



# REACH™ Program

## Portfolio Overview and Resources

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



**REACH**<sup>™</sup>

**PREMIER**



## Save 6 to 13 percent\* on products and services you buy every day.

In today's economy, everyone faces the urgent task of protecting their bottom line. Premier REACH<sup>™</sup> has been an ally to businesses to reduce costs and improve operational performance since 1996. K-12 schools, colleges and universities, hotels, stadiums, golf courses and more are taking advantage of REACH's contracts and tools and experiencing success in their operations.

The Premier REACH portfolio includes products and services for:

- ∴ Foodservice
- ∴ Housekeeping
- ∴ Office supplies and business equipment
- ∴ Facilities (maintenance, repair and operations)
- ∴ IT/telecom
- ∴ Administrative and human resources

### Additional tools and benefits

**Supply Chain Advisor<sup>®</sup>:** Web-based contract catalog, price activation, contract management and additional contracting news and resources.

**Group buy and EXPRESSbuy<sup>™</sup>:** A time-limited opportunity for members to purchase products at a reduced price.

**Employee discounts:** Negotiated price reductions of price for many products and services that employees can enjoy.

\*Based on aggregated savings

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Through Premier REACH, you'll have access to powerful tools and resources to uncover savings and improve efficiency in procurement, labor, menu development and more. Contracts are available to cover most of your supply and service needs including:



#### Foodservice

From chicken to juices to green and sustainable products, the agreements cover your every need through top-quality manufacturers and a full-range of offerings.



#### Housekeeping

Keep your building clean at a reduced cost through our broad range of contracts for products to disinfect and clean general surface areas and flooring.



#### Office supplies and business equipment

Includes access to savings opportunities on a wide array of office supplies, from furniture to toner cartridges, pens, paper, folders and even copiers and fax machines.



#### Facilities (maintenance, repair and operations)

Designed to substantially reduce costs related to the procurement of equipment, supplies and services used for facilities operations and construction, our contracts offer outstanding value. From can liners to flooring, plumbing products to HVAC equipment controls and supplies, you'll find it all.



#### IT/telecommunications

Access to significant savings on products like PCs, monitors, printers and copiers.



#### Administrative and human resources

Save on administrative services and offerings, such as car rentals, Yellow Pages advertising, background checks, satisfaction surveys and service awards.

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#### About Premier REACH™

Premier REACH helps organizations like colleges and universities, early childhood education and K-12 schools, recreation and hospitality manage their supply chain to cut costs while improving performance. Through the program, members can take advantage of industry-leading prices offered through Premier's contracts, innovative tools, solutions and knowledge-sharing. For more information, please visit [www.premierinc.com/reach](http://www.premierinc.com/reach).

## Overview of Premier, Inc.

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

➤ **Our mission:**

To improve the health of communities

➤ **Our vision:**

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

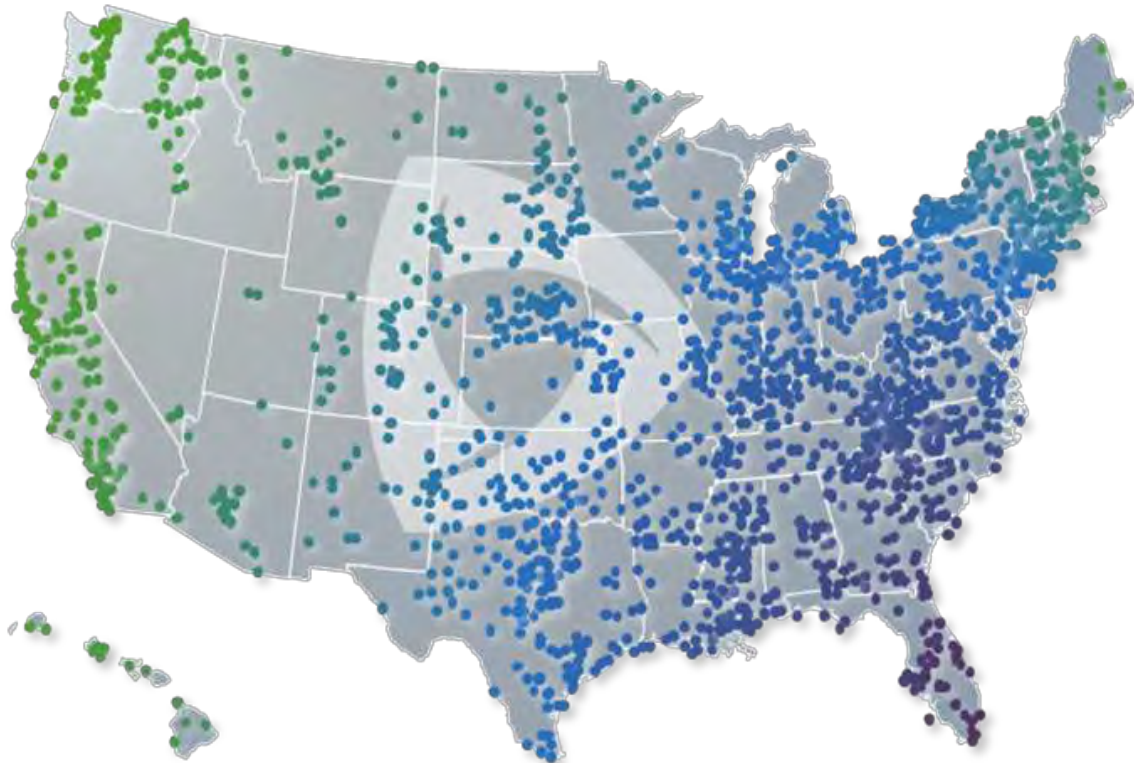
➤ **How do we do it?**

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

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

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

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





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**NOTE:** Executive summaries are included for the top Premier REACH categories. For a complete listing of REACH categories, see pages 53-59.

## 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.

## Appliances and Related Products

Effective April 1, 2015

Expires March 31, 2018

### Products and services available

This category includes refrigerators, freezers, dishwashers, stove ranges, ovens, microwaves, laundry machines (washers and dryers), and water heaters and softeners.

### Class of trade

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

<a href="#">Sears</a>	Gwen Fisher	919.559.6535	<a href="mailto:gwendolyn.fisher@searshc.com">gwendolyn.fisher@searshc.com</a>
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**Note:** Supplier contact information is current as of March 20, 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.
- To set up a new account, call 866.362.7682 or email [csfadm@searshc.com](mailto:csfadm@searshc.com) and **specify that you will be purchasing off of the Premier GPO national agreement and price list.**

### Aggregation opportunities

Aggregation is not applicable due to single tier offering.

### Other key value and terms

- Pricing is firm for the term of agreement.
- Financial analysis reveals that, depending on product subcategory, Sears offers between an average of 3.62 percent and an average of 33.86 percent savings over sears.com website pricing.
- Sears has a \$10,000 large order threshold.
- Sears has a \$60 delivery fee for up to three items. There is an additional per piece charge over three items.
- Products are available direct from Sears.

**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

- **Ice Machines and Water Dispensing Products and Services:** Ice and water dispensing machines, stand-alone water dispenser units and under-counter healthcare grade refrigeration/freezers, and related services

### Awarded supplier

Supplier	New	Expiring
	<b>PP-AC-103</b>	New

There is no ASCEND® award in this category.

#### Financial considerations:

- Warranties
- Service and maintenance
- Delivery and installation fees
- Total cost of appliance

#### Product considerations:

- Energy efficiency
- Appliance features

#### Roadblocks to conversion:

- Capital budget constraints
- Outsourced services



## Architectural Flooring Products and Services

Effective December 1, 2015

Expires November 30, 2018

### Products and services available

Types of flooring in this category include carpet, resilient (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf (AstroTurf®) and related sporting arena-type flooring systems.

### Class of trade

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

<a href="#">Armstrong</a>	David Roperti	717.672.7254	<a href="mailto:dloperiti@armstrongflooring.com">dloperiti@armstrongflooring.com</a>
<a href="#">BBL</a>	Ronald Small	704.562.6478	<a href="mailto:rgs1414@aol.com">rgs1414@aol.com</a>
<a href="#">Ecore</a>	Mark Huxta	484.571.4051	<a href="mailto:mark.huxta@ecoreintl.com">mark.huxta@ecoreintl.com</a>
<a href="#">Forbo</a>	Scott Reeder	913.620.3005	<a href="mailto:scott.reeder@forbo.com">scott.reeder@forbo.com</a>
<a href="#">Johnsonite</a>	James Bourgeois	225.205.4519	<a href="mailto:james.bourgeois@tarkett.com">james.bourgeois@tarkett.com</a>
<a href="#">Mannington</a>	Kathy Griffel	904.742.4883	<a href="mailto:kathy_griffel@mannington.com">kathy_griffel@mannington.com</a>
<a href="#">Shannon</a>	Dale Carson	407.414.7933	<a href="mailto:dalec@shannonspecialtyfloors.com">dalec@shannonspecialtyfloors.com</a>
<a href="#">Shaw</a>	Kelly Sherrill	706.832.5129	<a href="mailto:kelly.sherril@shawinc.com">kelly.sherril@shawinc.com</a>
<a href="#">Tandus</a>	James Bourgeois	225.205.4519	<a href="mailto:james.bourgeois@tarkett.com">james.bourgeois@tarkett.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Forbo, Johnsonite, Mannington, Shannon and Shaw
- A PMDF/PA is not required with Armstrong, BBL nor Tandus due to single tier offerings.









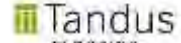
### Aggregation opportunities

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.
- According to Premier pricing scenarios, BBL is the low-cost supplier for luxury vinyl tile.
- Forbo's new agreement pricing has an overall 2.3 percent increase compared to its expiring agreement.
- Forbo offers various construction services
- Johnsonite's new agreement pricing has an overall 2.4 percent increase compared to its expiring agreement.

### Awarded suppliers

Supplier	New	Expiring
 <b>Armstrong</b>	PP-FA-562	New
 <b>BBL FLOOR</b>	PP-FA-501	New
 <b>ecore</b>	PP-FA-553	New
 <b>Forbo</b>	PP-FA-495	PP-FA-372
 <b>Johnsonite</b>	PP-FA-496	PP-FA-374
 <b>MANNINGTON</b>	PP-FA-497	PP-FA-375
 <b>SHANNON</b>	PP-FA-500	New
 <b>Shaw FLOORS</b>	PP-FA-498	PP-FA-377
 <b>Tandus FLOORING</b>	PP-FA-499	PP-FA-378

BBL is a small business enterprise (SBE).

Current agreements with Graniti Vicentia (PP-FA-373), Mondo America (PP-FA-376) and Pawling (SD-FA-021) expire November 30, 2015.

**July 2016** – Ecore International was awarded a technology breakthroughs award for its rubber-backed resilient flooring. For details, see the [technology breakthroughs contract announcement](#).

**August 2016:** Armstrong Flooring was added to the category effective August 1, 2016. For details, see the [category update document](#).

#### Financial considerations:

- Freight costs
- Installation costs
- Minimum orders
- Warranties

#### Patient safety and satisfaction:

- Type of flooring offered and its certifications
- Recycling
- Antimicrobial properties

#### Roadblocks to conversion:

- Existing product standards (i.e. carpet tiles)

### Other key value and terms (continued)

- Mannington's new agreement pricing has an overall 0.7 percent increase compared to its expiring agreement.
- Shaw's new agreement pricing has an overall 0.6 percent increase compared to its expiring agreement.
- According to Premier pricing scenarios, Shaw is the low-cost supplier for carpet.
- Tandus' new agreement pricing has an overall 2.7 percent savings compared to its expiring agreement.
- Tandus has different minimum order requirements per product line. See the value analysis toolkit for details.
- Available through distribution: Johnsonite, Mannington (resilient flooring only), Shannon (Puerto Rico only), Shaw, Tandus
- Available direct: BBL, Forbo, Johnsonite, Mannington (carpet only), Shannon (United States only), Tandus

**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 new supplier Armstrong Flooring added to the category. This document is unable to be edited.
- [Ecore technology breakthroughs contract announcement](#): A PDF update document providing information about Technology Breakthroughs awarded suppliers added to the category. This document is unable to be edited.

### Related categories

- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring

## 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>OPEN</b> online	<b>PP-SV-054</b>	New
 <b>Pre employ</b>	<b>PP-SV-055</b>	PP-MM-170
 <b>PRIVATE EYES</b> CORPORATION	<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

## Can Liners

Effective August 1, 2017

Expires July 31, 2020

### Products and services available

This category includes can liners used throughout healthcare and non-healthcare facilities. Can liners are used to store and transport various types of waste, including standard waste, infectious waste, biohazardous waste, chemotherapy waste, soiled linen, infectious linen and food service.

### Class of trade

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

<a href="#">EcoSafe/Plastic Solutions</a>	Geoff Woodley	604.560.5133	<a href="mailto:geoff@ecosafezerowaste.com">geoff@ecosafezerowaste.com</a>
<a href="#">Heritage/Novolex</a>	Chris Thompson	610.220.0363	<a href="mailto:chris.thompson@novolex.com">chris.thompson@novolex.com</a>
<a href="#">I.B.S.</a>	Matt O'Doherty	800.835.0366	<a href="mailto:matto@pittplastics.com">matto@pittplastics.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Heritage/Novolex and EcoSafe/Plastic Solutions
- A PMDF/PA is not required with I.B.S. 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 EcoSafe/Plastic Solutions.
- Pricing with Heritage/Novolex and I.B.S. is firm for a six-month period, after which seller will give 180 day pricing with six-month changes.
- Heritage/Novolex's new agreement pricing offers 3.8 percent savings compared to its expiring agreement pricing.
- I.B.S.'s new agreement pricing has a 0.9 percent increase compared to Inteplast's expiring agreement and offers a 5 percent savings compared to Pitt's expiring agreement.
- I.B.S. offers a 3 percent rebate for members purchasing over \$600,000 annually.
- I.B.S. has a minimum order of 194 cases. Orders of less than 194 cases are subject to a fee of \$5 per case and freight costs.
- **I.B.S. is the low-cost supplier on crossed items.**
- Available through distribution: EcoSafe/Plastic Solutions, Heritage/Novolex, I.B.S.
- Available direct: I.B.S.

**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-601	New
	PP-FA-599	PP-FA-444
	PP-FA-600 AS-FA-600	PP-FA-466** PP-FA-445** AS-FA-445**

\*I.B.S. is a minority-owned business enterprise (MBE).

\*\*Inteplast and Pitt Plastics merged together and are operating under one company as I.B.S.

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

### Full launch content and additional resources available

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

### Related categories

- **Maintenance, Repair and Operations:** Distribution of maintenance, repair and operations (MRO) and renewable energy related products
- **Medical and Surgical Products Distribution:** Distributors of medical and surgical products, such as IV therapy items, janitorial and sanitation materials, suture and endomechanical products and private label goods
- **National Foodservice Distribution:** Distributors of foodservice products and services including food, culinary equipment and supplies
- **Office Supplies:** Paper, toner, routine office supplies, furniture, janitorial and sanitation supplies
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena
- **Pharmacy Bags:** Patient belonging bags, re-closable bags, clear bags, colored bags
- **Reusable Textiles and Textile Services:** Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles, hamper bags and incontinence products
- **Waste Management Products and Services:** Consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposals, regulated medical waste disposal, bioremediation and other waste streams

## Cellular Voice and Data Services

**Effective August 1, 2015**

**Expires July 31, 2018**

### Products and services available

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

### Class of trade

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

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

<a href="#">AT&amp;T</a>	Donnie Powell	214.208.2353	<a href="mailto:dp1416@att.com">dp1416@att.com</a>
<a href="#">Sprint</a>	Micki Hammond	704.557.1111	<a href="mailto:micki.hammond@sprint.com">micki.hammond@sprint.com</a>
<a href="#">Verizon</a>	Denise Marcellt	843.696.4900	<a href="mailto:denise.marcellt@verizonwireless.com">denise.marcellt@verizonwireless.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

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


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

### Other key value and terms

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

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

### Awarded suppliers

Supplier	New	Expiring
 at&t	<b>PP-IT-143</b>	PP-IT-083
 Sprint	<b>PP-IT-145</b>	New
 verizon	<b>PP-IT-144</b>	PP-IT-084

There is no ASCEND® award in this category.

### Financial considerations:

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

### Product considerations:

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

### Roadblocks to conversion:

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

## Cellular Voice and Data Services

Effective August 1, 2015

Expires July 31, 2018

### Full launch content and additional resources available

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



## 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**

- [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.

## 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

- [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 suppliers

Supplier	New	Expiring
 <b>Paymentus</b>	<b>PP-SV-044</b>	New
 <b>SOLUPAY</b>	<b>PP-SV-045</b>	New
 <b>SUN</b>	<b>PP-SV-046</b>	New
 <b>USPAY</b>	<b>PP-SV-043</b>	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.

## Custom Whiteboards

Effective September 1, 2017

Expires August 31, 2020

### Products and services available

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

### Class of trade

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

<a href="#">Chameleon</a>	Matthew Green	615.656.3280	<a href="mailto:matt@chameleonwhiteboard.com">matt@chameleonwhiteboard.com</a>
<a href="#">Clarus</a>	Kevin Froehlich	817.541.8147	<a href="mailto:kevin@clarusglassboards.com">kevin@clarusglassboards.com</a>
<a href="#">Viscot</a>	Gary Pieringer	973.887.9273	<a href="mailto:b32@viscot.com">b32@viscot.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

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

### Full launch content and additional resources available

- [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

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

### Awarded suppliers

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

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

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

## Cylinder Gases

**Effective November 1, 2014**

**Expires October 31, 2017**

### Products and services available

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

### Class of trade

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

<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

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

### Related Category

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

### Awarded suppliers

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

# Electrical and Plumbing Building Materials

Effective May 1, 2017

Expires April 30, 2022

## Products and services available

This category includes electrical and plumbing products and services used to assist in new, retrofit and renovation projects.

Products in this category were previously included in the Maintenance, Repair and Operations (MRO) category.

## Class of trade

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

<a href="#">Crescent Electric</a>	Debra McCashin	216.739.6060	<a href="mailto:debbie.mccashin@cesco.com">debbie.mccashin@cesco.com</a>
<a href="#">Graybar</a>	Tim Malone	314.573.7175	<a href="mailto:timothy.malone@graybar.com">timothy.malone@graybar.com</a>
<a href="#">WESCO</a>	Dave LeFebvre	724.331.7358	<a href="mailto:dlefebvre@wesco.com">dlefebvre@wesco.com</a>

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

## How to operationalize these agreements

A Participating Member Designation Form (PMDF) 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 Crescent Electric.
- Crescent Electric offers a rebate as a value-add.
- Pricing is firm for the term of agreement with Graybar if the Premier total annual sales volume exceeds 20 percent growth over the previous 12-month period. If 20 percent growth is not achieved, agreement is firm for 12 months; pricing may change annually thereafter, but may not exceed 2 percent on any line item.
- Graybar's new agreement pricing offers an overall 2.87 percent savings compared to its expiring agreement.
- Pricing is firm for 12 months with WESCO; thereafter WESCO can revise net prices annually by no more than 5 percent in the aggregate.
- WESCO's new agreement pricing offers an overall 0.7 percent savings compared to its expiring agreement.
- **Graybar is the low-cost supplier on crossed items.**
- Available direct: Crescent Electric, Graybar, WESCO

**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-FA-592</b>	New
	<b>PP-FA-593</b>	PP-FA-438*
	<b>PP-FA-595</b>	PP-FA-441*

\*Graybar and WESCO previously had agreements in the Maintenance, Repair and Operations (MRO) category.

### Financial considerations:

- Catalog pricing
- Discount off of list price

### Product and service considerations:

- Custom catalogs
- Time to deliver products
- Storage limitations

### Roadblocks to conversion:

- Local relationships
- Partnerships with general contractors

## Electrical and Plumbing Building Materials

Effective May 1, 2017

Expires April 30, 2022

### Related categories

- **Fire, Life Safety, Security Systems and Services:** Fire, life safety and security systems, products and the related scheduled and unscheduled services (e.g. design, installation, repair, and general on call maintenance)
- **Maintenance, Repair and Operations (MRO):** Suppliers that specialize in the distribution of MRO-related items



### 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

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

### Awarded suppliers

Supplier	New	Expiring
	PP-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

## Floor Care Equipment

Effective March 1, 2017

Expires February 29, 2020

### Products and services available

This category includes industrial grade cleaning equipment, such as scrubbers, burnishes, vacuums and extractors, used for the maintenance of hard and soft surfaces.

### Class of trade

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

<a href="#">Diversey</a>	Hector Espaillet	954.465.0838	<a href="mailto:hector.espaillet@sealedair.com">hector.espaillet@sealedair.com</a>
<a href="#">Nilfisk</a>	Kim Waldvogel	630.207.9100	<a href="mailto:kim.waldvogel@nilfisk.com">kim.waldvogel@nilfisk.com</a>
<a href="#">Tennant</a>	Todd McClelland	800.804.5414	<a href="mailto:todd.mcclelland@tennantco.com">todd.mcclelland@tennantco.com</a>

**Note:** Supplier contact information is current as of November 16, 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.
- Diversey offers a multi-category opportunity. See the value-add section of the value analysis toolkit to see how that value-add impacts tier placement.
- Nilfisk's new agreement pricing has an overall 9.1 percent increase compared to its expiring agreement pricing.
- Tennant's new agreement pricing offers an overall 1.1 percent savings compared to its expiring agreement pricing.
- **Diversey is the low-cost supplier on crossed items.**
- Available through distribution: Diversey, Nilfisk, Tennant
- Available direct: Tennant

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

### Full launch content and additional resources available

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

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-566	New
	PP-FA-568	PP-FA-418 AS-FA-418
	PP-FA-567 AS-FA-567	PP-FA-417

### Financial considerations:

- Proper cleaning and maintenance can extend flooring life
- Warranties
- Replacement parts and accessory expenses

### Patient safety and satisfaction:

- OSHA and infection control guidelines
- Environmentally-friendly cleaners
- High efficiency particulate air (HEPA) filters

### Roadblocks to conversion:

- Supplier and distributor relationships
- Some pads may be proprietary to equipment
- Facilities may outsource environmental services

## Floor Care Equipment

Effective March 1, 2017

Expires February 29, 2020

### Related categories

- **Architectural Flooring Products and Services:** Carpet, resilient floors (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf and related sporting arena-type flooring
- **Housekeeping Products:** Products used within all internal facility areas to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena. Contracted pricing from manufacturers' agreements (e.g., floor care equipment) are extended to contracted distributors

### Products and services available

This category includes furnishings, furniture, cabinetry, casegoods, seating, ergonomics, fabrics, related accessories, restoration and repair. Products are available for multiple settings including patient room, education, and hospitality.

### Class of trade

- Agreements with all suppliers except Herman Miller are available to acute care, continuum of care and Premier REACH™ members.
- Herman Miller's agreement is available to healthcare facilities only.

<a href="#">Allseating</a>	Chris Binnendyk	905.502.3203	<a href="mailto:chris@allseating.com">chris@allseating.com</a>
<a href="#">Durfold</a>	Jim Warren	601.922.4144	<a href="mailto:jwarren@durfold.com">jwarren@durfold.com</a>
<a href="#">Haworth</a>	Donna Minarik	616.393.3572	<a href="mailto:donna.minarik@haworth.com">donna.minarik@haworth.com</a>
<a href="#">Herman Miller</a>	Ross Westlake	404.939.1641	<a href="mailto:ross_westlake@hermanmiller.com">ross_westlake@hermanmiller.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="#">Krueger (KI)</a>	Kelli Plamann	920.468.2719	<a href="mailto:kelli.plamann@ki.com">kelli.plamann@ki.com</a>
<a href="#">Nat. Office Furniture</a>	Melissa Fuller	812.481.6479	<a href="mailto:melissa.fuller@nationalofficefurniture.com">melissa.fuller@nationalofficefurniture.com</a>
<a href="#">NK Medical</a>	Angela Hastings	716.759.7200 x206	<a href="mailto:ahastings@novummed.com">ahastings@novummed.com</a>
<a href="#">Steelcase</a>	Steven Knippen	630.806.5537	<a href="mailto:sknippen@steelcase.com">sknippen@steelcase.com</a>
<a href="#">Stryker</a>	Ben Hobbs	502.690.6147	<a href="mailto:ben.hobbs@stryker.com">ben.hobbs@stryker.com</a>

**Note:** Supplier contact information is current as of June 19, 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 Allseating, Durfold, Haworth, Herman Miller, Krueger, National Office Furniture, NK Medical, Steelcase and Stryker.
- Hill-Rom requires a PMDF/PA at all tiers.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with all suppliers.
- Hill-Rom and Stryker allow aggregation for systems that can influence purchasing decisions.

### Awarded suppliers

Supplier	New	Expiring
 4	<b>PP-FA-463</b>	New
	<b>PP-FA-464</b>	PP-FA-312
	<b>PP-FA-460</b>	PP-FA-313
	<b>PP-FA-455</b>	PP-FA-314
	<b>PP-FA-459</b>	New
	<b>PP-FA-461</b>	PP-FA-316
	<b>PP-FA-465</b>	New
	<b>PP-FA-456</b>	SD-FA-018
	<b>PP-FA-458</b>	PP-FA-318
	<b>PP-FA-457</b>	PP-FA-319

Durfold is a woman-owned business enterprise (WBE) and NK Medical is a small business enterprise (SBE).

Current agreements with The HON Company (PP-FA-315) and OFS (PP-FA-317) expire December 31, 2014.

#### Financial considerations:

- Installation
- Price protection
- Value-adds

#### Patient safety and satisfaction:

- Cleaning and infection control
- [OSHA ergonomic standards](#)
- Bariatric, pediatric and behavioral health offerings

#### Roadblocks to conversion:

- Capital budget constraints
- Aesthetics

### Other key value and terms

- Pricing is firm for the term of agreement with Allseating, Durfold, Krueger, National Office Furniture and NK Medical.
  - While price protection varies for list price with Haworth, Herman Miller, Hill-Rom and Steelcase, discounts are firm for the term of agreement.
  - Pricing is firm for 12 months with Stryker.
- Durfold's new agreement pricing compared to its expiring agreement pricing has up to an 8.0 percent increase.
- Haworth's new agreement pricing compared to its expiring agreement pricing offers up to an 8.6 percent greater discount off of list price.
- Herman Miller's new agreement pricing compared to its expiring agreement pricing ranges from a 1.3 percent less discount off of list price to a 2.0 percent greater discount off of list price.
- Hill-Rom offers an additional percentage discount for large single orders as a value-add.
- Krueger's new agreement pricing compared to its expiring agreement pricing has up to a 5.4 percent increase.
- Krueger offers additional discounts for offers an additional percentage discount for large single orders as a value-add.
- NK Medical allows members to aggregate products with its other Premier contract PP-WC-107 Cribs, Bassinets, Youth Beds and Related Products as a value-add.
- Steelcase's new agreement pricing compared to its expiring agreement pricing ranges from a 29 percent lesser discount off of list price to a 14 percent greater discount off of list price.
- Stryker's new agreement pricing compared to its expiring agreement pricing ranges from a 5.9 percent increase to a 1.9 percent savings.
- Available through distribution: Allseating, Haworth, Herman Miller, Krueger, National Office Furniture, NK Medical, Steelcase
- Available direct: Durfold, Hill-Rom, Krueger, National Office Furniture, NK Medical, Stryker

**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 value analysis toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken. To maintain link integrity please use the PDF value analysis toolkit.
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### Related categories

- **Exam Room Furniture:** Furniture designed for exam rooms
- **Modular Casework, Storage Systems and Mobile Carts:** Manufactured/modular casework, mobile computer carts, storage systems, warming cabinets and medical transport carts
- **Stainless Steel – Equipment, Storage Systems and Mobile Transport Carts:** Cabinetry, casework, caseworks, food service, mobile transport carts, shelving, IV and specialty stands, scrub sinks, and tables

## Hardware and Software Resellers

Effective October 1, 2017

Expires October 31, 2020

### Products and services available

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

### Class of trade

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

<a href="#">CDW</a>	Angela Gosz	312.705.0315	<a href="mailto:premier@cdw.com">premier@cdw.com</a>
<a href="#">Connection</a>	Jacques Lahaie	770.316.9603	<a href="mailto:jacques.lahaie@connection.com">jacques.lahaie@connection.com</a>
<a href="#">Insight</a>	Erica Falchetti	480.333.3000	<a href="mailto:erica.falchetti@insight.com">erica.falchetti@insight.com</a>
<a href="#">Zones</a>	Amanda Gunning	253.205.3571	<a href="mailto:amanda.gunning@zones.com">amanda.gunning@zones.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms





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

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

### Full launch content and additional resources available

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### Awarded suppliers

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

Zones is a minority-owned business (MBE).

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

## Hardware and Software Resellers

Effective October 1, 2017

Expires October 31, 2020

### Related categories

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



## Housekeeping Products

**Effective February 1, 2015**

**Expires January 31, 2018**

### Products and services available

This category includes products which are used within all internal facility areas to disinfect and clean general surface areas and flooring.

Scheduling systems are not included in this category.

### Class of trade

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

<a href="#">3M Company</a>	Ben Oberle	651.736.7861	<a href="mailto:boberle@mmm.com">boberle@mmm.com</a>
<a href="#">Diversey</a>	Hector Espaillet	954.465.0838	<a href="mailto:hector.espaillet@sealedair.com">hector.espaillet@sealedair.com</a>
<a href="#">Procter &amp; Gamble</a>	Nicolle Hazelip	312.515.1511	<a href="mailto:hazelip.ne@pg.com">hazelip.ne@pg.com</a>
<a href="#">Spartan</a>	Doug Peterson	800.537.8990	<a href="mailto:dpeterson@spartanchemical.com">dpeterson@spartanchemical.com</a>
<a href="#">Wexford Labs</a>	Mary Jo Thierry	314.966.4134	<a href="mailto:mjthierry@wexfordlabs.com">mjthierry@wexfordlabs.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) 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.
- 3M Company's new agreement pricing compared to its expiring agreement pricing offers a 0.4 percent savings.
- 3M Company offers conversion allowances as value-adds.
- Diversey's new agreement pricing compared to its expiring agreement pricing offers up to a 4.5 percent savings.
- Diversey offers free dispensers and hook ups, a savings guarantee and a conversion allowance as value-adds.
- **Diversey is the low-cost supplier.**
- Procter & Gamble's (P&G) new agreement pricing compared to its expiring agreement pricing offers up to a 1.2 percent savings.
- P&G offers customized dispensing solutions, conversion allowances and free product evaluations as value-adds.
- Spartan's new agreement compared to its expiring agreement offers flat pricing.
- Spartan offers conversion and growth incentives and additional resources as value-adds.
- Wexford Labs offers conversion incentives and education/training as value-adds.
- Available through distribution: 3M Company, Diversey, Procter & Gamble, Spartan, Wexford Labs
- Available direct: Wexford Labs

**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-470	PP-FA-320
	PP-FA-471 AS-FA-471	PP-FA-322
	PP-FA-472	PP-FA-323
	PP-FA-473	PP-FA-324
	PP-FA-474	New

Spartan is a small business enterprise (SBE), and Wexford Labs is a woman-owned business (WBE).

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

The current agreement with Swisher (PP-FA-325) expires January 31, 2015.

#### Financial considerations:

- Dilution ratio
- Value-adds

#### Patient safety and satisfaction:

- Occupational Safety and Health Administration and Environmental Protection Agency compliance
- Toxicity of chemicals and associated health risks

#### Roadblocks to conversion:

- Existing supplier relationships
- Change in facility's housekeeping protocols

**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**

- **Floor Care Equipment and Services:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **High Level Disinfectants:** Chemicals that are capable of killing bacteria, viruses and bacterial spores when used in sufficient concentration under suitable conditions and are primarily used to disinfect semi critical items
- **Intermediate Level Disinfectant Wipes:** Wipes used to destroy all vegetative bacteria, including tubercle bacilli, lipid and some non-lipid viruses and fungi but not bacterial spores
- **Laundry Products and Services:** Detergents, builders (water conditioning), bleaches, sours, softeners, starch, antichlor, solvent boosters, label removers, mildew inhibitors and fungicides, shop towel dyes and mat kits
- **Medical and Surgical Products Distribution:** Distributors of medical and surgical products, such as IV therapy items, janitorial and sanitation materials, suture and endomechanical products and private label goods
- **Office Supplies:** Paper, toner, routine office supplies, furniture, and janitorial and sanitation supplies
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena (e.g., can liners, floor care equipment, housekeeping products, light bulbs, paper towels and tissue, soaps, lotions, and related supplies)
- **Paper Towels, Tissue and Dispensers:** Paper products such as napkins, toilet paper, tissue, dry and wet wipes and related dispensers

## 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

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### Related category

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

### Awarded supplier

Supplier	New	Expiring
	<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

## Interior and Exterior Signage

Effective March 1, 2017

Expires February 29, 2020

### Products and services available

This category includes interior and exterior signage that support building and/or brand recognition, spatial orientation and cognitive mapping. Signage may support informational, directional, identifying and regulatory messaging.

This category was previously sourced as Exterior Signage.

### Class of trade

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

<a href="#">2/90</a>	Shannon Dusendang	616.656.4310	<a href="mailto:shannondusendang@290signs.com">shannondusendang@290signs.com</a>
<a href="#">Mandeville</a>	Jeanne Mandeville	401.834.9003	<a href="mailto:jeanne@mandevillesign.com">jeanne@mandevillesign.com</a>
<a href="#">MDM</a>	Steve Austin	800.359.6741 x110	<a href="mailto:steve.austin@mdmcommercial.com">steve.austin@mdmcommercial.com</a>
<a href="#">South Water</a>	Noah Pettit	630.607.6297	<a href="mailto:npettit@southwatersigns.com">npettit@southwatersigns.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 all tiers with 2/90 Sign.
- A PMDF/PA is required at Tier 2 or higher with MDM and South Water.
- A PMDF/PA is not required with Mandeville due to its single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 2/90 Sign, MDM and South Water.
- Aggregation is not applicable with Mandeville due to its single tier offering.

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- 2/90 Sign Systems offers a free assessment, additional discount when bundling subcategories of services, a no-charge one-year service agreement and a waived minimum order fee as value-adds.
- 2/90 Sign Systems has a \$100,000 large order threshold.
- Mandeville's new agreement pricing offers savings on sign permit fees, sign installation and sign maintenance compared to its expiring agreement. See financial analysis section of the value analysis toolkit for details.
- Mandeville offers an extended warranty and a free initial project consultation as value-adds.
- MDM Commercial offers members a discount on an extended warranty as a value-add.
- Available through distribution: 2/90 Sign Systems
- Available direct: 2/90 Sign Systems, Mandeville, MDM Commercial, South Water Signs

**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-575	New
	PP-FA-577	PP-FA-480
	PP-FA-578	New
	PP-FA-579	CC-FA-010

2/90 Sign Systems, Mandeville Sign and MDM Commercial are small business enterprises (SBE).

The current agreement with Grafton Data Systems (SD-FA-029) expires February 28, 2017.

#### Financial considerations:

- Installation fees
- Permit fees
- Repair and maintenance

#### Product considerations:

- Size, type, materials used and illumination options
- City zoning codes and regulations

#### Roadblocks to conversion:

- Geographic area
- Local relationships
- Local sign ordinances

## Interior and Exterior Signage

Effective March 1, 2017

Expires February 29, 2020

### Full launch content and additional resources available

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## Laundry Products and Maintenance

Effective January 1, 2016

Expires December 31, 2018

### Products and services available

Products in this category include detergents, bleaches, builders (water conditioning), sourers (to neutralize alkalinity), softeners, starch, antichlor (chlorine neutralization), specialty products (solvent boosters, label removers, mildew inhibitors, fungicides) and shop towel dyes/mat kits. Maintenance includes energy saving programs, evaluation tools and auditing of quality, dispensing equipment, inventory and costs.

### Class of trade

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

- Ecolab's agreement is not available to marine and casino/gaming facilities.

<a href="#">Ecolab</a>	Lee Derrick	980.298.3068	<a href="mailto:lee.derrick@ecolab.com">lee.derrick@ecolab.com</a>
<a href="#">Gurtler</a>	Jake Gurtler	708.331.255 x129	<a href="mailto:jgurtler@gurtler.com">jgurtler@gurtler.com</a>
<a href="#">Midlab</a>	Steve Miller	800.467.6294 x229	<a href="mailto:smiller@midlab.com">smiller@midlab.com</a>
<a href="#">P&amp;G</a>	Nicolle Hazelip	312.515.1511	<a href="mailto:hazelip.ne@pg.com">hazelip.ne@pg.com</a>
<a href="#">Spartan</a>	Doug Peterson	800.537.8990	<a href="mailto:dpeterson@spartanchemical.com">dpeterson@spartanchemical.com</a>
<a href="#">State</a>	Brian Wamser	216.931.7520	<a href="mailto:bwamser@stateindustrial.com">bwamser@stateindustrial.com</a>
<a href="#">U.N.X.</a>	Jessica Nobles	252.756.1373	<a href="mailto:jessica@unxinc.com">jessica@unxinc.com</a>

**Note:** Supplier contact information is current as of November 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 or higher with Gurtler, Midlab, P&G, Spartan and State.
- A PMDF/PA is **required at all tiers** with Ecolab.
- A PMDF/PA is not required with U.N.X. due to single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Gurtler, Midlab, P&G, Spartan and State.
- Aggregation is not applicable with Ecolab or U.N.X. due to single tier offerings.

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-514	PP-FA-365
	PP-FA-515	PP-FA-366
	PP-FA-516	PP-FA-367
	PP-FA-517	PP-FA-368
	PP-FA-518	PP-FA-369
	PP-FA-519	PP-FA-370
 U.N.X.	PP-FA-520	New

Gurtler, Spartan Chemical and U.N.X. are small business enterprises (SBE).

Current agreements with Diversey (PP-FA-364) and Swisher (PP-FA-371) expire December 31, 2015.

#### Financial considerations:

- Value-adds
- Shipping terms

#### Safety and satisfaction:

- Efficiency of products
- Environmentally-friendly products

#### Roadblocks to conversion:

- Facilities that outsource laundry services

### Other key value and terms

- Pricing is firm for the term of agreement with all suppliers except P&G.
  - Pricing is firm for 18 months with P&G; thereafter prices may increase by no more than 2.7 percent in aggregate and no more than 3 percent per line item.
- Ecolab's new agreement has an overall 2.0 percent increase compared to its expiring agreement.
- Gurtler's new agreement has an overall 1.4 percent increase compared to its expiring agreement.
- Midlab's new agreement has an overall 15 percent increase compared to its expiring agreement.
- **Midlab is the low-cost supplier.**
- P&G's new agreement is flat compared to its expiring agreement.
- P&G offers grandfathering. Members in the hospitality class of trade who are currently purchasing off PP-FA-368 will maintain their tier and pricing status that correlates with PP-FA-368 and all member agreements.
- P&G offers no-charge equipment and a conversion incentive as value-adds.
- Spartan's new agreement offers an overall 0.85 percent savings compared to its expiring agreement.
- State has an overall 3.5 percent increase compared to its expiring agreement.
- Available through distribution: Ecolab, Gurtler, Midlab, P&G, Spartan,
- Available direct: Ecolab, Gurtler, State, U.N.X.

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

### Full launch content and additional resources available

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

### Related categories

- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena (e.g., can liners, floor care equipment, housekeeping products, paper towels and tissue, soaps/lotions and related supplies)

## 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

- [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.
- [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



## Maintenance, Repair and Operations

**Effective May 1, 2017**

**Expires April 30, 2022**

### Products and services available

This category includes suppliers that specialize in the distribution of maintenance, repair and operations (MRO). MRO items include cleaning and office supplies, industrial supplies (compressors, pumps, valves), daily operational supplies (gaskets, lubricants, repair tools), consumables for laboratories and construction materials for plumbing, electrical and information technology (IT).

### Class of trade

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

<a href="#">AirSupply Tools</a>	Nichole Neher	858.831.0980	<a href="mailto:nichole@airsupplytools.com">nichole@airsupplytools.com</a>
<a href="#">Grainger</a>	Mark Lombardo	847.567.3266	<a href="mailto:mark.lombardo@grainger.com">mark.lombardo@grainger.com</a>
<a href="#">The Part Works</a>	Oly Welke	206.632.8900	<a href="mailto:oly@thepartworks.com">oly@thepartworks.com</a>

**Note:** Supplier contact information is current as of February 14, 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 The Part Works.
- A PMDF/PA is required for Tiers 1 and 2 with Grainger for all members except those who were previously affiliated with Grainger's expiring MRO contract PP-FA-437.
- A PMDF/PA and Exhibit L Committed Grainger Value Program and Participation Form is required for Tier 3 with Grainger for all members.
- A PMDF/PA is not required with AirSupply Tools due to its single tier offering.

### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Grainger and The Part Works.
- Aggregation is not applicable with AirSupply Tools due to its single tier offering.

### Other key value and terms

- AirSupply Tool's pricing is firm for 36 month. Pricing may change for every 12-month period thereafter, but may not exceed 2 percent on any line item.
- AirSupply Tools offers v-belt savings, calibration assistance and no-charge engineering services as value-adds.
- Grainger's pricing is firm for 12 months and subject to annual adjustments thereafter. Grainger will aim to limit price increases to no more than 3.5 percent in the aggregate for first annual adjustment, 4 percent in the aggregate for second annual adjustment, 4.5 percent in the aggregate for third annual adjustment and 5 percent in the aggregate for fourth annual adjustment.
- Grainger's new agreement pricing offers an overall 2.2 percent savings compared to its expiring agreement.

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-FA-590</b>	New
	<b>PP-FA-591</b>	PP-FA-437
	<b>PP-FA-594</b>	SD-FA-028

AirSupply Tools is a small business enterprise (SBE). The Part Works is a woman-owned business (WBE).

Current agreements with SupplyWorks (PP-FA-440) and Mayer Electric (PP-FA-439) expire April 30, 2017.

Agreements with Graybar (PP-FA-438) and WESCO (PP-FA-441) have been renewed in the new Electrical and Plumbing Building Materials category.

#### Financial considerations:

- Minimum order requirements
- Catalog pricing
- Discount off list price

#### Patient safety and satisfaction:

- Purchasing and inventory software
- Custom catalogs

#### Roadblocks to conversion:

- Local relationships
- Product availability
- Partnerships with suppliers (specialty parts suppliers, for example)

### Other key value and terms (continued)

- Grainger offers a committed value program. Qualifying members have the opportunity to receive growth incentives, additional discounts and access to the Hot List Program. See Exhibit L Committed Grainger Value Program (GVP) and Participation Form for more details.
- The Part Works' pricing is firm for 12 months. Pricing may change for every 12-month period thereafter, but may not exceed 3 percent in aggregate across any specific category.
- The Part Works' new agreement pricing offers an overall 0.3 percent savings compared to its expiring agreement.
- The Part Works has a \$50 minimum order requirement.
- **Grainger is the low-cost supplier on crossed items.**
- Available direct: AirSupply Tools, Grainger, The Part Works

**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

- **Can Liners:** Can liners used throughout healthcare facilities, including those used for standard waste, infectious waste, soiled linen, infectious linen and food service: both rack covers and bags
- **Electrical and Plumbing Building Materials:** Electrical and plumbing products and services used to assist in new, retrofit and renovation projects.
- **Fire, Life Safety, Security Systems and Services:** Fire, life safety and security systems, products and the related scheduled and unscheduled services (e.g. design, installation, repair, and general on call maintenance)
- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Furniture, Systems, Caseloads, Seating and Accessories:** Furnishings, furniture, cabinetry, caseloads, multiple seating, ergonomics, fabrics, artwork, related accessories, restoration and repair
- **Housekeeping Products:** Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring

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

### Related categories

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

## Office Supplies and Business Services

Effective August 1, 2017

Expires July 31, 2020

### Products and services available

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

### Class of trade

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

<a href="#">AOPD</a>	Mark Leazer	980.262.3634	<a href="mailto:mark.leazer@formsandsupply.com">mark.leazer@formsandsupply.com</a>
<a href="#">Friends Office</a>	Betsy Hughes	419.427.1704	<a href="mailto:betsy@friendsoffice.com">betsy@friendsoffice.com</a>
<a href="#">Guy Brown</a>	Steve Creed	513.829.0916	<a href="mailto:steve.creed@guybrown.com">steve.creed@guybrown.com</a>
<a href="#">MMS</a>	Ron Love	313.365.1290	<a href="mailto:rlove@mms-inc.com">rlove@mms-inc.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="#">Staples</a>	Jenifer Ren	919.632.1013	<a href="mailto:jenifer.ren@staples.com">jenifer.ren@staples.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms

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

### Awarded suppliers

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

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

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

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

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

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

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

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

**Full launch content and additional resources available**

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

**Related categories**

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

## Paper and Janitorial Supply Distribution

Effective November 1, 2017

Expires October 31, 2020

### Products and services available

This category includes distributors who provide products and services in the janitorial and sanitary supply arena. Contracted pricing from manufacturers' agreements (e.g., can liners, floor care equipment, housekeeping products, paper towels and tissue, and soaps and lotions) are extended to these distributors.

### Class of trade

- Agreements are available to acute care, non-acute healthcare and non-healthcare facilities with AFFLINK, Network, Office Depot, SMA, SupplyWorks and Triple S.
- Veritiv's agreement is available to select classes of trade. See the value analysis toolkit for details.

<a href="#">AFFLINK</a>	Marie Carr	214.552.8888	<a href="mailto:mcarr@afflink.com">mcarr@afflink.com</a>
<a href="#">Network</a>	Rebecca Barraza	949.370.5280	<a href="mailto:rbarraza@networkdistribution.com">rbarraza@networkdistribution.com</a>
<a href="#">Office Depot</a>	Gregory Beale	270.559.9256	<a href="mailto:gregory.beale@officedepot.com">gregory.beale@officedepot.com</a>
<a href="#">SMA</a>	Mitch Rosenfield	863.845.5628	<a href="mailto:mrosenfield@smasolutions.com">mrosenfield@smasolutions.com</a>
<a href="#">Supply Works</a>	Stephen Graefe	860.338.6759	<a href="mailto:steve.graefe@supplyworks.com">steve.graefe@supplyworks.com</a>
<a href="#">Triple S</a>	Laura Shanley	978.667.7900 x139	<a href="mailto:lshanley@triple-s.com">lshanley@triple-s.com</a>
<a href="#">Veritiv</a>	Jeff Morgan	612.244.8044	<a href="mailto:jeffrey.morgan@veritivcorp.com">jeffrey.morgan@veritivcorp.com</a>

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

### How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with AFFLINK, Network, Office Depot, SupplyWorks and Triple S.
- A PMDF/PA is required at Tier 3 or higher with SMA.
- A PMDF/PA is required at all tiers with Veritiv.




### Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with AFFLINK, Network, Office Depot, SMA, SupplyWorks and Triple S.
- Aggregation is allowed for only multi-facility systems with Veritiv.

### Other key value and terms

- Markup percentages are firm for the term of agreement with all distributors.
- On each supplier's Exhibit A-1 Product and Pricing Terms, there is a menu of additional services that are offered and their corresponding markup.
- Markups vary per distributor. Lower markups can be achieved with increased distributor commitment. Markups for can liners, housekeeping chemicals, housekeeping products and paper towels, tissue and dispensers are shown in the value analysis toolkit.

### Awarded suppliers

Supplier	New	Expiring
	PP-FA-606	PP-FA-447
	PP-FA-607 AS-FA-607	PP-FA-451
	PP-FA-608	New
	PP-FA-609	New
	PP-FA-610	PP-FA-448
	PP-FA-611	PP-FA-452
	PP-FA-612	PP-FA-453

Triple S is a small business enterprise (SBE).

Current agreements with Hercules & Hercules (PP-FA-449) and Materials Management Services (PP-FA-450) expire October 31, 2017.

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

### Other key value and terms (continued)

- AFFLINK offers the ELEVATE consulting program at no charge and a conversion incentive as value-adds.
- AFFLINK has a \$50 fee for orders less than \$250.
- Network offers the Health Measures Program at a discounted price and a conversion incentive as value-adds.
- Network has a minimum order requirement of two purchases per month at purchase unit of measure. Additionally, members at Tier 2 must pay a \$40 fee for orders less than \$200.
- Network has a late payment penalty of 1.5 percent per month.
- Office Depot offers an employee purchase program and coffee tastings as value-adds.
- Office Depot offers an early payment discount of 2 percent if paid within 10 days.
- SMA offers grandfathering. If a member has a locally negotiated agreement with more favorable value, the member has the right to sustain locally negotiated pricing and terms throughout term of this agreement.
- SMA offers the HealthRite service package at a 5 percent markup as a value-add.
- SMA has a \$50 small order fee for orders less than \$350.
- SMA offers early payment discounts and has late payment penalties. See the value analysis toolkit for details.
- SMA has a fee for emergency deliveries: \$75 fee during weekdays and \$150 during weekends and holidays.
- SMA has a \$4.95 per line item fee (\$29.70 per invoice maximum) for hazardous materials.
- SupplyWorks offers an electronic order incentive and a conversion rebate as value-adds.
- SupplyWorks has a \$300 minimum order requirement.
- SupplyWorks offers an early payment discount of 1 percent if paid within 10 days.
- Triple S offers a discount on fee-based services, Joint Commission compliance training models at no charge, a conversion rebate and a rebate on Perisep (c. *difficile* kill claim) as value-adds.
- Triple S has a minimum order requirement of two purchases per month at purchase unit of measure.
- Veritiv has a minimum order requirement of \$150.
- Veritiv has late payment penalties. See the value analysis toolkit for details.
- Available through sub-distributors: AFFLINK, Network, SMA, Triple S
- Available direct: Office Depot, SupplyWorks, Triple S, Veritiv

**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

- **Can Liners:** Can liners used for standard waste, infectious waste, soiled and infectious linen and food service (both rack covers and bags)
- **Floor Care Equipment:** Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring
- **Office Supplies:** Routine office supplies, paper, toner, as well as furniture and janitorial and sanitation supplies
- **Laundry Products and Maintenance:** Detergents, builders (water conditioning), bleaches, sours (used to neutralize alkalinity), softeners, starch, antichlor (chlorine neutralization), specialty products (such as solvent boosters, label removers, mildew inhibitors and fungicides) and shop towel dyes and mat kits
- **Paper Towels, Tissue and Dispensers:** Paper products (such as napkins, toilet paper, tissue, dry and wet wipes) and related dispensers
- **Soaps, Lotions and Waterless Hand Rinses:** Soaps, lotions and waterless hand rinses used in hand hygiene for healthcare workers



## Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

### Products and services available

This category includes paper towels, tissues and related dispensers.

### Class of trade

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

<a href="#">American Textile</a>	Jennifer Schroeder	562.229.0036	<a href="mailto:jennifer@amtexsys.com">jennifer@amtexsys.com</a>
<a href="#">Georgia-Pacific</a>	Mike Crary	651.894.2903	<a href="mailto:michael.crary@gapac.com">michael.crary@gapac.com</a>
<a href="#">Kimberly-Clark</a>	Derick Blakey	843.371.7929	<a href="mailto:derick.r.blakey@kcc.com">derick.r.blakey@kcc.com</a>
<a href="#">SCA</a>	Rich Schwartz	732.768.4075	<a href="mailto:richard.schwartz@sca.com">richard.schwartz@sca.com</a>
<a href="#">Von Drehle</a>	Anita McKinley	920.216.4050	<a href="mailto:anita.mckinley@vondrehle.com">anita.mckinley@vondrehle.com</a>

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

### How to operationalize these agreements

A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with 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.
- American Textile offers a quick start discount and a dispenser conversion as value-adds.
- Georgia-Pacific's new agreement pricing offers an overall 4.8 percent savings compared to its expiring agreement pricing.
- Kimberly-Clark's new agreement pricing offers an overall 3.8 percent savings compared to its expiring agreement pricing.
- Kimberly-Clark offers a cost benefit analysis against competitive products as a value-add.
- Von Drehle's new agreement pricing offers an overall 0.1 percent savings compared to its expiring agreement pricing.
- **Von Drehle the low-cost supplier of suppliers with more than 50 percent of crossed spend.**
- Available through distribution: Georgia-Pacific, Kimberly-Clark, SCA, Von Drehle
- Available direct: American Textile

**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-FA-560</b>	New
	<b>PP-FA-557</b> <b>AS-FA-557</b>	PP-FA-407
	<b>PP-FA-558</b>	PP-FA-408
	<b>PP-FA-561</b>	New
	<b>PP-FA-559</b>	PP-FA-409

American Textile is a minority-owned business enterprise (MBE). Von Drehle is a small business enterprise (SBE).

#### Financial considerations:

- Dispenser acquisition options (purchase, lease, placement with disposable agreement)
- Labor for maintenance

#### Product considerations:

- Green/recycled options
- Ease of cleaning
- Hygiene requirements

#### Roadblocks to conversion:

- Repairs for dispenser change-out
- Dispensers which fit only proprietary disposables

## Paper Towels, Tissues and Dispensers

Effective October 1, 2016

Expires September 30, 2019

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

- **Product cross reference:** An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

### Related categories

- **Housekeeping Products:** Products used to disinfect and clean general surface areas and flooring
- **National Foodservice Distribution:** Distributors of foodservice products, including food, culinary equipment and supplies
- **Office Supplies:** Paper, toner, office supplies, furniture and janitorial and sanitation supplies
- **Paper and Janitorial Supply Distribution:** Distributors who provide products and services in the janitorial and sanitary supply arena

## 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

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### Awarded suppliers

Supplier	New	Expiring
	<b>PP-SV-135</b>	New
	<b>PP-SV-136</b> <b>AS-SV-136</b>	PP-SV-003 AS-SV-003
	<b>PP-SV-137</b>	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)

## Physical Therapy Products and Exercise Equipment

Effective March 1, 2017

Expires February 29, 2020

### Products and services available

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

### Class of trade

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

<a href="#">Medcom</a>	John Bergsten	970.674.3032	<a href="mailto:jbergsten@medcomgroup.com">jbergsten@medcomgroup.com</a>
<a href="#">Performance Health</a>	Craig Marian	305.807.4121	<a href="mailto:craig.marian@pattersonmedical.com">craig.marian@pattersonmedical.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities



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

### Other key value and terms

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

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

### Awarded suppliers

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

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

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

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

#### Financial considerations:

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

#### Patient safety and satisfaction:

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

#### Roadblocks to conversion:

- Availability of pediatric and bariatric products
- Capital budget constraints

**Full launch content and additional resources available**

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

**Related categories**

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

## Pool and Spa Care Products and Services

Effective July 1, 2016

Expires June 30, 2019

### Products and services available

This category includes products that assist in maintaining balanced pool and spa chemistry, such as automated dispenser systems that control water quality and chlorine feed, pool chemicals, pumps and motors, cleaning attachments, water testing, filters and covers.

### Class of trade

Agreement is available to non-healthcare facilities only.

<a href="#">Leslie's Poolmart</a>	Brad Lewis	615.673.5468	<a href="mailto:blewis@lesl.com">blewis@lesl.com</a>
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**Note:** Supplier contact information is current as of July 7, 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 not required due to Leslie Poolmart's single tier offering.
- When calling a store, you will be assigned an account number. Leslie's Poolmart will verify the account number and process the order. You can identify yourself with your name, address and phone number, and the store associate will be able to locate the account number. The account number will be downloaded into the store's point of sales system for subsequent purchases. **To ensure you receive the pricing and benefits negotiated on behalf of Premier, please provide your account number before ordering.**

### Aggregation opportunities

Aggregation is not applicable due to Leslie Poolmart's single tier offering.


### Other key value and terms

- Pricing is firm for five months; Leslie's Poolmart reserves the right to update pricing every January.
- Leslie's Poolmart offers an approximate 19 percent discount off of list price.
- Leslie's Poolmart offers free in-store labor (to repair products) and free in-store water tests as value-adds.
- Leslie's Poolmart offers free delivery and/or freight on any in-stock products where the order size is greater than \$100, excluding salt, sand, diatomaceous earth and/or special order items. Liquid chlorine and liquid acid are available via local delivery only, within 25 miles of a retail location. All orders less than \$100 placed for delivery will be assessed a shipping fee.
- Products are available direct from Leslie's Poolmart. Leslie's has over 850 store locations nationwide.

**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 supplier		
Supplier	New	Expiring
	PP-AC-119	New

#### Financial considerations:

- Additional services provided (testing, monitoring and cleaning)

#### Product and service considerations:

- Energy-efficient options
- Pool and spa disinfection
- Local, state and federal health codes

#### Roadblocks to conversion:

- Local relationships

## Postage Meters and Mailing Systems

Effective June 1, 2016

Expires May 31, 2021

### Products and services available

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

### Class of trade

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

<a href="#">FP Mailing</a>	Andre Randle	336.589.6992	<a href="mailto:andre@pds-x.com">andre@pds-x.com</a>
<a href="#">Pitney Bowes</a>	Jane Friddell	757.470.9826	<a href="mailto:jane.friddell@pb.com">jane.friddell@pb.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

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

### Other key value and terms


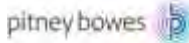
- FP Mailing and Pitney Bowes offer lease agreements for 24, 30, 39, 51 and 63 months. Pricing and discount percentage is firm for the term of agreement with FP Mailing Solutions.
- FP Mailing's new agreement pricing offers 20 to 50 percent savings on equipment lease and purchase and 33 percent savings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

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

### Full launch content and additional resources available

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### Awarded suppliers

Supplier	New	Expiring
	PP-AC-131	New
	PP-AC-130	New

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

#### Financial considerations:

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

#### Product considerations:

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

#### Roadblocks to conversion:

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



## 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

## 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

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### 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

## Television Systems and Services

Effective March 1, 2017

Expires February 29, 2020

### Products and services available

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

### Class of trade

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

<a href="#">D&amp;L</a>	Matthew Chitwood	623.587.0556	<a href="mailto:matt@dlcom.net">matt@dlcom.net</a>
<a href="#">MDM</a>	Jaime Marini	800.359.6741 x147	<a href="mailto:jaime.marini@mdmcommercial.com">jaime.marini@mdmcommercial.com</a>
<a href="#">TeleHealth</a>	Tim Archambault	910.547.8111	<a href="mailto:tim.archambault@telerent.com">tim.archambault@telerent.com</a>

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

### How to operationalize these agreements

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

### Aggregation opportunities

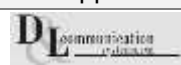


- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with D&L and TeleHealth.
- Aggregation is not applicable with MDM due to single tier offering.

### Other key value and terms

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

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

### Awarded suppliers

Supplier	New	Expiring
	<b>PP-FA-569</b>	<b>PP-FA-426</b>
	<b>PP-FA-563</b>	<b>PP-FA-428</b>
	<b>PP-FA-565</b> <b>AS-FA-565</b>	<b>PP-FA-430</b>

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

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

#### Financial considerations:

- Financing options
- Installation fees
- Warranties

#### Product considerations:

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

#### Roadblocks to conversion:

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

## Television Systems and Services

Effective March 1, 2017

Expires February 29, 2020

### Full launch content and additional resources available

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### Related category

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

## 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


## 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

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

### Related category

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



## 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

## Wall Art and Mirrors

Effective May 15, 2016

Expires April 30, 2019

### Products and services available

This category includes artwork and mirrors available for lease or purchase. Suppliers in this category also offer free consultation and design services.

### Class of trade

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

<a href="#">Ambiance Group</a>	Ginny Wilson	615.353.0723	<a href="mailto:ginnyw@ambianceart.com">ginnyw@ambianceart.com</a>
<a href="#">ARCH Design</a>	Kaulene Henson	314.447.3300 x118	<a href="mailto:kaulene@archframing.com">kaulene@archframing.com</a>
<a href="#">Artistic Framing</a>	Troy Thomas	847.808.0200	<a href="mailto:troy@artisticframing.com">troy@artisticframing.com</a>
<a href="#">Great American</a>	Paul Burton	781.341.2900	<a href="mailto:paul@greatamericanart.com">paul@greatamericanart.com</a>
<a href="#">RAO</a>	Rich Lutz	800.445.7065	<a href="mailto:rich@rao.com">rich@rao.com</a>
<a href="#">Robert Smith</a>	Robert Smith	704.905.0257	<a href="mailto:robert.douglass.smith@gmail.com">robert.douglass.smith@gmail.com</a>

**Note:** Supplier contact information is current as of July 6, 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 suppliers due to single tier offerings, however price activation is recommended.

### Aggregation opportunities






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

### Other key value and terms

- Discount off of list price is firm for the term of agreement with all suppliers.
- Ambiance Group offers a 36 percent discount off of list price.
- Ambiance Group offers additional services free of charge, including evaluation of existing artwork, master planning and image sampling as value-adds.
- ARCH Design offers a 50 percent discount off of list price.
- ARCH Design offers various design services and shipping services free of charge as value-adds.
- Available direct: Ambiance Group, ARCH Design, Artistic Framing

**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
 THE AMBIANCE GROUP	PP-AC-125	New
 ARCH DESIGN	PP-AC-126	New
 ARTISTIC FRAMING	PP-AC-127	New
 GREAT AMERICAN ART	PP-FA-602	New
	PP-FA-603	New
<b>Robert Smith</b>	PP-FA-604	New

Great American Art, RAO Contract Sales Inc. and Robert Smith Fine Art were added to the category effective July 1, 2017. For details, see the [category update document](#).

#### Financial considerations:

- Pricing
- Early payment discounts
- Shipping costs
- Free design and consultation services

#### Product considerations:

- Suppliers will work with your facility to find mirrors and artwork that support your organization's overall branding strategy
- Availability of artwork by local artists

#### Roadblocks to conversion:

- Aesthetics
- Outsourced interior design services

## Wall Art and Mirrors

Effective May 15, 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

- **Furniture and Systems, Casegoods, Seating and Accessories:** Furnishings, furniture, cabinetry, casegoods, seating, ergonomics, fabrics, related accessories, restoration and repair

### 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.


### 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

- **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

## Premier REACH™ categories

### **Advertising and Marketing Services** **Expires December 31, 2018**

Corporate branding, direct mailing, print, radio, television and Internet advertisements, websites, trade show booths, logo development, telesales, market research, billboards and stationery

Awarded suppliers: American Solutions for Business, Berry Network, Big Mountain Imaging, Burton & Mayer, BVK Direct, ST Printing & Communications, Wendling Printing

### **Appliances and Related Products** **Expires March 31, 2018**

Refrigerators, freezers, dishwashers, stove ranges, ovens, microwaves, laundry machines (washers and dryers), and water heaters and softeners

Awarded supplier: Sears Commercial

### **Batteries and Battery Products** **Expires July 31, 2018**

A full range of batteries and battery products, including rechargeable non-rechargeable, disposable, button cell and specialty medical batteries

Awarded suppliers: Artisan Power, Energizer Battery, Proctor & Gamble (Duracell)

### **Can Liners** **Expires July 31, 2020**

Can liners used to store and transport various types of waste, including standard waste, infectious waste, biohazardous waste, chemotherapy waste, soiled linen, infectious linen and food service

Awarded suppliers: EcoSafe, Heritage, I.B.S. Solutions

### **Cellular Voice and Data Services** **Expires July 31, 2018**

Mobile/wireless voice and data communication devices, plans and services

Awarded suppliers: AT&T Mobility (healthcare classes of trade only), Sprint Solutions, Verizon Wireless

### **Credit Card Services** **Expires February 28, 2018**

Equipment and services for processing credit card transactions, as well as secure online payment solutions

Awarded suppliers: Paymentus, Solupay Consulting, Sun Communications, USPAY Group

### **Air Filtration Products** **Expires August 31, 2018**

Air filtration products used to assist in the heating, ventilation and air conditioning (HVAC) systems' air quality purification and control processes through the use of microfiber filtration materials

Awarded suppliers: Camfil Farr, HEPACART, Koch Filter Corporation, Tri-Dim Filter Corporation

### **Background Check Services** **Expires February 28, 2018**

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.

Awarded suppliers: eVerifile.com, JD Palatine, MBI Worldwide, OPENonline, Pre-employ.com, Private Eyes

### **Bulk Oxygen** **Expires October 31, 2017**

Bulk oxygen, carbon dioxide, nitrogen, nitrous oxide and other medical gases

Awarded suppliers: Air Liquide, Airgas, Linde (LifeGas), Praxair

### **Ceiling Tiles, Panels and Systems** **Expires August 31, 2019**

Ceiling structural suspension systems, decorative and acoustical ceiling tiles and associated materials

Awarded suppliers: Armstrong World Industries, CertainTeed, USG Corporation

### **Conveying Systems: Elevators, Escalators and Other Products and Services** **Expires October 31, 2018**

Elevators, escalators (vertical and horizontal), automated walkways, dumbwaiters and freight elevators

Awarded suppliers: KONE, Otis Elevator Company, ThyssenKrupp Elevator Corporation

### **Custom Whiteboards** **Expires August 31, 2020**

Custom whiteboards and accessories to be used in healthcare, education, athletic departments, restaurants and corporations and government

Awarded suppliers: Chameleon, Clarus, Viscot

## Premier REACH™ categories

### **Cylinder Gases**

**Expires October 31, 2017**

The rental, purchase and associated services for cylinder gases

Awarded suppliers: Air Liquide, Airgas, Linde (LifeGas), Praxair

### **Document Management Solutions**

**Expires July 31, 2019**

Software-based systems and solutions that organize and manage electronic and paper documents throughout an organization

Awarded suppliers: International Business Solutions Alliance (IBSA), Ricoh USA, Standard Register Company

### **Energy Services: Procurement, Efficiency and Renewable**

**Expires December 31, 2018**

Performance-based supply-side energy management services, such as real-time online reverse energy auctions, energy procurement and energy efficiency services

Awarded suppliers: Brogdon Group, Hospital Energy, Next Generation Fuel, NRG Advisory, Trane

### **Executive Recruiting**

**Expires January 31, 2020**

Recruiting services of personnel at the director level and above, including chancellors, chief officer positions, clinical department chairs, deans, directors and vice presidents

Awarded suppliers: The Knight Group, Synergy, Witt/Kieffer

### **Fire, Life Safety and Security Systems and Services**

**Expires December 31, 2018**

Fire, life safety and security system products and the related scheduled and unscheduled services (such as design, installation, repair and general on-call maintenance)

Awarded suppliers: Cintas, Critical System Solutions, IDenticard, ODS Security Solutions, Siemens

### **Flooring Products and Services**

**Expires November 30, 2018**

Carpet rolls and tiles, resilient flooring (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf (AstroTurf) and related sporting arena-type flooring systems

Awarded suppliers: BBL Floors, Forbo Flooring, Johnsonite, Mannington Commercial, Shannon Specialty Floors, Shaw Industries, Tandus Flooring

### **Digital Media and Resource Materials**

**Expires August 31, 2020**

Printed and web-based publications as well as reference, research and information resources for health, non-health, scientific, educational, financial, compliance/legal and technical products; also includes associated management services

Awarded suppliers: Hilton Publishing (HPC), J.A. Majors

### **Electrical and Plumbing Building Materials**

**Expires April 30, 2022**

Electrical and plumbing products and services used to assist in new, retrofit and renovation products

Awarded suppliers: Crescent Electric, Graybar Electric, WESCO

### **Equipment Leasing and Financial Services**

**Expires March 31, 2019**

Third-party leasing services that provide innovative capital equipment acquisition options and solutions to assist members with adopting the latest technology and/or upgrades while protecting against equipment obsolescence

Awarded suppliers: First Financial

### **External Defibrillators and Related Products**

**Expires May 31, 2019**

Manual and automated external defibrillators and accessories, such as non-disposable cables and leads, proprietary dispersive pads, batteries, storage cases and CPR-assistive devices

Awarded suppliers: Philips, Physio-Control, Zoll

### **Floor Care Equipment**

**Expires February 29, 2020**

Industrial-grade cleaning equipment, such as scrubbers, burnishers, vacuums and extractors, for the maintenance of hard and soft surfaces

Awarded suppliers: Diversey, Nilfisk-Advance, Tennant

### **Foodservice Equipment and Supply**

**Expires May 31, 2020**

Distribution of foodservice equipment and supplies, as well as kitchen design services

Awarded suppliers: Carter-Hoffman Corp., Edward Don Company, Hubert Company, Primex Wellness, US Foods

## Premier REACH™ categories

### **Foodservice National Distribution Expires June 30, 2018**

Broadline foodservice distribution and services for mainland United States

Awarded supplier: US Foods

### **General Laboratory Products, Equipment and Services Expires March 31, 2018**

General laboratory products used for the preparation, handling and/or storage of blood, blood products, laboratory reagents and consumables

Awarded suppliers: Beckman Coulter, Fisher, Helmer Scientific, Hettich Instruments

### **Hard Copy Document Shredding and Media Destruction Services Expires July 31, 2019**

Onsite and offsite shredding and the destruction of confidential hard copy paper and media, such as hard drives

Awarded suppliers: AMS Store and Shred, Shred-it

### **High Density Mobile Storage Systems Expires June 30, 2018**

Solid steel shelving, rotary storage systems and related high density storage accessories

Awarded suppliers: LogiQuip, Montel Aetnastak, Quantum Medical, Spacesaver

### **HVAC Equipment, Controls and Services Expires December 31, 2018**

Chillers, air handlers, condensing units, roof top units, generator sets, control systems and services necessary to provide proper air quality and ventilation

Awarded suppliers: Daikin Applied, Trane

### **Inbound and Outbound Freight Expires May 31, 2019**

Suppliers that provide shipping services across the United States, Puerto Rico and Canada

Awarded supplier: Federal Express

### **Furniture and Systems, Casegoods, Seating and Accessories Expires December 31, 2017**

Furniture, cabinetry, casegoods, seating, ergonomics, accessories, restoration and repair

Awarded suppliers: Allseating, Durfold, Haworth, Herman Miller, Hill-Rom, Krueger (KI), National Office Furniture, Steelcase, Stryker

### **Gypsum Board and Drywall Expires August 31, 2019**

Gypsum wall, ceiling and cement boards, joint treatment systems and related finishing products (e.g. textures, plasters, setting compounds, exterior sheathing)

Awarded supplier: USG Corporation

### **Hardware and Software Resellers Expires October 31, 2020**

Companies that sell products and services such as computer hardware, software, peripherals, accessories and professional services.

Awarded suppliers: CDW Government, Insight Direct, PC Connection, Zones

### **Housekeeping Products Expires January 31, 2018**

Products which are used within all internal facility areas to disinfect and clean general surface areas and flooring

Awarded suppliers: 3M Company, Diversey, Procter & Gamble, Spartan Chemical Company, Wexford Labs

### **Ice Machines and Water Dispensing Products and Services Expires June 30, 2020**

Ice and water dispensing machines, stand-alone water dispenser units and under-counter healthcare grade refrigeration/freezers, and related services

Awarded supplier: Follett Corporation, Scottsman Ice Systems

### **Interior and Exterior Signage Expires February 29, 2020**

Interior and exterior signage that support building and/or brand recognition, spatial orientation and cognitive mapping. Signage may support informational, directional, identifying and regulatory messaging

Awarded suppliers: 2/90 Sign Systems, Mandeville, MDM, South Water

## Premier REACH™ categories

### **Laundry Products and Maintenance** **Expires December 31, 2018**

Detergents, bleaches, sours, softeners, starch, antichlor, specialty products (solvent boosters, label removers, mildew inhibitors, fungicides), shop towel dyes and mat kits, energy savings programs, evaluation tools and audits

Awarded suppliers: Ecolab, Gurtler Industries, Midlab, Procter & Gamble, Spartan Chemical, State Industrial Products, U.N.X.

### **Maintenance, Repair and Operations (MRO)** **Expires April 30, 2022**

Distribution of MRO supplies, including cleaning and office supplies, industrial supplies, daily operational supplies, consumables for laboratories and construction materials for plumbing, electrical and information technology

Awarded suppliers: AirSupply Tools, Grainger Industrial Supply, The Part Works

### **Medical and Surgical Products Distribution** **Expires December 31, 2021**

The distribution of medical and surgical products, IV therapy items, janitorial and sanitation materials and private label goods

Awarded suppliers: American Medical Depot, Buffalo, Cardinal Health, Claffin, Concordance, Henry Schein, McKesson, Medical Specialties Distributors, Medline, Owens & Minor

### **Mobile Storage Services** **Expires July 31, 2018**

Portable storage solutions, including self-storage containers, shipping containers and mobile offices

Awarded supplier: Mobile Mini

### **Moving Services** **Expires July 31, 2020**

Services to aid in interstate and intrastate, residential and commercial moves; includes packing/unpacking, crating/uncrating, moving heavy furniture and medical equipment, long-term container storage services, rentals and logistics

Awarded suppliers: Armstrong Relocation, Beltmann, Ewing Moving Service, HCR, SIRVA Worldwide, Stevens Worldwide, Wheaton

### **Office Supplies and Business Services** **Expires July 31, 2020**

Routine office supplies, products and services that help run your business, including paper, toner, break room and janitorial supplies, technology, furniture, print service and promotional products

Awarded suppliers: American Office Product, Friends Business Source, Guy Brown, Materials Management Services, Office Depot, Staples

### **Lawn Care Services** **Expires October 31, 2018**

Landscape consulting, design, build, installation, excavation, exterior maintenance, tree care services and snow removal

Awarded suppliers: The Brickman Group, Northwest Companies

### **Managed Print Services, Devices and Accessories** **Expires December 31, 2018**

The professional services, software, hardware, equipment and accessories used to execute and manage print, faxing and scanning

Awarded suppliers: Guy Brown, Konica Minolta, KYOCERA, Pharos, Ricoh, Staples, Xerox

### **Medical Gas Pipeline Equipment, Services and Accessories** **Expires January 31, 2020**

Capital equipment (such as alarms, compressors, gauges, manifolds, outlets and pumps) that delivers gas throughout a facility

Awarded suppliers: Allied Healthcare Products, Amico, Boehringer, Ohio Medical

### **Modular Casework, Storage Systems and Mobile Carts** **Expires June 30, 2018**

Non-stainless steel modular casework, mobile computer carts, storage systems, warming cabinets and medical transport carts

Awarded suppliers: Groupe Lacasse, Herman Miller, InterMetro, Lakeside, MASS Medical, Solaire Medical, Stanley InnerSpace

### **MSDS Management Services** **Expires February 29, 2019**

Online material safety data sheet management tools, such as on-demand compliance, electronic solutions, consulting and training, indexing, cross-referencing, storing and filing electronic records

Awarded supplier: CloudSDS

### **Paint and Related Sundries** **Expires February 29, 2019**

Coatings (paints, primers, sealers, acrylic block filters, varnishes, urethanes, oil stains, deck sealers) and sundries (brushes, ladders)

Awarded suppliers: National Paint Alliance, PPG Industries



## Premier REACH™ categories

### **Paper and Janitorial Supply Distribution Expires October 31, 2020**

Distributors who provide janitorial and sanitation products, such as can liners, floor care, housekeeping products, paper towels and tissue, and soaps and lotions

Awarded suppliers: AFFLINK, Interline Brands (SupplyWorks), Network Services, Office Depot, Standardized Sanitation Systems (Triple S), Strategic Marketing Alliance, Veritiv

### **Parking Management, Equipment and Services Expires August 31, 2019**

Parking management (snow/ice removal, valet, concierge, wheelchair assistance, lot/garage security), parking lot equipment and system design and layout

Awarded supplier: E&B Parking Services

### **Physical Therapy Products and Exercise Equipment Expires February 29, 2020**

Physical therapy products and exercise equipment used to provide therapy aimed at developing, maintaining and restoring maximum movement and functional ability

Awarded suppliers: Medcom, Performance Health Supply

### **Postage Meters and Mailing Systems Expires May 31, 2021**

Postage meters and mailing systems that are licensed by the United States Postal Service.

Awarded suppliers: FP Mailing Solutions, Pitney Bowes

### **Reusable Textiles and Textile Services Expires November 30, 2018**

Apparel, bedspreads, pillows, pillowcases, linens/sheets, blankets, robes, bath rugs, shower curtains, terry products (towels, curtains, etc.), window treatments, surgical textiles and hamper bags

Awarded suppliers: Above the Sill, American Dawn, Cube Care, Encompass Group, Hinson & Hale Medical Technologies, Medline Industries, Phoenix Textile, Silentia, Standard Textile, WebbShade

### **Service Awards and Promotional Products Expires May 31, 2019**

Products and offerings for rewarding staff, such as service and recognition awards and incentive points programs

Awarded suppliers: American Solutions for Business, Office Depot, Positive Promotions, Proforma Promographix, Standard Register, Staples

### **Paper Towels, Tissues and Dispensers Expires September 30, 2019**

Paper towels, tissue and related dispensers

Awarded suppliers: American Textile Systems, Georgia-Pacific Consumer Products, Kimberly-Clark Professional, SCA Tissue, von Drehle

### **Pest Elimination Services Expires February 29, 2020**

The treatment and elimination of pests: bedbugs, cockroaches, rats, ants, mice, flies, spiders, stored product insects, stinging pests and occasional/seasonal invaders

Awarded suppliers: Ecolab, Orkin, Rentokil

### **Pool and Spa Care Products and Services Expires June 30, 2019**

Products that assist in maintaining balanced pool and spa chemistry, such as automated dispenser systems that control water quality and chlorine feed, pool chemicals, pumps and motors, cleaning attachments, water testing, filters and covers

Awarded supplier: Leslie's Poolmart

### **Purchasing Cards and Electronic Payables Expires October 31, 2018**

An electronic accounts payable solution

Awarded suppliers: American Express, Bank of America, PNC Bank National Association

### **Roofing Products, Systems and Services Expires May 31, 2018**

Built-up roof systems, single ply and multi membranes, tar pitch, polyvinyl-chloride (PVC), plastics, modified asphalt systems, solar and green roofing, caulking, tuck pointing, flashing, waterproofing, installation, repair, maintenance and emergency response

Awarded suppliers: Garland Company, Johns Manville, Simon Roofing (SR Products), Tremco

### **Soaps, Lotions and Waterless Hand Rinses Expires September 30, 2020**

Cleansing products such as alcohol rubs, hand rinses, foams, sprays and lotions as well as lotions intended for moisturizing purposes

Awarded suppliers: DebMed USA, Ecolab, GOJO

## Premier REACH™ categories

### **Specialty Foods Distribution** **Expires January 31, 2020**

Distribution of unique food products, such as seconds, overruns, discontinued and slightly imperfect products

Awarded supplier: JAFCO Foods

### **Television Systems and Services** **Expires February 29, 2020**

Healthcare-grade and commercial-grade television systems and accessories

Awarded suppliers: D&L Communication Systems, MDM Commercial Enterprises, Telehealth Services

### **Total Building Environment Systems and Controls** **Expires December 31, 2018**

Space controllers, zone sensors, overall monitoring and system training

Awarded suppliers: Blue Pillar, Siemens Industry, Trane

### **Uniforms, Mats, Microfiber and Towels** **Expires January 31, 2018**

The rental/lease or direct purchase of uniforms, mats, microfiber and/or towels

Awarded suppliers: Cintas, Superior Uniform Group, UniFirst, Vestagen Protective Technologies

### **Vending Machines and Services** **Expires December 31, 2017**

Vending machines (coffee, ice cream, frozen meals, beverages), kiosks, equipment, supplies and payment solutions technology (such as changers and ATMs)

Awarded suppliers: Gilly National, Vendture

### **Wall Art and Mirrors** **Expires April 30, 2019**

Artwork and mirrors available for lease or purchase, as well as consultation and design services

Awarded suppliers: Ambiance Group, ARCH Design, Artistic Framing, Great American Art, RAO Contract Sales, Robert Smith Fine Art

### **Support Services Outsourcing – Facilities Operations** **Expires March 31, 2019**

Third party outsourcing of facilities management services including, housekeeping and environmental services, laundry and linen services, plant operations and patient transport

Awarded suppliers: ABM Healthcare Support Services, Aramark, DSS Staffing, MEDtegrity, Rickman Enterprise Group, SDB Contracting Services, Southwest Linen Services, Xanitos

### **Third Party Freight Management** **Expires May 31, 2019**

Third-party freight management services (freight reduction, cost analysis, rate improvement) and supply chain management functions (warehousing, transportation, distribution, freight consolidation)

Awarded suppliers: Cardinal Health (OptiFreight), L5 Express, Triose

### **Translation and Interpretation Services** **Expires June 30, 2020**

Language translation (document translation, document typesetting) and interpretation services (in-person, via telephone, video conferencing)

Awarded suppliers: GLOBO Language Solutions, InDemand Interpreting, Language Services Associates, Propio, Transperfect

### **Vehicle Rental Services** **Expires October 31, 2020**

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: Hertz

### **Wall and Door Covering and Protection** **Expires January 31, 2019**

Wall and door coverings (such as wallpaper, handrails, chair rails, corner guards, bumper rails, bed locators and door protectors) that provide increased protection

Awarded suppliers: Inpro, Koroseal Interior Products, Pawling

### **Waste Management Products and Services** **Expires May 31, 2019**

Consulting, audits, collection, hauling, incineration, landfill, waste disposal, sharps container services, recycling and biomediation

Awarded suppliers: AMS Med Waste, Clean Harbors, Curtis Bay, Daniels SharpSmart, LBMedwaste, Medi-Waste, Rubicon, Refuse Specialists, Specific Waste, Sustainability Resources International, Stericycle, TransChem

Premier REACH™ categories

**Workforce Solutions – Human Resources Technology**  
**Expires July 31, 2020**

Software applications, such as personnel sourcing and tracking, payroll, benefits, administration, performance development and regulation compliance, that improve and oversee talent management and performance

Awarded supplier: Job Market Maker

*Last updated: September 11, 2017*



# Custom Contracting



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

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



Interested in learning more about these opportunities?

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

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

[Contact your Premier representative.](#)



# QUITE SIMPLY THE MOST VALUABLE TOOL IN YOUR HANDS. US.

CAPITAL AND CONSTRUCTION: IT'S TIME TO TAME THE CHAIN

**Are you planning, designing or buying capital equipment technology?**

**Are you getting the best equipment at the lowest price?**

**Now you can.**

**Average identified savings for members using MEMdata services: 10-18 percent**

## MEMdata

**Comprehensive suite of solutions for construction, renovation, and routine capital projects**

- Equipment planning
- Equipment procurement
- Equipment budgeting
- Price benchmarking
- Equipment savings

Yes, we're all about having the right tool for the right job. Introducing Premier Capital and Construction: a supercharged supply chain service line focused on helping you lower costs at any or every stage of your construction, renovation project or routine capital procurement.

Capital equipment is a large-spend category that presents challenges since products are purchased infrequently, technology changes rapidly, and there is significant pricing variation. You face changing needs and fragmented services. Yet you need to make the right choices when planning and acquiring capital equipment.

To help you gain significant savings and value in both the near and long term, Premier has acquired MEMdata, a technology management firm serving existing medical facilities and those under construction.

By integrating Premier's robust portfolio with MEMdata's solutions, we'll help you lower costs, increase your efficiency, and improve your facilities to better serve your patient population. Benefits to you include:



**Integrated approach to capital planning and procurement**



**Competitively derived price intelligence to make decisions**



**Lower cost for clinical and non-clinical capital equipment**



**Your needs matched with turnkey or customized programs and consulting support**



“We replaced our previous equipment planning firms with MEMdata. **They promptly cleaned up our plans and specs and saved us over \$4 million on equipment. In design meetings they called up pictures and specs from their website in moments.** I highly recommend MEMdata.”

Jack Robinson, CFO

- St. Joseph’s Healthcare System, New Jersey

## ACHIEVE SUPPLY CHAIN SAVINGS IN CAPITAL EQUIPMENT AND CONSTRUCTION

### PERFORMER ELITE PROGRAM

MEMdata leverages an electronic request for proposal process and a proprietary database of more than 35,000 products and specifications to benchmark the capital equipment price quotes you receive against the best prices in the market. They then provide the final pricing working with your team, delivering significant savings.

MEMdata’s service is based on providing price transparency by comparing clinically equivalent products and maintaining a national database of pricing. Services include:

- Electronic RFP competitive bidding
- Capital equipment price intelligence
- Budgeting services and software
- Fair market valuations of used equipment
- Total cost of ownership calculator
- Maintenance reviews
- Equipment specification sheets
- Flexible pricing options including no charge unless savings are realized

### EQUIPMENT PLANNING AND PROCUREMENT SERVICES

This service offers full equipment planning and procurement services for healthcare construction projects. Gain access to best practices in medical facility space planning, equipment budgeting, procurement and installation for all equipment needs. Services include:

- User group design sessions
- Capital equipment budgeting and tracking
- AutoCAD/Revit design, drafting and printing
- Unmatched procurement and pricing intelligence
- Existing inventory services; useful life determinations
- Equipment charge order protection and mitigation
- MEMplanner Pro software
- Initial outfitting and transitions
- Services for health systems, DoD, and VA
- Customized fees based on services requested

**MEMdata**



13034 Ballantyne Corporate Place  
Charlotte, NC 28277

T 704 357 0022

444 N Capitol Street NW, Suite 625  
Washington, DC 20001-1511

T 202 393 0860

With the right tools, our comprehensive portfolio and expert support you can plan, build and acquire capital with confidence.

### FOR MORE INFORMATION PLEASE

**CONTACT: Jack Burley**, sales and marketing at 979.695.1950 x121 or [jack.burley@memdata.com](mailto:jack.burley@memdata.com)

**Jim Venker**, facilities, construction and environmental services senior director, at 704.816.5375 or [james\\_venker@premierinc.com](mailto:james_venker@premierinc.com)

### About Premier, Inc.

Premier, Inc. (NASDAQ:PINC) is a leading healthcare improvement company, uniting an alliance of more than 2,900 U.S. hospitals and nearly 100,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare.

PREMIERINC.COM

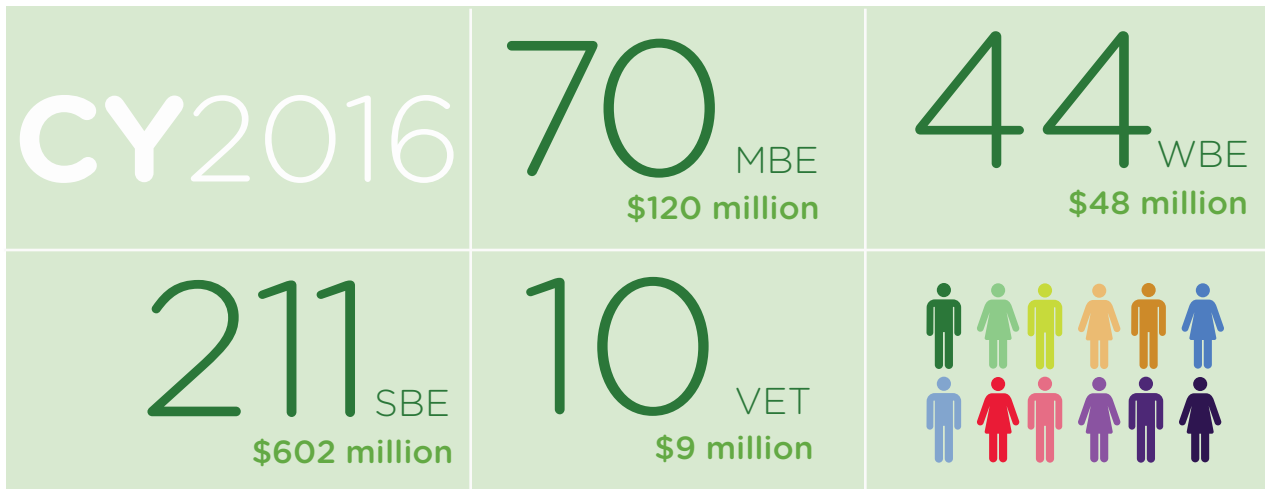




Premier's supplier diversity initiatives recognize and track the following classifications (diverse and small business suppliers): **small business enterprises** (SBE) and **minority-** (MBE), **woman-** (WBE) and **veteran-owned** (VET) enterprises.

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.



## 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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