com/display/PMR/Pharmacy+Member+Resources+Home>.
- **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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