



# Purchased Services Portfolio Overview and Resources

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### Premier is driving “final mile” contracting

In a typical product scenario, different modes of transportation are required to get a product from its origin point to the customer in an efficient manner. A product supplier loads a cargo ship and delivers a bulk shipment to port. The port loads smaller shipments into truckloads to deliver to warehouses. The warehouses load box trucks to take the package to the final stop – the customer. This last step in the supply chain is often called the “*final mile*,” and while it is the shortest leg of the trip, it is often the most important since it delivers the product to the customer.

Premier identified that its members face similar challenges during this “final mile” while trying to use national contracts (especially those in the area of purchased services) that don’t fit the member’s unique requirements. Premier is expanding their purchased services team to include its **Purchased Services Field Team**. This field team will assist members that need to customize Premier’s national purchased services agreements to address the members’ unique requirements. In other words, the Purchased Services Field Team will perform the “final mile” contracting to meet the members’ needs.

#### Member benefits to using Premier’s Purchased Services Field Team

- **Expertise:** Using the expertise of the Purchased Services Field Team to supplement the expertise of their own teams
- **Resources:** Using Premier resources to assist in the sourcing process for complex categories at no additional cost
- **Data:** Using Premier’s vast array of benchmarking data from highly functioning systems from around the country
- **Buying power:** Aggregating their buying power with the buying power of other similarly situated Premier members
- **Contracting process:** Bypassing the cumbersome contracting process by keeping their purchase on Premier “paper”

The Purchased Services Field Team is currently working with AboutHealth – a Wisconsin-based collaborative of six separate IDNs consisting of 41 hospitals and nearly 4,300 beds – on various cost savings initiatives. In this partnership with AboutHealth, Premier’s Purchased Services Field Team has been able to tackle some of the spend by standardizing vendors on waste management and freight and transportation. By leveraging size and data, these first two projects yielded between \$700,000 and \$800,000 in savings.

“With purchased services comprising more than 45 percent of our hospital’s non-labor expense, AboutHealth members recognized we had to unite as one team and leverage our size and geographical areas in order to maximize our potential opportunities. Utilizing the data and our overall commitment as a group to act as one member was beneficial, and in the end, the right decision to reach our goals,” said Joe Blise, vice president of Shared Services at AboutHealth.



#### Learn more:

To learn more about the new Purchased Services Field Team, please contact Jeff Little at [jeff\\_little@premierinc.com](mailto:jeff_little@premierinc.com) or Aaron Beck at [aaron\\_beck@premierinc.com](mailto:aaron_beck@premierinc.com).

## 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.

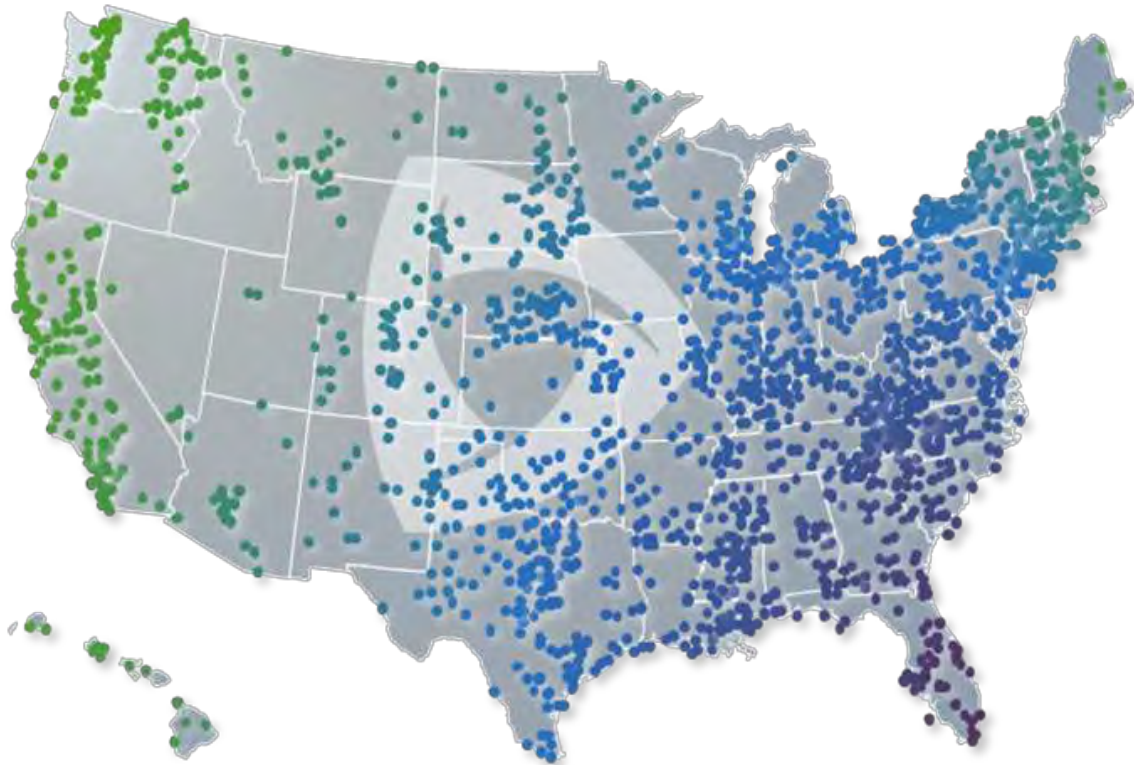
➤ **How do we do it?**

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.





# Purchased Services

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

## Inbound and Outbound Freight

Effective June 1, 2016

Expires May 31, 2019

### Services available

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

### Class of trade

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

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

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms

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

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


### Full launch content and additional resources available

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

### Related category

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

### Awarded supplier

Supplier	New	Expiring
	<b>PP-MM-428</b> <b>AS-MM-428</b>	PP-MM-226 AS-MM-226

### Financial considerations:

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

### Service considerations:

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

## Mailing Services

**Effective May 1, 2017**


Expires April 30, 2020

### Products and services available

This category includes mailing services that aid business productivity by reducing time spent on mailing activities such as labeling, inserting, sorting and metering.

### Class of trade

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

Awarded supplier		
Supplier	New	Expiring
	<b>PP-SV-147</b>	New

<b>OMG</b>	Missy Thacker	502.515.7693	<a href="mailto:missyt@omgservices.com">missyt@omgservices.com</a>
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**Note:** Supplier contact information is current as of May 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunity

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

### Other key value and terms

- Upon mutual agreement, OMG may increase prices by 1 to 3 percent.
- Due to the customizable nature of this category, a financial analysis is not available.
- Available direct: OMG

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

### Full launch content and additional resources available

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

- **Postage Meters and Mailing Systems:** Postage meters and mailing systems that are licensed by the United States Postal Service
- **Inbound and Outbound Freight:** Shipping services across the United States, Puerto Rico and Canada

## Moving Services

**Effective August 1, 2017**

**Expires July 31, 2020**

### Products and services available

This category includes services to aid in interstate and intrastate, residential and commercial moves. Packing/unpacking, crating/uncrating, moving heavy furniture and medical equipment, long-term container storage services, rentals and logistics are also included.

This category was previously sourced as two separate categories:

- Moving Services
- Healthcare Transition Planning and Coordination Services

### Class of trade

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

<a href="#">Armstrong</a>	Leslie Coleman	256.509.9002	<a href="mailto:lesliecoleman@goarmstrong.com">lesliecoleman@goarmstrong.com</a>
<a href="#">Beltmann</a>	Jim Mauch	201.274.3312	<a href="mailto:jim.mauch@beltmann.com">jim.mauch@beltmann.com</a>
<a href="#">Ewing</a>	Zanity Steward	901.774.2197	<a href="mailto:zsteward@ewingmovingservices.com">zsteward@ewingmovingservices.com</a>
<a href="#">HCR</a>	David Morris	888.826.8652	<a href="mailto:dave@hcr-moves.com">dave@hcr-moves.com</a>
<a href="#">SIRVA</a>	Josh Anderson	713.725.6285	<a href="mailto:john.anderson@sirva.com">john.anderson@sirva.com</a>
<a href="#">Stevens</a>	Vicki Bierlein	989.392.2918	<a href="mailto:vicki.bierlein@stevensworldwide.com">vicki.bierlein@stevensworldwide.com</a>
<a href="#">Wheaton</a>	AJ Schneider	317.558.0746	<a href="mailto:aj_schneider@wvlcorp.com">aj_schneider@wvlcorp.com</a>

**Note:** Supplier contact information is current as of June 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 Armstrong, Ewing and Wheaton.
- A PMDF/PA is not required with Beltmann, HCR, SIRVA and Stevens due to single tier offering.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Due to the customizable nature of this category, a financial analysis is not available.
- Available direct: Armstrong, Beltmann, Ewing, HCR, SIRVA, Stevens, Wheaton

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-SV-156</b>	PP-SV-034
	<b>PP-SV-158</b>	PP-SV-048**
	<b>PP-SV-159</b>	PP-SV-036
	<b>PP-SV-161</b>	PP-SV-057**
	<b>PP-SV-162</b>	PP-SV-050
	<b>PP-SV-163</b>	New
	<b>PP-SV-164</b>	PP-SV-039

\*Armstrong is a woman-owned business enterprise (SBE) and Ewing is a minority-owned business enterprise (MBE).

Current agreements with Atlas (PP-SV-035) and Graebel (PP-SV-038) expire July 31, 2017.

\*\*Beltmann and Health Care Relocations were previously sourced under Healthcare Transition Planning and Coordination Services.



## Support Services Outsourcing – Facilities Operations Effective April 1, 2016

Expires March 31, 2019

### Services available

This category includes third party outsourcing of facilities management services, including housekeeping and environmental services, laundry and linen services, plant operations and patient transport.

### Class of trade

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

<a href="#">ABM</a>	Kevin Bray	813.455.4588	<a href="mailto:kbray@hhaservices.com">kbray@hhaservices.com</a>
<a href="#">Aramark</a>	Dave Canziani	562.547.0386	<a href="mailto:canziani-david@aramark.com">canziani-david@aramark.com</a>
<a href="#">DSS</a>	Calvin McCoy	678.381.1708	<a href="mailto:cmccoy@dss-staffing.com">cmccoy@dss-staffing.com</a>
<a href="#">MEDtegrity</a>	Ed Westbury	405.203.3582	<a href="mailto:edwestbury@medtegrity.us">edwestbury@medtegrity.us</a>
<a href="#">Rickman</a>	Roderick Rickman	313.454.4000	<a href="mailto:prod@rickmanenterprise.com">prod@rickmanenterprise.com</a>
<a href="#">SDB</a>	Rhonna Endres	832.754.3044	<a href="mailto:endres@sdb.com">endres@sdb.com</a>
<a href="#">Southwest</a>	Richard Mars	254.965.3145	<a href="mailto:richard@swlinen.com">richard@swlinen.com</a>
<a href="#">Xanitos</a>	Ron Glisk	484.654.2323	<a href="mailto:rglisk@xanitos.com">rglisk@xanitos.com</a>

**Note:** Supplier contact information is current as of May 6, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Aramark and SDB
- A PMDF/PA is not required with DSS, MEDtegrity, Southwest Linen nor Xanitos due to single tier offerings.
- A PMDF/PA is not required with ABM nor Rickman because there are no pricing tiers associated with these agreements. A member agreement is required with ABM and Rickman.
- To access Premier negotiated terms and conditions, each supplier may require the completion of a separate member agreement, which is to be negotiated between the member and the supplier.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers, except ABM.
- Aggregation is not allowed with ABM.

### Awarded suppliers

Supplier	New	Expiring
	PP-SV-090	PP-MM-213
	PP-SV-092	PP-MM-212
	PP-SV-093	New
	PP-SV-095	New
	PP-SV-096	PP-MM-215
	PP-SV-097	New
	PP-SV-098	New
	PP-SV-099	New

\* DSS and Rickman are both a minority-owned business enterprise (MBE).

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

#### Financial considerations:

- Signing up for multiple services with a single supplier for reductions in total management fees

#### Patient safety and satisfaction:

- Use of environmentally-friendly products
- Response time
- Desired communication level

#### Roadblocks to conversion:

- Local relationships
- Geographic coverage
- In-house facilities operations

## Support Services Outsourcing – Facilities Operations    Effective April 1, 2016

Expires March 31, 2019

### Other key value and terms

- Pricing is firm for the term of agreement with Aramark, SDB Contracting and Xanitos.
- Pricing is locally negotiated with ABM, DSS, MEDtegrity, Rickman and Southwest Linen.
- Due to the high degree of service customization in this category, a financial analysis is not available.
- Rickman and SDB Contracting offers a 10 percent discount off of various services as value-adds.

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

### Full launch content and additional resources available

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

### Related category

- **Clinical Equipment Repair and Maintenance Services:** Third party outsourcing of clinical biomedical engineering (the repair, maintenance and diagnostic services of clinical equipment), equipment management programs and parts-only service agreements

## Third Party Freight Management

**Effective June 1, 2016**

**Expires May 31, 2019**

### Services available

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

### Class of trade

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

<a href="#">Cardinal Health</a> (OptiFeight)	David Rowe	847.887.6147	<a href="mailto:David.rowe@cardinalhealth.com">David.rowe@cardinalhealth.com</a>
<a href="#">Triose</a>	Sherri Fulp	610.621.4531	<a href="mailto:s.fulp@triose.com">s.fulp@triose.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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



### Full launch content available

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

### Related category

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

### Awarded suppliers

Supplier	New	Expiring
 CardinalHealth	<b>PP-MM-419</b> <b>AS-MM-419</b>	PP-MM-218 AS-MM-218
 <b>TRIOSE</b>	<b>PP-MM-420</b>	PP-MM-220

#### Financial considerations:

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

#### Service considerations:

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

## Transcription Services

Effective January 1, 2016

Expires December 31, 2018

### Products and services available

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

### Class of trade

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

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

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Awarded suppliers

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

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

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

#### Financial considerations:

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

#### Satisfaction and information security:

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

#### Roadblocks to conversion:

- In-house transcription services

## Transcription Services

Effective January 1, 2016

Expires December 31, 2018

### Other key value and terms

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

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

### Full launch content and additional resources available

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## Translation and Interpretation Services

Effective July 1, 2017

Expires June 30, 2020

### Services available

This category includes language translation (document translation, document typesetting) and interpretation services (in-person, via telephone, video conferencing).

### Class of trade

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

<a href="#">Globo</a>	Matthew Schuh	267.331.4330	<a href="mailto:matt@globolanguage.com">matt@globolanguage.com</a>
<a href="#">InDemand</a>	Casey Zanetti	877.899.3824	<a href="mailto:czanetti@indemandinterpreting.com">czanetti@indemandinterpreting.com</a>
<a href="#">LSA</a>	Jerry Lotierzo	215.259.7000	<a href="mailto:jlotierzo@lsaweb.com">jlotierzo@lsaweb.com</a>
<a href="#">Propio</a>	Jim Busby	303.818.9042	<a href="mailto:jbusby@propio-ls.com">jbusby@propio-ls.com</a>
<a href="#">Transperfect</a>	John Yoder	213.965.0560	<a href="mailto:jyoder@transperfect.com">jyoder@transperfect.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Early payment discounts are available with Globo, InDemand, Propio and Transperfect.
- Globo's new agreement pricing offers 10.0 percent savings compared to its expiring agreement pricing.
- InDemand's new agreement pricing offers 0.5 percent savings compared to its expiring agreement pricing.
- Propio's new agreement pricing offers 2.8 percent savings compared to its expiring agreement.
- Members can earn free auxiliary aids from Propio. See value-adds in the value analysis toolkit for details.
- Available direct: Globo, InDemand, LSA, Propio, Transperfect

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-SV-150</b>	PP-SV-021
	<b>PP-SV-151</b>	PP-SV-022
	<b>PP-SV-152</b>	New
	<b>PP-SV-153</b>	PP-SV-025
	<b>PP-SV-154</b>	New

Globo is a minority-owned business enterprise (MBE), LSA and Transperfect are woman-owned businesses (WBEs) and Propio is a small business enterprise (SBE).

Current agreements with Interpreters Unlimited (PP-SV-023), Language Line (PP-SV-028), Lazar & Associates (PP-SV-024) and Thebigword (PP-SV-026) expire June 30, 2017.

#### Financial considerations:

- Cost differences associated with the language translated
- Fees for leasing audio/video equipment
- Per word, per minute and per hour usage rates

#### Service considerations:

- Translation channels available
- Guaranteed response times
- Languages available
- Supplier insurance and liability

#### Roadblocks to conversion:

- Local relationships
- Geographic coverage
- In-house staff to translate/interpret


## Vehicle Rental Services

Effective November 1, 2017

Expires October 31, 2020

### Products and services available

This category includes the rental of vehicles for business and personal use. Vehicle subcategories include cars (economy, compact, intermediate, standard, full, premium, luxury), sports utility vehicles (SUVs), vans and trucks.

Awarded supplier		
Supplier	New	Expiring
	<b>PP-SV-168</b>	PP-SV-041

### Class of trade

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

<a href="#">Hertz</a>	Matthew Reinke	571.992.2478	<a href="mailto:mreinke@hertz.com">mreinke@hertz.com</a>
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**Note:** Supplier contact information is current as of June 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

- A unique CDP-ID number is required to access Hertz's agreement.
  - Members without a CDP-ID number must submit a Participating Member Designation Form (PMDF) or a similar enrollment form to be assigned a unique CDP-ID number. The PMDF may be attached to an electronic price activation.
  - A PMDF or electronic price activation is not required for members who already have a unique CDP-ID number; the CDP-ID number will be required at the time of vehicle reservation.

### Aggregation opportunities

Aggregation is not applicable because there are no pricing tiers associated with this agreement.

### Other key value and terms

- Pricing is firm for the term of agreement.
- Hertz's new agreement pricing offers an overall 9.12 percent savings compared to its expiring agreement pricing.
- Members have guaranteed availability on car classes A (economy), B (compact), C (midsize), D (standard), F (full-size) and G (luxury) provided the reservation has been booked at least 24 hours in advance of the rental.
- If the vehicle is not returned to the renting city, the appropriate corporate daily rate will apply plus a one-way charge of \$0.30 per mile driven.
- A \$3.00 surcharge applies to all one-day rentals.
- Hertz has a refueling service charge of \$2.00 per gallon above the U.S. retail regular gasoline three-week average price per gallon.
- Hertz offers leisure rate discounts to Premier employees and Premier member employees.

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

### Full launch content and additional resources available

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### Related category

- **Patient and Public Ground Transportation Vehicles:** Shuttle buses, handicap accessible vehicles, full-sized vans and school, municipality and prison buses

## Conveying Systems: Elevators, Escalators and Other Products and Services

Effective November 1, 2015

Expires October 31, 2018

### Products and services available

This category includes elevators, escalators (vertical and horizontal), automated walkways, dumbwaiters and freight elevators. Subcategories include new equipment, modernization, electronic/automatic controls and maintenance/services such as remote elevator monitoring (REM) eService and 24-hour telecom links.

### Class of trade

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

<a href="#">KONE</a>	Bruce Norden	309.743.5058	<a href="mailto:bruce.norden@kone.com">bruce.norden@kone.com</a>
<a href="#">Otis</a>	Justin Leslie	404.605.8401	<a href="mailto:justin.leslie@otis.com">justin.leslie@otis.com</a>
<a href="#">ThyssenKrupp</a>	Jeff Jaudes	972.365.6128	<a href="mailto:jeff.jaudes@thyssenkrupp.com">jeff.jaudes@thyssenkrupp.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for the Premier discount.
- Otis requires that the member initializes Exhibit J Addendum to Maintenance Agreement and attaches Exhibit K Service and Maintenance Scope of Work for the sale to be recognized.

### Aggregation opportunities




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

### Other key value and terms

- Pricing is firm for the term of agreement with KONE.
- KONE's new agreement has flat pricing for service agreements compared to the expiring agreement.
- KONE offers new customer savings as a value-add.
- Pricing is firm for 12 months with Otis. Price adjustments will be based on the Producer Price Index and will not exceed 5 percent of the price within the previous 12 months with Otis.
- Otis's new agreement pricing offers up to 2 percent savings compared to the expiring agreement pricing.
- Otis offers new units for large IDNs, new customer upfront savings and new equipment purchase warranty and installation service extension as value-adds.
- **According to the pricing scenario, Otis is the low-cost supplier.**
- Pricing is firm for 12 months ThyssenKrupp. Price adjustments will be based on the Producer Price Index and will not exceed 4 percent of the price within the previous 12 months with ThyssenKrupp.
- ThyssenKrupp's new agreement has flat pricing for service agreements compared to the expiring agreement.
- ThyssenKrupp offers various services, such as site reviews and modernization reviews, as value-adds.
- Available direct: KONE, Otis, ThyssenKrupp

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

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-494	PP-FA-356
	PP-FA-493	PP-FA-354
	PP-FA-492	PP-FA-355

### Financial considerations:

- Savings opportunities for early payment discounts, contract extension discounts and new customer deals
- Additional fees (permits, travel, overtime, etc.)

### Product and service considerations:

- Equipment service and maintenance is not proprietary; all vendors can service other vendor's equipment

### Roadblocks to conversion:

- Multi-year service/maintenance agreements with no termination language



**Full launch content and additional resources available**

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### Products and services available

This category includes performance-based supply-side energy management services, such as performance of real-time, online reverse energy auctions, energy procurement and energy efficiency services that help facilities identify, evaluate and implement energy-saving measures. Brokers, wholesalers and direct utility providers who provide energy services, such as natural gas, electricity, oil, gasoline and sustainable and renewable power (wind, solar, etc.) are also included.

This category was previously sourced as three separate categories: Energy Efficiency Services, Procurement of Energy and Renewable Energy Products and Services.

### Class of trade

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

- Trane's agreement is available to healthcare facilities, colleges and universities only.

<a href="#">Brogdon</a>	Nick Lafferty	303.638.9829	<a href="mailto:nlafferty@thebrogdongroup.com">nlafferty@thebrogdongroup.com</a>
<a href="#">Hospital Energy</a>	Mark Mininberg	203.668.3522	<a href="mailto:mark@hospitalenergy.com">mark@hospitalenergy.com</a>
<a href="#">Next Generation Fuel</a>	Dawn Lindsey	888.410.6448	<a href="mailto:dawn@nxtgenfuel.com">dawn@nxtgenfuel.com</a>
<a href="#">NRG</a>	Tyler Johnston	713.537.5318	<a href="mailto:tyler.johnston@nrg.com">tyler.johnston@nrg.com</a>
<a href="#">Trane</a>	Iona Canada	615.870.4548	<a href="mailto:icanada@trane.com">icanada@trane.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Brogdon Group, Hospital Energy and NRG.
- A PMDF/PA is required at **all tiers** with Trane.

### 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

- Fee percentages are firm for the term of agreement with all suppliers.
- Brogdon offers grandfathering language: If a member currently has a locally negotiated price that is lower than this agreement's pricing, the member has the right to sustain their locally negotiated pricing.
- Hospital Energy's new agreement pricing is flat compared to its expiring agreement pricing.
- **Hospital Energy, NRG and Trane are the low-cost suppliers in natural gas procurement.**
- **NRG is the low-cost supplier in electricity procurement.**

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

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-526	New
	PP-FA-527	PP-FA-435
	SD-FA-033	New
	PP-FA-530	New
	PP-FA-528	PP-FA-396

Brogdon is a small business enterprise (SBE).

**Update April 2017:** Next Generation Fuel has been added to this category with a SEEDS™ agreement effective May 1, 2017.

Current agreements with EnerNOC (PP-FA-392), Healthcare Energy Solutions (PP-FA-393), MSW Power (PP-FA-357), Performance Services (PP-FA-394) and Siemens (PP-FA-395) expire December 31, 2015.

#### Financial considerations:

- Savings through energy efficiency and aggregate pricing
- Carbon offsets
- Credits, grants and loan programs available for renewable energy

#### Service considerations:

- Types of energy
- Procurement options
- Environmentally-friendly initiatives

#### Roadblocks to conversion:

- Government regulations (regulated versus non-regulated states)

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

### Products and services available

This category includes fire, life safety and security systems products and the related scheduled and unscheduled services (e.g. design, installation, repair and general on call maintenance).

### Class of trade

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

<a href="#">Cintas</a>	Erika Rosenberger	708.924.7102	<a href="mailto:rosenbergere@cintas.com">rosenbergere@cintas.com</a>
<a href="#">Critical System Solutions</a>	Melissa Morlan	813.618.4787	<a href="mailto:melissa.morlan@criticalsystemsolutions.com">melissa.morlan@criticalsystemsolutions.com</a>
<a href="#">IDenticard</a>	Ann Bordeianu	978.439.3116	<a href="mailto:ann_bordeianu@bradycorp.com">ann_bordeianu@bradycorp.com</a>
<a href="#">ODS</a>	Rafe Wilkinson	804.521.7897	<a href="mailto:rafe@ods-security.com">rafe@ods-security.com</a>
<a href="#">Siemens</a>	Dana "Dino" Coliano	972.207.2832	<a href="mailto:dino.coliano@siemens.com">dino.coliano@siemens.com</a>

**Note:** Supplier contact information is current as of July 19, 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 all suppliers.

### Aggregation opportunities

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

### Other key value and terms






- Product pricing is firm for the term of agreement with all suppliers.
  - Siemens' labor prices (Exhibit A-3c) are firm for 12 months; thereafter may increase by no more than 3 percent per line item and are held firm for the following 24 months.
- Cintas' new agreement pricing offers an overall 0.7 percent savings compared to its expiring agreement.
- Critical System Solutions has a large order threshold of \$25,000.
- Siemens' new agreement pricing offers an overall 19.2 percent savings on security-related products and services and a 4.0 percent increase on fire-related products and services compared to its expiring agreement.
- Siemens has a large order threshold of \$2,000,000.
- Products are available direct from all suppliers.

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

### Full launch content and additional resources available

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### Awarded suppliers

Supplier	New	Expiring
	PP-FA-521	PP-FA-382
	PP-FA-522	New
	PP-FA-523	New
	PP-FA-524	New
	PP-FA-525	PP-FA-385

Critical System Solutions and ODS Security are small business enterprises (SBE).

Current agreements with Odyssey Technologies (PP-FA-383), Pop-A-Lock (PP-FA-384) and Allegion (PP-FA-390) expire December 31, 2015.

#### Financial considerations:

- Installation and maintenance costs
- Large order thresholds

#### Product and service considerations:

- Compatibility with interfaces of other manufacturers

#### Roadblocks to conversion:

- Local relationships
- In-house services

**Related categories**

- **HVAC Equipment, Controls and Services:** Chillers, air handlers, condensing units, roof top units, generator sets, control systems, maintenance and services
- **Total Building Environment Systems and Controls:** Space controllers, zone sensors and overall monitoring/system training

## Hard Copy Document Shredding and Media Destruction Services

Effective August 1, 2016

Expires July 31, 2019

### Products and services available

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

### Class of trade

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

<a href="#">AMS</a>	Louis Rofrano	847.658.0497	<a href="mailto:lou@amsstoreandshred.com">lou@amsstoreandshred.com</a>
<a href="#">Shred-it</a>	Shelly Eddy	513.699.0825	<a href="mailto:shelly.eddy@stericycle.com">shelly.eddy@stericycle.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities



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

### Other key value and terms

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

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

### Awarded suppliers

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

AMS is a small business enterprise (SBE).

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

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

#### Financial considerations:

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

#### Service considerations:

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

#### Roadblocks to conversion:

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

## Hard Copy Document Shredding and Media Destruction Services

Effective August 1, 2016

Expires July 31, 2019

### Full launch content and additional resources available

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

### Related categories

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

## HVAC Equipment, Controls and Services

Effective January 1, 2016

Expires December 31, 2018

### Products and services available

This category includes chillers, air handlers, condensing units, roof top units, generator sets, control systems, rental equipment (disaster preparedness), maintenance and services necessary to provide proper comfort, air quality, ventilation and room air distribution throughout your facility and mobile transportation vehicles.

Services include planning and design, installation, operation and maintenance, and restoration and modernization.

### Class of trade

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

- Trane's agreement is available to healthcare facilities, colleges and universities only.

<a href="#">Daikin</a>	Mark Kearschner	704.340.1520	<a href="mailto:mark.kearschner@daikinapplied.com">mark.kearschner@daikinapplied.com</a>
<a href="#">Trane</a>	Iona Canada	615.870.4548	<a href="mailto:icanada@trane.com">icanada@trane.com</a>

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

### How to operationalize these agreements

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

### 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

- Product multipliers are firm for the term of agreement with both suppliers.
- Both Daikin and Trane offer chillers, air handlers, condensing units, roof top units, coils, control systems, rental equipment and maintenance and services.
- Daikin agrees to grandfather pricing for members whose pricing is more favorable under their current tier structure when compared to the prices under their new qualifying tier as of the effective date of this agreement and upon submission of the PMDF. In addition, if a member currently has a locally negotiated price for a particular product that is lower than such pricing under this agreement, the member shall have the right to sustain their locally negotiated product pricing throughout the term of this agreement. Seller shall require an amendment of any such member agreement to extend locally negotiated pricing.
- Daikin's new agreement pricing offers up to a 4.0 percent savings compared to its expiring agreement pricing.
- **According to a Premier pricing scenario, Daikin is the low-cost supplier.**
- Trane's new agreement pricing has up to a 0.003 percent increase compared to its expiring agreement.
- Available through distribution: Daikin
- Available direct: Daikin, Trane

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

### Awarded suppliers

Supplier	New	Expiring
 <b>DAIKIN</b>	<b>PP-FA-512</b>	PP-FA-387
 <b>TRANE</b>	<b>PP-FA-513</b>	PP-FA-386

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

Current agreements with Phoenix Controls (PP-FA-389) and Lennox International (PP-FA-388) expire December 31, 2015.

#### Financial considerations:

- Installation costs
- Life cycle costs
- Long-term maintenance costs

#### Product considerations:

- HVAC system type, size and controllability
- Energy efficient options

#### Roadblocks to conversion:

- Local relationships
- Connectivity/compatibility with other systems and controls



### Full launch content and additional resources available

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### Related categories

- **Air Filtration Products:** Air filtration devices used to assist in HVAC systems' air quality purification and control processes
- **Energy Services: Procurement, Efficiency and Renewable:** Performance-based contracts that aim to achieve budget-neutral methods of funding facilities improvements, whereby downstream savings offset investment costs
- **Total Building Environment Systems and Controls:** Space controllers, zone sensors and overall monitoring/system training

## Lawn Care Services

**Effective November 1, 2015**

**Expires October 31, 2018**

### Products and services available

Products in this category include hardscapes, block, brick, concrete, gravel, pavers, rock, stone, mulch, bug control, fertilizer, lime, plant, shrubbery and tree fertilizer, soil fertilizer, weed control products and salt.

Services include consulting, design, build, installation, excavation, exterior maintenance, tree care related services and snow removal.

### Class of trade

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

<a href="#">Brickman</a>	Brenda Diedrick	480.577.4820	<a href="mailto:brenda.diedrick@brickmangroup.com">brenda.diedrick@brickmangroup.com</a>
<a href="#">Northwest</a>	Randy Ream	704.807.5416	<a href="mailto:randy.ream@northwestmgt.net">randy.ream@northwestmgt.net</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is not required with either supplier due to single tier offerings.
- Members are recommended to create a Scope of Services that they will be locally negotiating with the contractor. Member should work with contractor on specifics of the services requested; Exhibit A-3 will be the pricing document used to price out the locally negotiated rates for the services described within this Scope of Services. After Exhibit A-3 Price List has been completed, both member and contractor should sign and fax Exhibit A-3 to both contractor and Premier.

### 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 locally negotiated.
- Both suppliers offer landscape maintenance services, tree care services, snow removal services, architectural-related products and lawn care chemical products.

### 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.
- [Sample request for quote](#): A sample document that defines the work activities, deliverables and timeline a lawn care service provider must execute on behalf of its client

### Awarded suppliers

Supplier	New	Expiring
 <b>BRICKMAN</b>	<b>PP-SV-058</b>	PP-SV-040
 <b>NORTHWEST COMPANIES</b> <small>With You From The Ground Up™</small>	<b>PP-SV-059</b>	PP-FA-379

The Brickman Group and ValleyCrest Companies LLC merged in June 2014 and [rebranded under the name BrightView](#).

#### Financial considerations:

- Pricing is locally negotiated

#### Service considerations:

- Seasonal service requests
- Lawn care service schedule
- Environmentally-friendly chemicals

#### Roadblocks to conversion:

- Local relationships
- In-house lawn care maintenance
- Geographic coverage

## Mobile Storage Services

**Effective August 1, 2015**

**Expires July 31, 2018**

### Products and services available

This is a *new* Premier category. This category includes portable storage solutions, including self-storage containers, shipping containers and mobile offices. These solutions can be for purchase or rent, temporary or permanent, and are suitable for a variety of classes of trade.

Refrigerated storage solutions are not included.

### Class of trade

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

<a href="#">Mobile Mini</a>	David Pinter	480.305.4552	<a href="mailto:dpinter@mobilemini.com">dpinter@mobilemini.com</a>
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**Note:** Supplier contact information is current as of July 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to a single tier offering.
- A member lease agreement is required. See Exhibit H for details.

### Aggregation opportunities

Aggregation is not applicable due to a single tier offering.

### Other key value and terms

- Pricing is firm for the term of agreement
- Financial analysis reveals that Premier discounts range from 5 to 20 percent savings compared to Mobile Mini's local rates, depending on the market.
- Mobile Mini offers a fuel surcharge discount and waived personal property equipment charges as value-adds.
- Mobile Mini offers storage containers in various width and lengths (up to 10 foot wide and up to 40 foot long). Optional security and convenience products, such as pre-installed shelving, pipe racks, bins, lighting, heating, ventilation and air conditioning (HVAC) and electrical hook-ups, are also 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

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

#### Awarded supplier

Supplier	New	Expiring
<i>mobile mini</i>	<b>PP-SV-061</b>	New

This category was negotiated using the open sourcing process. See the value analysis toolkit for details.

#### Financial considerations:

- Standard service fees
- Value-adds

#### Patient and service considerations:

- Size of container
- Climate-control
- Security

#### Roadblocks to conversion:

- Facilities without a need for additional storage space

## Offsite Storage Services

Effective February 1, 2017

Expires January 31, 2020

### Products and services available

This category includes secure offsite storage, archiving services and temporary secured document storage units.

### Class of trade

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

<a href="#">2-20</a>	Patrick McKillop	732.902.2658 x123	<a href="mailto:pmckillop@2-20rm.com">pmckillop@2-20rm.com</a>
<a href="#">AMS</a>	Louis Rofrano	847.458.3806	<a href="mailto:lou@amsstoreandshred.com">lou@amsstoreandshred.com</a>
<a href="#">Vital Records</a>	Danny Palo	901.363.6555	<a href="mailto:dpalo@vrcnetwork.com">dpalo@vrcnetwork.com</a>

**Note:** Supplier contact information is current as of January 27, 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 AMS and Vital Records.
- A PMDF/PA is not required with AMS due to single tier offering.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 2-20 and AMS do not charge permanent removal fees.
  - Vital Records charges \$1.50 per container to be removed.
- 2-20 offers conversion/permanent removal assistance as a value-add.
- 2-20 has a limitation of liability. See the terms and conditions section of the value analysis toolkit for details.
- AMS offers a silver rebate as a value-add.
- Vital Records offers conversion/permanent removal assistance as a value-add.
- Vital Records has a \$50 monthly fee for accounts that have less than 395 cubic feet of storage.
- Financial analysis reveals the following low-cost suppliers:
  - Per cubic foot per month: 2-20
  - Retrieval per container: 2-20
  - Retrieval per file: Vital Records
  - Adding a new container: Vital Records
  - Permanent removal: 2-20 and AMS (who do not charge permanent removal fees)
- Available direct: 2-20, AMS, Vital Records

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

### Awarded suppliers

Supplier	New	Expiring
	PP-SV-141	New
	PP-SV-143	New
	PP-SV-144	New

AMS is a small business enterprise (SBE).

#### Financial considerations:

- Minimum order requirements
- Additional fees
- Permanent removal and conversion assistance
- Silver rebate
- Limitation of liability

#### Service considerations:

- Security and protection of documents
- Quantity and size of stored items
- Length of storage needed
- Tracking methods

#### Roadblocks to conversion:

- Supplier relationships
- Onsite document storage
- Geographic coverage and staff's accessibility to documents

## Offsite Storage Services

Effective February 1, 2017

Expires January 31, 2020

### Full launch content and additional resources available

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

### Related categories

- **Document Management Solutions:** Software-based solutions that organize and manage electronic and paper documents
- **Hard Copy Document Shredding and Media Destruction Services:** Onsite and offsite shredding and the destruction of confidential hard copy paper and media, such as hard drives
- **Mobile Storage Services:** Portable storage solutions, including self-storage containers, shipping containers and mobile offices

## Parking Management, Equipment and Services

Effective September 1, 2016

Expires August 31, 2019

### Products and services available

This category includes parking management (snow/ice removal, valet, concierge, wheelchair assistance/transportation, lot/garage security), parking lot equipment, revenue control equipment, procurement and installation project management, claims processing, system design and layout.

### Class of trade

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

<a href="#">E&amp;B Parking (TownePark)</a>	Rudy Touvell	614.207.3944	<a href="mailto:rtouvell@townepark.com">rtouvell@townepark.com</a>
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**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 this agreement

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- E&B's new agreement pricing has pricing increases compared to its expiring agreement pricing. Pricing increases are due to minimum wage increases.
- Members currently purchasing from E&B agreement PP-FA-413 will maintain current pricing if it is more favorable than the pricing listed in the new agreement.
- Products and services are available direct from E&B Parking Services.

**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

- **Lawn Care Services:** Landscape maintenance services, tree care services, snow/ice removal services, architectural-related products (hardscapes, mulch, straw) and lawn care chemical products

#### Awarded supplier

Supplier	New	Expiring
 <b>E&amp;B Parking</b>	<b>PP-FA-556</b>	PP-FA-413

#### Financial considerations:

- Mix of services needed – You may receive discounts when bundling services
- Fuel surcharges
- Capital asset options
- Minimum wages

#### Service considerations:

- Technology upgrades
- Implementation timelines
- Service management and oversight
- Reporting and auditing

#### Roadblocks to conversion:

- In-house parking management
- Facilities with fully automated parking systems
- Local relationships
- Geographic coverage

## Pest Elimination Services

**Effective March 1, 2017**

**Expires February 29, 2020**

### Services available

This category includes the treatment and elimination of pests: bedbugs, cockroaches, rats, ants, mice, flies, spiders, stored product insects, stinging pests and occasional/seasonal invaders.

### Class of trade

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

<a href="#">Ecolab</a>	Andrew Isaacs	404.925.7709	<a href="mailto:andrew.isaacs@ecolab.com">andrew.isaacs@ecolab.com</a>
<a href="#">Orkin</a>	Robb Rebisa	404.822.6662	<a href="mailto:rebisa@rollins.com">rebisa@rollins.com</a>
<a href="#">Rentokil</a>	Steve Justice	321.287.8929	<a href="mailto:steve.justice@rentokil.com">steve.justice@rentokil.com</a>

**Note:** Supplier contact information is current as of October 24, 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 Orkin.
- A PMDF/PA is not required with Ecolab nor Rentokil due to single tier offerings.
- A service agreement is required with all suppliers.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is locally negotiated with Ecolab and Rentokil.
  - Upon mutual agreement between Ecolab and the member, Ecolab may increase pricing no more than 3 percent on a yearly basis.
- Pricing is firm for the term of agreement with Orkin.
- Orkin's new agreement pricing offers the following compared to its expiring agreement pricing:
  - Integrated pest management solution: Up to 4.8 percent savings
  - Nursing home (per bed): Up to 6.1 percent savings
  - Hospital (per bed): Up to 6.0 percent savings.
- Orkin offers a satisfaction guarantee, reimbursement guarantee and free membership to the Association for the Healthcare Environment as value-adds.
- Available direct: Ecolab, Orkin, Rentokil

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

### Full launch content and additional resources available

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

Supplier	New	Expiring
	PP-SV-135	New
	PP-SV-136 AS-SV-136	PP-SV-003 AS-SV-003
	PP-SV-137	New

The current agreement with Epcon Lane (PP-SV-002) expires February 28, 2017.

#### Financial considerations:

- Some services included at an additional charge
- Ongoing protection services can save money in the long run compared to repeat visits

#### Service considerations:

- Infection control guidelines
- Exposure to chemicals/pesticides
- Integrated Pest Management environmental approach
- Technician licensure/certification

#### Roadblocks to conversion:

- Local relationships
- Geographic coverage
- Types of pests and wildlife able to be treated
- Seasonality (less pest activity in the winter)

## Reusable Surgical Linen and Gown Reprocessing Services

Effective January 1, 2017

Expires December 31, 2019

### Products and services available

This category includes reusable surgical linen and gown reprocessing services. Sterile gowns and linens are provided to a facility. After a surgical procedure, soiled gowns and linens are collected, taken offsite for cleaning, assembly and sterilization and then delivered back to the facility for use.

### Class of trade

- Aramark's agreement is available to acute care, continuum of care and Premier REACH™ members.
- Synergy's agreement is available to acute care and non-acute healthcare providers.

<a href="#">Aramark</a>	Dave Canziani	562.547.0386	<a href="mailto:canziani-david@aramark.com">canziani-david@aramark.com</a>
<a href="#">Synergy</a>	Christine Moore	813.792.6305	<a href="mailto:christine.moore@synergyhealthhplc.com">christine.moore@synergyhealthhplc.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Synergy's new agreement offers flat pricing on configured packs compared to its expiring agreement.
- Synergy offers quarterly waste savings reports as a value-add.
- Aramark has a \$25 minimum invoice requirement.
- Available direct: Aramark, Synergy

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



### Full launch content and additional resources available

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

### Related categories

- **Reusable Textiles and Textile Services:** Apparel, bedding, curtains, terry products (towels, robes, curtains, rugs), surgical textiles, hamper bags and incontinence products
- **Sterile Packs and Gowns:** Standardized drapes and gowns used during surgical procedures

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-SV-132</b>	New
	<b>PP-SV-133</b>	PP-SV-001

Effective January 1, 2017, Synergy has changed its name to Novo Health Services.

#### Financial considerations:

- Potential savings through sterilizing and reusing surgical linen (compared to using disposable linen)

#### Patient and staff safety and satisfaction:

- Frequency of pickup and delivery
- Proper sterilization of surgical linen
- Thickness and comfort of surgical gowns

#### Roadblocks to conversion:

- In-house linen services
- Use of disposable surgical linen and gowns
- Local relationships
- Geographic proximity to sterilization facilities



## Uniforms, Mats, Microfiber and Towels

Effective February 1, 2015

Expires January 31, 2018

### Products and services available

This category includes the rental/lease or direct purchase of uniforms, mats, microfiber and/or towels.

### Class of trade

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

- Cintas offers products to all classes of trade with the exception of hospitality branded products.

<a href="#">Cintas</a>	John Winograd	407.876.0039	<a href="mailto:winogradj@cintas.com">winogradj@cintas.com</a>
<a href="#">Superior</a>	Leslie Kogelmann	727.803.7144	<a href="mailto:lkogelmann@fashionsealhealthcare.com">lkogelmann@fashionsealhealthcare.com</a>
<a href="#">UniFirst</a>	Brent Reese	864.228.3770	<a href="mailto:brent_reese@unifirst.com">brent_reese@unifirst.com</a>
<a href="#">Vestagen</a>	Bill Bold	561.573.5360	<a href="mailto:bill.bold@vestagen.com">bill.bold@vestagen.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 or higher with all suppliers.
  - Cintas and UniFirst require a signed local rental agreement for all rental purchases.
- PMDF/PA is not required with Vestagen due to a single tier.

### Aggregation opportunities





- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Cintas, Superior and UniFirst.
- Aggregation is not applicable with Vestagen due to single tier.

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Cintas's new agreement pricing offers between a 0.6 percent increase and a 7.1 percent savings compared to its expiring agreement pricing.
- Cintas offers rebates if certain annual volume thresholds are met.
- Cintas has a \$10 fee on orders less than \$100 for direct purchases and a \$35 weekly minimum for rental purchases.
- Superior allows grandfathering. Members may continue to purchase products from Superior for the duration of its agreement if the prices for the products currently are and remain less than the prices on Exhibit A-3.
- UniFirst is the low-cost supplier.**
- Vestagen's new agreement pricing offers between 45 and 50 percent discount off of list price.
- Available direct: Cintas, Superior, UniFirst, Vestagen

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

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-466 AS-FA-466	PP-FA-328
	PP-FA-467	New
	PP-FA-468	New
	PP-FA-570	New

Note: ASCEND agreement available. Visit the [ASCEND portal](#) for information.

**October 2016:** Vestagen Protective Technologies was added to the category effective October 1, 2016. For details, see the [category update document](#).

#### Financial considerations:

- Purchase versus rental/lease
- Fees such as replacements, embroidery, emblem, and outsizes
- Value-adds

#### Patient safety and satisfaction:

- Types of uniforms
- National Fire Protection Agency standards

#### Roadblocks to conversion:

- Local relationships
- Facilities require employees to purchase own uniforms
- Onsite uniform shops

**Full launch content and additional resources available**

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

**Related categories**

- **Housekeeping Products:** Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Laundry Products and Maintenance:** Detergents, builders, bleaches, sours, softeners, starch, antichlor, solvent boosters, label removers, mildew inhibitors, fungicides, shop towel dyes and mat kits
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, terry products, window treatments, surgical textiles, hamper bags and incontinence products

## Vending Machines and Services

Effective January 1, 2015

Expires December 31, 2017

### Products and services available

This category offers refrigerated and non-refrigerated vending machines (including candy, snacks, hot and cold beverages and frozen food), products and supplies, remote monitoring systems, maintenance, inventory management, and marketing necessary for the efficient operation of the member vending program.

### Class of trade

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

<a href="#">Gilly</a>	Gilda Rosenberg	305.620.8081	<a href="mailto:gilda@gillyvending.com">gilda@gillyvending.com</a>
<a href="#">Vendture</a>	Danny Parker	626.791.8101	<a href="mailto:danny@eatwave.com">danny@eatwave.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at all tiers with all suppliers.
- Vending agreement is also required with all suppliers.

### Aggregation opportunities

Aggregation is allowed for multi-facility systems that have the ability to coordinate purchasing decisions or networks of facilities established for group purchasing purposes with all suppliers.

### Other key value and terms

- The program structure is held firm for the term of the agreement, unless there is an unusual increase in the cost of transportation, energy, raw materials, manufacturing, or any other event beyond the contractor's control with all suppliers.
- Vending machines and services are available direct and through authorized third-party vendors with all suppliers.
- All vending machines are the property of the contractor, and the member does not incur any expense for shipment and/or placement of machines.
- Gilly offers health and wellness programs.
- Vendture offers EatWave machines, vending machines capable of vending hot food (cooked to order, not pre-heated), cold food, snacks, drinks and other items from the same machine.

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
	PP-DI-987	SD-DI-002
	PP-DI-989	New

Gilly is a minority-owned business enterprise, and Vendture is a small business enterprise.

There is no ASCEND® award in this category.

#### Financial considerations:

- Guaranteed commission percentages

#### Product and service considerations:

- Energy Star rated equipment
- Web-based remote vendor monitoring
- Web-based usage reports
- Onsite refund coupons
- 24-hour support service

#### Roadblocks to conversion:

- Existing contract commitment

## Waste Management Products and Services

Effective June 1, 2016

Expires May 31, 2019

### Products and services available

This category includes consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposal, regulated medical waste disposal, reusable sharps container services, recycling (of light bulbs, batteries, hard drives, backup magnetic tapes, optical media, x-rays, and video/cassette tapes), bioremediation and other waste streams.

### Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members.
- Stericycle's agreement is available to acute care hospitals and facilities that are at least 51 percent directly owned by an acute care hospital.

<a href="#">AMS</a>	Denise Hammer	847.658.0400	<a href="mailto:denise@amsstoreandshred.com">denise@amsstoreandshred.com</a>
<a href="#">Clean Harbors</a>	Bill Satz	215.801.7720	<a href="mailto:satz.william@cleanharbors.com">satz.william@cleanharbors.com</a>
<a href="#">Curtis Bay</a>	Todd Schaubach	757.778.7174	<a href="mailto:tschaubach@curtisbayenergy.com">tschaubach@curtisbayenergy.com</a>
<a href="#">Daniels</a>	David Skinner	805.907.1160	<a href="mailto:dskinner@danielshealth.com">dskinner@danielshealth.com</a>
<a href="#">LBMedwaste</a>	Roger Thielman	715.571.0099	<a href="mailto:rogert@lbmedwaste.com">rogert@lbmedwaste.com</a>
<a href="#">Medi-Waste</a>	Shawn Davis	402.413.7518	<a href="mailto:shawn.davis@mediwastedisposal.com">shawn.davis@mediwastedisposal.com</a>
<a href="#">Refuse Specialists</a>	David Schmitt	805.482.5895	<a href="mailto:dschmitt@refusespecialists.com">dschmitt@refusespecialists.com</a>
<a href="#">Rubicon</a>	Stephen Coskery	678.906.2601	<a href="mailto:stephen.coskery@rubiconglobal.com">stephen.coskery@rubiconglobal.com</a>
<a href="#">Specific Waste</a>	Angela Anderson	310.508.0689	<a href="mailto:aanderson@a-solutionsinc.com">aanderson@a-solutionsinc.com</a>
<a href="#">SRI</a>	Bob Thompson	949.770.7005	<a href="mailto:bob@sri-green.com">bob@sri-green.com</a>
<a href="#">Stericycle</a>	Matt Battaglia	801.599.6040	<a href="mailto:mbattaglia@stericycle.com">mbattaglia@stericycle.com</a>
<a href="#">TransChem</a>	Donald Huey	602.513.6528	<a href="mailto:dhuey@tcenv.com">dhuey@tcenv.com</a>

**Note:** Supplier contact information is current as of February 8, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers, except Curtis Bay, Rubicon and Stericycle.
- Curtis Bay does not require a PMDF/PA.
- Rubicon requires a PMDF/PA or a signed member agreement at **all tiers**.
- PMDF/PA is not available with Stericycle because there are no pricing tiers associated with this agreement. Stericycle requires a member agreement.

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-543	New
	PP-FA-544	PP-FA-399
	PP-FA-545	New
	PP-FA-546	PP-FA-400
	PP-FA-547	New
	PP-FA-548	New
	SD-FA-032	New
	PP-FA-549	New
	PP-FA-550	SD-FA-026
	PP-FA-508	New
	PP-FA-551	PP-FA-402
	PP-FA-552	New

AMS, Curtis Bay, LBMedwaste, Medi-Waste, SRI and TransChem are small business enterprises (SBE). Specific Waste is a minority-owned business enterprise (MBE).

Current agreements with Gre3n Waste Removal (SD-FA-025), Heritage Environmental Services (PP-FA-401) and OnSite Sterilization (SD-FA-023) expire May 31, 2016.

Refuse Specialists is a **SEEDS**™ supplier; woman-owned business enterprise (WBE) effective February 1, 2017.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers, except Rubicon and Stericycle.
- Rubicon's pricing is based on aggregated spend across the Premier membership.
- Aggregation is locally negotiated with Stericycle.

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers, except Stericycle. Pricing is locally negotiated with Stericycle.
- AMS offers rapid pay service on earned x-ray film recovery and training programs as value-adds.
- Clean Harbors offers free biennial report assistance, hazardous waste compliance reviews and site assessments as value-adds.
- Clean Harbors owns its own incineration plant, landfill, recycling plant and transportation fleet.
- Curtis Bay has minimum order requirements. See Exhibit A-3 for details.
- According to pricing scenarios, Daniels Sharpsmart is a low-cost supplier for sharps disposal.
- Daniels offers an additional discount on consulting, education and auditing services as a value-add.
- LBMedwaste offers an additional discount on confidential document destruction, pharmaceutical waste disposal, universal waste disposal and OSHA compliance programs when added to regularly scheduled services as a value-add.
- Rubicon offers waste management consulting services.
- According to pricing scenarios, Specific Waste is a low-cost supplier for sharps disposal.
- SRI offers an organic/food waste solution, the EnviroPure System. This product was awarded a Technology Breakthroughs award in 2015 by Premier's Facilities and Environmental Services Committee.
- SRI offers an additional one-year service agreement for parts and labor at no additional charge for the Enviro-Pure products installed by SRI as a value-add.
- Stericycle provides integrated waste steam solution services to larger volume generators only.
- TransChem offers municipal solid waste disposal.

**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.
- [Waste management guide](#): A best practice guide written by Premier staff and subject matter experts to help you negotiate service agreements.
- [SEEDS update summary](#): A PDF update document providing information about SEEDS supplier(s) added to the category. This document is unable to be edited.

### Related categories

- **Equipment Liquidation and Related Services:** Liquidation/disposal services for excess medical and non-medical (office, IT) equipment
- **Hard Copy Document Shredding and Offsite Storage Services:** Onsite/offsite shredding, removal and destruction of confidential/ secured hard copy paper and related files and offsite storage
- **Liquid Medical Waste Management Systems:** Systems used to pull medical waste from the operative field and collect it for disposal
- **Sharps Disposal Containers:** Canisters and mounting accessories designed for the safe containment of sharps medical waste

#### Financial considerations:

- How pricing is based (per pound, per container, per number of units)
- Additional fees (fuel charges, taxes)

#### Service considerations:

- Compliance with government regulations
- Training programs for facility staff

#### Roadblocks to conversion:

- Local relationships
- Service agreement obligations
- Geographic coverage
- Class of trade restrictions

## AP Audit Services

**Effective September 1, 2016**

**Expires August 31, 2019**

### Services available

This category includes accounts payable (AP) audit service providers who identify potential price discrepancies, duplicate payments and loss of cash terms through validation of claims and successful resolution to receive payment back in the form of a credit or re-billing.

This category was previously sourced under the name Audit Services – Pharmacy/Materials Management. Pharmacy audit services are no longer included in this category. Premier now offers a joint venture program with S/T Health Group for [pharmacy contract management and price verification](#).

### Class of trade

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

<a href="#">BSI</a>	Teri Harkins	616.389.5477	<a href="mailto:tharkins@bsihealthcare.com">tharkins@bsihealthcare.com</a>
<a href="#">CMS</a>	Vern Mann	949.244.1609	<a href="mailto:vmann@contractmgmt.com">vmann@contractmgmt.com</a>
<a href="#">SAS</a>	James Paolucci	732.626.9714	<a href="mailto:jpaolucci@sasrecovery.com">jpaolucci@sasrecovery.com</a>
<a href="#">TAG</a>	Ben Johnson	636.812.0286	<a href="mailto:benj@theauditgroup.com">benj@theauditgroup.com</a>

**Note:** Supplier contact information is current as of July 20, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

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

### Aggregation opportunities

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

- Systems, GPOs and networks must have total operating expenses dispersed from a single centralized accounts payable function for The Audit Group to allow aggregation.

### Other key value and terms

- Service fee percentages are firm for the term of agreement with all suppliers.
- AP audit services are available direct from all suppliers.
- BSI's service fees range from 20 percent to 35 percent.
- BSI's new agreement service fees offers up to 3 percent savings compared to its expiring agreement service fees.
- CMS's service fees range from 20 percent to 35 percent.
- CMS's new agreement service fees are flat compared to its expiring agreement service fees.
- SAS's service fees range from 18 percent to 27 percent.
- TAG's service fees range from 25 percent to 40 percent.

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

### Awarded suppliers

Supplier	New	Expiring
 <b>BSI</b> Healthcare Services	<b>PP-SV-117</b>	PPPH16BSI01
 <b>CMS</b>	<b>PP-SV-116</b>	PPPH16CMS01
 <b>SAS</b>	<b>PP-SV-118</b>	New
 <b>THE AUDIT GROUP</b>	<b>PP-SV-119</b>	New

The current agreement with S/T Health Group (PPPH16SHG01) expires August 31, 2016. Premier now offers a joint venture program with S/T Health Group for [pharmacy contract management and price verification](#).

#### Financial considerations:

- Revenue recovery fee split (the revenue share per amount collected)

#### Service considerations:

- Recovery areas typically addressed
- Time needed to complete audit and to recover pricing discrepancies
- Report out of findings and best practices

#### Roadblocks to conversion:

- In-house audit team
- Local relationships
- Audit length

**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.

## Billing and Debt Collection Services

Effective August 1, 2016

Expires July 31, 2019

### Products and services available

This category includes billing processing service providers and debt collection agencies that collect invoice information from buyers, generating bills on their behalf and help collect payments on accounts that are past due or in default.

This category does not include debt buyers, which are companies that buy debt at reduced rates from creditors or debt collection agencies and then retain all money collected from accounts.

### Class of trade

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

<a href="#">EGS</a>	Zachary Madrigal	800.252.3996	<a href="mailto:zach.madrigal@egscorp.com">zach.madrigal@egscorp.com</a>
<a href="#">Magellan</a>	Mark Hess	415.867.8074	<a href="mailto:mhess@magellanresourcepartners.com">mhess@magellanresourcepartners.com</a>
<a href="#">NorthWind</a>	Gary Norris	844.413.2243	<a href="mailto:gary@northwindcompaniesllc.com">gary@northwindcompaniesllc.com</a>
<a href="#">Signature</a>	Chris Vairo	402.343.0300	<a href="mailto:sphealthcare@signatureperformance.com">sphealthcare@signatureperformance.com</a>
<a href="#">SOS</a>	John Prologo	800.228.4323	<a href="mailto:jprologo@hmcgrp.com">jprologo@hmcgrp.com</a>
<a href="#">TSI</a>	Laurie Boisclair	513.260.3207	<a href="mailto:laurie.boisclair@transworldsystems.com">laurie.boisclair@transworldsystems.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 with Signature, SOS and TSI.
- Premier recommends that members complete a PMDF/PA at all tiers with all suppliers. A member agreement is required with all suppliers.

### Aggregation opportunities

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

### Other key value and terms

- Contingency and flat rate fees are firm for the term of agreement with all suppliers.
- For a comparison of the suppliers' contingency fees, see the financial analysis section of the value analysis toolkit.
- NorthWind, Signature Performance and SOS offer 2 percent early payment discounts.
- NorthWind will waive the monthly service fee for the first 90 days as a value-add.
- SOS offers account volume discounts, a maximum recovery fee and guaranteed savings as value-adds.

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

### Awarded suppliers

Supplier	New	Expiring
 EGS	PP-SV-126	New
 Magellan	PP-SV-127	New
 NorthWind	PP-SV-128	New
 SIGNATURE Performance	PP-SV-129	New
 S-O-S	PP-SV-130	New
 tsi	PP-SV-131	New

Signature Performance and SOS are small business enterprises (SBE).

**Update August 2017:** EGS Financial Care has given Premier notice of its cancellation of contract PP-SV-126 in the Billing and Debt Collection Services category. The cancellation is effective October 25, 2017.

#### Financial considerations:

- Pricing model: Percentage-based versus fee-based
- Incidental costs incurred while recovering debt

#### Service considerations:

- Follow-up process and debt collection tactics
- Licensed, insured and bonded
- Industry experience

#### Roadblocks to conversion:

- In-house billing and debt collection services
- Local relationships
- Geographic location



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## Credit Card Services

Effective December 1, 2014

Expires February 28, 2018

### Products and services available

This category includes equipment and services for processing credit card transactions, as well as secure online payment solutions.

### Class of trade

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

<a href="#">Paymentus</a>	Chris Trainor	980.272.2101	<a href="mailto:ctrainor@paymentus.com">ctrainor@paymentus.com</a>
<a href="#">Solupay</a>	Lisa Smith	330.388.3072	<a href="mailto:lisa.smith@solupay.com">lisa.smith@solupay.com</a>
<a href="#">Sun Communications</a>	Greg Schneider	866.588.1113	<a href="mailto:gschneider@suncommunications.com">gschneider@suncommunications.com</a>
<a href="#">USPAY</a>	Charles Levato	866.725.8500	<a href="mailto:charlesl@uspaygroup.com">charlesl@uspaygroup.com</a>

**Note:** Supplier contact information is current as of December 9, 2014. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 or higher with Paymentus.
- A PMDF/PA is not required with Solupay, Sun Communications or USPAY due to single tier offerings.
- All suppliers require a signed Member Processing Agreement.

### 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





- The pricing shown in each supplier's Exhibit A-3 Price List may vary based on the specific needs and processing volume of the member. The price presented is a guide to help show members where the pricing fees should be.
- Paymentus and USPAY offer additional services, such as mobile payments and insurance protection, as value-adds.
- Pricing scenarios were developed to identify costs that members will pay for processor mark ups above the standard interchange rates. **USPAY was the low cost supplier in the majority of scenarios.**

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

### Full launch content and additional resources available

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### Awarded suppliers

Supplier	New	Expiring
	PP-SV-044	New
	PP-SV-045	New
	PP-SV-046	New
	PP-SV-043	PP-AC-047

Sun Communications and USPAY Group are small business enterprises (SBE).

**Update August 2017:** All contracts in the Credit Card Services category have been extended and now expire February 28, 2018.

#### Financial considerations:

- Transaction fees and billing models
- Acceptance of credit card payments at the time of service can be an efficient way of reducing bad debt, particularly for patients with high deductible plans
- Value-adds

#### Service considerations:

- Protecting patient credit card information
- Introduction of chip-based credit cards in the United States

#### Roadblocks to conversion:

- Bank relationships

## Credit Card Services

Effective December 1, 2014

Expires February 28, 2018

### Related category

- **Purchasing Cards and Electronic Payables:** Provides an electronic accounts payable solution that operates on the Visa® platform.

## Equipment Leasing and Financial Services

April 1, 2016

March 31, 2019

### Products and services available

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

### Class of trade

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

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

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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


### Full launch content and additional resources available

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### Related categories

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

### Awarded supplier

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

#### Financial considerations:

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

#### Service considerations:

- Assurance that equipment has specified functionality

#### Roadblocks to conversion:

- Staff education on latest technologies and upgrades

## Purchasing Cards and Electronic Payables

Effective November 1, 2015

Expires December 31, 2018

### Products and services available

The purchasing cards in this category provide an electronic accounts payable solution that operate on various platforms. Purchasing cards improve cash flow, reduce administrative expenses and allow facilities to retain a high degree of centralized control while earning rebates on purchases.

### Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members of Premier, based on credit qualifications determined by the service provider.

<a href="#">American Express</a>	Bill Vaughn	772.600.7186	<a href="mailto:william.r.vaughn@aexp.com">william.r.vaughn@aexp.com</a>
<a href="#">Bank of America</a>	Rick Mason	404.607.5099	<a href="mailto:richard.j.mason@baml.com">richard.j.mason@baml.com</a>
<a href="#">PNC Bank</a>	Robbin Sheffield	410.237.5205	<a href="mailto:robbin.sheffield@pnc.com">robbin.sheffield@pnc.com</a>

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

### How to operationalize these agreements

Members interested in these agreements should contact the awarded service providers to arrange a credit evaluation to determine their organization's agreement eligibility. They should also identify themselves as a Premier member.

### Other key value and terms

- Each service provider offers a fee and rebate schedule. Please see the value analysis toolkit for details.
- For American Express and PNC, the rebate structure benefits all participating members as the aggregated Premier-wide volume increases.
- Bank of America's Premier agreement does not include language for indemnification or the Health Insurance Portability and Accountability Act (HIPAA). Please discuss this at the local level to have it included in your card agreement.

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




### Full launch content available

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- [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

- **Credit Card Services:** Equipment and services for processing credit card transactions, as well as secure online payment solutions

### Awarded suppliers

Supplier	New	Expiring
	PP-SV-066	New
	PP-SV-065	New
	PP-SV-064	PP-DS-073

### Financial considerations:

- Rebates
- Card fees
- 15 to 20 day float extension over standard checks
- Partnerships with medical suppliers for better payment terms and benefits

### Service considerations:

- Billing cycle period
- Reports available
- Online resources

### Roadblocks to conversion:

- Local relationships
- State-exclusive relationships

## Background Check Services

**Effective March 1, 2015**

**Expires February 28, 2018**

### Services available

This category provides prospective employers with background checks and pre-screening of candidates. Services include background checks, drug screenings and license/reference/pre-employment verifications.

### Class of trade

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

<a href="#">eVerifile</a>	Garrett Mullins	770.859.9899	<a href="mailto:garrett.mullins@everifile.com">garrett.mullins@everifile.com</a>
<a href="#">JD Palatine</a>	Kevin Bishop	773.230.9896	<a href="mailto:kevin@jdpalatine.com">kevin@jdpalatine.com</a>
<a href="#">MBI Worldwide</a>	Brian Chapman	866.275.4624	<a href="mailto:bchapman@mbiworldwide.com">bchapman@mbiworldwide.com</a>
<a href="#">OPENonline</a>	Brett Dillon	614.481.6010	<a href="mailto:bdillon@openonline.com">bdillon@openonline.com</a>
<a href="#">Pre-employ</a>	Tyson Poso	530.629.5305	<a href="mailto:tposo@pre-employ.com">tposo@pre-employ.com</a>
<a href="#">Private Eyes</a>	Sandra James	925.927.3333	<a href="mailto:sandra@privateeyesinc.com">sandra@privateeyesinc.com</a>

**Note:** Supplier contact information is current as of March 17, 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 will all suppliers.

### Aggregation opportunities

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

### Other key value and terms







- Pricing is firm for the term of agreement with all suppliers.
- eVerifile's new agreement offers flat pricing compared to the expiring agreement.
- eVerifile waives the set-up fee for Premier members as a value-add.
- MBI Worldwide's new agreement pricing offers up to 11 percent savings compared to its expiring agreement pricing.
- Pre-employ's new agreement pricing offers up to 10 percent savings compared to its expiring agreement pricing.
- Private Eyes' new agreement pricing offers up to 6 percent savings compared to its expiring agreement pricing.

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
 <b>eVERIFILE™</b> Be Certain.	<b>SD-SV-001</b>	SD-MM-018
	<b>PP-SV-052</b>	New
 <b>MBI WORLDWIDE®</b> BACKGROUND CHECKS AND DRUG SCREENING	<b>PP-SV-053</b>	PP-MM-168
	<b>PP-SV-054</b>	New
	<b>PP-SV-055</b>	PP-MM-170
 <b>PRIVATE EYES</b> CORPORATE INVESTIGATION	<b>PP-SV-056</b>	PP-MM-171

eVerifile is a minority-owned business (MBE), MBI Worldwide and Private Eyes are woman-owned businesses (WBE) and Pre-employ is a small business enterprise (SBE).

There is no ASCEND® award in this category.

#### Financial considerations:

- Pricing for standard services and additional services

#### Service considerations:

- Turnaround times
- Integration with human resource information systems and applicant tracking systems

#### Roadblocks to conversion:

- Local relationships

## Background Check Services

Effective March 1, 2015

Expires February 28, 2018

### Full launch content and additional resources available (continued)

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

### Related categories

- **Executive Recruiting:** Recruiting services of personnel at the director level and above
- **Temporary Information Technology Staffing:** Companies that provide information technology skilled personnel for temporary engagements
- **Workforce Solutions – Vendor Management:** Vendor-neutral, all-inclusive contract labor management services that provide a sole point of contact for temporary, contract, and/or direct placement labor services for clinical and non-clinical positions

## Executive Recruiting

Effective February 1, 2017

Expires January 31, 2020

### Services available

This category includes the recruiting services of personnel at the director level and above. Examples of positions recruited include: chancellors, chief officer positions, clinical department chairs, deans, directors and vice presidents.

### Class of trade

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

<a href="#">Knight Group</a>	Ray Knight	216.789.0182	<a href="mailto:rknight@theknightgroupinc.com">rknight@theknightgroupinc.com</a>
<a href="#">Synergy</a>	Kenneth Cohen	267.983.6503	<a href="mailto:ken@synergyorg.com">ken@synergyorg.com</a>
<a href="#">Witt/Kieffer</a>	Sally Del Beccaro	630.575.6143	<a href="mailto:sallyd@wittkieffer.com">sallyd@wittkieffer.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with The Knight Group and Witt/Kieffer.
- A PMDF/PA is not required with Synergy due to its single tier offering.

### Aggregation opportunities

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

### Other key value and terms



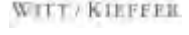
- Professional fee percentages are firm for the term of agreement with all suppliers.
- Recruiting firms calculate their fees based on a percentage of the candidate's estimated total cash compensation for the first year of work. Some include salary only, and some include bonuses. See the value analysis toolkit for more details. Professional fee percentages are:
  - Knight Group: As low as 22 percent
  - Synergy: 33 percent
  - Witt/Kieffer: As low as 28 percent
- The Knight Group offers a talent assessment tool and reference checks at no charge as value-adds.
- Witt/Kieffer has a minimum fee of \$55,000 per search.
- Available direct: Knight Group, Synergy, Witt/Kieffer

**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
 THE KNIGHT GROUP	<b>PP-SV-138</b>	PP-SV-007
 THE SYNERGY ORGANIZATION	<b>PP-SV-139</b>	New
 WITT / KIEFFER	<b>PP-SV-140</b>	PP-SV-004

The Knight Group is a minority-owned business enterprise (MBE).

Current agreements with Kavaliro (PP-SV-005) and The Exeter Group of Illinois (PP-SV-006) expire January 31, 2017.

#### Financial considerations:

- Professional fees
- Minimum fee requirements
- Additional fees (travel, drug screenings, employee verification, etc.)

#### Service considerations:

- Positions recruited by firm
- Search time
- Candidate re-recruitment policies
- Performance guarantees
- Contingent versus retained firms

#### Roadblocks to conversion:

- Local relationships



## Executive Recruiting

Effective February 1, 2017

Expires January 31, 2020

### Related categories

- **Background Check Services:** Provides prospective employers with background checks and pre-screening of candidates
- **Temporary Information Technology (IT) Staffing:** Companies that provide IT skilled personnel for temporary engagements
- **Workforce Solutions – Staffing:** Staffing services for temporary, contract and/or direct placement labor
- **Workforce Solutions – Vendor Management:** Vendor neutral, all-inclusive contract labor management services capable of providing a sole point of contact for temporary, contract, and/or direct placement labor services for clinical and non-clinical positions

### Products and services available

This category includes software applications, such as personnel sourcing and tracking, payroll, benefits administration, performance development and regulation compliance, that improve and oversee talent management and performance.

### Class of trade

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

<a href="#">Job Market Maker</a>	Frank Newlands	704.621.2467	<a href="mailto:frank.newlands@jobmarketmaker.com">frank.newlands@jobmarketmaker.com</a>
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**Note:** Supplier contact information is current as of January 11, 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.
- A member agreement may be needed to capture the scope of the work agreed upon.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- Job Market Maker's new agreement pricing offers up to a 9.1 percent discount off of list price.
- Job Market Maker is a Web-based talent acquisition suite used for recruiting, assessing and developing workers. The system uses predictive algorithms based on thousands of data points submitted by applicants, instead of keyword searches, to assess fit between job openings and candidates in order to find the best match.
- Job Market Maker has different payment terms for software fees, online service fees, professional service fees and technical support fees. See the value analysis toolkit for details.
- Available direct: Job Market Maker


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

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### Related categories

- **Workforce Solutions – Staffing:** Staffing services for clinical temporary, contract and/or direct placement labor
- **Workforce Solutions – Managed Service Providers:** All-inclusive contract labor management services that manage the procurement, selection, engagement and tracking of contract labor workers

Awarded supplier		
Supplier	New	Expiring
	<b>PP-SV-145</b>	<b>New</b>

This category was negotiated using the open sourcing process. See the [value analysis toolkit](#) for details.

#### Financial considerations:

- Number of licenses needed
- Payment terms
- Potential additional costs

#### Service considerations:

- Complexity and ease of use of the software
- Software features
- Support services available

#### Roadblocks to conversion:

- Existing software used in the human resources (HR) department

## Workforce Solutions – Managed Service Providers

Effective August 1, 2017

Expires March 31, 2021

### Products and services available

This category includes all-inclusive contract labor management services that manage the procurement, selection, engagement and tracking of contract labor workers.

Suppliers do not provide actual staff.

This category was previously sourced as Workforce Solutions – Vendor Management.

### Class of trade

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

<a href="#">AMN</a>	Randy Sparks	469.524.5542	<a href="mailto:randy.sparks@amnhealthcare.com">randy.sparks@amnhealthcare.com</a>
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**Note:** Supplier contact information is current as of August 9, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunity

Aggregation is not applicable due to single tier offering.

### Other key value and terms

- Pricing is locally negotiated.
- While facilities do pay costs on labor from staffing agencies, facilities do not pay for the labor management service itself. Labor management service suppliers receive their fee from a negotiated percentage of the labor payment. Staffing companies receive the remainder of that labor payment. Because facilities do not pay for labor management services, there is no financial analysis.
- Available direct: AMN


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

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### Related categories

- **Background Check Services:** Background checks and pre-screening of candidates
- **Executive Recruiting:** Recruiting services of personnel at the director level and above
- **Workforce Solutions – Staffing:** Staffing services for temporary, contract and/or direct placement labor
- **Workforce Solutions – Human Resources Technology:** Software applications that improve and oversee talent management and performance

Awarded supplier		
Supplier	New	Expiring
 <b>AMN<sup>®</sup></b> Healthcare	<b>PP-SV-165</b>	PP-SV-029*

\*AMN acquired Medefis in January 2015.

Current agreements with Medefis (PP-SV-029), RightSourcing (PP-SV-030), Stay Staffed (PP-SV-032) and Workspend (PP-SV-033) expire July 31, 2017.

## Workforce Solutions – Staffing

Effective April 1, 2015

Expires March 31, 2018

### Services available

This category includes staffing services for temporary, contract and/or direct placement labor. These services are for positions within the healthcare industry, such as nursing, allied health, physicians and medical offices.

### Class of trade

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

<a href="#">AMN</a>	Randy Sparks	469.524.5542	<a href="mailto:randy.sparks@amnhealthcare.com">randy.sparks@amnhealthcare.com</a>
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**Note:** Supplier contact information is current as of August 9, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required.
- Premier recommends that existing and new members sign a Primary Group Designation Form.
- For existing members, a signed member agreement is not required.
- **For new customers, a signed member agreement (Exhibit L) is required.** Exhibit L is to be filled out in consultation with an AMN representative.

### Aggregation opportunities

Aggregation is allowed.

### Other key value and terms


- Pricing is locally negotiated. Rates vary widely according to job title and geographic location.
- AMN provides the following services: standard staffing services, physician permanent placement services, managed service provider, recruitment process outsourcing, workforce consulting and electronic medical record (EMR) project staffing.
- AMN recently acquired [ShiftWise](#) and [Medefis](#), vendor management solutions used to manage internal float pool resources, contingent staffing vendors, time and attendance and credentialing.
- AMN managed service provider offers a discounted rate on RN.com educational services and 10 hours of consulting services at no charge as value-adds.
- AMN has a 95 percent fill rate, although it can vary by position type and market.

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

### Full launch content and additional resources available

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

### Awarded supplier

Supplier	New	Expiring
 AMN Healthcare	PP-SV-051	New

There is no ASCEND® award in this category.

### Financial considerations:

- Hourly rates
- Placement fees
- Cancellation fees
- Extra fees (travel, drug screening)
- Value-adds

### Service considerations:

- Search time
- Candidate screening, testing and credentialing
- Agency responsiveness
- Trial period/satisfaction
- Joint Commission certification

### Roadblocks to conversion:

- Local relationships
- Candidate skill mix available
- Geographic coverage

## Workforce Solutions – Staffing

Effective April 1, 2015

Expires March 31, 2018

### Related categories

- **Background Check Services:** Provides prospective employers with background checks and pre-screening of candidates
- **Executive Recruiting:** Recruiting services of personnel at the director level and above
- **Temporary Information Technology Staffing:** Companies that provide information technology skilled personnel for temporary engagements
- **Workforce Solutions – Vendor Management:** Vendor neutral, all-inclusive contract labor management services capable of providing a sole point of contact for temporary, contract, and/or direct placement labor services for clinical and non-clinical positions

## Mobile Imaging Services

Effective June 1, 2016

Expires May 31, 2019

### Services available

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

### Class of trade

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

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

### How to operationalize this agreement

A PMDF/PA is not required with Shared Imaging due to its single tier offering.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- Shared Imaging offers services for computed tomography (CT), magnetic resonance imaging (MRI) and positron emission tomography (PET)/CT modalities.
- Shared Imaging's new agreement pricing offers savings compared to its expiring agreement pricing, however individual savings vary due to facility needs.

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


### Full launch content and additional resources available

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

### Related categories

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

### Awarded supplier

Supplier	New	Expiring
 SHAREDIMAGING	PP-SV-103	PP-AC-074

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

- Compatibility and interfacing capabilities
- Local relationships
- Geographic coverage

## Physics Consulting Services

**Effective September 1, 2016**

**Expires August 31, 2019**

### Services available

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

### Class of trade

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

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

**Note:** Supplier contact information is current as of May 23, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunities

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


### Other key value and terms

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

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

### Full launch content available

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

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

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

#### Financial considerations:

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

#### User satisfaction:

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

#### Roadblocks to conversion:

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

# Radiation Monitoring

**Effective January 1, 2017**

**Expires December 31, 2019**

## Products and services available

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

## Class of trade

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

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

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

## How to operationalize these agreements

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

## Aggregation opportunities

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

## Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- All suppliers will pay for transportation and insurance. Title and risk of loss shall transfer to member upon delivery.
- Landauer will grandfather in members who purchased in the product category prior to effective date. If member is eligible for better pricing, they may submit a PMDF to price activate.
- Landauer's new agreement pricing has a 19.5 percent increase compared to its expiring agreement pricing. Price increase will not apply to existing members.
- Landauer offers unlimited additional dosimeters and a Saturn TDL Ring at no charge as value-adds.
- PL Medical offers a reduced lost badge fee, free reporting, and private labeling at no charge as value-adds.
- Radiation Detection Company's new agreement pricing offers a 0.1 percent savings compared to its existing agreement pricing.
- **PL Medical is the low-cost supplier on crossed items.**
- Available through distribution: Landauer
- Available direct: Landauer, PL Medical, Radiation Detection Company

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

## Awarded suppliers

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

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

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

### Financial considerations:

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

### Patient safety and satisfaction:

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

### Roadblocks to conversion:

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



**Full launch content and additional resources available**

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

**Related categories**

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

## Document Management Solutions

Effective August 1, 2016

Expires July 31, 2019

### Products and services available

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

### Class of trade

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

<a href="#">IBSA</a>	Mark McKinney	937.853.0347	<a href="mailto:mark_mckinney@ibsonline.com">mark_mckinney@ibsonline.com</a>
<a href="#">Ricoh</a>	Scott Petraglia	858.495.1050	<a href="mailto:scott.petraglia@ricoh-usa.com">scott.petraglia@ricoh-usa.com</a>
<a href="#">Standard Register</a>	Patrick Kennedy	937.221.1516	<a href="mailto:pat.kennedy@taylorcommunications.com">pat.kennedy@taylorcommunications.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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

### Full launch content and additional resources available

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

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-IT-159</b>	PP-IT-114
	<b>PP-IT-160</b>	PP-IT-115
	<b>PP-IT-161</b>	PP-IT-116 PP-IT-117*

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

IBSA is a small business enterprise (SBE).

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

#### Financial considerations:

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

#### Product/service considerations:

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

#### Data security considerations:

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

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

Expires December 31, 2018

## Products and services available

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

This category was previously sourced as two separate categories:

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

## Class of trade

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

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

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








## How to operationalize these agreements

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

## Aggregation opportunities

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

## Awarded suppliers

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

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

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

### Financial considerations:

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

### Product/service considerations:

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

### Roadblocks to conversion:

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

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

Expires December 31, 2018

### Other key value and terms

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

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

### Full launch content and additional resources available

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

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

### Products and services available

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

### Class of trade

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

<a href="#">Doctella</a>	Amer Haider	408.989.2693	<a href="mailto:amer@doctella.com">amer@doctella.com</a>
<a href="#">GetAbby</a>	Bob Hitson	412.364.1940	<a href="mailto:bhitson@getabby.com">bhitson@getabby.com</a>
<a href="#">GetWell</a>	Rene Barron	517.980.6048	<a href="mailto:rbarron@getwellnetwork.com">rbarron@getwellnetwork.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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

### Awarded suppliers

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

### Financial considerations:

- Pricing model

### Patient safety and satisfaction:

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

### Roadblocks to conversion:

- Conversions will require collaboration with facility's IT department

**Full launch content and additional resources available**

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

**Related category**

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

## Clinical Reference Laboratory Testing Services

Effective October 1, 2015

Expires September 30, 2018

### Services available

This category includes accredited laboratories who provide laboratory testing on patient samples. Reference laboratories provide a varied menu of laboratory procedures including routine tests with minimal complexity to esoteric tests with high complexity.

### Class of trade

- ARUP's agreement is available for acute members and non-acute regional labs that are owned, managed or affiliated by an acute care provider.
- Agreements with LabCorp and Quest are available for acute care, continuum of care and Premier REACH™ members, with the exception of commercial reference labs not operated by hospitals or healthcare facilities.
  - LabCorp also restricts management companies on behalf of prisons and direct to consumer providers.

<a href="#">ARUP</a>	Stephanie Millikan	713.299.6016	<a href="mailto:stephanie.millikan@aruplab.com">stephanie.millikan@aruplab.com</a>
<a href="#">LabCorp</a>	Jane Clery	224.239.3957	<a href="mailto:cleryj@labcorp.com">cleryj@labcorp.com</a>
<a href="#">Quest</a>	James A. DeSimone	617.599.6159	<a href="mailto:james.a.desimone@questdiagnostics.com">james.a.desimone@questdiagnostics.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

- **Existing customers under the expiring ARUP Premier agreement:** A new Participating Member Designation Form (PMDF)/electronic price activation (PA) is *not* required.
  - A separate member agreement is required.
- **Existing customers under expiring LabCorp and Quest Premier agreements:** A new PMDF/electronic price activation (PA) is *not* required. No action is needed.
- **New customers with all suppliers:** A PMDF/electronic price activation is required.
  - A separate member agreement is required.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with LabCorp and Quest.
  - Aggregating facilities with Quest must use Quest as their primary reference lab.
- Aggregation is allowed with ARUP for members operating a single entity with the authority to commit all aggregating members to purchase, or a GPO where all members commit to purchase in aggregate.

### Awarded suppliers

Supplier	New	Expiring
	PP-LA-405	PP-LA-272
	PP-LA-406	PP-LA-273
	PP-LA-407	PP-LA-274

### Financial considerations:

- Payment terms and early payment discounts
- [Laboratory information system \(LIS\)](#) interference allowances
- Additional fees, such as STAT or send out fees from the reference lab to a third lab that may occur
- Internal cost for creating and testing database for result reporting
- Hot list of tests

### Patient safety and satisfaction:

- [CLIA](#) status
- Testing complexity
- Clinical or anatomical testing
- Unacceptable specimen notification time
- Test menu
- Test result reporting options
- Courier schedule for specimen pickup
- Materials provided by supplier for specimen collection of samples
- Invoicing process
- Report format
- Unacceptable test turnaround times

### Roadblocks to conversion:

- Existing clinical reference agreements in your facility
- Extensive resources required for [LIS](#) conversion
- Early termination penalties for LIS interface agreements

### Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of send-out tests.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing for **supplier-performed tests** is:
  - 4.9% to 23.6% more favorable with ARUP.
  - 0.5% to 0.9% more favorable with LabCorp.
  - Flat with Quest.

### Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use this PDF value analysis toolkit.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Example request for proposal \(RFP\)](#): A sample RFP that can be used as a reference when developing a RFP for clinical reference laboratory testing services.
- [Reference laboratory testing services worksheet](#): Excel spreadsheet containing suggested information to be completed when conducting an RFP.
- Due to the high configurability of testing services in this category, a cross reference is unavailable. Speak with your supplier representatives to put together a cross reference based on your facility's testing mix.



## Reprocessed Disposables

**Effective March 1, 2016**

**Expires February 28, 2019**

### Products and services available

This category includes the cleaning of biohazardous non-biodegradable plastic lab items, such as cuvettes, rotors, cups trays and cartridges. Reprocessed disposables provide savings over standard purchases and reduce the volume of non-biodegradable items sent to landfills.

### Class of trade

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

<a href="#">L.E.S.S.</a>	Jim Westhoff	480.951.0911	<a href="mailto:jwesthoff@lessinc.net">jwesthoff@lessinc.net</a>
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**Note:** Supplier contact information is current as of January 1, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms


- Pricing is firm for the term of the agreement.
- The tier structure for the new L.E.S.S. agreement remains unchanged from expiring agreement.
- Financial analysis reveals:
  - L.E.S.S.'s new agreement pricing offers up to a 3.4 percent increase compared to its expiring agreement pricing.
- Available direct: L.E.S.S.

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

### Full launch content and additional resources available

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### Awarded suppliers

Supplier	New	Expiring
	<b>PP-LA-423</b> <b>AS-LA-423</b>	PP-LA-332 AS-LA-332

L.E.S.S. is a small business enterprise (SBE).

#### Financial considerations:

- Pricing
- Shipping terms
- Cost comparison of purchasing reprocessed disposables compared to purchasing new items

#### Patient safety and satisfaction:

- Supplier quality control procedures
- Products that pass established quality control procedures are returned to customer
- Damaged and non-reusable products are recycled

#### Roadblocks to conversion:

- Current products being used in your organization
- Existing supplier agreements
- Product capability to be reprocessed by supplier
- Pushback from equipment manufacturer that using reprocessed disposables may invalidate warranty

## Advertising Services

Effective January 1, 2016

Expires December 31, 2018

### Products and services available

This category includes market research, advertisement development (print, online, mobile, radio and television), corporate branding, reputation and review management, trade show booths, search engine optimization, direct mailing, billboards, stationary, social media marketing, Yellow Pages/directories and telesales.

### Class of trade

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

<a href="#">American Solutions for Business</a>	Sarah Thomas	215.688.2334	<a href="mailto:stthomas@americanbus.com">stthomas@americanbus.com</a>
<a href="#">Berry Network</a>	Matthew Garrett	937.296.2121	<a href="mailto:matthew.garret@berrynetw.ork.com">matthew.garret@berrynetw.ork.com</a>
<a href="#">Big Mountain Imaging</a>	Steven Saltzman	877.229.4050	<a href="mailto:stevens@bigmountain.com">stevens@bigmountain.com</a>
<a href="#">Burton &amp; Mayer</a>	Mary Molloy	262.703.9168	<a href="mailto:mmolloy@burtonmayer.com">mmolloy@burtonmayer.com</a>
<a href="#">BVK Direct</a>	Dawn Sanderson	610.640.1454 extension 224	<a href="mailto:dsanderson@dsgssi.com">dsanderson@dsgssi.com</a>
<a href="#">ST Printing</a>	Jeffrey Reyes	407.478.7478	<a href="mailto:jreyes@stprintco.com">jreyes@stprintco.com</a>
<a href="#">Wendling Printing</a>	Nick Baum	859.261.8300	<a href="mailto:nick@wendlingprinting.net">nick@wendlingprinting.net</a>

**Note:** Supplier contact information is current as of March 27, 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 Big Mountain Imaging.
- A PMDF/PA is not required with American Solutions for Business, Berry Network, Burton & Mayer, BVK Direct nor Wendling Printing due to single tier offerings.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Big Mountain Imaging.
- Aggregation is not applicable with American Solutions for Business, Berry Network, Burton & Mayer, BVK Direct nor Wendling Printing due to single tier offerings.

### Awarded suppliers

Supplier	New	Expiring
	PP-SV-067	PP-AC-073
	PP-SV-068	New
	PP-SV-069	New
	PP-SV-070	New
	PP-SV-071 AS-SV-071	PP-MM-177
	SD-SV-002	New
	PP-SV-072	New

Big Mountain Imaging and Burton & Mayer are small business enterprises (SBE).

ST Printing & Communications is a [SEEDS™](#) supplier; veteran-owned business enterprise (VET) effective June 15, 2016.

The current agreement with Marketing Resource Solutions (SD-AC-002) expires March 31, 2016.

#### Financial considerations:

- Value-adds, including rebates, no charge services and multi-service discounts

#### Service considerations:

- Types of services offered
- Target region and demographics
- Ability to meet deadline

#### Roadblocks to conversion:

- Geographic coverage
- Local relationships
- In-house marketing and advertising capabilities

## Advertising Services

Effective January 1, 2016

Expires December 31, 2018

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Berry Network offers no-charge services and a Yellow Pages rebate as value-adds.
- Big Mountain Imaging and BVK Direct offer no-charge services as value-adds.
- Wending Printing offers rebates as a value-add.

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

### Full launch content and additional resources available

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

## Service Awards and Promotional Products

Effective June 1, 2016

Expires August 31, 2019

### Products and services available

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

### Class of trade

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

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

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

### Full launch content available

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### Awarded suppliers

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

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

#### Financial considerations:

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

#### User satisfaction:

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

#### Roadblocks to conversion:

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

## Bulk Oxygen

Effective November 1, 2014

Expires October 31, 2017

### Products and services available

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

### Class of trade

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

<a href="#">Airgas Inc.</a>	Tom Keating	908.892.5600	<a href="mailto:tom.keating@airgas.com">tom.keating@airgas.com</a>
<a href="#">Air Liquide</a>	Troy Fowler	512.417.9803	<a href="mailto:troy.fowler@airliquide.com">troy.fowler@airliquide.com</a>
<a href="#">LifeGas</a>	Mark Sanda	205.368.5761	<a href="mailto:mark.sanda@lifegas.com">mark.sanda@lifegas.com</a>
<a href="#">Praxair Inc.</a>	Charles Tortorello	630.320.4168	<a href="mailto:chuck_tortorello@praxair.com">chuck_tortorello@praxair.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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





### Full launch content and additional resources available

- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
- [Bulk oxygen calculator](#): An Excel spreadsheet that provides the location of the suppliers' nearest air separation unit (ASU) to your facility, along with a worksheet that can be used to list and calculate fees specific to your facility.

### Related Category

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

### Awarded suppliers

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

### Financial considerations:

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

### Roadblocks to conversion:

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

## Category Market Intelligence Services

Effective August 1, 2016

Expires July 31, 2019

### Products and services available

This category includes category-level market intelligence and industry information (such as market segmentation, market characteristics, industry conditions, key supply chain factors, key competitors, industry performance and forecast) for various types of products and services.

### Class of trade

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

<a href="#">IBISWorld</a>	Robert Kempken	310.866.5151	<a href="mailto:robert.kempken@ibisworld.com">robert.kempken@ibisworld.com</a>
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**Note:** Supplier contact information is current as of July 20, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher.
- A member agreement is required. See Exhibit H Sample Member Agreement for details.

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- IBISWorld's new agreement pricing offers a 60 percent discount off of list price.
- Available direct: IBISWorld

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


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### Related category

- **Healthcare Technology Assessment Resources:** Services that provide comparisons of medical devices and assess and address patient safety, risk management, quote analysis, capital analysis, evidence-based practices and value analysis

### Awarded supplier

Supplier	New	Expiring
	PP-SV-121	New

This category was negotiated using the open sourcing process. See the value analysis toolkit for details.

#### Financial considerations:

- Number of reports needed

#### Service considerations:

- Industry and purchasing lines with available reports

#### Roadblocks to conversion:

- In-house market intelligence services

## Clinical Equipment Repair and Maintenance Services

Effective October 1, 2016

Expires September 30, 2019

### Products and services available

This category includes the third-party outsourcing of clinical biomedical engineering, which includes the repair, maintenance and diagnostic services of clinical equipment. Equipment management programs and parts-only service agreements are also included.

This category was previously sourced as Clinical Engineering.

### Class of trade

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

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

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

### How to operationalize these agreements

- All suppliers, except PartsSource, require a signed member agreement.
- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Northfield and Siemens.
- GE requires PMDF/PA at all tiers.
- PMDF/PA is not applicable with Aramark as there are no tiers associated with that agreement.
- PMDF/PA is not required with Remi as their tiers are based on Premier aggregate spend.
- Conquest Imaging, PartsSource, Philips, RS&A and Trisonics have a single tier. PA/PMDF is not required.

### Awarded suppliers

Supplier	New	Expiring
	PP-SV-125	PP-MM-238
	PP-SV-107	New
	PP-SV-124	PP-MM-240
	PP-SV-108	New
	PP-SV-123	New
	PP-SV-122	New
	PP-SV-120	New
	PP-SV-110	New
	PP-SV-111	New
	PP-SV-112	New

Northfield is a woman-owned business enterprise (WBE). RS&A and Trisonics are small business enterprises (SBE).

The current agreement with Modern Medical (PP-MM-239) expires September 30, 2016.

**Remi Group has terminated their agreement effective April 3, 2017.**

#### Financial considerations:

- Additional fees (24/7 coverage, adding equipment to inventory, restocking, OEM maintenance)
- Value-adds

#### Service considerations:

- Type of service (onsite/offsite full service, depot repairs, parts only)
- Uptime guarantees
- Maintenance completion thresholds

#### Roadblocks to conversion:

- Geographic coverage
- Facilities with in-house clinical biomedical engineering teams

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Aramark and Northfield.
- GE and Siemens allow aggregation for multi-facility systems.
- Aggregation is not applicable with Remi as their tiers are based on Premier aggregate spend.
- Conquest Imaging, PartsSource, Philips, RS&A and Trisonics have a single tier. Aggregation is not applicable.

### Other key value and terms

- Pricing and discount percentages are firm for the term of agreement with all suppliers, except Aramark and PartsSource.
  - Aramark shall provide best available pricing for the member's custom design solution at the time the member enters into an agreement.
- Conquest Imaging's new agreement offers 15 percent savings compared to list price.
- Northfield Medical's new agreement offers 28.6 percent savings on Tier 1 compared to list price.
- Northfield Medical offers a 2 percent early payment discount.
- Philips offers 32 percent savings compared to list price.
- Philips offers multiple value-adds, including an exterior body parts package, preferred labor rates and in-house engineering value-adds.
- RS&A offers a 2 percent early payment discount.
- Trisonics offers 5 percent savings on parts compared to list price.

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

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- [Clinical equipment repair and maintenances guide](#): A best practice guide written by Premier staff and subject matter experts to help you negotiate service agreements.

### Related category

- **Support Services Outsourcing – Facilities Operations**: Third-party outsourcing of facilities management services (housekeeping, linen services, plant operations and patient transport)



## Cylinder Gases

Effective November 1, 2014

Expires October 31, 2017

### Products and services available

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

### Class of trade

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

<a href="#">Air Liquide</a>	Troy Fowler	512.417.9803	<a href="mailto:troy.fowler@airliquide.com">troy.fowler@airliquide.com</a>
<a href="#">Airgas Inc.</a>	Tom Keating	908.892.5600	<a href="mailto:tom.keating@airgas.com">tom.keating@airgas.com</a>
<a href="#">Linde</a>	Mark Sanda	205.368.5761	<a href="mailto:mark.sanda@lifegas.com">mark.sanda@lifegas.com</a>
<a href="#">Praxair Inc.</a>	Charles Tortorello	630.320.4168	<a href="mailto:chuck_tortorello@praxair.com">chuck_tortorello@praxair.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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





### Full launch content available

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### Related Category

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

### Awarded suppliers

Supplier	New	Expiring
 AIR LIQUIDE	PP-MM-282	PP-MM-183
 Airgas	PP-MM-283	PP-MM-182
 THE LINDE GROUP Linde	PP-MM-284	PP-MM-184
 PRAXAIR Making our planet more productive	PP-MM-285	PP-MM-185

### Financial considerations:

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

### Roadblocks to conversion:

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

## Equipment Liquidation and Related Services

Effective May 1, 2016

Expires April 30, 2019

### Products and services available

This category includes liquidation and disposal services for excess medical and non-medical (office, IT) equipment.

### Class of trade

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

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

**Note:** Supplier contact information is current as of February 14, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required with any suppliers due to single tier offerings.
- A service agreement is required for all services with Centurion.

### Aggregation opportunities








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

### Other key value and terms

- Pricing is firm for the term of agreement.
- Centurion offers value-adds, such as asset relocation software, free appraisals and online time auction rebates.
- EcoMed offers reduced fees and waived fees as value-adds.
- Ettin Group offers performance commission discounts, shipping and handling commission discounts and travel expenses discounts as value-adds.
- Manage Resource Group offers access to Appraise Now™ as a value-add.

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

### Awarded suppliers

Supplier	New	Expiring
 <b>AnewMed</b>	PP-SV-100	New
 <b>BidMed</b>	PP-SV-148	PP-MM-228
 <b>Centurion Service Group</b>	PP-SV-101	PP-MM-229
 <b>EcoMed</b>	PP-SV-086	New
 <b>Ettin Group</b>	PP-SV-089	New
 <b>Manage Resource Group, Inc.</b>	PP-SV-087	PP-MM-230
 <b>tekyard</b>	PP-SV-088	New

Centurion is a small business enterprise (SBE), and Tekyard is a minority-owned business enterprise (MBE).

BidMed LLC was added to the category effective April 1, 2017.

### Financial considerations:

- Supplier service fees and equipment revenue models
- Payment terms (from the member to the supplier and from the supplier to the member)

### Service considerations:

- Auction types and auction procedures
- Policies and programs for unsold equipment and specific items, such as batteries

### Roadblocks to conversion:

- Local relationships
- Geographic coverage

## Equipment Liquidation and Related Services

Effective May 1, 2016

Expires April 30, 2019

### Full launch content and additional resources available

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

### Related category

- **Refurbished Capital Equipment:** Capital equipment that has been either refurbished or remanufactured and is available for purchase

## Products and services available

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

## Class of trade

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

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

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

## How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required with either supplier due to single tier offerings.
- Both suppliers require subscription agreements. Speak with supplier for details.

## Aggregation opportunities

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

## Other key value and terms

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

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

## Full launch content and additional resources available

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

## Awarded suppliers

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

### Financial considerations:

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

### Service considerations:

- Reporting capabilities
- Industry experience and areas of expertise

### Roadblocks to conversion:

- Availability of purchased services module

## Patient Beds, Mattresses and Therapeutic Surfaces – Rental

Effective March 1, 2016

Expires February 28, 2019

### Products and services available

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

### Class of trade

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

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

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

### How to operationalize these agreements

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

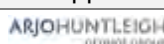





### Aggregation opportunities

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

### Other key value and terms

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

### Awarded suppliers

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

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

### Full launch content and additional resources available

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

### Related categories

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

## Peak Use Rental Equipment

Effective December 1, 2016

Expires November 30, 2019

### Products and services available

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

### Class of trade

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

<a href="#">Freedom Medical</a>	Bonnie Francis	610.903.0200	<a href="mailto:bfrancis@freedommedical.com">bfrancis@freedommedical.com</a>
<a href="#">Martab Medical</a>	Anthony Marmo	800.229.2290 x225	<a href="mailto:amarmo@martab.com">amarmo@martab.com</a>
<a href="#">UHS</a>	Tony Lacroix	706.414.8145	<a href="mailto:calacroix@uhs.com">calacroix@uhs.com</a>
<a href="#">US Med-Equip</a>	Tim Heck	877.677.7767	<a href="mailto:theck@usmedequip.com">theck@usmedequip.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities





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

### Other key value and terms

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

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

### Awarded suppliers

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

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

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

#### Financial considerations:

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

#### Customer safety and satisfaction:

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

#### Roadblocks to conversion:

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

**Full launch content and additional resources available**

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

**Related categories**

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



## Intraoperative Neurophysiological Monitoring Services Effective November 1, 2015

Expires October 31, 2018

### Services available

Intraoperative neuromonitoring (IONM) is the use of advanced electrophysiological modalities to monitor and evaluate the functional integrity of critical neural structures (brain, nerves, and spinal cord) in real-time during surgeries where these structures potentially could be at risk.

### Class of trade

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

<a href="#">Biotronic</a>	Victor Coscarelli	734.213.3957	<a href="mailto:victorc@biotronic.com">victorc@biotronic.com</a>
<a href="#">Sentient</a>	Mary Johnson	410.666.2588	<a href="mailto:majohnson@sentientmedical.com">majohnson@sentientmedical.com</a>

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

### How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2. A separate Facility Agreement may be required prior to providing service.

### Aggregation opportunities

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

### Other key value and terms



- Pricing is firm for the term of the agreement.
- Tier requirements based on case volume annually.
- Biotronic offers flat pricing compared to expiring agreement pricing.
- Sentient offers up to 15 percent discount off list pricing.
- Biotronic and Sentient offer 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 available

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

Supplier	New	Expiring
	<b>PP-SV-062</b>	PP-OR-903
	<b>PP-SV-063</b>	New

#### Financial considerations:

- Pricing and fee structure
- Cost of in-house staff compared to outsourced service
- Discounts for early payment

#### Patient safety and satisfaction:

- Early detection and possible reduction/elimination of nerve damage
- Board certified neurologists monitor each case for accurate interpretation
- Professional expertise available for rural and remote communities

#### Roadblocks to conversion:

- Use of in-house staff

## Sleep Diagnostic Services

Effective June 1, 2017

Expires May 31, 2020

### Products and services available

This category includes outsourcing sleep lab services and management in a hospital or practice. Service providers specialize in complete evaluation, testing, diagnosis and treatment of sleep disorders. Home test studies are also included.

### Class of trade

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

<a href="#">MedBridge</a>	Drew Brennan	410.691.3998	<a href="mailto:dbrennan@medbridgegroup.com">dbrennan@medbridgegroup.com</a>
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**Note:** Supplier contact information is current as of February 21, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

### How to operationalize this agreement

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

### Aggregation opportunities

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

### Other key value and terms

- Pricing is firm for the term of agreement.
- Dynamic pricing is available in Supply Chain Advisor. Members should answer the questions on Exhibit A-3 Service Price List, and the Exhibit A-3 will calculate their facility's price per test. Pricing varies based on services requested and the facility's state's labor rates.
- Based on the customizable nature of this category, a financial analysis is not available.
- MedBridge requires that members provide the last 12 months of volume for the services requested and/or have a minimum monthly average study volume of 20 studies per month per bed.
- Available direct: MedBridge

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


### Full launch content and additional resources available

- [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

- **Polysomnography (PSG) and Neurological Equipment and Accessories:** PSG analyzers are used for the diagnostic evaluation of sleep or sleep-related disorders, while neurological equipment is used to measure the status and function of the central and peripheral nervous systems of patients in a variety of settings

### Awarded suppliers

Supplier	New	Expiring
 MEDBRIDGE HEALTHCARE	<b>PP-SV-155</b>	PP-SV-018*

\*In March 2016, MedBridge completed its [merger](#) with Sleep Services of America.

Current agreements with Cleveland Medical (PP-SV-013), Florida Apnea Diagnostics (PP-SV-014), Medical Decision (PP-SV-015), Persante Sleep Care (PP-SV-016) expires May 31, 2017.

The agreement with SleepMed expired September 27, 2015.

#### Financial considerations:

- Medicare and Medicaid reimbursement
- Dynamic pricing

#### Patient safety and satisfaction:

- Lab accreditation
- Home tests versus in-lab tests
- Ability to use competitor's equipment in facility's sleep lab

#### Roadblocks to conversion:

- Capital/construction budget constraints
- Facility uses own staff to provide sleep diagnostic
- Local relationships

## 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 Borgholl	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

- [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
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

## 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 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="#">30TUnit 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

- [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
 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

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

### Awarded suppliers

Supplier	New	Expiring
	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

- [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 service providers

Supplier	New	Expiring
	PPPH19CII01	PPPH16CII01
	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

### 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

## High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

### Services available

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

### Class of trade

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

<a href="#">Hygia</a>	Glenn Chenot	865.755.3181	<a href="mailto:glenn.chenot@hygia.net">glenn.chenot@hygia.net</a>
<a href="#">ReNú</a>	Amy Long	425.353.1110 x312	<a href="mailto:amy@renumedical.com">amy@renumedical.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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

### Additional resources

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

### Awarded suppliers

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

- Staff education about HLDR versus sterile reprocessing

## High Level Disinfection Reprocessing

Effective January 1, 2016

Expires December 31, 2018

### Related categories

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

## Outsourced Sterilization Services

Effective January 1, 2017

Expires December 31, 2010

### Products and services available

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

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

### Class of trade

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

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms


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

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

### Full launch content and additional resources available

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

Supplier	New	Expiring
	<b>PP-MM-446</b>	PP-MM-247 PP-MM-249

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

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

## Sterile Reprocessing

Effective February 1, 2017

Expires January 31, 2020

### Products and services available

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

### Class of trade

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

<a href="#">J&amp;J</a>	Daniela Taylor	732.562.7554	<a href="mailto:dtaylor@its.jnj.com">dtaylor@its.jnj.com</a>
<a href="#">Stryker</a>	Erin Broeske	888.888.3433 ext. 5326	<a href="mailto:erin.broeske@stryker.com">erin.broeske@stryker.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities



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

### Other key value and terms

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

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

### Awarded suppliers

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

#### Financial considerations:

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

#### User satisfaction:

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

#### Roadblocks to conversion:

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

## Sterile Reprocessing

Effective February 1, 2017

Expires January 31, 2020

### Full launch content and additional resources available

- [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.
- [J&J and Stryker Catalog and OEM Manufacturer Numbers Crosswalk](#): Excel workbook containing a listing of catalog numbers and OEM manufacturer numbers associated with the products.

### Related category

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

## Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

### Services available

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

### Class of trade






















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

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

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

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

### Awarded suppliers

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

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

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

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



## Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

### How to operationalize these agreements

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

### Aggregation opportunities

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

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

### Other key value and terms

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

### Full launch content available

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

### Related categories

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

### Financial considerations:

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

### Service considerations:

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

### Roadblocks to conversion:

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



# Custom Contracting



**Did you know that Premier offers custom contracting in particular areas of focus?** See below for a list of custom contracts completed for Premier member groups and systems that are also available to you.

Contract number	Category	Supplier
CC-SV-035	Transportation/Courier	MedSpeed
CC-SV-002	Telecommunications Expense Management Services	Tangoe
CC-SV-003	Surplus Surgical Inventory Services	WestCMR
CC-SV-006	Waste Management Services	Trifecta Environmental
CC-FA-003	Electrical Products and Service	Fromm Electric
CC-FA-004	Vendor Scrub Management Services	REPSRUBS
CC-SV-007	Document and Record Offsite Storage Services	Retrievex
CC-FA-007	Behavioral Health Furniture and Design Services	Blockhouse
CC-SV-009	Kanban Inventory Products and Services	Pegasus
CC-LA-002	Specialty Lab Testing Services	NeoGenomics
CC-SV-008	Logistics Management Services	TRIOSE
CC-IT-003	Technology Asset Disposition Services	Cascade
CC-IT-002	Telecommunication Services	Granite
CC-FA-009	Architectural/Retrofit Services	Kerney & Associates
CC-SV-022	Clinical Education and Assessment Services	SIMNext (Health Scholars)
CC-SV-034	Corrugated and Solid Fiber Box Manufacturing	PCA
Multiple contract numbers	HIMS Coding, Auditing and CDI Services	Multiple suppliers



Interested in learning more about these opportunities?

[Contact custom\\_contracting@premierinc.com.](mailto:custom_contracting@premierinc.com)

Interested in creating a custom contract for your system or member group?

[Contact your Premier representative.](#)



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# Purchased Services



## Purchased services

It's time to talk about purchased services. Provider consolidation, and the subsequent rapid horizontal growth of many health systems, has created a decentralized purchasing nightmare. When health systems grow, supply chain teams typically remain centralized. That's not the case for purchased services contracts, which often exist in numerous departments across each facility. Purchased services is a big, highly complex challenge that has been decades in the making. There is no denying cleaning up the purchased services space can be a daunting and seemingly impossible task, but the potential savings are well worth the effort.

Whether an organization is beginning its purchased services journey or has started to tackle some of the "low hanging fruit" opportunities abound. The savings achieved in purchased services can be huge for both the health system and the nation's healthcare industry as a whole.

The healthcare industry has long been focused on bringing down costs on medical products, devices and drugs through price-point negotiations or resource utilization efforts. While the work is not finished on medical - surgical products, the focus is appropriately shifting to reducing purchased services spend. This change is due in part to the number of health systems that are now seeing outsourced labor and services spend exceed supply and pharmaceutical spend.

**\$50 BILLION**  
COMBINED ANNUAL SPEND



**20% – 25% OF  
TYPICAL IDN  
PURCHASED SERVICES  
TOTAL SPEND**

Premier, a leading healthcare improvement company that offers supply chain solutions, integrated data and analytics, and advisory services, reviewed the Accounts Payable (AP) data of more than 150 of its members. The data, which came from both IDNs and stand-alone hospitals and health systems, represented a combined annual AP spend of more than \$50 billion. A typical IDN allocates between 20 and 25 percent of its total operating expense to purchased services, while large, multi-state IDNs may allocate as much as 35 percent of their spend to

purchased services. Thus, the average health system in the member cohort spends between \$600 and \$800 million annually in operating expenses.

## A decades-old challenge

Long-existing problems in the purchased services arena have been compounded by recent and sudden shifts in the industry. Payment reforms – which put health systems' skin in the game in terms of penalties and rewards for total cost of care – have naturally increased internal scrutiny on all costs. These reforms have happened quickly and on a large scale, exacerbating the already big problem of decentralized contracting decisions. Historically, contracting for services has been done at a service-line leader level. In other words, legal departments contracted for external counsel; IT departments contracted for technology products and solutions; and facilities management teams hired building and property management providers. Broadly, different groups within a hospital (or individual hospitals within an IDN) are responsible for acquiring outsourced services relevant to them.

For instance, one hospital would give its respiratory unit responsibility for contracting gasses, while another hospital would give that responsibility to the ICU unit. If these two hospitals then merged but the combined organization did not centralize its services contracts, it could mean years of overlapping or even competing contracts.

Adding to the issue of service contracting is another underlying problem for many providers. Their purchased services contracts are not (and typically have *never* been) put through any type of real sourcing event, much less one with multiple bidders and a multidisciplinary team that is looking at all suppliers and making decisions in a holistic way. And because these contracts aren't managed by sourcing professionals, they can often contain evergreen clauses and other problematic terms – meaning if no one cancels them, they never expire.

Although many of these contracts may have initially been in the \$250,000 to \$350,000 range, over the years they have grown into multi-million dollar expenses. Even a

***“Savings achieved in purchased services can be huge for both the health system and the nation’s healthcare industry as a whole.”***



contract for call answering services at a large IDN with multiple physician practices could exceed \$500,000 per year. In areas such as biomedical engineering and IT, where new innovations are constantly replacing the old, failure to keep an eye on those contracts could mean an organization is paying for things it no longer uses. These years of wasteful and needless spending all stem from a lack of oversight and management of the original small-dollar contracts.

## More responsibility than ever before

In the past, many supply chain departments had oversight of medical devices, services, and (maybe) pharmaceuticals. Now, with health systems increasingly responsible for total cost of care, many supply chain departments are responsible for managing all of their organization's non-labor spend, as well. On top of that, they are challenged with adjusting and scaling supply chain resources to meet the needs of an ever-growing organization, including additional services found outside of a non-acute care setting

**Getting and maintaining control of an organization's purchased services spend is not just simple housecleaning. Achieving success in this area requires both an enterprise-wide cultural and operational shift.**

However, those changes are easier said than done. A wealth of variables make it such that there is not one canned approach all organizations can use to reduce spend.

And although each organization will have a unique journey achieving savings in purchased services, they all start at the same place: the data.

A great deal of time needs to be spent on the collection and analysis of data, beginning with research on who the organization is paying and what services those vendors are providing. Once vendors are categorized, services can be prioritized by number of vendors used or the perceived size of the savings opportunity. **One best practice at this stage is to turn to the experts. A provider organization would be shrewd to have an independent analysis done of all of the system's purchased services, something that Premier has been doing at no cost to its members for the last 18 months.**

*Achieving success in purchased services requires both an enterprise-wide cultural and operational shift.*

## Tips and tricks for successfully driving savings through purchased services:

### National vs. local contracting

When deciding between national and local contracting, consider:

- The degree to which the direct relationship between the provider and the vendor will affect the quality of the service.
- How much the service and the contract must be tailored to fit the unique needs of a provider.
- How many variables are involved in the service.
- If the vendor needs to be onsite

### Reducing purchased services spend:

When beginning the endeavor of reducing purchased services spend, consider:

- Getting the C-suite executives engaged and on board with this process from the start.
- Working with the C-suite to get a clear determination of which areas are hands on and which are hands off.
- Anticipating some of the biggest opportunity areas may be deemed hands off.
- Being mindful of the internal and local politics that may be at play in decision making.



## Expect challenges

Each purchased services category is unique and will present its own set of challenges, but across the board, a decision will have to be made whether to contract at a national level or local level. The nature of purchased services can make this tricky.

A few things to consider when deciding between national and local contracting are:

- 1) The degree to which the direct relationship between the provider and the vendor will affect the quality of the service.
- 2) The necessity of specifications and tailoring of the service to suit the unique needs of a provider.
- 3) How many variables are involved in the service? The greater number of variables (e.g., driving distance, volume, etc.), the more challenging it is to ensure value and consistency for everyone at every stage. Consider contracting locally for these kinds of services.
- 4) Does the vendor need to be on-site? For services that do not require an on-site presence (i.e., financial services), it likely makes more sense to contract at a national level.

During this stage, best practices include:

- 1) Get C-suite and executive sponsors engaged with this process from the start.
- 2) After all of the data is in, supply chain should work with the C-suite to get a clear determination of which areas are greenlit and which are off-limits.
- 3) Supply chain leaders should anticipate some of the biggest opportunities for potential savings may be deemed “hands-off.” There may be some areas that have a lot of potential but the organization lacks the capability or tolerance to pursue at the given time.
- 4) Be mindful of the human element. In purchased services more so than with medical devices, internal and/or local politics play a big factor in whom an organization contracts.

While it is possible the organization actually does not have the capability to take on a certain area, it is also possible the pushback is due to social or political reasons or hesitancy.

It is not enough to get a list of areas that are “hands off,” especially when those areas have lucrative opportunities. Running the numbers is the easy part of deciding with whom to contract. It is important supply chain leaders come to the table with strong data to back them up, especially when reviewing contracts that have a heavy relationship component.

## KPIs

Determining the value of purchased services can be tricky. That's why key performance indicators (KPIs) are extremely important when establishing appropriate pricing for services. An organization needs to determine KPIs that are measurable, demonstrable and consistent before going out to bid. And there needs to be broad understanding of the service requirements, including population being served, the volume of usage, and case-mi index.

In addition to negotiating a better price for a given service, creating value around contracts involves developing criteria as to when and how the service should be used, and ensuring all compliance measures are in place.

Building KPIs with these elements in mind will pave the way for developing the right type of contract and ensuring the organization is getting a service that complements the price point.

## Sourcing events

When an organization is ready to start looking for service vendors, it is important for supply chain leaders to be mindful of not limiting its search to companies that already have a healthcare footprint.

Keep in mind purchased services is an area where a supply chain leader can really show the value a disciplined strategic sourcing process can bring to an organization.

Demonstrating how the sourcing process works and how supply chain is capable of driving a process that brings great value to the organization will elevate the department and allow leaders to shine.

That said, start small, smart, and, if need be, slowly. It is more important to get some early wins and successes to prove value than it is to take on larger categories that may encounter hiccups along the way.

*Purchased services is an area where supply chain leaders can show the value a disciplined strategic-sourcing process brings to an organization.*



## How Premier can help

With sourcing expertise, a vast contract portfolio and subject-matter knowledge, Premier works with healthcare providers to help them get their arms around purchased services and to reduce the cost of care for everyone. First, time is spent analyzing the health system's data, in order to create both short-term and long-term cost reduction and service improvement goals.

To do this, education is the key. Premier is working to create value for members at every level.

Through a value analysis process, Premier has found best practices for purchased services that apply to hospitals of all sizes. When signing purchased services contracts, it is important to establish a defined and controlled internal process surrounding who can sign contracts and the amount for which they can sign. This ensures all contracts are reviewed by necessary parties and cleared through supply chain. That also allows supply chain to maintain a copy of the contract within their resources, so that if other departments are looking to contract for that service, the supply chain team can ensure they use the same vendor whenever possible.

Best practices for contract review include:

- Legal review
- Financial review
- Multidisciplinary team discussion around how the service change may impact other departments

Premier's dedicated team works to give guidance on what to look for in a service contract, provide best practices on how to negotiate, suggest metrics at which to look, and move purchased services initiatives forward.

Premier is actively searching for the companies and categories where national contracts can create additional value for its members, while still providing value to suppliers. In order to ensure members receive the best selection of services, Premier's sourcing team walks suppliers through the opportunities they have with Premier and ensures they understand the processes.

Based on analysis of more than \$50 billion in AP spend from 150 different health systems, Premier can typically identify 10 to 12 multi-million dollar categories where health systems can save 8-25 percent.

**10 - 12**  
MULTI MILLION DOLLAR  
CATEGORIES

DRIVE COST SAVINGS OF  
**8% - 25%**

Exactly how much savings depends largely on three things:

- 1) How long it has been since the member sourced the category;
- 2) How able and willing the member is to drive standardization in the organization and put the areas through a formal bidding process; and
- 3) How willing the member is to look at utilization of services, not just price.

Working with Premier to ensure proper contracts and terms are in place, it is possible to drive savings by as much as 30 or 40 percent. The impact of these savings on total operating expenses can mean the difference between winning and losing in value-based care.

***“The impact of purchased services savings can mean the difference between winning and losing in value-based care.”***



# PremierPro™ TELECOM SOLUTIONS

## ONE PARTNER. ALL NETWORKS. YOUR SOLUTION.

The healthcare industry is at the crossroads of two massive developments: widespread governmental reform and an unprecedented opportunity to leverage cutting edge technology. In the wake of these converging forces, many organizations face a major struggle to realize promised technology benefits.

**PremierPro™ Telecom Solutions** assists healthcare clients in navigating the complex and confusing telecommunications landscape. We optimize telecommunications by bringing together multiple carriers creating one single point of contact for the client. Our solutions cover the broad spectrum of telecommunications challenges, leveraging relationships with a strong mix of **100+ carriers and over 30 years of combined industry experience.**

**PremierPro™ Telecom Solutions** designs your network to seamlessly, securely and cost-effectively deliver the reliability and scalability you need to transform healthcare and save lives.



## CUSTOMIZED SOLUTIONS

**PremierPro™ Telecom Solutions** offers solutions customized to your needs, whether you use multiple carriers, are a centralized hospital or a multi-location integrated delivery network. We adapt our recommendations to consider if you are in a hyper-expansion mode or downsizing, considerate of your bandwidth consumption.

**PremierPro™ Telecom Solutions** looks at what services you use in telecommunications (voice, internet, data, etc.) and makes sure you are getting the most optimized services for your investment. Bring in **PremierPro™ Telecom Solutions** experts to assess your situation at zero cost. We will provide objective recommendations based on your needs, resulting in typically **15-25% savings opportunity** for you in the process.



**KEY  
ADVANTAGES**

**Single point of contact**

**Multi-carrier management**

**Objective recommendations**

**Centralized provisioning**

**Technological sensitivity**

**Communications management**

**Increased carrier penetration**

**Control of competition**

**Speed, capacity, innovation**



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**MAXIMIZING YOUR COMMUNICATIONS RETURN**

**PremierPro™ Telecom Solutions** has relationships with a strong mix of carriers for clients’ domestic and international communications requirements. From POPs Links to 10 gig waves we have relationships that make a difference. Our solution includes project management of the optimization of voice, wireless, data and hardware communications systems.

**WIRELESS COST CONTROL**

Let **PremierPro™ Telecom Solutions** manage, inventory and optimize your wireless devices. We have the software and relationships that simplify this process. We act as your outsourced communications department at no charge for as long as your company utilizes a carrier from our portfolio. **PremierPro™ Telecom Solutions** consolidates multiple carrier proposals onto one easy-to-read spreadsheet for a “side by side” carrier comparison.

**LOW LATENCY NETWORK DESIGN**

Gain an edge in a competitive market with low-latency high-bandwidth network services. Whatever your industry vertical, whether you have 10 employees or 10,000, find out what **PremierPro™ Telecom Solutions** can do for you. If your connectivity needs span across town or across the country, we have a comprehensive suite of ethernet, data and IP solutions to meet your unique business demands.

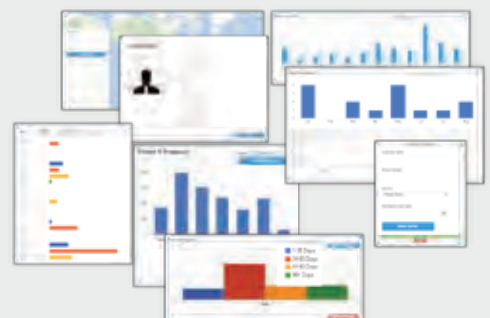
In the healthcare industry, a microsecond delay can have major repercussions. **PremierPro™ Telecom Solutions** offers best of breed exchange connectivity. This service provides the lowest latency, shortest fiber routes available today with dark fiber and lit service connectivity.

**INVENTORY MANAGEMENT PORTAL**

Inventory Management clients benefit from technology-driven services that allow fixed and mobile inventory to reside in one centralized database. Each item is linked to the corresponding contracted rate and audit, usage, speed and activity data, available down to the individual item level. Inventory management ensures that organizations actually pay for what they are using by tracking changes to products, rates, and activities, alerting clients to under and non-utilized inventory, products, and services, and validating inventory against invoices and contracts.

**One View Telecom Management System (TMS)**

- Find new carriers
- Track sales vs. quotas
- Monitor funnel and prospects
- Agent management





## Premier Insurance Management Services (PIMS)

### ➔ Captive Management Services

Achieve strategic goals with powerful resources and expertise in regulatory compliance, financial accounting, underwriting services, governance services and quality improvement. Lower your cost of risk and tackle the issues healthcare organizations face with a team of claims managers, attorneys and clinicians who understand healthcare's changing landscape.

### ➔ Claim Management Services

Optimize, manage or build effective claim management processes to effectively and efficiently manage claims, reserve exposures, and avoid unexpected results. Using an objective scoring methodology, we will measure your capability and compare them to industry best practices and processes identifying opportunities and metrics to help you evaluate effectiveness.

### ➔ Risk Management Services

Improve quality, patient safety and reduce risk with our client-centered risk management consulting services. Our experienced clinical consultants understand the hospital model both financially and operationally. On site assessments, assistance with self-assessments, educational webinars, benchmarking and claims analysis with follow-up risk reduction strategies will help you reach your risk management goals and objectives.

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### Learn more:

➔ **Contact:** Les Meredith, 858.509.6529, [les\\_meredith@premierinc.com](mailto:les_meredith@premierinc.com)

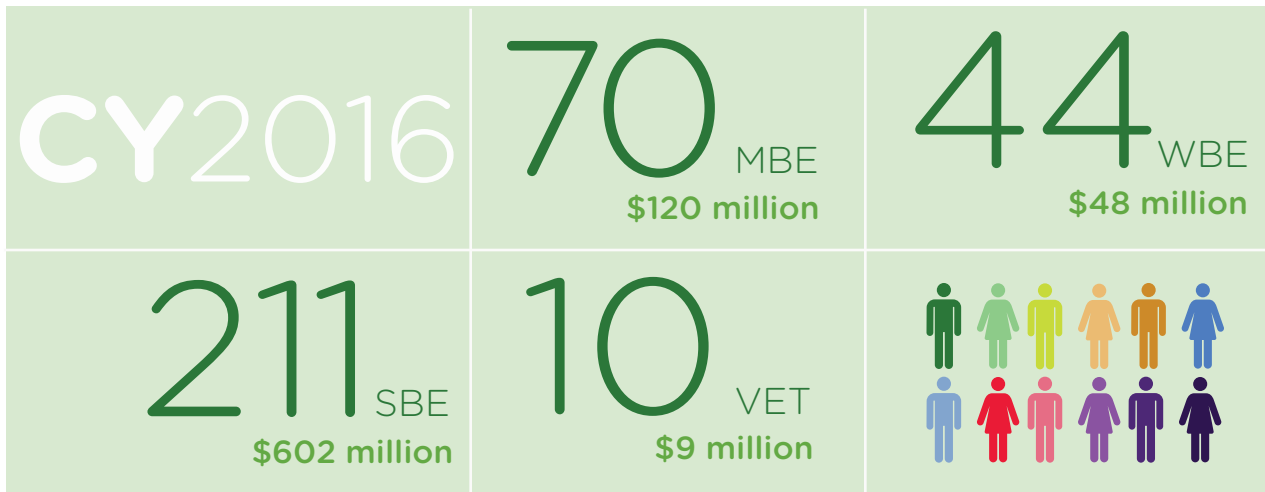
➔ **Web page:** [www.premierinc.com/insurance](http://www.premierinc.com/insurance)



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.



# Purchased Services Field Team



## Jeff Little, CRCST, CMRP

Jeff has over 25 years of healthcare and hospital related experience, including clinical, operational and consulting. He has worked for various large, world-class healthcare organizations in the Houston, TX area both as a clinician, as well as a supply chain and support operations executive. Using his extensive hospital operations experience, Jeff has focused the last eight years on purchased services consulting and contracting and has a proven track record for realizing value and benefit for hospital clients of all sizes. Jeff has experience in operational consulting and custom contract negotiations as related to hospital purchased services. Jeff was most recently a practice lead for a large healthcare performance improvement GPO based consulting group and helped build the purchased services practice from the ground up, as well as successfully integrate the consulting practice with the sourcing and contracting group within

the GPO. Jeff has a Bachelor's degree from Trinity, as well as a Master's in Business from Western Governor's University. Jeff is an active member in the Association for Healthcare Resource and Materials Management (AHRMM), American College of Healthcare Executives (ACHE) and International Association of Healthcare Central Service Material Management (IAHCSMM) and has spoken at multiple conferences on healthcare purchased services.



## Terrilynn Rubell

Terrilynn has almost twenty years of experience in healthcare that includes ten years of purchased services contracting and consulting. She previously served as vice president of purchased services for a national GPO where she led supplier contracting efforts and directed programs to grow member utilization of the contract portfolio. She most recently worked with hospital customers on consulting initiatives designed to identify and negotiate cost savings in purchased services categories. Throughout her career, Terrilynn has been recognized for her ability to develop collaborative business relationships, manage projects and build and maintain relationships with customers. Terrilynn earned her Bachelor's Degree from Tulane University and a Master's in Healthcare Administration from The Ohio State University.



## David Starbuck

David previously managed healthcare business development for eBridge Business Solutions, where he helped IDNs reduce costs through competitive reverse auction RFPs. David was able to grow the healthcare segment rapidly through subject matter knowledge and a willingness to be creative with solutions. He has worked with IDNs in Kentucky, Indiana, Tennessee, Arkansas and South Carolina. David has delivered presentations at regional AHRMM chapter conferences in Kentucky, Arkansas, South Carolina and Mississippi. He holds a B.S. in Business Administration from Bryan College, a Master of Divinity from Gordon-Conwell Theological Seminary and a Ph.D. from the University of New Hampshire.

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

Members can receive the following benefits by working with the Purchased Services Field Team.

- **Expertise:** Using the expertise of the Purchased Services Field Team to supplement the expertise of their own teams
- **Resources:** Using Premier resources to assist in the sourcing process for complex categories at no additional cost
- **Data:** Using Premier's vast array of benchmarking data from highly functioning systems from around the country
- **Buying power:** Aggregating their buying power with the buying power of other similarly situated Premier members
- **Contracting process:** Bypassing the cumbersome contracting process by keeping their purchase on Premier "paper"

## Contact

If you are interested in working with the Purchased Services Field Team, please reach out to your Premier representative for more information.



# Additional resources

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

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

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