



Surgical Services

Portfolio Overview and Resources

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Custom procedure trays: Finding the right balance

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A custom procedure tray (CPT) is a specific way in which sterile supplies used for surgery are placed in a convenient pouch-pack. By opening one pouch or wrapper, everything you need is ready and prepared for the procedure. Most institutions have custom pack programs that are intended to save operating room (OR) set-up time, reduce turnover time between cases, create standard practices and reduce cost for the healthcare institution. But do they? Not every surgical procedure requires a CPT. There are several factors to consider when deciding to design one. These include cost, efficiency, quality and safety and waste reduction.

Factors in detail

Cost: There is no question that CPTs cost more than standard packs. To be cost effective, CPTs must truly reduce the labor of picking and opening supplies that would have to be added to a standard pack. This is difficult to accurately measure. They must also inarguably reduce room turnover time. This is another difficult measurement. For procedures that are high volume, supply intense and of short duration these measurements are obvious. Cataract extraction is an excellent example. For other procedures with lower volumes and few added supplies, validating the additional cost is less clear. Examples might include tonsillectomy with adenoidectomy, myringotomy, cystoscopy (particularly when done in a dedicated room), dilation and curettage (D&C), breast biopsy, dental extractions and vaginal deliveries.

Efficiency: If the CPTs add cost, that should be offset by validated improvements in efficiency. How many of these procedures are you doing and at what frequency? Does having the CPT reduce overtime or allow for completing an additional case in a block? A CPT manufacturer once told me the financial breakeven was more than 150 cases per year.

Quality/safety: In general CPTs don't impact quality over that of standard sterile supplies. However, there are some instances where they might. While not common, there can be scenarios in which a CPT can improve quality without achieving the 150 case threshold. For example, a level II trauma center that does practically no neurosurgery electively will get some head trauma cases, usually for the on-call team, and having a craniotomy CPT can greatly improve care and outcomes.

Waste: CPT manufacturers tout them as waste reducers, but while they may start out that way, the opposite quickly becomes reality. Alternative size and style of gowns, overuse of drapes and towels, changing practices which can take months to make in a CPT increase waste rather than reduce it.

In summary, CPTs have their place in today's surgical suites but that place is not in every suite for every procedure. Leaders need to keep close watch on their packs or run the risk of seeing them develop into a costly culture from which it is very difficult to escape. Many of the CPT suppliers now provide software programs to help look at waste in your CPT packs. These programs can provide cost-effective alternatives as well as provide the end-user a way to make instant changes to the CPT pack.



Learn more:

Review the [Custom Procedure Trays category](#) to learn more about Premier contracted suppliers in this area.

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 \$44 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.

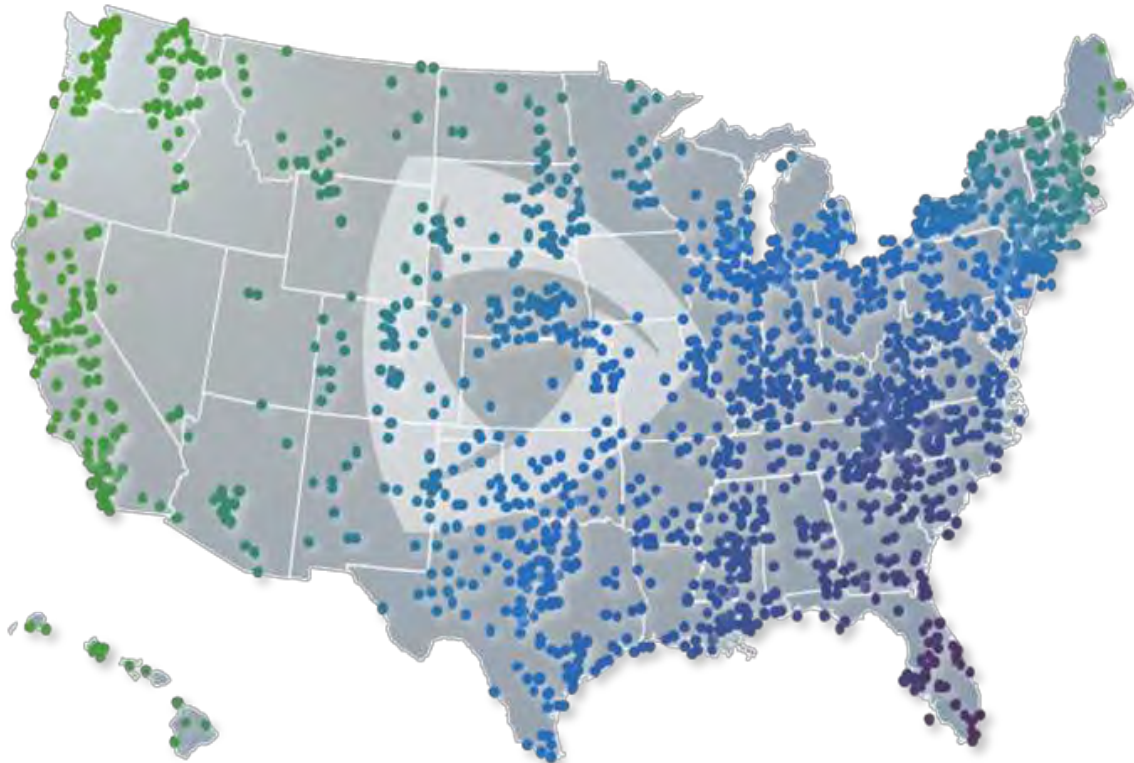




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Arthroscopy Fluid Waste Management

Effective March 1, 2017

Expires February 29, 2020

Products and services available

Devices used to remove fluid from the operating room floor during a surgical procedure.

Class of trade

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

Aspen	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com
ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
LDI	Susan Shreve	866.332.0700	sshreve@ldisolutions.com

Note: Supplier contact information is current as of December 9, 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.
- Aspen's new agreement pricing offers 6.2 percent savings compared to its expiring agreement pricing.
- Aspen offers absorbent floor mats, absorbent floor mats with suction and floor suction devices.
- Aspen has a \$50 minimum order requirement.
- Aspen offers a conversion incentive and a loyalty reward as value-adds. See the value analysis toolkit for more details.
- ConMed's new agreement pricing is flat compared to its expiring agreement pricing.
- ConMed offers floor suction devices.
- ConMed requires orders of full case quantities.
- LDI's new agreement pricing is flat compared to its expiring agreement pricing.
- LDI offers absorbent floor mats and floor suction devices.
- LDI has a one case minimum order requirement.
- **Aspen is the low-cost supplier.**
- Available through distribution: Aspen, ConMed
- Available direct: Aspen, ConMed, LDI

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.

Awarded suppliers

Supplier	New	Expiring
 Aspen Surgical.	PP-OR-1384 AS-OR-1384	PP-OR-1079 AS-OR-1079
 CONMED	PP-OR-1385	PP-OR-1080
 LDI	PP-OR-1386	PP-OR-1081

LDI is a small business enterprise (SBE).

Financial considerations:

- Cost of floor mats
- Cost of suction devices
- Cost of disposal of operating room fluid waste
- Suction device compatibility with absorbency mats

Patient safety and satisfaction:

- Product absorbency
- Leak and contamination prevention
- Amount of suction provided by the device
- Traction provided to prevent healthcare worker tips and falls

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of products

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.
- [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

- **Arthroscopy Supplies:** Disposables, manual and powered equipment which assist the surgeon while performing an arthroscopic procedure
- **Liquid and Medical Waste Management Systems:** Canister and cart-based systems with products that manage the disposal of liquid and medical waste
- **Waste Management Products and Services:** Consulting, waste audits, collection, regulated medical waste disposal, including liquid solidification, and other waste streams

Arthroscopy Supplies

Effective May 1, 2016

Expires April 30, 2019

Products and services available

This category includes arthroscopes, instrumentation, powered equipment, implants, and disposable supplies used during an arthroscopic procedure (arthroscopy). Manufacturers provide both manual and powered equipment which assist the surgeon while performing an arthroscopic procedure.

Class of trade

Agreements are available to all classes trade including acute, continuum of care and Premier REACH™ members.

ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
Smith & Nephew	Scott Matson	817.202.5070	scott.matson@smith-nephew.com
Stryker	Dean Lackey	269.385.2600	dean.lackey@stryker.com

Note: Supplier contact information is current as of July 25, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

- Smith & Nephew offers a single tier that requires a paper PMDF. Members who have an active PMDF on file with Smith & Nephew designating Premier as of the agreement effective date will not need to complete a new PMDF. Electronic price activations are not allowed in lieu of a PMDF. A signed PMDF can be submitted as an attachment on the price activation. If members enter into a Member Agreement with Smith & Nephew, the terms and conditions will be consistent or at least as favorable with the terms and conditions of the Premier agreement.

Aggregation opportunities




Aggregation is allowed for multi-facility systems or networks of facilities for ConMed.

- Aggregation is not allowed with Smith & Nephew due to a single tier offering.
- Stryker requires that 70 percent of facilities in the aggregation group must meet desired tier requirements.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers except Smith & Nephew.
 - Pricing is firm for the first 12 months with Smith & Nephew.
- All suppliers have had a price increase from their expiring agreement.
- ConMed is the low cost supplier.
- ConMed's tiers have changed from the expiring agreement.
- ConMed offers value-adds for members.
- Available through distribution: ConMed and Stryker
- Available direct: ConMed, Smith & Nephew and Stryker

Awarded suppliers

Supplier	New	Expiring
 CONMED CORPORATION	PP-OR-1312	PP-OR-1000
 smith&nephew	PP-OR-1315	PP-OR-1004
 stryker®	PP-OR-1314	PP-OR-1005

Current agreements with Microaire (PP-OR-1001), National Advanced Endoscopy (PP-OR-1002) and Nexus Surgical (PP-OR-1003) expire April 30, 2016.

Financial considerations:

- Growth incentives
- Warranties/service agreements
- Reimbursement
- Standardization – supply tray per procedure

Patient satisfaction and safety:

- Clear joint visualization
- Procedure-specific instrumentation provided for bone/soft tissue repair
- Integrated fluid management for improved joint access
- Minimally invasive procedure provides reduced recovery time

Roadblocks to conversion:

- Clinical preference
- Supplier relationships

Arthroscopy Supplies

Effective May 1, 2016

Expires April 30, 2019

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

Additional resources:

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

Biological Mesh Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes biomaterial from either cadavers or animals that could address the problems associated with permanent synthetic mesh, including chronic inflammation and foreign body reaction, stiffness and fibrosis and mesh infection. Biological mesh products are used for hernia repair, abdominal wall reconstruction, breast reconstruction and in the presence of contaminated or potentially contaminated surgical fields.

Class of trade

- Agreements with ACell, Davol, MTF and Novadaq are available to acute care, continuum of care and Premier REACH™ members.
- Covidien's agreement is available for acute care, non-acute healthcare and non-healthcare only.
- Johnson & Johnson and LifeCell's agreements are only available to hospitals and surgery centers.

ACell	Gwyn Selby	601.955.3313	gwynselby@acell.com
Covidien	Greg Goodall	508.261.8213	greg.i.goodall@medtronic.com
Davol	John Vandenburg	770.784.6164	john.vandenburg@crbard.com
Johnson & Johnson	Daniela Taylor	732.562.7554	dtaylor@its.inj.com
LifeCell	Chris Dancu	704.516.9723	chris.dancu@acelity.com
MTF	Katherine Furiato	732.661.2571	katie_furiato@mtf.com
Novadaq	Nick Ranieri	855.668.2327	nranieri@novadaq.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with ACell, Covidien, Davol and Novadaq.
- A PMDF/PA is required for all tiers with LifeCell, Johnson & Johnson and MTF.
 - All members must PA/PMDF within the first 90 days for LifeCell.
 - Johnson & Johnson requires a PMDF; those wishing to PA must also attach a completed PMDF.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with MTF and Novadaq.
- Aggregation is allowed for multi-facility systems and established networks with ACell and Davol.

Awarded suppliers

Supplier	New	Expiring
 ACell	PP-OR-1334	New
 COVIDIEN	PP-OR-1336	PP-OR-1032
 daval	PP-OR-1335	PP-OR-1033
 Johnson & Johnson	PP-OR-1337	New
 LifeCell	PP-OR-1338	PP-OR-1034
 MTF <small>Musculoskeletal Transplant Foundation</small>	PP-OR-1353	New
 NOVADAQ <small>imaging illuminated</small>	PP-OR-1339	PP-OR-1035

ACell and Novadaq are small business enterprises (SBE).

Financial considerations:

- Appropriate type and size of mesh per body region
- The cost of biological mesh storage
- Value-adds
- Standardization opportunities between suppliers
- Reimbursement information

Patient safety and satisfaction:

- Strength of the mesh to protect and prevent further damage to the patient
- Sterilization of the mesh to prevent infection
- Risk of the body rejecting the implant

Roadblocks to conversion:

- Mesh currently being used in the facility
- Physician preference
- Relationships with current vendors
- Staff acceptance of the product

Aggregation opportunities (continued)

- Aggregation is allowed for multi-facility systems made up of two or more acute care facilities, established networks of facilities with the ability to make purchasing decisions and multi-ambulatory surgery center sites operated by a single owner with central decision making authority with Covidien.
- Aggregation is allowed for hospital systems with owned, leased or managed facilities with Johnson & Johnson.

Other key value and terms

- Pricing is firm for the term of agreement with ACell, Davol, Johnson & Johnson, MTF and Novadaq.
- Pricing is firm for the first 12 months with Covidien and LifeCell.
- ACell offers an early payment discount of 2 percent if paid within 15 days of invoice.
- ACell offers two growth rebates as a value-add.
- Covidien requires a Primary Group Designation Form and a Standardization Analysis.
- Covidien offers a conversion rebate as a value-add.
- Covidien has a \$90 fee for orders under \$500.
- Covidien's new agreement pricing offers 0.1 percent savings compared to its expiring agreement pricing.
- Davol will grandfather the current agreement for the initial 90 days.
- Davol does not have a minimum order but requires orders to be placed by the unit of measure on Exhibit A-3.
- Davol's new agreement pricing offers 3.7 percent savings compared to its expiring agreement pricing.
- Johnson & Johnson does not have a minimum order but requires members to check their Trade Policy.
- LifeCell will grandfather current PMDFs for the initial 90 days of the agreement. All members must PMDF within the first 90 days of the new agreement.
- LifeCell's new agreement pricing offers 0.6 percent savings compared to its expiring agreement pricing.
- Novadaq offers a niche product, a mesh navigation imaging accessory.
- Novadaq's new agreement pricing offers 0.5 percent savings compared to its expiring agreement pricing.
- **Covidien is the low-cost supplier on crossed items.**
- Available through distribution: Covidien (3 percent direct order fee)
- Available direct: ACell, Covidien, Davol, Johnson & Johnson, LifeCell, MTF and Novadaq.

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

Full launch content and additional resources available

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

Related categories

- **Surgical Mesh Products:** Artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.
- **Synthetic Bioabsorbable Mesh Products:** Mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time.
- **Bone Tissue and Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware.
- **Surgical Incontinence Products:** Implant products used to treat stress urinary incontinence and pelvic floor defects.
- **Endomechanical Products:** Devices, such as internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure, used to assist in surgical procedures.

Bone Tissue Synthetic Implantable Products

Effective July 1, 2015

Expires: June 30, 2018

Products and services available

This category consists of biologic and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware. Products in this category do not include biological or synthetic mesh products or metal hardware.

Class of trade

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

Bacterin	Amy Radtke	913.735.4560	aradtke@bacterin.com
Bioventus	Kevin Turner	617.504.3963	kevin.turner@bioventusglobal.com
CeraPedics	Andrew Barnes	301.461.2335	abarnes@cerapedics.com
Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
ISTO	Joanne Paolini	480.951.6014	jpaolini@istotech.com
LifeNet	Gary Vivian	508.224.7053	gary.vivan@lifenethealth.org
MC Squared	Jody McCrea	815.322.2485	jodymccrea@gmail.com
MTF	Robert Mayes	440.781.4234	robert_mayes@mtf.org
Stryker	Todd Ragas	941.525.3831	todd.ragas@stryker.com
Tissue Regenix	Denise Fielder	267.864.7681	d.fielder@tissueregenix.com

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










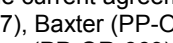
How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher for Bacterin, Integra, LifeNet and Stryker.
 - Bioventus offers one tier. A PA/PMDF is not required but is suggested.
 - MTF requires a PA/PMDF for all tiers.
- Current members under MTF agreement (PP-OR-910) must sign a PA/PMDF within 90 days of the new agreement effective date or they will be moved to list price.

Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks with Bacterin, Bioventus, Integra, LifeNet and MTF.
- Stryker allows aggregation for multi-facility systems that have the ability to influence purchasing decisions.

Awarded suppliers

Supplier	New	Expiring
 BACTERIN	PP-OR-1227	PP-OR-911
 bioventus	PP-OR-1222	PP-OR-876
 CERAPEDICS <small>Enhancing the Science of Bone Repair</small>	PP-OR-1372	New
 INTEGRA <small>LIFE UNCERTAINTY</small>	PP-OR-1223	PP-OR-874
 isto	PP-OR-1371	New
 LifeNet Health <small>Saving Lives, Restoring Health</small>	PP-OR-1224	PP-OR-912
 mc ²	PP-OR-1248	New
 MTF <small>Musculoskeletal Transplant Formulation</small>	PP-OR-1225	PP-OR-910
 stryker®	PP-OR-1226	PP-OR-872
 Tissue Regenix <small>Consensus etc.</small>	PP-OR-1373	New

The current agreements with Aesculap (PP-OR-867), Baxter (PP-OR-868), Curasan (PP-OR-875), Lanx (PP-OR-869), NuBone (PP-OR-870) and NuVasive (PP-OR-871) expire June 30, 2015.

MC Squared is a women-owned business enterprise (WBE).

August 2016: MC Squared has been awarded a technology breakthroughs award. For details, see the technology breakthroughs contract announcement.

December 2016: CeraPedics, ISTO and Tissue Regenix have been awarded technology breakthroughs awards. For details, see the technology breakthroughs contract announcements.

Financial considerations:

- Price protection
- Payment terms (incentives and penalties)
- Minimum orders
- Aggregation options
- Grandfathering of current pricing

Patient satisfaction and safety:

- Post-op recovery period
- Successful fusion or repair
- Off and on label use of products

Roadblocks to conversion:

- Supplier relationships
- Physician preference
- Supplier bringing off-contract products into the OR without prior authorization

Bone Tissue Synthetic Implantable Products

Effective July 1, 2015

Expires: June 30, 2018

Other key value and terms

- Pricing is firm for the term of agreement with Bacterin, Bioventus, LifeNet and MTF.
 - Integra and Stryker's pricing is firm for the first 24 months of the agreement.
 - After the first 24 months, Integra and Stryker's price will increase by no more than 2.5 percent and 3 percent respectively and remain firm for the term of the agreement.
- Bioventus offers a value-add for new facilities who have not used their OsteoAMP® product. See the value-add section of the value analysis toolkit for more information.
- MTF offers a locally negotiated tier for members who have over \$500,000 spend per calendar year over all categories combined.
- MTF allows for freight management as long as FedEx is the carrier.
- See the financial analysis for analysis of new agreement pricing compared to expiring agreement pricing. Please consider product use and subcategories when conducting your own financial analysis.
- Available through distribution: Bioventus
- Available direct: Bacterin, Bioventus, Integra, LifeNet, MTF and Stryker

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

Full launch content and additional resources available

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

Related category

- **Vertebral Compression Fracture Repair Products:** Products used to repair vertebra that have experienced breaks or have been weakened due to osteoporosis, cancer, or increase in age.

Products and services available

This category includes breast implants (silicone and saline), tissue expanders and sizers.

Class of trade

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

Allergan	Tom Alioto	760.814.5323	alioto_tom@allergan.com
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Note: Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at all tiers for new members.
- PA/PMDF is required at Tier 2 or higher for current members and must be submitted within 60 days of the effective date or they will be slotted to Tier 1.

Aggregation opportunities

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

- All aggregating facilities must be listed on a single PMDF.
- Only one commitment level can be designated for all of those facilities.
- Facilities that are members of a GPO must independently commit to the commitment level required by the desired tier.
- A failure by any one facility to meet the designated commitment level will be subject to a pricing adjustment or being removed from the group.

Other key value and terms


- Pricing is firm for the term of agreement.
- Members who are purchasing products from seller prior to the effective date of this agreement will have the option to elect to have their prior pricing remain fixed for all products until the expiration of this agreement, provided they meet the Tier 4 commitment level under Exhibits A-1 and A-2.
- Allergan's new agreement pricing offers 1.2 percent savings compared to its expiring agreement pricing.
- Allergan offers a consignment rebate and an incentive growth rebate as a value-add. See value-add section of the value analysis toolkit for details.
- Products from Allergan are available direct.

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

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1387	PP-OR-1082

Financial considerations:

- Grandfathered pricing tier
- Reimbursement

Patient safety and satisfaction:

- Patient education
- Saline compared to silicone implants
- Risk of rupture or leaking
- Shape, size and volume of implant
- Low to high implant profile

Roadblocks to conversion:

- Clinical preference
- Patient preference

Related categories

- **Biological Mesh Products:** This category includes biomaterial from either cadavers or animals that could address the problems associated with permanent synthetic mesh.
- **Surgical Mesh Products:** this category includes artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.
- **Synthetic Bioabsorbable Mesh Products:** This category includes mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time.

Casting and Splinting Products

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes manufacturers of plastic, synthetic and fiberglass materials used to develop splints or casts in order to immobilize or stabilize orthopedic injuries so that healing can occur. Casting products also include the soft goods including sheet wading and stockinette.

Class of trade

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

BSN	Joy Wright	978.270.5511	joy.wright@bsnmedical.com
Parker Medical	Chris Brown	704.778.0376	cbrown@parkermedicalassociates.com
S2S Global	Ryan Hahn	855.531.7699	ryan.hahn@s2s-global.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) 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 both suppliers.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- BSN's new agreement pricing offers 7.5 percent savings compared to its expiring agreement pricing.
- BSN offers a growth rebate as a value-add.
- BSN has a \$500 minimum order requirement.
- BSN offers an early payment discount of 2 percent if paid within 10 days of product delivery, invoice receipt or acceptance, whichever is later.
- Parker Medical's new agreement pricing offers 7.4 percent savings compared to its expiring agreement pricing.
- Parker Medical offers an early payment discount of 2 percent if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- **BSN is the low-cost supplier at top tier pricing.**
- Available through distribution: BSN, Parker Medical, S2S Global
- Available direct: BSN, Parker Medical, S2S Global (container shipments only)

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1360 AS-OR-1360	PP-OR-1040 AS-OR-1040
	PP-OR-1361	PP-OR-1042
	PP-S2-001W AS-S2-001W	New

Parker Medical is a small business enterprise (SBE).

The current agreements with 3M (PP-OR-1039) and CNF Medical (PP-OR-1041) expire October 31, 2016.

The S2S Global agreement is effective January 1, 2017, through October 31, 2019.

Financial considerations:

- Early payment discounts
- Minimum order requirements
- Cost of accessories
- Value-adds

Patient safety and satisfaction:

- Padding support
- Patient comfort
- Plaster versus synthetic or fiberglass materials
- Water-proof options
- Patient education offerings

Roadblocks to conversion:

- Staff acceptance of product
- Preference of plaster versus synthetic
- Adhesiveness of the product

Casting and Splinting Products

Effective November 1, 2016

Expires October 31, 2019

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Related categories

- **Orthopedic Soft Goods:** Soft and extrication cervical collars; knee braces and supports; back braces and support; shoulder braces and elbow, wrist, thumb, hand and forearm supports; ankle braces and supports; upper extremity splints; soft and custom braces; and cold therapy units
- **Bone Tissue Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware

Chest Drainage Products

Effective March 1, 2015

Expires February 28, 2018

Products and services available

Chest drainage products are used to evacuate air and/or fluid from the chest cavity, re-establish normal pressure, allow re-expansion of the lungs to restore normal breathing patterns after heart surgery and prevent the accumulation of fluid around the heart. Products in this category include thoracic catheters, wet suction drainage, dry suction drainage, autotransfusion (ATS) blood bags and accessories.

Class of trade

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

Maquet	Mike Smith	949.226.9195	mike.smith@getinge.com
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Note: Supplier contact information is current as of December 1, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

Aggregation is allowed for multi-facility systems.

Other key value and terms

- Pricing is firm for the term of the agreement.
- Maquet new agreement pricing is 3 percent less favorable compared to its expiring agreement.
- Maquet offers both wet suction and dry suction drainage systems.
- Products specifically designed for pediatrics are available.
- Maquet offers products direct as well as through distribution.
- Shipping through Maquet is FOB origin, freight and insurance prepaid and added to invoice, title and risk of loss transfer upon shipment.

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

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Related Category

- **Catheter/Tube Securement and Stabilization Products:** includes suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids.

Awarded supplier		
Supplier	New	Expiring
MAQUET GETINGE GROUP	PP-OR-1154 AS-OR-1154	PP-OR-818

Financial considerations:

- Disposables
- Shipping

Patient satisfaction and safety:

- Pediatric products available
- Ease of use/easy to read graduations
- Prevention of bleeding into the chest
- Knock-over protection
- Variable suction
- Mobile units available

Roadblocks to conversion:

- Products currently used in the facility
- Training for staff

Custom Procedure Trays

Effective January 1, 2017

Expires December 31, 2019

Products and services available

Custom procedure trays (CPTs) that are specifically designed packs that combine the disposable items needed for specific surgical procedures. CPTs can improve efficiencies by decreasing time and staff needed to pick and open supplies.

Class of trade

- Agreements are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers with ACS, CPTMed, DeRoyal and Medical Action.
- Cardinal is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Medline is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.

ACS	Dave Thomson	952.926.3515	dthomson@amconsys.com
Cardinal	Jeffrey Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
CPTMed	Connie Liesman	866.584.3713	cliesman@cptmed.com
DeRoyal	Matt Spalding	865.362.1115	mspalding@deroyal.com
Medical Action	Darby Thompson	865.617.6487	darby.thompson@owens-minor.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers except ACS.
- A PMDF/PA is not required with ACS 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.
- Facilities of GPOs must independently commit to market share required by tier for Medical Action.

Other key value and terms

- Pricing is dependent on model selection with all suppliers.
- ACS will build a dedicated pack facility as a value-add. See the value-add section of the value analysis toolkit for more details.
- ACS offers an early payment discount. See the terms and conditions section of the value analysis toolkit for more details.
- Cardinal offers additional value and discounts for new and current members on Tiers 6 and 7. See the value-add section of the value analysis toolkit for more details.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1378	PP-OR-1076
	PP-OR-1379 AS-OR-1379	PP-OR-1074 AS-OR-1074
	PP-OR-1380	New
	PP-OR-1381	PP-OR-1078
	PP-OR-1382	PP-OR-1075
	PP-OR-1383	PP-OR-1077

CPTMed is a women-owned business enterprise (WBE).

Financial considerations:

- Savings through standardization and proper utilization
- Value-adds and rebates
- Incurred costs when changing pack components

Patient safety and satisfaction:

- That products provided in the packs are for the appropriate surgical procedure
- Quality and sterility of products included in pack

Roadblocks to conversion:

- Lack of standardization in the facility
- Staff acceptance of products
- Current supplier relationships
- Current distribution agreement

Other key value and terms (continued)

- Cardinal offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Cardinal offers an online management tool. See the product review section of the value analysis toolkit for more details.
- CPTMed offers a purchase volume rebate, staggered shipping lots and pack review services. See the value-add section of the value analysis toolkit for more details.
- CPTMed offers an early payment discount. See the terms and conditions section of the value analysis toolkit for more details.
- DeRoyal offers additional discounts on their transparency (ClearPack) tiers. See the value-add section of the value analysis toolkit for more details.
- DeRoyal offers an online management tool. See the product review section of the value analysis toolkit for more details.
- Medical Action offers a loyalty retention rebate and utilization review rebates. See the value-add section of the value analysis toolkit for more details.
- Medical Action offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Medline offers a new customer conversion rebate, new customer rebate, customer retention rebate, transparency programs, an online tool and additional value-adds. See the value-add section of the value analysis toolkit for more details.
- Medline offers an online management tool. See the product review section of the value analysis toolkit for more details.
- Available through distribution: ACS, Cardinal, CPTMed, DeRoyal, Medical Action, Medline
- Available direct: ACS, CPTMed, DeRoyal, Medical Action, Medline

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

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Related categories

- **Sterile Packs and Gowns:** Standardized disposable surgical drapes and surgical gowns used during surgical procedures that come in a variety of standard configurations

Disposable Anesthesia Products

Effective August 1, 2017

Expires July 31, 2020

Products and services available

Disposable anesthesia products such as anesthesia face masks, filters, breathing circuits/bags, gas sampling lines and oral airways to administer general anesthesia to surgical patients.

Class of trade

- Agreements with Ambu, Medline, Pall and Smiths Medical are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Vital Signs is available to U.S. healthcare providers.

Ambu	Dan Toomey	800.262.8462	dct@ambu.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Pall	Wes Bruehl	757.816.5363	weslee_bruehl@pall.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smithsmedical.com
Vital Signs	Zachary Moore	901.302.0504	zachary.moore@bd.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Medline, Smiths Medical and Vital Signs.
- PMDF/PA is not required with Ambu and Pall due to their single tier offerings.






Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Ambu, Medline, Pall and Vital Signs.
- Aggregation is allowed for members who own and centrally manage multi-facility systems that have the ability to drive purchasing decisions with Smiths Medical.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Medline's new agreement pricing offers an overall 6.3 percent savings compared to its expiring agreement pricing.
- Medline will grandfather locally negotiated prices. See the terms and conditions section of the value analysis toolkit for details.
- Pall's new agreement pricing offers an overall 7.0 percent savings compared to its expiring agreement pricing.
- Smiths Medical's new agreement pricing offers an overall 1.0 percent savings compared to its expiring agreement pricing.
- Smiths Medical has a \$50 charge for orders less than \$300 comprised of any Smiths Medical products. See the terms and conditions section of the value analysis toolkit for details.
- Vital Signs' new agreement pricing offers an overall 3.9 percent increase compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1412	New
	PP-OR-1410	PP-OR-1204
	PP-OR-1411	PP-OR-1205
	PP-OR-1409	PP-OR-1203 AS-OR-1203
	PP-OR-1413	PP-OR-1202

Vital Signs is a division of [BD/CareFusion](#).

Disposable Anesthesia Products

Effective August 1, 2017

Expires July 31, 2020

Other key value and terms (continued)

- Vital Signs has a \$40 fee for hospital orders less than \$250 and a \$10 fee for alternate site orders less than \$100. See the terms and conditions section of the value analysis toolkit for details.
- **Smiths Medical is the low-cost supplier on crossed items.**
- Available through distribution: Ambu, Medline, Pall, Smiths Medical, Vital Signs
- Available direct: Ambu, Medline, Pall, Smiths Medical, Vital Signs

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

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Related category

- **Anesthesia Equipment, Accessories and Supplies:** Anesthesia machines and accessories designed to dispense a mixture of gasses and vapors used to control a patient's level of consciousness during surgical procedures

Disposable Wound Protection Retractor

Effective May 1, 2016

Expires April 30, 2019

Products available

Products in this category are designed for soft tissue retraction. The wound retractor provides 360 degrees of circumferential, atraumatic retraction while significantly decreasing wound infection. For open procedures, the retractors provide maximum exposure while minimizing the incision size. Laparoscopic surgery retractors are instrumental in offering retraction and protection when an organ or specimen requires removal through a small incision.

Class of trade

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

CooperSurgical	Phillip Tomey	203.895.9396	philip.tomey@coopersurgical.com
Covidien/Medtronic	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com

Note: Supplier contact information is current as of January 29, 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 with CooperSurgical due to a single tier offering.
- A PMDF or electronic PA is required at Tier 2 or higher with Covidien.

Aggregation opportunities

- Aggregation is not applicable with CooperSurgical due to a single tier offering.
- Aggregation is allowed with Covidien for multi-facility systems comprised of two or more acute care hospitals or established networks of hospitals with the ability to make purchase decisions on behalf of facilities.

Other key value and terms

- Pricing is firm for the term of agreement with CooperSurgical.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12 month period.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing overall offers:
 - 23.9 percent savings with CooperSurgical.
 - 2.5 percent savings with Covidien.
- Available direct: CooperSurgical and Covidien/Medtronic.
- Available through distribution: CooperSurgical and Covidien/Medtronic

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

Awarded suppliers

Supplier	New	Expiring
CooperSurgical	PP-OR-1304	PP-OR-992
Medtronic	PP-OR-1305	PP-OR-1083

The agreement with Applied Medical, PP-OR-993, expires April 30, 2016.

Financial considerations:

- Single use compared to reusable hand-held retractors
- Decreased patient length of stay due to reduced wound infection

Patient satisfaction and safety:

- Reduced surgical site infection
- Reduced tissue trauma through even distribution of force

Roadblocks to conversion:

- Current use of reusable retractors

Disposable Wound Protection Retractor

Effective May 1, 2016

Expires April 30, 2019

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Endomechanical Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes devices that are used to assist in open and closed surgical procedures and products to close wounds. Repposable surgical instruments are also included in the endomechanical portfolio.

Class of trade

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

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Applied	Jeff Kihn	314.440.8138	jkihn@appliedmed.com
Cardica	Liam Burns	908.328.5278	burns@cardica.com
ConMed	John Dwyer	303.431.4781	johndwyer@conmed.com
Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
DeRoyal	Matt Spalding	800.251.9864	mspalding@deroyal.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.jnj.com
Genicon	Theresa Hoegstrom	407.657.4851x301	tlw@geniconendo.com
Incisive Surgical	Linda Miller	952.591.2543x032	customerservice@insorb.com
Microline	David Mackey	978.867.1741	dmackey@microlinesurgical.com
Surgical Innovations	Fliss Newman	440.113.230.7597	fliss.newman@surginno.co.uk
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

Note: Supplier contact information is current as of July 25, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 or higher for all suppliers except Covidien, Ethicon.












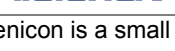
- Covidien requires a PA/PMDF for all tiers.
- Ethicon requires a PA/PMDF for all tiers. Members who have an existing PMDF in place will be allowed to carry their tier designation over to the new agreement. An A-2a will be required for system aggregation.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks from all suppliers except Applied, Covidien, Ethicon and Teleflex:

- Applied allows aggregation for those with the ability to direct purchasing decisions.
- Covidien allows aggregation for those with centralized decision making authority.
- Ethicon allows aggregation of owned, leased or managed facilities.
- Teleflex's endomechanical agreement offer aggregation for multi-facility systems and owned, leased and managed facilities of IDN's and GPO's. See Teleflex tiers for additional requirements.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1159	PP-OR-833
	PP-OR-1160	PP-OR-834
	PP-OR-1170	New
	PP-OR-1161	PP-OR-835
	PP-OR-1162	PP-OR-832
	PP-OR-1163	PP-OR-836
	PP-OR-1164	PP-OR-831
	PP-OR-1165	PP-OR-837
	PP-OR-1246	New
	PP-OR-1166	PP-OR-838
	PP-OR-1168	PP-OR-839
	PP-OR-1169	PP-OR-841

Genicon is a small business enterprise (SBE).

Financial considerations:

- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

Product considerations:

- Patient comfort
- Cosmetic results
- Infection control

Roadblocks to conversion:

- Supplier relationships
- Proprietary equipment and accessories
- Compatibility with access ports being used
- Preferences within your facility

Other key value and terms

- Applied offers value adds for cost reduction programs and lap chole kit configurations.
- Applied's GelPOINT product has been added to agreement.
- Covidien's best pricing is available for those who are committed to endomechanical (tier 11), trocar (tier 11) AND surgical energy categories.
- Covidien offers a value add rebate for participation and conversion.
- DeRoyal offers a value add for growth incentives based on growth after the first year of the agreement.
- Ethicon's best pricing is available for those who are committed to endomechanical AND suture categories.
- For Ethicon, in calculating net dollar purchases and market share for Suture Products, Endomechanical Products or both, only purchases from full-line suppliers shall be used.
- Teleflex does not count skin staplers toward their tier threshold in endomechanical.
- Available through distribution: 3M, Applied, ConMed, Covidien, DeRoyal, Ethicon, Genicon, Microline, Surgical Innovations and Teleflex
- Available direct: Applied, ConMed, Covidien, DeRoyal, Ethicon, Genicon, Microline, Surgical Innovations and Teleflex

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

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- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
 - [Endomechanical](#)
 - [Suture](#)
 - [Topical Skin Adhesives](#)
 - [Trocar](#)
- Member webcast: Recorded webcast that provides an overview of agreements in these categories.

Related categories

- **Knotless Tissue Closure:** This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures.
- **Suture Products:** Suture is a strand of material, composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.
- **Topical Skin Adhesive:** Topical wound sealant is a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. These adhesives are an octyl or butyl cyanoacrylate-based product.
- **Trocar products:** This category includes devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers.

Endotracheal Tubes and Related Products

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category consists of tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs. The tube is designed to deliver oxygen or anesthesia to the patient.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Marpac	Jeff Alcalde	505.764.5662	jalcalde@marpac.biz
SourceMark	Stephen Wong	615.269.6010 x105	swong@sourcemarkusa.com
Surgimed	Luis Arias	305.594.1121	larias@surgimedcorp.com

Note: Supplier contact information is current as of September 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Covidien, Marpac and SourceMark.
- A PMDF/electronic PA is not required with Surgimed due to a single tier offering.

Aggregation opportunities





- Aggregation is:
 - Allowed with Covidien for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.
 - Allowed for multi-facility systems, GPOs and established networks with Marpac and SourceMark.
 - Not applicable with Surgimed due to a single tier offering.

Other key value and terms

- Pricing is firm for the agreement term with Marpac, SourceMark and Surgimed.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12-month period.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 7.8 percent lower with Covidien.
 - 3.0 percent lower with Marpac.
 - Flat with SourceMark.
 - 25.7 percent lower with Surgimed.
- **Surgimed is the low cost supplier for products offered.**
- Available direct: Covidien, Marpac, SourceMark and Surgimed
- Available through distribution: Covidien, Marpac, SourceMark and Surgimed

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

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-OR-1253 AS-OR-1253	PP-OR-914
	PP-OR-1254	PP-OR-915
	PP-OR-1255	SD-OR-019
	PP-OR-1256	PP-OR-916

Marpac is a veteran-owned business enterprise (VET). SourceMark and Surgimed are small business enterprises (SBEs).

Current agreements with Halyard (PP-OR-1015) and Teleflex (PP-OR-917) expire December 31, 2015.

Financial considerations:

- Early payment discounts
- Minimum orders
- Direct versus distribution

Patient satisfaction and safety:

- Prevention of ventilator-associated pneumonia

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Full launch content and additional resources available

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

Related category

- **Tracheostomy Tubes and Related Products**: Products used to keep the trachea open due to airway obstruction, allowing a person to breathe without the use of their nose or mouth. The tube is placed through an opening in the neck and inserted into the windpipe.

ENT Implants and Instruments

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes products for head and neck surgery, otology and rhinology. Performance of these surgeries requires specialty instruments, endoscopes, disposables and implants.

Products in this category do not include products for the sinuplasty procedure.

This category previously included ENT nasal products which have now been split out into their own category: ENT Nasal Products.

Class of trade

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

Grace Medical	Alicia Dacus	866.472.2363	adacus@gracemedical.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Grace Medical.
- Olympus does not allow aggregation.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Supplier A's grandfathering language
- Grace Medical's new agreement pricing offers 0.2 percent savings compared to its expiring agreement pricing.
- Grace Medical offers an early-payment discount of 2 percent if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- Olympus's new agreement pricing offers 3.0 percent increase compared to its expiring agreement pricing.
- Available through distribution: Grace Medical
- Available direct: Grace Medical, Olympus

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
 Grace Medical	PP-OR-1369	PP-OR-1061
 OLYMPUS	PP-OR-1370 AS-OR-1370	PP-OR-1060 AS-OR-1060

Grace Medical is a women-owned business enterprise (WBE).

Financial considerations:

- Aggregation
- Early payment discounts
- Cost of disposables

Patient safety and satisfaction:

- Procedure specific instrumentation (manual and power)
- Implant sizing and adjustable lengths
- Magnetic resonance imaging (MRI)-safe products
- Clear visualization and ease of use of ENT scopes

Roadblocks to conversion:

- Physician preference
- Products currently being used in the facility

ENT Implants and Instruments

Effective November 1, 2016

Expires October 31, 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

- **ENT Nasal Products**: Nasal products used for rhinology procedures, such as sinus products, shavers, debriders, blades, burs, cutters, nasal packing, dressing, splints and accessories.

ENT Nasal Products

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes nasal products used for rhinology procedures, such as sinus products, shavers, debriders, blades, burs, cutters, nasal packing, dressing, splints and accessories.

This category previously included ENT instruments and implants which have now been split out into their own category: ENT Implants and Instruments.

Class of trade

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

Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com
Stryker	Matt Matthews	269.389.3157	matt.matthews@stryker.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Olympus does not allow aggregation.
- Stryker allows aggregation for multi-facility systems and established networks of facilities that have the authority to influence and coordinate purchasing decisions with Stryker. At least 50 percent of the facilities that perform ENT surgery in a particular system looking to aggregate their purchasing volume must meet the purchase requirements.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Olympus's new agreement pricing has an overall 2.3 percent increase compared to its expiring agreement pricing.
- Olympus offers blades/burs, debriders, ENT packing/dressings, ENT sinusscopes, myringotomy blades, radio-frequency products and shavers/sinus products.
- Stryker offers blades/burs, debriders, ENT packing/dressings, hemostasis packing, radio-frequency products and shavers/sinus products.
- **Based on pricing scenarios, Stryker is the low-cost supplier.**
- Available through distribution: Stryker
- Available direct: Olympus, 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

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Awarded suppliers

Supplier	New	Expiring
OLYMPUS	PP-OR-1368	PP-OR-1060
stryker®	PP-OR-1367 AS-OR-1367	New

Financial considerations:

- Aggregation
- Cost of disposables

Patient safety and satisfaction:

- Procedure-specific instrumentation (manual and power)
- Clear visualization and ease of use of ENT scopes

Roadblocks to conversion:

- Physician preference
- Products currently being used in the facility

ENT Nasal Products

Effective November 1, 2016

Expires October 31, 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 category

- **ENT Implants and Instruments**: Products for head and neck surgery, otology and rhinology. Performance of these surgeries requires specialty instruments, endoscopes, disposables and implants.

Gastrointestinal Endoscopy Products

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category consists of disposable products used to treat diseases that affect the gastrointestinal/pulmonary tracts including the removal of stones, treatment of gastroesophageal reflux disease (GERD) and taking samples for testing.

Class of trade

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

Boston Scientific	Jon Murphy	678.591.7443	jon.murphy@bcsi.com
EndoChoice	Rob Robinson	678.585.4311	rob.robinson@endochoice.com
Flexicare	Dwight Thomas	714.640.4105	dwight.thomas@flexicare.com
Halyard	Janis Harvey	770.587.8388	janis.harvey@hyh.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com

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

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required for Tier 2 and higher from all suppliers except Endochoice. Endochoice offers a single tier.

Aggregation opportunities






Aggregation is available to multi-facility systems, GPOs and established networks with all suppliers except Endochoice due to their single tier offering.

Other key value and terms

- Endochoice, Flexicare and Halyard are niche suppliers in this space. See product offering for details.
- All suppliers offer firm pricing for the term of the agreements. Boston Scientific's pricing is firm unless there is an unusual increase in the cost of raw materials.
- All incumbent suppliers offer savings compared to their expiring agreements.
- Olympus offers more favorable pricing than Boston Scientific.
- Halyard offers a value add conversion rebate and early payment discount.
- **Available through distribution: Flexicare and Halyard.**
- **Available direct: Boston, EndoChoice, Halyard and Olympus.**

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1260	PP-OR-980
	PP-OR-1259	PP-OR-983
	PP-OR-1262	New
 <small>FORMERLY KIMBERLY-CLARK HEALTH C</small>	PP-OR-1263	New
	PP-OR-1261	PP-OR-981

Financial considerations:

- Distribution agreements
- Value-adds
- Participation and compliance requirements
- Savings offered through conversion
- Scopes that are currently being used in the facility

User satisfaction:

- Reliability of the product to work correctly in order to collect the sample
- Closure of the net
- Strength of the stent to maintain the opening
- New technology pipeline of suppliers

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product
- Service needs of the facility

Full launch content and additional resources available

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

Related categories

- **Enteral Nutrition:** This category includes oral adult and pediatric supplements, adult and pediatric tube feeding formulas, cans, bottles and closed ready to hang products, modulars and disease specific oral and tube feeding formulas. This category also includes weight loss programs.
- **Flexible Surgical Endoscopy and Video Equipment:** Includes flexible instruments and software that provides information to the surgeon from the sterile field
- **Rigid Surgical Endoscopy and Video Equipment:** This category includes devices that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with information from the sterile field for precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated

General Orthopedic Trauma Products

Effective November 1, 2016



Expires October 31, 2019

Products available

This category includes trauma implants and instruments used for the surgical treatment of fractures and deformities of the long bones, the shoulder, the hand, the foot and the pelvis.

Class of trade

- Orthofix and Zimmer are available to acute care, continuum of care and Premier REACH™ members.
- Stryker's agreement is available to acute care, non-acute healthcare and non-healthcare facilities only.
- Cardinal is available to specific classes of trade. See Appendix A in value analysis toolkit for more details.

Awarded suppliers		
Supplier	New	Expiring
	PP-OR-1352	PP-OR-1062*
	PP-OR-1349	PP-OR-1063
	PP-OR-1351	PP-OR-1065
	PP-OR-1350	PP-OR-1064

*Cardinal has a [strategic partnership](#) with Emerge Medical.

There is no ASCEND® award in this category.

Cardinal	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
Howmedica (Stryker)	Douglas Macke	201.723.5652	douglas.macke@stryker.com
Orthofix	Chris Larson	208.473.1580	chrislarsen@orthofix.com
Zimmer	Patrick Horan	612.655.6101	patrick.horan@zimmerbiomet.com

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

How to operationalize these agreements

- Howmedica/Stryker and Zimmer require a Participating Member Designation Form (PMDF) or electronic price activation (PA) at all tiers.
- Cardinal and Orthofix do not require a PMDF/PA due to single tier offerings.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Cardinal and Orthofix.
- Howmedica/Stryker does not allow aggregation.
- Zimmer allows aggregation for members with own and operate multi-facility systems.

Other key value and terms

- Pricing is firm for the term of agreement with Cardinal and Orthofix.
 - Pricing is firm for 12 months with Howmedica/Stryker.
 - Pricing is firm for 24 months with Zimmer.
- Cardinal offers 0.3 percent savings overall compared to the expiring agreement.
- Howmedica/Stryker offers 2.7 percent savings overall compared to the expiring agreement.
- Orthofix offers 1.3 percent savings overall compared to the expiring agreement.
- Zimmer offers flat pricing overall compared to the expiring agreement.
- **Zimmer is the low-cost suppliers for suppliers with greater than 50 percent of crossed spend.**
- Available through distribution: Cardinal
- Available direct: Cardinal, Howmedica/Stryker, Orthofix and Zimmer

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

Financial considerations

- Low-cost screws, guide wires and drill bits
- Utilization
- Reimbursement

Patient safety and satisfaction

- Bone stability and proper alignment
- Patient comfort and range of motion
- Pediatric sizing

Roadblocks to conversion

- Existing supplier relationships
- Clinician preference
- Standardization of implants and instruments

Full launch content and additional resources available

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Related categories

- **Maxillofacial Plating Systems and Supplies**: Products used for fixation of maxillofacial fractures and for stabilization of osteotomies and bone grafts required in reconstructive surgery
- **Orthopedic Power Tools and Accessories**: Power equipment (battery, electric or nitrogen-driven) used to assist during orthopedic, neuro and spine procedures

Implantable Infusion Ports

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes implanted devices used to provide access in the delivery of medications (often antibiotics or chemotherapy) into the bloodstream for patients who need long term therapy.

Class of trade

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

Angio-Dynamics	Scott Centea	518.795.1632	scentea@angiodynamics.com
Arrow (Teleflex)	Dan Kuni	919.433.4940	dan.kuni@teleflex.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Medical Component	Adam Brody	609.456.3856	abrody@medcompnet.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

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

How to operationalize these agreements

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






Aggregation opportunities

- **AngioDynamics:** Allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks at **Tiers 4 and 5 only**. Aggregation is limited to owned, leased or managed facilities or GPOs with market share of 40 percent for Tier 4 and 60 percent for Tier 5.
- **Arrow (Teleflex):** Allowed for multi-facility systems, GPOs and established networks.
- **Bard:** Allowed for multi-facility systems, GPOs and established networks at **Tier 4 only**. Each facility must commit to at least 75 percent participation.
- **Medical Components:** Allowed for multi-facility systems, GPOs and established networks. Facilities of GPOs must independently commit to participation by tier.
- **Smiths Medical:** Allowed for members that own and centrally manage multi-facility systems. Aggregation is not available for Tier 5 qualification unless facilities within a multi-facility system satisfy the 90 percent commitment level.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- All suppliers offer magnetic resonance imaging (MRI) compatible plastic ports, high pressure injection ports and single lumen ports.
- AngioDynamics, Bard, Medical Components and Smiths Medical offer double lumen ports.
- AngioDynamics new agreement pricing offers an 11.2 percent savings compared to its expiring agreement.

Awarded suppliers

Supplier	New	Expiring
 angiodynamics	PP-OR-1362	PP-OR-1055
 ARROW	PP-OR-1366	New
 BARD	PP-OR-1363 AS-OR-1363	PP-OR-1056 AS-OR-1056
 medCOMP	PP-OR-1364	PP-OR-1057
 smiths medical	PP-OR-1365	PP-OR-1059

The current agreement with Progressive Medical (PP-OR-1058) expires October 31, 2016.

Financial considerations:

- Reimbursement
- Allows for home care instead of frequent hospital trips for injections
- Value-adds

Patient safety and satisfaction:

- Efficient venous access quickly
- Eliminates patient discomfort and blood vessel damage from frequent needle sticks
- Allows normal daily activities
- MRI compatibility

Roadblocks to conversion:

- Physician preference
- Vendor relationships

Implantable Infusion Ports

Effective November 1, 2016

Expires October 31, 2019

Other key value and terms (continued)

- AngioDynamics offers an early conversion rebate value add of 3 percent if member returns a PMDF for Tier 2 or higher within the first 60 days of the effective date of this agreement.
- Arrow (Teleflex) offers an early conversion bonus value add of a 5 percent conversion rebate on all net purchases over \$50 in the first 12 months of the new agreement.
- Bard will grandfather all tier designations for the initial 90 days from PP-OR-1056, allowing those members to keep the prices associated with those tiers.
- Bard's new agreement pricing offers a 14.2 percent savings compared to its expiring agreement.
- Medical Components' new agreement pricing offers an 11.2 percent savings compared to its expiring agreement.
- Medical Components offers a conversion rebate value add of 5 percent for any member trending at 80 percent compliance at the end of 12 months from the start date of conversion.
- Medical Components offers a price improvement value add of a one tier price improvement for members spending \$3.5 million or greater at Tiers 2 through 4. Tier 5 members will also receive a \$10 discount on purchased products.
- Medical Component offers a level improvement value add of a one tier level improvement for members spending more than \$5 million at Tiers 2 through 4. Tier 4 members will additionally receive a \$10 price reduction per port, and Tier 5 members will receive an additional \$10 discount on purchased products.
- Smiths Medical's new agreement pricing offers an 11.2 percent savings compared to its expiring agreement.
- Smiths Medical has a minimum order of \$300. A \$50 handling fee and freight charges will apply for orders less than \$300.
- **Arrow (Teleflex) is the low-cost supplier.**
- Available through distribution: Arrow (Teleflex), Medical Components, Smiths Medical
- Available direct: AngioDynamics, Arrow (Teleflex), Bard, Medical Components, Smiths Medical

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

Full launch content and additional resources available

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Related category

- **Safety Huber Needles:** Safety non-coring Huber needles used to access implantable ports to deliver chemotherapy, antibiotic therapy or parenteral nutritional products to compromised patients requiring multiple or repeated vascular access

Incise Drapes

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category include incise drapes made up of a variety of shapes and sizes. They provide a sterile operative surface to the wound edge and protect the surgical incision from skin flora. Incise drapes can be clear plastic or have an antimicrobial coating. The antimicrobial coating helps reduce the risk of surgical site contamination.

Class of trade

This agreement is only available to acute care providers and non-acute healthcare providers.

3M	Rodger Ratliff	214.676.9818	rdratliff@mmm.com
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Note: Supplier contact information is current as of July 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 3M.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities. Facilities must independently commit to their participation required by the tier.

Other key value and terms

- Pricing is firm for the term of agreement with 3M.
- 3M's new agreement pricing offers 1.3 percent savings compared to its expiring agreement pricing.
- 3M offers two conversion rebate value-adds. See value analysis toolkit for more details.
- 3M products are available through distribution.

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


Full launch content and additional resources available

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

Related category

- **Sterile Packs and Gowns:** Disposable standardized drapes and gowns used during surgical procedures and are available in a variety of standard configurations.

Awarded supplier

Supplier	New	Expiring
	PP-OR-1326 AS-OR-1326	PP-OR-1021 AS-OR-1021

Financial considerations:

- Pricing
- Utilization
- Prevention of surgical site infection may reduce cost and length of stay

Patient safety and satisfaction:

- Multiple sizes
- Adhesives do not cause skin reaction
- Protection from skin recolonisation
- Pre-operative skin prep product effect on drape adhesives
- Surgical site infection rates

Roadblocks to conversion:

- Surgeon preference
- Limited studies concluding relationship between drape and surgical site infection rate
- Products currently being used in the facility

Knotless Tissue Closure Device

Effective June 1, 2015

Expires March 31, 2018

Products and services available

This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	Greg.goodall@covidien.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.jnj.com
Surgical Specialties	David Szalko	630.395.9031	dszalko@angio.com

Note: Supplier contact information is current as of March 30, 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 for Covidien and Surgical Specialties.
- Ethicon requires PMDF/PA for **Tiers 1 and 2**. See Exhibit A-2 (acute and alternate care) and Exhibit A-2a (system with affiliates) for participation requirements. Tier 3 pricing is purchased through distributors only, PMDF/PA not required.




Aggregation opportunities

- Surgical Specialties: Aggregation is allowed for multi-facility systems, GPOs and established networks.
- Covidien: **Aggregation is only available for Tiers 4 through 6**. Available to multi-facility systems made of two or more acute care hospitals, established networks, or multi-ambulatory surgical centers operated by single owner.
- Ethicon: **System** - For systems with facilities that are owned, leased or managed by common headquarters with financial and legal authority. **System with affiliates** - For systems with facilities that are owned, leased, managed or affiliated by common headquarters that is its own legal entity.

Other key value and terms

- Pricing is firm for the term of the agreement for Surgical Specialties.
 - Covidien's pricing is firm for the term unless there is an increase in the cost of raw materials.
 - Ethicon pricing for Tiers 1 and 2 is firm for the first 24 months of the agreement. Discounts for Tier 3 are firm for the term while list prices may change.
- Covidien offers the unidirectional V-Loc™ suture product.

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-OR-1209	PP-OR-986
 ETHICON <small>a Johnson & Johnson company</small>	PP-OR-1210	PP-OR-985
 SURGICAL SPECIALTIES <small>CORPORATION</small>	PP-OR-1211	PP-OR-803

Angoitech [changed](#) their name to Surgical Specialties in June 2013.

These agreements are for 34 months and are effective June 1, 2015, through March 31, 2018.

Financial considerations:

- Utilization
- Reduced procedure time

Patient satisfaction and safety:

- Mitigate breakage, knot slippage and extrusion
- Reduced scarring through even distribution of tension
- Time efficiency without tying a knot

Roadblocks to conversion:

- Suture preference within your facility

Knotless Tissue Closure Device

Effective June 1, 2015

Expires March 31, 2018

Other key value and terms (continued)

- Ethicon offers the STRATAFIX™ knotless tissue control device and unidirectional knotless tissue closure devices.
- Surgical Specialties offers the bidirectional Quill and unidirectional knotless tissue closure devices.

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

Full launch content and additional resources available

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

Related category

- **Suture Products:** Suture is a strand of material, composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular and ophthalmic.

Lap Sponges, OR Towels and Specialty Sponges

Effective June 1, 2017

Expires May 31, 2020

Products and services available

Lap sponges, sterile and non-sterile OR towels and specialty sponges. Lap sponges are used to control bleeding to keep the surgical field clear for wound treatment, gripping and retaining organs and tissue during surgery. OR towels are used to dry the surgical team's hands as well as dry and square-off the incision site.

Class of trade

- Agreements with AllCare, AMD-Ritmed, Medline and S2S Global are available to acute care, non-acute healthcare and non-healthcare facilities.
- The agreement with Cardinal is available to select acute and non-acute healthcare facilities. See the value analysis toolkit and Exhibit B-2 for details.

AllCare	Brian Dong	630.830.7486	brian@allcaredirect.com
AMD-Ritmed	Scott Hall	610.247.0730	shall@amdritmed.com
Cardinal	Bob Glover	847.887.6147	bob.glover@cardinalhealth.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
S2S Global	Cheryl West	240.480.3688	cheryl.west@s2s-global.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDF) 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 except AMD-Ritmed.
- Pricing is firm for the term of the agreement with AMD-Ritmed unless mutually agreed upon by both parties in writing in the event of extraordinary circumstances.
- AllCare offers an early payment discount of two percent. See the terms and conditions section of the value analysis toolkit for details.
- AllCare's new agreement pricing offers 18.0 percent savings compared to its expiring agreement pricing.
- AMD-Ritmed offers an early payment discount of one percent. See the terms and conditions section of the value analysis toolkit for details.
- AMD-Ritmed's new agreement pricing offers 14.4 percent savings compared to its expiring agreement pricing.
- Cardinal's new agreement pricing is flat compared to its expiring agreement pricing.
- Medline has a minimum order requirement of full case quantities.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1398 AS-OR-1398	PP-OR-1096 AS-OR-1096
	PP-OR-1399	PP-OR-1097
	PP-OR-1397	PP-OR-1099
	PP-OR-1396	PP-OR-1100
	PP-OR-1401 AS-OR-1401	PP-S2-001F AS-S2-001F

AllCare is a minority-owned business enterprise (MBE) and AMD-Ritmed is a small business enterprise (SBE).

Current agreements with Broadline (PP-OR-1098) and US Medco (PP-OR-1101) expire May 31, 2017.

Financial considerations:

- Bulk non-sterile pricing
- Changes in cost of raw materials
- Cost of surgical site infections
- Cost of retained surgical items

Patient safety and satisfaction:

- Material, size and color variety
- Low linting for reduced infection rate
- Ease of use and visibility
- X-ray detectable for reduction of retained surgical sponges and towels

Roadblocks to conversion:

- Staff preference
- Products currently being used in the facility

Other key value and terms (continued)

- If a member currently purchasing with Medline has a locally negotiated price for a product that is lower than on their new agreement, the member has the right to sustain their locally negotiated pricing throughout the term of this agreement.
- Medline's new agreement pricing offers 0.8 percent savings compared to its expiring agreement pricing.
- S2S Global will ship direct only for container shipments of 250 cases of any products.
- S2S Global's new agreement pricing offers 8.1 percent savings compared to its expiring agreement pricing.
- **AllCare is the low-cost supplier on crossed items.**
- Available through distribution: AllCare, AMD-Ritmed, Cardinal, Medline, S2S Global
- Available direct: AllCare, AMD-Ritmed, Medline, S2S Global (container shipments only)

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

Full launch content and additional resources available

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

Related category

- **Surgical Sponge Detection Systems:** Radio frequency or bar code technology used to count and/or detect surgical sponges

Laparoscopic Adjustable Gastric Band Products

Effective June 1, 2015

Expires May 31, 2018

Products available

This category includes products that are used to induce weight loss by limiting food consumption.

Class of trade

Agreement is available to acute, continuum of care and Premier REACH™ members with Apollo. Agreement is available only to members that are acute care facilities or surgery centers with Ethicon.

Apollo	Michael Adamo	713.882.9742	michael.adamo@apolloendo.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.jnj.com

Note: Supplier contact information is current as of May1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 and higher with Apollo.
- Ethicon required a PMDF at all tiers (unless currently purchasing from contract PP-OR-865).

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with Apollo.
- Ethicon allows aggregation for systems to owned, leased or managed systems.

Other key value and terms


- Pricing is firm for the term of the agreement with both suppliers.
- Pricing remains flat from the previous contracting cycle for both Apollo and Ethicon.
- Apollo's new agreement pricing is 3.2 percent less favorable than the expiring agreement pricing.
- Ethicon's new agreement pricing is 5.8 percent less favorable than the expiring agreement pricing.
- Products offered through distribution: Ethicon
- Products offered direct: Apollo, Ethicon

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

Full launch content and additional resources available

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

Supplier	New	Expiring
	PP-OR-1215	PP-OR-886
ETHICON	PP-OR-1216	PP-OR-865

Financial considerations:

- Reimbursement criteria

Patient safety and satisfaction:

- Appropriate criteria to qualify patient for the procedure
- Amount of band adjustment available
- Patient recovery time required
- Prevention of band slippage or stomach obstruction
- Weight loss monitored for any complications
- Patient has clear understanding of the procedure and realistic results before surgery

Roadblocks to conversion:

- Patient requests for specific bands

Laparoscopic Suction Irrigation Products

May 1, 2016

April 30, 2019

Products and services available

This category includes products used during laparoscopic procedures that provide suction to remove fluid from the surgical field, cauterize tissue and irrigate the surgical field when needed.

Class of trade

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

ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
Stryker	Dean Lackey	269.385.2600	dean.lackey@stryker.com
Tech Medical	Ken Anderson	417.725.9400	kanderson@techmedserv.com

Note: Supplier contact information is current as of July 25, 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 all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers. Stryker requires facilities to independently commit at least 90 percent of their annual purchases.

Other key value and terms


- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Stryker's new agreement pricing is flat compared to its expiring agreement pricing.
 - Tech Medical's new agreement pricing offers up to an 8.4 percent savings compared to its expiring agreement pricing.
- ConMed requires full case quantities be purchased when ordering directly from seller.
- Stryker products repaired by non-Stryker representation shall void warranty.
- Available through distribution: ConMed, Stryker and Tech Medical.
- Available direct: ConMed, Stryker and Tech Medical.

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-OR-1316	New
	PP-OR-1317 AS-OR-1317	PP-OR-1006 AS-OR-1006
	PP-OR-1318	PP-OR-1008

Tech Medical is a small business enterprise (SBE).

The current agreement with Genicon (PP-OR-1007) expires April 30, 2016.

Financial considerations:

- Cost of tubing sets
- Cost of the pump
- Cost of tubing and disposables

Patient safety and satisfaction:

- Feel of the handpiece in the surgeon's hand
- Amount of suction force

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Related categories

- Laparoscopic Surgical Instruments: tools that are used by a surgeon and nurse to facilitate an endoscopic surgical procedure.
- Surgical Endoscopy and Video Equipment – Flexible: flexible equipment that is used to see and record images from inside the body. A video system includes the camera, endoscope, light, displays, printers, recorders and power supply.
- Surgical Endoscopy and Video Equipment – Rigid: devices that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with the information from the sterile field for precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated.

Laparoscopic Surgical Instruments

Effective February 1, 2016

Expires January 31, 2019

Products and services available

Laparoscopic instruments (tools) are used by a surgeon and nurse to facilitate an endoscopic surgical procedure. They come in a variety of styles and sizes. This category does not include laparoscopes and related video equipment.

Class of trade

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

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Zachary Moore	901.302.0504	zachary.moore@carefusion.com
Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Karl Storz	Ron Turk	615.974.8015	ron.turk@karlstorz.com
NAE	Gayle Butler	818.227.2720	gayle@aed.md
Novo Surgical	Abed Moiduddin	877.860.6686	abed.moiduddin@novosurgical.com
Symmetry	Mickey Wormsley	865.386.8372	mwormsley@mindspring.com

Note: Supplier contact information is current as of April 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)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is:

- Allowed for multi-facility systems, GPOs and established networks with Integra, NAE, Novo and Symmetry.
- Allowed for systems with individual member compliance of 75 percent per year with Aesculap.
- Allowed for multi-facility systems, GPOs and established networks capable of directing/controlling purchasing decisions and commitment with CareFusion.
- Not available with KARL STORZ; only individual facilities may access tier 2 (top tier).

Awarded suppliers

Supplier	New	Expiring
 AESCULAP	PP-OR-1271	PP-OR-936
 CareFusion	PP-OR-1272 AS-OR-1272	PP-OR-937 AS-OR-937
 INTEGRA <small>UNITED STATES</small>	PP-OR-1273	PP-OR-938
 STORZ <small>KARL STORZ – ENDOSKOPE</small>	PP-OR-1274	PP-OR-1187
 Advanced Endoscopy Devices	PP-OR-1275	PP-OR-940
 NOVOSURGICAL	PP-OR-1276	New
 symmetry surgical	PP-OR-1277	PP-OR-941

*National Advanced Endoscopy and Novo Surgical are minority-owned business enterprises (MBEs)

Current agreements with RG Medical (PP-OR-943), Surgical Innovations (PP-OR-939), Tech Medical (PP-OR-944) and Teleflex (PP-OR-942) expire January 31, 2016.

Financial considerations:

- Cleaning/sterilization
- Life expectancy
- Shipping and freight

Patient satisfaction and safety:

- Specialized instruments for procedures
- Product standards and guidelines

Roadblocks to conversion:

- Clinician preference
- Physician customized instruments
- Purchasing across product categories

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 1.8% higher with Aesculap.
 - 4.2% lower with CareFusion.
 - 1.1% higher with Integra.
 - 1.0% higher with KARL STORZ.
 - Flat with NAE.
 - 0.7% higher with Symmetry.
- Available through distribution: Novo Surgical
- Available direct: Aesculap, CareFusion, Integra, Karl Storz, NAE, Novo Surgical and Symmetry Surgical.

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

Full launch content and additional resources available

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

Related categories

- **Surgical Endoscopy and Video Equipment:** Equipment that is used to see and record images from inside the body. A video system includes the camera, endoscope, lights, displays, printers, recorders and power supply
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors, and tissue forceps.
- **Instrument Containers:** Instrument containers are used for storage and sterilization of surgical instruments. These containers are used for specific types of sterilization including, but not limited to, steam, gas plasma, and ethylene oxide (EtO). Accessories in this category include filters, locks, indicators and pads.
- **Surgical Instrument and Scope Repair:** Third party on- and off-site instrument and scope repair services

Laryngeal Mask Airways

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes manufacturers of the laryngeal mask airway which channels oxygen or anesthesia gas to a patient's lungs during surgery. It has an airway tube that connects to an elliptical mask with a cuff. When the cuff is inflated, the mask conforms to the anatomy with the bowl of the mask facing the space between the vocal cords. After correct insertion, the tip of the laryngeal mask airway sits in the throat against the muscular valve that is located at the upper portion of the esophagus.

This category was previously sourced as two separate categories: Laryngeal Mask Airways and Non-Inflatable Supraglottic Airway Products.

Class of trade

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

Ambu	Dan Toomey	410.768.6464	dct@ambu.com
Cookgas	Daniel Cook	314.781.5700	airq@cookgas.com
Flexicare	Dwight Thomas	714.640.4105	dwight.thomas@flexicare.com
Intersurgical	Mary Bateman	315.451.2900	mbateman@intersurgicalinc.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers
- Teleflex also requires an aggregation program participation form.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Ambu, Cookgas, Flexicare and Intersurgical.
 - GPO facilities purchasing from Ambu must independently commit to the market share required by the tier.
- Aggregation with Teleflex is allowed for multi-facility systems, group purchasing organizations and at seller's discretion established networks of facilities; aggregation is limited to owned, leased and managed (OLM) facilities; GPO facilities must independently meet required participation by applicable tier.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1414 AS-OR-1414	PP-OR-1113
	PP-OR-1415	New
	PP-OR-1416	PP-OR-1111
	PP-OR-1417	PP-OR-1195* AS-OR-1195
	PP-OR-1418	PP-OR-1112 AS-OR-1112

Cookgas is a small business enterprise (SBE).

*Intersurgical was a Premier contracted supplier in the Non-Inflatable Supraglottic Airways Products category.

The current agreement with Legend (PP-OR-1110) expires July 31, 2017.

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

Laryngeal Mask Airways

Effective August 1, 2017

Expires July 31, 2020

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambu's new agreement pricing offers 6.0 percent savings compared to its expiring agreement pricing.
- Members can earn a two percent rebate from Ambu if member converts from a competitive or non-contract supplier or has not previously purchased any products under this agreement. See the value-add section in the value analysis toolkit for details.
- Flexicare's new agreement pricing offers 2.6 percent savings compared to its expiring agreement pricing.
- Teleflex's new agreement pricing offers 9.0 percent savings compared to its expiring agreement pricing.
- **Intersurgical is the low-cost supplier on crossed items.**
- Available through distribution: Ambu, Cookgas, Flexicare, Intersurgical and Teleflex
- Available direct: Ambu and Teleflex

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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Laryngoscope Systems

Effective August 1, 2017

Expires July 31, 2020

Products and services available

This category includes rigid laryngoscope systems used to visually examine the interior of the larynx or facilitate the insertion of an endotracheal tube during general anesthesia or cardiopulmonary resuscitation.

Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities. Teleflex requires that products are used in professional healthcare settings by licensed practitioners.

Flexicare	Dwight Thomas	714.640.4105	dwight.thomas@flexicare.com
IntuBrite	Leslie Tenger	760.727.1900	ltenger@intubrite.com
SunMed	Michael Verni	616.259.8400	mverni@sun-med.com
S2S Global	Ryan Hahn	855.531.7699	ryan.hahn@s2s-global.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Flexicare, IntuBrite, SunMed and Teleflex.
- A PMDF/PA is required at Tier 2 for S2S Global.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Flexicare, IntuBrite, SunMed and S2S Global.
- Teleflex's aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities; aggregation is limited to owned, leased and managed (OLM) facilities, GPO facilities must independently meet the participation required by the applicable tier.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Flexicare's new agreement pricing offers 19.1 percent savings compared to its expiring agreement pricing.
- Members can earn a four percent rebate from IntuBrite if they convert from a competitive or non-contracted supplier, or has not previously purchased any products from this agreement. See the value-add section in the value analysis toolkit for details.
- S2S Global will ship direct only for container shipments of 250 cases of any products.
- Teleflex's new agreement pricing offers up to a 5.1 percent savings compared to its expiring agreement pricing.
- **Flexicare is the low-cost supplier on crossed items.**
- Available through distribution: Flexicare, IntuBrite, SunMed, S2S Global and Teleflex
- Available direct: IntuBrite, SunMed, S2S Global and Teleflex

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1422 AS-OR-1422	PP-OR-1107 AS-OR-1107
	PP-OR-1423	New
	PP-OR-1424	New
	PP-OR-1427	New
	PP-OR-1425	PP-OR-1108

The current agreement with Vital Signs (PP-OR-1109) expires July 31, 2017.

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

Full launch content and additional resources available

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Related category

- **Endotracheal Tubes and Related Products:** Endotracheal tubes are inserted through the mouth or nose into the trachea to maintain an unobstructed passageway designed to deliver oxygen or anesthesia to the lungs

Liquid Medical Waste Management Systems

Effective November 1, 2014

Expires October 31, 2017

Products available

This category offers both canister and cart-based systems with products including disposable canisters, smoke evacuators, docking stations, reusable collectors, wall mounted units, and disinfectant and enzymatic cleaners.

Class of trade

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

Steelco	Christopher Silet	561.791.8313	Christopher@steelcospa.com
Stryker	Ben Hobbs	502.690.6147	Ben.hobbs@stryker.com

Note: Supplier contact information is current as of July 31, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

- Stryker requires at least 70 percent of the facilities in the aggregation group to individually meet the tier requirement. See supplier tiers for details.

Other key value and terms



- Pricing is firm for the term for both suppliers.
- Steelco offers an early payment discount of 2 percent for payments within 30 days.
- Steelco has a large order dollar threshold of \$60,000.
- Stryker will grandfather members' local agreement pricing for the term of the member agreement. See terms and conditions for details.
- Stryker offers a limited time value-add for capital cost avoidance that begins November 1, 2014.
- Available direct and through distribution: Steelco and Stryker.

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

Full launch content available

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

Supplier	New	Expiring
	PP-OR-1124	New
	PP-OR-1125	PP-OR-770

The current agreements with DeRoyal (PP-OR-768) and Zimmer (PP-OR-769) expire October 31, 2014.

Financial considerations:

- Savings opportunity by combining multiple waste management systems into one unit
- Increased savings offered through higher participation
- Price protection
- Warranty

Safety and satisfaction:

- Ease of use
- Ease of cleaning and disposable of medical waste
- Reduction of healthcare worker's exposure to blood and bodily fluids
- Prevention of overflow
- Battery options
- That instructions for use are followed

Roadblocks to conversion:

- Products currently being used within the facility
- If installation is required

Maxillofacial Plating Systems and Supplies

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes products used for fixation of maxillofacial fractures and for the stabilization of osteotomies and bone grafts required in reconstructive surgery.

Class of trade

- KLS Martin is available to acute care, continuum of care and Premier REACH™ members.
- Stryker is available for acute care, non-acute healthcare and non-healthcare facilities.

KLS Martin	William Lynch	904.641.7746 x1214	wlynch@klsmartin.com
Stryker	Brett Baird	269.389.5697	brett.baird@stryker.com

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

How to operationalize these agreements

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

Aggregation opportunities

- KLS Martin allows aggregation for multi-facility systems and established networks of facilities. Tier 4 requires facilities to independently commit at least 75 percent of their annual purchases to KLS Martin.
- Stryker allows aggregation for multi-facility systems with the authority to influence purchasing decisions and established networks of facilities. At least 75 percent of facilities looking to aggregate must meet tier requirements.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- KLS Martin offers an overall 3.1 percent increase compared to the expiring agreement.
- Stryker offers an overall 0.4 percent increase compared to the expiring agreement.
- **KLS Martin is the overall low-cost supplier on crossed items.**
- Available through distribution: Stryker
- Available direct: KLS Martin and Stryker

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

Awarded suppliers

Supplier	New	Expiring
KLS martin GROUP	PP-OR-1346	PP-OR-1030
stryker ®	PP-OR-1347	PP-OR-1031

There is no ASCEND® award in this category.

Financial considerations:

- Payment terms
- Restocking fees
- Shipping costs if not paid by supplier
- Aggregation requirements

Patient safety and satisfaction:

- Jaw mobility and bone stability after surgery
- Cosmetic appearance post-surgery
- Procedure-specific systems: tumor resection, trauma or reconstruction
- Pediatric sizing options

Roadblocks to conversion:

- Existing supplier relationships
- Physician preference
- Standardization

Maxillofacial Plating Systems and Supplies

Effective November 1, 2016

Expires October 31, 2019

Full launch content and additional resources available

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

Related category

- **General Orthopedic Trauma Products**: Trauma implants and instruments used for the surgical treatment of fractures and deformities of the long bones, the shoulder, the hand, the foot and the pelvis

Medical Lasers and Accessories

Effective May 1, 2015

Expires April 30, 2018

Products available

Products in this category include medical lasers that seal blood vessels to reduce blood loss, seal lymph vessels to reduce swelling and decrease the spread of tumor cells. Clinical benefits to using lasers in surgical procedures include minimal scarring from small, precise beams, reduced postoperative pain and minimal risk of injury to the surrounding area. Medical lasers create smaller incisions and may result in decreased operating room time.

Class of trade

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

Lumenis	Michael Martino	720.393.9039	michael.martino@lumenis.com
MaxiFlex	Jason Foster	866.629.4359	jfoster@maxiflex.com

Note: Supplier contact information is current as of February 17, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of the agreements.
- Lumenis offers an overall savings of 6.4 percent compared to their expiring agreement.
- Lumenis value-add is for service parts at a 12 percent discount for members.
- Lumenis offers a large order threshold for two or more laser purchases made on one purchase order.
- MaxiFlex offers a 13.5 percent savings compared to their expiring agreement pricing.
- MaxiFlex offers single-use Holiium laser fibers only.
- Available direct only: Lumenis and MaxiFlex

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
 LUMENIS. Enhancing Life. Advancing Technology.	PP-OR-1193	PP-OR-864
 MaxiFlex Advanced Surgical Devices For Urology	PP-OR-1194	PP-OR-863

MaxiFlex is a small business enterprise (SBE).

There is no ASCEND® award in this category

Financial considerations:

- Firm pricing
- Value-add options

Patient safety and satisfaction:

- Laser safety program within the facility
- Reduction of postoperative pain
- Lower risk of injury to the surrounding area

Roadblocks to conversion:

- Products currently used in the facility
- Staff acceptance

Neurosurgical Critical Care Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

This is a *new* Premier category. This category includes shunts, valves, intracranial pressure (ICP) monitoring devices, cerebrospinal fluid (CSF) reservoirs and ports, catheters, drains and related products used for patients undergoing craniotomy and shunt placement surgery.

These products were previously included in the Neurosurgical Products category. Ablation and aspiration, dural repair products and related products also available on the prior agreement have been split into their own categories – Neurosurgical Ablation and Aspiration Products and Neurosurgical Dural Repair and Related Products.

Class of trade

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

Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
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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 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.
- Integra's new agreement pricing offers an overall of 3.4 percent savings compared to its expiring agreement pricing.
- Integra allows for electronic fund transfers and credit cards at no added cost.
- Available direct: Integra

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-OR-1434	PP-OR-1115*

*Integra was a Premier contracted supplier in the Neurosurgical Products category.

Related categories

- **Neurosurgical Ablation and Aspiration Products:** Neurosurgical products utilized for ablation and aspiration of soft tissue, hard tissue and bone
- **Neurosurgical Dural Repair and Related Products:** Products used for the repair of dura mater (outermost membrane enveloping the brain and spinal cord)
- **Neurosurgical Products:** Products that are utilized for patients undergoing craniotomies and other neurosurgical procedures
- **Neurovascular Interventional Radiology Products:** Diagnostic and interventional products used in the treatment of cerebral vascular disease
- **Surgical Wound Debridement Products and Accessories:** Mechanical devices used in the operating room to precisely excise and evacuate non-viable tissue, bacteria and contaminants from wounds, burns and soft tissue

Neurosurgical Dural Repair and Related Products Effective September 1, 2017

Expires August 31, 2020

Products and services available

This is a *new* Premier category. This category includes products used for the repair of dura mater (outermost membrane enveloping the brain and spinal cord). These products include sealants, patches, onlays, suturable grafts and accessories.

These products were previously included in the Neurosurgical Products category. Ablation and aspiration and critical care products also available on the prior agreement have been split into their own categories – Neurosurgical Ablation and Aspiration Products and Neurosurgical Critical Care Products.

Class of trade

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

Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
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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 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 only on Tiers 4 and 5.

Other key value and terms


- Pricing is firm for the first 24 months of agreement, then Integra may implement a one-time price increase of no more than 3 percent per line item during the last 12 months of the agreement.
- Integra's new agreement pricing has an overall of 3.1 percent increase compared to its expiring agreement pricing.
- DuraSeal product will be included in the new agreement and was not included in previous agreement. The analytics do not include off-contract DuraSeal product pricing. Product now on contract.
- Integra allows for electronic fund transfers and credit cards at no added cost.
- Integra offers all subcategories in this category except onlays.
- Available direct: Integra

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-OR-1433	PP-OR-1115*

*Integra was a Premier contracted supplier in the Neurosurgical Products category.

Neurosurgical Dural Repair and Related Products Effective September 1, 2017

Expires August 31, 2020

Related categories

- **Neurosurgical Ablation and Aspiration Products:** Neurosurgical products utilized for ablation and aspiration of soft tissue, hard tissue and bone
- **Neurosurgical Critical Care Products:** Shunts, valves, intracranial pressure (ICP) monitoring devices, cerebrospinal fluid (CSF) reservoirs and ports, catheters, drains and related accessories used for patients undergoing craniotomy and shunt placement surgery
- **Neurosurgical Products:** Products that are utilized for patients undergoing craniotomies and other neurosurgical procedures
- **Neurovascular Interventional Radiology Products:** Diagnostic and interventional products used in the treatment of cerebral vascular disease
- **Surgical Wound Debridement Products and Accessories:** Mechanical devices used in the operating room to precisely excise and evacuate non-viable tissue, bacteria and contaminants from wounds, burns and soft tissue

Neurosurgical Products

Effective September 1, 2014

Expires August 31, 2017

Products available

Neurosurgical products included in this portfolio are used during neurosurgery procedures including craniotomies and shunt placement.

Class of trade

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

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Misonix	Chuck Ball	631.927.9144	cball@misonix.com
Northern Digital	John Carroll	612.321.1009	jcarroll@ndigital.com
Stryker	Ben Hobbs	502.690.6147	ben.hobbs@stryker.com

Note: Supplier contact information is current as of April 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)/electronic price activation (PA) is required at Tier 2 and higher with all suppliers.






Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs, and established networks in this portfolio.
 - Aesculap's new agreement allows for standard aggregation of multi-facility systems, GPOs and established networks.
 - Integra ONLY allows for aggregation at Tiers 4 and 5.
 - Stryker requires that all facilities in the aggregate reach the tier threshold and that half of the members in the aggregate purchase 70 percent of their neurosurgical products from Stryker.

Other key value and terms

- Pricing is firm for the term for all agreements.
- All incumbent suppliers offer grandfathering. See terms and conditions for specific grandfathering language for each supplier.
- Aesculap and Stryker offer value-add programs. See the value-add section of the value analysis toolkit for additional details.
- Aesculap does not allow electronic payments.
- Aesculap has a late payment penalty and a minimum order requirement of either a full case quantity or \$100.
- Misonix offers a 2 percent, net 30 days early payment discount.

Awarded suppliers

Supplier	New	Expiring
 AESCULAP®	PP-OR-1114	PP-OR-758
 INTEGRA <small>LIMIT UNCERTAINTY</small>	PP-OR-1115	PP-OR-759
 MISONIX <small>ULTRASOUND SURGICAL SYSTEMS</small>	PP-OR-1116	PP-OR-760
 NDI	PP-OR-1117	New
 stryker®	PP-OR-1118	PP-OR-761

Financial considerations:

- Early payment discounts
- Aggregation options

Patient safety and satisfaction:

- Ease of use
- Setup and troubleshooting of neuro-power instruments
- Staff education
- Patient education on shunts
- Pediatric products available

Roadblocks to conversion:

- Staff acceptance
- Products currently used within the facility
- Physician acceptance
- With the wide product coverage it can be difficult for one supplier to cover all of the products included in the category

Other key value and terms (continued)

- Available through distribution: Northern Digital and Stryker
- Available direct: Aesculap, Integra, Misonix, Northern Digital and Stryker

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

Full launch content and additional resources available

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

Open Heart Disposable Supplies

Effective May 1, 2014

Expires April 30, 2017

Products available

Open heart disposable supplies are used during open heart surgeries such as coronary artery bypass grafting (CABG), valve procedures and pediatric open heart procedures. The products include vein harvesting equipment, heart stabilizers, blower/misters, pacing wires and accessories.

Class of trade

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

Alliant	Matt Saul	310.593.3512	msaul@medalliancesolutions.com
Maquet	Mike Smith	949.226.9195	mike.smith@getinge.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com
Sorin	Mat Martinides	404.444.4119	mat.martinides@sorin.com

Note: Supplier contact information is current as of May 12, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms





- Pricing is firm for the term of all agreements.
- Incumbent suppliers have decreased their prices across all tiers compared to expiring agreements.
- Alliant will grandfather current member tier designations for the term of the new Premier agreement.
- Members at the top tier for MAQUET can receive a rebate on capital purchases.
- Available direct only: Medtronic and MAQUET
- Available both direct and through distribution: Alliant and Sorin

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

Awarded suppliers

Supplier	New	Expiring
 ALLIANT	PP-OR-1088	PP-OR-733
 MAQUET GETINGE GROUP	PP-OR-1089	PP-OR-734
 Medtronic	PP-OR-1090	New
 SORIN GROUP AT THE HEART OF MEDICAL TECHNOLOGY	PP-OR-1091	PP-OR-730

Alliant is a veteran owned business enterprise.

The current agreement with Oscor (PP-OR-731) expires April 30, 2014.

Financial considerations:

- Grandfathering of local pricing
- Early payment discounts

Patient safety and satisfaction:

- Decreased risk of infection and wound complications
- Efficient harvest of a healthy blood vessel
- Reduction of blood loss

Roadblocks to conversion:

- Staff acceptance
- Products currently used within the facility

Ophthalmology Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

This category includes products used for surgeries of the eye, such as intraocular implants (IOLs), phacoemulsification units, glaucoma implants, disposables, reusable ophthalmic surgical instruments, sutures and viscoelastics.

Class of trade

- Agreements with Ambler and Bausch & Lomb are available to acute care, non-acute healthcare and non-healthcare facilities.
- Agreements with Beaver-Visitec and Surgical Specialties are available to acute care and non-acute healthcare facilities.

Ambler Surgical	Tony Droboth	610.280.7361 ext. 202	tkroboth@amblersurgical.com
Bausch & Lomb	Roslyn Paule	314.378.9834	roslyn_paule@bausch.com
Beaver-Visitec	Dana Groves	978.323.2219	dana_groves@beaver-visitec.com
Surgical Specialties	Robert Rossell	630.395.9031	rossell@surgicalspecialties.com

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

How to operationalize these agreements

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





Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambler Surgical's new agreement pricing offers a 8.1 percent increase compared to its expiring agreement pricing.
- Ambler Surgical's agreement has a \$100 minimum for shipping; no minimum for purchases.
- Transportation and insurance for Ambler Surgical's agreement is paid by seller for orders \geq \$100.
- Bausch & Lomb's new agreement pricing is flat compared to its expiring agreement pricing.
- Bausch & Lomb offers seller financial programs as a value-add. See the value analysis toolkit and Exhibit K for more details.
- Beaver-Visitec's new agreement pricing offers a 5.8 percent increase compared to its expiring agreement pricing.
- Beaver-Visitec orders under \$2,500 are subject to additional fees. See the value analysis toolkit and Exhibit K for more details.
- Surgical Specialties' new agreement pricing is flat compared to its expiring agreement pricing.
- **Surgical Specialties is the low-cost supplier on crossed items.**
- Available through distribution: Bausch & Lomb, Beaver-Visitec, Surgical Specialties
- Available direct: Ambler Surgical

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1426	PP-OR-1105
	PP-OR-1402	PP-OR-1102
	PP-OR-1403	PP-OR-1104
	PP-OR-1404	PP-OR-1103

Ambler Surgical is a small business enterprise (SBE).

Financial considerations:

- Cost of raw materials
- Change in cost based on procedure preference
- Patients willing to pay out of pocket

Patient safety and satisfaction:

- Improvement of vision post-surgery
- [Phacoemulsification](#) units and foldable IOLs may allow smaller, self-healing incisions
- Sterilization of surgical instruments

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Ophthalmology Products

Effective July 1, 2017

Expires June 30, 2020

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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OR Accessory Products

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes products used every day in the operating room and includes items for instrument protection and niche accessories.

Note: Safety products and patient positioners that were formerly included in this category have been separated out into their own categories.

Class of trade

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

Advanced Medical	Mike Hoftman	818.701.7180	sales@amiwelisten.com
Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Mectra	Lorena Terhune	812.384.3521	lorena@mectralabs.com
Viscot	Jeff Lynch	973.887.9273	jeffl@viscot.com

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

How to operationalize these agreements

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

Aggregation opportunities





- Aggregation is available to multi-facility systems, GPOs and established networks with Mectra and Viscot.
- Covidien allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

Other key value and terms

- Pricing is firm for the term of agreement with Mectra and Viscot.
- Covidien pricing is firm for 12 months; thereafter, may increase up to 2 percent per 10 percent increase in aggregate cost.
- Covidien offers 12 percent savings overall compared to the expiring agreement.
- Covidien has a \$90 fee for orders less than \$500.
- Covidien has a 3 percent direct order handling fee.
- Mectra offers overall flat pricing compared to the expiring agreement.
- Viscot offers overall flat pricing compared to the expiring agreement.
- Viscot is the low-cost supplier on crossed products.
- Available through distribution: Covidien, Mectra and Viscot
- Available direct: Covidien, Mectra and Viscot

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
	SD-OR-027	SD-OR-021
	PP-OR-1233 AS-OR-1233	PP-OR-882
	PP-OR-1234	SD-OR-018
	PP-OR-1235	SD-OR-017 PP-OR-885*

Note: Mectra is a minority-owned business (MBE)
Viscot is a veteran-owned business (VET)

*Viscot acquired OP-marks in October 2014.

Advanced Medical Innovations is a **SEEDS™** supplier; small business enterprise (SBE) effective August 1, 2015.

Current agreements with Cardinal (PP-OR-881), DeRoyal (PP-OR-883) and Medline (PP-OR-884) expire July 31, 2015.

Financial considerations:

- Price protection
- Minimum order requirements

Patient satisfaction and safety:

- Products that minimize the risk of retained surgical instruments
- Products that decrease the chance of operating on the wrong area (e.g. markers)

Roadblocks to conversion:

- Existing supplier relationships

Full launch content and additional resources available

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

Related categories

- **OR Basins**: Disposable basins used to contain fluids, instruments and sponges needed for surgical procedures
- **OR Patient Positioning Products**: Pre-formed foam or gel positioners that aid in patient positioning and prevention of pressure injuries during surgical procedures
- **OR Safety Products**: Sharps injury prevention, hands-free transfer, safety scalpels, trip prevention mats and timeout indicators

OR Basins

Effective August 1, 2015

Expires July 31, 2018

Products and services available

Operating Room (OR) basins are disposable sterile basins used to contain fluids, surgical instruments and sponges needed for surgical procedures.

Class of trade

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

Medline	Mark Parry	704.962.2111	mparry@medline.com
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Note: Supplier contact information is current as of May 1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms


- Pricing is firm for the term of the agreement.
- Medline's new agreement pricing offers overall 3.5 percent savings compared to their expiring agreement.
- Additional value available for select members purchasing from current agreement PP-OR-887.
- Products are available direct and through authorized distributors for both suppliers.

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

Full launch content and additional resources available

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

Supplier	New	Expiring
	PP-OR-1217 AS-OR-1217	PP-OR-887 AS-OR-887

Financial considerations:

- Pricing
- Distributor relationships
- Value-add opportunity

Product considerations:

- Disposable vs. reusable
- Shapes needed based on procedure mix

Roadblocks to conversion:

- Basins purchased through custom procedure trays (CPTs)
- Distributor agreements

OR Equipment Drapes

Effective April 1, 2016

Expires March 31, 2019

Products available

Products in this category include sterile, disposable, plastic drapes used to cover equipment needed during a surgical procedure. Drapes cover equipment, such as lasers, microscopes, x-ray cassettes, ultrasound probes, slush machines and c-arms.

Class of trade

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

Advance Medical	Lori Exley	800.221.3679	exleyl@advmeddes.com
Ecolab	Joseph Saunders	817.306.9303	joe.saunders@ecolab.com
Premier Guard	Shane Hubbs	713.861.7550	shubbs@premierguard.com

Note: Supplier contact information is current as of December 23, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the agreement term with all suppliers.
- Weighted financial analysis reveals, compared to expiring agreement pricing, new agreement pricing overall offers:
 - Savings of 10.2 percent with Advance Medical Designs.
 - Savings of 5.6 percent with Premier Guard.
- Advance Medical Designs and Premier Guard offer early payment discounts of 2 percent when paid within 30 days.
- Available through distribution: Advance Medical, Ecolab and Premier Guard
- Available direct: Advance Medical, Ecolab and Premier Guard

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-OR-1302 AS-OR-1302	PP-OR-987 AS-OR-987
	PP-OR-1301	New
	PP-OR-1303	PP-OR-988

*Advance Medical Designs and Premier Guard are small business enterprises (SBEs)

The agreement with Contour Fabricators (PP-OR-989) expires March 31, 2016.

Financial considerations:

- Cost of customized drapes if needed
- Increased equipment lifespan with drape protection

Product considerations:

- Protection from cross-contamination for patients and healthcare workers
- Appropriate fit and clear visualization to maintain equipment's ease of use and functionality
- Industry standards

Roadblocks to conversion:

- Clinical preference
- No robotic drape offering

OR Integration and Automation Systems

Effective January 1, 2015

Expires January 31, 2018

Products available

An integrated operating room (OR) combines software and hardware components that are specifically designed to create efficiency, allowing nurses and physicians greater control and improved surgical education and documentation. Systems are intended to route images and control multiple operating room devices (both surgical and non-surgical) via a common interface.

Class of trade

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

Black Diamond	Edward Priest	510.439.4500	edp@blackdiamondvideo.com
Brainlab	Scott Young	614.406.6684	scott.young@brainlab.com
Image Stream	Michael Miller	978.486.8494	mmiller@imagestreammedical.com
KARL STORZ	Ron Turk	615.974.8015	ron.turk@karlstorz.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com
Skytron	Trent Donley	616.656.3248	tdonley@skytron.us
Steris	Jon Parnell	440.354.2600	jon_parnell@steris.com
Stryker	Ben Hobbs	269.352.5327	ben.hobbs@stryker.com

Note: Supplier contact information is current as of April 25, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required for appropriate tier placement at Tier 2 or higher for all suppliers.
 - KARL STORZ has a single Premier Tier. Price activation recommended for this agreement.

Aggregation opportunities

- Aggregation is available for multi-facility systems, group purchasing organizations and established networks of facilities.
 - KARL STORZ does not allow for aggregation.
 - Members of a GPO wishing to aggregate for Skytron must independently commit to 60 percent market share for the desired tier.
 - For Stryker, at least 70 percent of the facilities in the aggregate must individually meet the purchase requirement.

Other key value and terms

- Pricing is firm for the term for all suppliers except:
 - KARL STORZ's pricing is firm for the first 18 months of the agreement and then can be increased once by no more than 3 percent on a line item basis.
 - Olympus pricing is firm for the first 12 months of the agreement. Price increases cannot exceed 4 percent.

Awarded suppliers

Supplier	New	Expiring
 BDV BLACK DIAMOND VIDEO	PP-OR-1148	New
 BRAINLAB	PP-OR-1134	New
 IMAGE STREAM MEDICAL	PP-OR-1138	New
 STORZ KARL STORZ – ENDOSKOPE	PP-OR-1137	New
 OLYMPUS	PP-OR-1133	PP-OR-772
 SKYTRON	PP-OR-1139	PP-OR-774
 STERIS	PP-OR-1135	PP-OR-773
 stryker	PP-OR-1136	PP-OR-780

Note: Black Diamond was acquired by Steris.

The current agreements with Nuvo (PP-OR-771) and Oasys (PP-OR-775) expire December 31, 2014.

Update April 2017: Contracts with Karl Storz, Olympus, Skytron, Steris and Stryker in the OR Integration and Automation Systems category have been extended one month and now expire January 31, 2018. The contracts with Brainlab and Image Stream were not extended and remain effective through December 31, 2017.

Other key value and terms (continued)

- A large order threshold is offered by Black Diamond, Image Stream, Olympus and Steris.
- An early payment discount is offered by Black Diamond.
- A late payment penalty will be assessed by KARL STORZ and Steris.
- Products are offered direct and through distribution for Olympus and Steris. All other suppliers are direct only.
- Karl Storz offer a post warranty service scope of work (Exhibit K).
- Available through distribution: Olympus and Skytron.
- Available direct: Black Diamond, Brainlab, Image Stream, KARL STORZ, Olympus, Skytron, Steris and Stryker.

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

Full launch content available

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

OR Lights and Booms

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category includes overhead surgical lights designed to be manipulated in the most advantageous positions for illumination of the surgical field and ceiling mounted columns or racks that are designed to hold equipment that is needed for surgical procedures.

Class of trade

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

Amico	Mark Kelton	905.764.0800	mkelton@amico.com
Draeger	Larissa Kraus	805.319.6159	larissa.kraus@draeger.com
MAQUET	Mike Smith	949.226.9195	mike.smith@getinge.com
Skytron	Trent Donley	404.402.8603	tdonley@skytron.us
STERIS	Jon Parnell	616.510.0678	jon_parnell@steris.com
Stryker	Dean Lackey	269.385.2600	dean.lackey@stryker.com
TRUMPF	Rick Holmes	269.626.6055	rlick.holmes@hill-rom.com

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








How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all Amico, Draeger, MAQUET, Skytron, STERIS and TRUMPF.
- Stryker offers one tier where PMDF/PA is not required. Stryker requires a separate purchase agreement which is locally negotiated.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Amico, Draeger Skytron and STERIS.
 - Skytron requires GPO facilities to independently commit to market share requirements.
- MAQUET allows aggregation for multi-facility systems.
- TRUMPF allows aggregation for multi-facility systems and established networks with the ability to influence purchasing decisions.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1292	New
	PP-OR-1293	New
	PP-OR-1294	PP-OR-958
	PP-OR-1295	PP-OR-960
	PP-OR-1296	PP-OR-961
	PP-OR-1297	PP-OR-962
	PP-OR-1298	New

Skytron is a small business enterprise (SBE).

There is no ASCEND® award in this category.

Financial considerations:

- Installation costs
- Service and maintenance costs
- Value-add discounts

Product considerations:

- Ease of manipulation
- Integration with OR equipment
- Minimal heat generation

Roadblocks to conversion:

- Capital budget constraints
- Compatibility with OR equipment and integration systems
- Facility design and space constraints

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Amico is the overall low-cost supplier for OR lights based on scenario analysis.
- Draeger is the overall low-cost supplier for OR booms based on scenario analysis.
- MAQUET offers a 1.5 percent savings overall compared to the expiring agreement.
- MAQUET offers a 10 percent discount on service plans if purchased at point of sale.
- Skytron offers a 7.5 percent savings overall compared to the expiring agreement.
- STERIS offers a 4.0 percent savings overall compared to the expiring agreement.
- Stryker offers a 9.0 percent increase overall compared to the expiring agreement.
- Stryker offers up to an additional 8 percent discount for members who are able to meet requirements such as sole source supplier, standardization and inclusion in planning phase.
- Available through distribution: STERIS
- Available direct: Amico, Draeger, MAQUET, Skytron, STERIS, Stryker and TRUMPF

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

Full launch content available

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

Related categories

- **OR Tables:** Tables used during a surgical procedure that provide a safe and secure platform for the patient while allowing the surgeon and staff access to the surgical site.
- **OR Integration/Automation Systems:** Systems intended to route images and control multiple operating room devices (both surgical and non-surgical) via a common interface.

OR Patient Positioning Products

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category consists of pre-formed foam or gel-filled positioner products that aid in patient positioning and prevention of pressure injuries during a surgical procedure.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	Greg.goodall@covidien.com
David Scott	David Kaplan	508.875.3333	dkaplan@davidscott.com

Note: Supplier contact information is current as of April 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of agreement for both suppliers
- Covidien has additional fees for products ordered direct.
- David Scott offers a 1 percent discount for payments made within 10 days.
- Available through distribution: Covidien
- Available direct: Covidien and David Scott

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

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-OR-1218 AS-OR-1218	PP-OR-882
 David Scott Company	PP-OR-1219	New

This is a spin off category from OR Accessories.

Financial considerations:

- Reimbursement
- Early payment discount
- Cost of kits vs. individual positioners
- Cost of the product over its usable lifecycle

Patient satisfaction and safety:

- Prevention of skin breakdown
- Prevention of nerve or muscle damage due to improper positioning.
- Patient comfort during surgery

Roadblocks to conversion:

- Current agreements that may be in place at your organization
- Distributor relationships

OR Safety Products

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category consists of products used in the operating room to protect OR staff and patients from potential injury.

Class of trade

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

Ansell	Jeff Jeffords	704.619.7556	Jeff.jeffords@ansell.com
DeRoyal	Matt Spalding	865.318.8435	mbspalding@deroyal.com

Note: Supplier contact information is current as of April 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals DeRoyal is the low-cost supplier.
- Ansell offers an early payment discount of 2 percent for payments within 30 days.
- DeRoyal's shipping terms are based on if the order is more or less than \$500 and if the products are being shipped within the contiguous United States.
- Available direct and through distribution: Ansell and DeRoyal

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
Ansell	PP-OR-1221	New
DeRoyal	PP-OR-1220	PP-OR-883

This is a spin off category from OR Accessories.

Financial considerations:

- Early payment discounts
- Shipping terms for orders under the supplier's threshold amounts

Patient satisfaction and safety:

- Prevention of sharps and needle stick injuries.
- Prevention of trips in the OR
- Prevention of wrong site operations

Roadblocks to conversion:

- Current agreements that may be in place at your organization

OR Tables

Effective February 1, 2016

Expires January 31, 2019

Products and services available

Products include tables used during a surgical procedure that provide a safe and secure platform for the patient, while allowing the surgeon and staff access to the surgical site.

Class of trade

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

MAQUET	Mike Smith	949.226.9195	mike.smith@getinge.com
Schaerer	Cindy Wilder	513.561.2241	cindy.wilder@schaeremedicalusa.com
Skytron	Trent Donley	404.402.8603	tdonley@skytron.us
STERIS	Jon Parnell	616.510.0678	jon_parnell@steris.com
TRUMPF	Rick Holmes	269.626.6055	rick.holmes@hill-rom.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks with Schaerer, Skytron and STERIS.
 - Skytron requires GPO facilities to independently commit to market share requirements.
- MAQUET allows aggregation for multi-facility systems.
- TRUMPF allows aggregation for multi-facility systems and established networks with the ability to influence decisions.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- MAQUET offers a 2.2 percent savings overall compared to the expiring agreement.
- MAQUET offers a 10 percent discount on service plans.
- Schaerer offers a 0.7 percent savings overall compared to the expiring agreement.
- Schaerer is the low-cost supplier for general use table scenarios.
- Skytron offers a 3.9 percent savings overall compared to the expiring agreement.
- Skytron is the low-cost supplier for specialty table scenarios.
- STERIS offers a 1.1 percent savings overall compared to the expiring agreement.
- Available through distribution: Schaerer
- Available direct: MAQUET, Schaerer, Skytron, STERIS and TRUMPF

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
 MAQUET GETINGE GROUP	PP-OR-1287	PP-OR-965
 Schaerer Medical	PP-OR-1288	PP-OR-969
 SKYTRON TRUSTED PARTNER PROVEN SOLUTIONS	PP-OR-1289	PP-OR-967
 STERIS	PP-OR-1290	PP-OR-968
 Trumpf Medical	PP-OR-1291	New

Skytron is a small business enterprise (SBE).

There is no ASCEND® award in this category.

Financial considerations:

- Installation costs
- Service and maintenance costs
- Large order thresholds
- Early payment discounts

Patient safety and satisfaction:

- Specialty tables offered
- Ease and stability of patient positioning
- Attachments for extremity positioning
- Radiolucent material to facilitate imaging studies
- Weight capacity

Roadblocks to conversion:

- Capital budget constraints
- Facility design and space constraints

Full launch content available

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

Related categories

- **OR Lights and Booms**: Overhead surgical lights designed to be manipulated in the most advantageous positions for illumination of the surgical field and ceiling mounted columns or racks that are designed to hold equipment that is needed for surgical procedures
- **OR Integration/Automation Systems**: Systems intended to route images and control multiple operating room devices (both surgical and non-surgical) via a common interface
- **Resistive Warming OR Table Pads**: Control units and OR table pads designed for pressure reduction while warming the patient

Orthopedic Autotransfusion Products

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes systems that allow the surgeon to easily and cost-effectively collect and subsequently infuse patients with their own blood. Autotransfusion reduces complications associated with homologous transfusions, such as disease transmission, transfusion reactions and [alloimmunization](#) for the effective removal of methyl methacrylate and insoluble fats from the collected blood. This continuous system simplifies the steps for collection, infusion and closed wound drainage.

Class of trade

- Zimmer's agreement is available to acute care, continuum of care and Premier REACH™ members.
- Stryker's agreement is only available to acute care, non-acute healthcare and non-healthcare.

Stryker	Matt Matthews	269.389.3157	matt.matthews@stryker.com
Zimmer	Joy Bryse	574.372.4425	bryse.joy@zimmerbiomet.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Stryker.
 - Stryker requires at least 70 percent of facilities to meet tier requirements.
- Aggregation is limited to owned and operated facilities of multi-facility systems with Zimmer.

Other key value and terms



- Pricing is firm for the term of agreement with both suppliers.
- Stryker's new agreement pricing is flat compared to its expiring agreement pricing.
- **Zimmer is the low-cost supplier on crossed items.**
- Available through distribution: Stryker, Zimmer
- Available direct: Stryker, Zimmer

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-OR-1333 AS-OR-1333	PP-OR-1051 AS-OR-1051
 ZIMMER BIOMET <small>Your progress. Our promise.</small>	PP-OR-1332	New

Financial considerations:

- Savings by using the patient's own blood versus banked blood

Patient safety and satisfaction:

- The blood has been properly collected prior to transfusion back into the patient
- That the pump effectively collected the blood

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Orthopedic Bone Cement Accessories

Effective April 1, 2015

Expires March 31, 2018

Products and services available

Bone cement is a dough-like mixture that gradually hardens in the body to affix implants and to remodel lost bone. The accessories in this category are used to mix the bone cement.

Class of trade

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

Stryker	Christopher Chappus	268.385.2600	christopher.chappus@stryker.com
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Note: Supplier contact information is current as of February 25, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Stryker requires electronic price activation (PA) or a Participating Member Designation Form (PMDF) at Tier 2 and higher.

Aggregation opportunities

Aggregation allowed if at least 70 percent of facilities looking to aggregate meet purchasing requirement of the tier.

Other key value and terms

- Stryker pricing is firm for term of agreement.
- Stryker new agreement offers up to 12 percent savings compared to their expiring agreement.
- Available through distribution: Stryker
- Available direct: 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

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

- **Orthopedic Bone Cement:** Bone cement products supplied as a powder with liquid methyl methacrylate (MMA); when mixed together these yield dough-like cement that gradually hardens in the body and used to affix implants and to remodel lost bone
- **Pulse Lavage Products:** Products used to debride bone surfaces

Awarded supplier

Supplier	New	Expiring
stryker®	PP-OR-1189 AS-OR-1189	PP-OR-859

The current agreement with Zimmer (PP-OR-860) expires March 31, 2015.

Financial considerations:

- Proper cement adhesion may reduce infection and readmission

Product considerations:

- Appropriate mixing to ensure cement strength
- Ease of use

Roadblocks to conversion:

- Implants used that do not require bone cement

Orthopedic Bone Cement

Effective April 1, 2015

Expires March 31, 2018

Products and services available

Bone cement is composed of powder and liquid methylmethacrylate (MMA, PMMA). Mixed together, they become a dough-like cement that gradually hardens in the body to affix implants and to remodel lost bone.

Class of trade

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

Stryker	Bob Hall	865.603.2201	bob.hall@stryker.com
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Note: Supplier contact information is current as of February 25, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Stryker requires electronic price activation (PA) or a Participating Member Designation Form (PMDF) at Tier 2 and higher.

- If member wishes to maintain current agreement pricing or locally negotiate, PMDF/PA indication is required at Tier 6 Member Agreement Commitment. See Value Analysis Toolkit for details.

Aggregation opportunities

Aggregation allowed for systems and/or networks of facilities if Stryker Orthopedic Bone Cement market share is greater than or equal to 50 percent within each facility. Member must be able to coordinate purchasing decisions of facilities it wishes to aggregate.

Other key value and terms

- Stryker pricing is firm for 12 months.
- Stryker new agreement offers up to 12 percent savings compared to their expiring agreement.
- Value-add opportunities include a commitment rebate program and a conversion rebate program.
- Available direct: 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

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

Related categories

- **Orthopedic Bone Cement Accessories:** Accessories used to mix the bone cement
- **Pulse Lavage Products:** Products used to debride bone surfaces

Awarded supplier

Supplier	New	Expiring
stryker ®	PP-OR-1188 AS-OR-1188	PP-OR-859

The current agreement with Zimmer (PP-OR-860) expires March 31, 2015.

Financial considerations:

- Rebate programs and value-add opportunities

Product considerations:

- Implant composition
- Ease of mixing and handling
- Antibiotic options
- Viscosity level and strength

Roadblocks to conversion:

- Implants used that do not require bone cement

Orthopedic Helmets

Effective November 1, 2016

Expires October 31, 2019

Products and services available

This category includes orthopedic helmet systems, which consists of a reusable helmet and either a loose-fitting hood or a hood combined with an integral gown (called a toga system) that is disposable. Orthopedic helmet systems are used to both protect operating room staff from airborne contaminants and bodily fluids and protect the patient by preventing any skin or particles from the surgical staff from falling into the surgical site.

Class of trade

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

Stryker	Matt Matthews	269.389.3157	matt.matthews@stryker.com
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Note: Supplier contact information is current as of August 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

Aggregation is allowed; 70 percent of facilities must independently commit to market share.

Other key value and terms

- Pricing is firm for the term of agreement.
- Stryker's new agreement pricing offers an overall 0.5 percent savings compared to its expiring agreement pricing.
- Stryker provides reusable helmets, disposable gowns (togas), hoods and face shields and multi-station battery chargers.
- Products are available direct and through distribution.

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

Full launch content and additional resources available

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

Related categories

- **Disposable Non-Sterile Protective Apparel:** Non-sterile disposable gowns, scrub suits, coveralls, aprons, headgear and shoe covers
- **Sterile Packs and Gowns:** Surgical gowns used to protect staff from blood and bodily fluids and sterile packs that include drapes, sheets, gowns and other disposable items
- **Surgical and Isolation Masks:** Surgical and isolation masks used to prevent inhalation of dangerous substances or to prevent the dispersal of exhaled infective material

Awarded supplier

Supplier	New	Expiring
stryker®	PP-OR-1348 AS-OR-1348	PP-OR-1052

Financial considerations:

- Pricing
- Aggregation
- Shipping costs

Patient safety and satisfaction:

- Staff comfort – Weight of helmet, amount of air circulating inside helmet, noise level
- Prevention of contamination

Roadblocks to conversion:

- Staff acceptance of the product

Orthopedic Power Tools and Accessories

May 1, 2016

April 30, 2019

Products and services available

This category includes saws, drills, blades, bits and burs as well as consoles. This equipment may be powered by battery, electric or nitrogen to assist a surgeon during orthopedic procedures.

Class of trade

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

Brasseler	David Bulman	800.569.6738	davidbulman@brasselerusa.com
ConMed	Steve Panek	618.974.0880	stephenpanek@conmed.com
Stryker	Matt Matthews	269.389.3157	matt.matthews@stryker.com
Zimmer	Bryse Joy	574.372.4425	bryse.joy@zimmerbiomet.com

Note: Supplier contact information is current as of July 25, 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 all suppliers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Brasseler, ConMed and Stryker. Stryker requires at least 70 percent of facilities to meet tier requirements. Zimmer only allows aggregation for multi-facility systems with the ability to influence purchasing decisions.





Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals the following when comparing new agreement pricing to expiring agreement pricing:
 - Brasseler: 1.2 percent savings.
 - ConMed: 18.0 percent savings.
 - Stryker: 6.1 percent savings.
- ConMed offers trade-in program opportunities, discounted service agreements, exchange repair programs and battery warranty programs. See the value-add section in the value analysis toolkit for details.
- Zimmer offers discounted capital purchase agreements with blade and service agreements as well as product placement discounts. See the value-add section in the value analysis toolkit for details.
- Brasseler offers free shipping for orders over \$100. Orders under \$100 are subject to shipping fees.
- Available through distribution: ConMed, Stryker and Zimmer.
- Available direct: Brasseler, ConMed, Stryker and Zimmer.

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

Awarded suppliers

Supplier	New	Expiring
 BRASSELER USA	PP-OR-1308	PP-OR-1016
 CONMED CORPORATION	PP-OR-1309	PP-OR-1017
 STRYKER	PP-OR-1310	PP-OR-1018
 ZIMMER BIOMET <small>Your progress. Our promise.</small>	PP-OR-1311	New

There is no ASCEND® award in this category.

Financial considerations:

- Pricing
- Warranties
- Total cost of ownership (including back-up inventory)
- Backward compatibility
- Battery life

Patient safety and satisfaction:

- Tools provide functionality and performance needs
- Battery charging lasts throughout the entire surgical procedure

Roadblocks to conversion:

- Physician preference
- Sterilization
- Handpiece and attachment compatibility across suppliers

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

- **Neurosurgical Products**: Products utilized for craniotomy and shunt placement. The subcategories include power tools, shunts, intracranial pressure monitors, duraplasty, specialty instruments, cranial fixation, ultrasonic aspirators, aneurysm clips, bipolar cautery and neuroendoscopy products.

Orthopedic Small Joint Implants

Effective June 1, 2017

Expires May 31, 2020

Products and services available

This category includes small joint implants designed to replace function and mobility of the wrist, fingers, ankle, foot and toes. Small joint replacement includes the surgical replacement of these arthritic or dysfunctional joints with an artificial orthopedic prosthesis.

Class of trade

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

Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Trilliant	Chad Steitle	713.388.6060	csteitle@trillianturgical.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Integra's new agreement pricing shows a 5.8 percent increase compared to its expiring agreement pricing.
- Trilliant will grandfather members purchasing off of the expiring agreement (SD-OR-026) and have an active and completed price activation request. Trilliant agrees to grandfather the current tier level for a term of 18 months.
- Trilliant's new agreement pricing shows a 1.1 percent increase compared to its expiring agreement pricing.
- **Trilliant is the low-cost supplier at access tier and top tier.**
- Available direct: Integra, Trilliant

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

Full launch content and additional resources available

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

Related categories

- **Orthopedic Bone Cement:** Powder that is mixed with liquid methyl methacrylate (MMA) to yield a dough-like cement that gradually hardens in the body and is used to affix implants and to remodel lost bone
- **Orthopedic Bone Cement Accessories:** Bone cement accessories used to mix bone cement
- **Pulse Lavage Products and Accessories:** Pulse lavage products and accessories used to debride surfaces

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1388	PP-OR-1119
	PP-OR-1389	SD-OR-026

Trilliant is a small business enterprise (SBE).

Financial considerations:

- Additional products needed for joint replacement (bone cement)

Patient safety and satisfaction:

- Lifespan of implant and materials
- Patient activity level and lifestyle
- Implant range of motion

Roadblocks to conversion:

- Physician/vendor relationship
- Physician engagement

Pain Management Local Anesthetic

Effective June 1, 2017

Expires May 31, 2020

Products and services available

Portable delivery systems placed at the surgical site to administer local anesthetic to decrease post-operative pain, allowing for earlier rehabilitation and reduced need for narcotics.

Class of trade

- Ambu's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Halyard's agreement is available to members whose primary business is the delivery of medical, veterinary or patient care or treatment, medical diagnostic services or medical care provided in connection with disaster relief.
- Teleflex's agreement is available to acute care, non-acute healthcare and non-healthcare; provided that products are used in professional healthcare settings by licensed practitioners.

Ambu	Dan Toomey	410.768.6464	dct@ambu.com
Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
Teleflex	Dan Kuni	919.433.4940	dan.kuni@teleflex.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Halyard and Teleflex.
- A PMDF/PA is required with Ambu for their single tier offering.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Ambu and Halyard.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities at seller's discretion with Teleflex.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Ambu's new agreement pricing offers 34.2 percent savings compared to its expiring agreement pricing.
- Halyard's new agreement pricing offers 0.1 percent savings compared to its expiring agreement pricing.
- Teleflex's new agreement pricing offers 26.9 percent savings compared to its expiring agreement pricing.
- **Ambu is the overall low-cost supplier.**
- Available through distribution: Ambu, Halyard, Teleflex
- Available direct: Ambu, Teleflex

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1400	PP-OR-1092
	PP-OR-1394 AS-OR-1394	PP-OR-1093
	PP-OR-1395	PP-OR-1094

Financial considerations:

- Cost of pain pumps
- Cost of opioid overdoses and addictions

Patient safety and satisfaction:

- Flow rate regulation to prevent overdosing
- Reduction of side effects such as nausea or vomiting as compared to other pain management options

Roadblocks to conversion:

- Products currently being used in the facility
- Staff preference
- Patient preference and ease of use of the pumps

Full launch content and additional resources available

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Related categories

- **Regional Anesthesia Trays**: Supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management
- **Disposable Anesthesia Products**: Disposable anesthesia products and accessories used to administer general anesthesia to surgical patients

Patient Prep Clippers and Blades

February 1, 2016

January 31, 2019

Products and services available

This category consists of electric clippers, blades and related accessories that are designed to remove patients' hairs from the surgical incision site.

Class of trade

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

3M	Roger Ratliff	214.676.9819	rdratliff@mmm.com
CareFusion	Zachary Moore	704.281.8720	zachary.moore@carefusion.com

Note: Supplier contact information is current as of July 22, 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 all suppliers.

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of the agreement with both 3M and CareFusion.
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 2.7 percent savings for 3M
 - 8.7 percent savings for CareFusion
- CareFusion has minimum order fees: hospital orders under \$250 subject to \$40 fee; alternate site orders under \$100 subject to \$10 fee.
- CareFusion offers an additional hair removal accessory the ClipVac. See separate Supplier Tier.
- **3M is the low cost supplier.**
- Available through distribution: 3M and CareFusion
- Available direct: CareFusion

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
	PP-OR-1269	PP-OR-973
	PP-OR-1270 AS-OR-1270	PP-OR-974 AS-OR-974

Financial considerations:

- Cost of replacement blades
- Cost of chargers and batteries

Patient safety and satisfaction:

- Reliability of the blades to be sharp but not cause abrasions which may lead to infection
- That the blade does not catch on loose skin
- Recommendations to aid in preventing an infection

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product
- The feel of the clipper in the user's hands

Patient Warming – Blood and Fluid Warming

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes blood and fluid warming products used to prevent and treat hypothermia by warming the IV fluids or blood as they are infused into the patient. Hypothermia occurs when the patient's core temperature drops below 35° Celsius or 96° Fahrenheit.

These products were previously grouped with convective warming blankets in the category Patient Warming Products.

Class of trade

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

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
CareFusion	Zach Moore	901.302.0504	zachary.moore@carefusion.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of July 22, 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 all suppliers.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 3M Company and CareFusion/Vital Signs.
- Aggregation is allowed for members who own and manage multi-facility systems and have the ability to drive purchasing decisions with Smiths Medical.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Products with all suppliers are available both direct and through authorized suppliers.
- For a period of 12 months after effective date, 3M Company agrees to grandfather the local agreement for members who are part of a defined aggregation group.
- 3M Company's new agreement pricing offers an overall 1.8 percent savings compared to its expiring agreement.
- 3M Company has a minimum order requirement of \$250 on direct orders.
- **3M Company is the low-cost supplier.**
- CareFusion/Vital Signs offers multiple value-adds, including a loaned equipment program, equipment purchase promotion, opening order cartridge promotion and a webinar for continuing education credits.
- CareFusion/Vital Signs has a \$40 minimum order fee on direct orders less than \$250 for hospitals, and a \$10 minimum order fee on direct orders less than \$100 for alternate sites.
- Smiths Medical's new agreement pricing has an overall 2.9 percent increase compared to its expiring agreement.
- Smiths Medical has a \$50 handling fee on direct orders less than \$300. Orders can be comprised of any combination of Smiths Medical products.

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-OR-1199	PP-OR-896
	PP-OR-1201	New
	PP-OR-1200 AS-OR-1200	PP-OR-897 AS-OR-897

Financial considerations:

- Reducing infection rates may shorten patient length of stay
- Minimum orders

Patient safety and satisfaction:

- Normothermia reduces surgical site infections

Roadblocks to conversion:

- Proprietary equipment and disposables

Full launch content and additional resources available

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Related categories

- **Patient Warming – Convective Warming Blankets**: Convective warming blankets used to prevent hypothermia
- **Patient Temperature Management**: Temperature therapy management products designed to cool, warm, or regulate a patient's body temperature
- **Pediatric and Youth Disposables**: Passive warming garments using reflective materials to keep in patient's own radiant heat

Patient Warming – Convective Warming Blankets

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes convective warming blankets used to prevent hypothermia. Hypothermia occurs when the patient's core temperature drops below 35° Celsius or 96° Fahrenheit.

These products were previously grouped with blood and fluid warming products in the category Patient Warming Products.

Class of trade

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

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Cincinnati Sub-Zero	Matt McCurdy	513.772.8810	mccurdy@cszinc.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of July 22, 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 all suppliers.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with 3M Company and Cincinnati Sub-Zero.
- Aggregation is allowed for members who own and manage multi-facility systems and have the ability to drive purchasing decisions with Smiths Medical.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Products with all suppliers are available both direct and through authorized suppliers.
- For a period of 12 months after effective date, 3M Company agrees to grandfather the local agreement for members who are part of a defined aggregation group.
- 3M Company's new agreement pricing offers an overall 4.1 percent savings compared to its expiring agreement.
- 3M Company has a minimum order requirement of \$250 on direct orders.
- Cincinnati Sub-Zero's new agreement pricing offers an overall 0.9 percent savings compared to its expiring agreement.
- Cincinnati Sub-Zero has a \$50 minimum order requirement.
- **Cincinnati Sub-Zero is the low-cost supplier.**
- Smiths Medical's new agreement pricing offers an overall 6.5 percent savings compared to its expiring agreement.
- Smiths Medical has a \$50 handling fee on direct orders less than \$300. Orders can be comprised of any combination of Smiths Medical products.

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-OR-1196 AS-OR-1196	PP-OR-896
	PP-OR-1197	PP-OR-895
	PP-OR-1198	PP-OR-897 AS-OR-897

Cincinnati Sub-Zero is a woman-owned business enterprise (WBE).

Financial considerations:

- Reducing infection rates may shorten patient length of stay
- Minimum orders

Patient safety and satisfaction:

- Normothermia reduces surgical site infections

Roadblocks to conversion:

- Proprietary equipment and disposables

Full launch content and additional resources available

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Related categories

- **Patient Warming – Blood and Fluid Warming**: Blood and fluid warming products used to prevent hypothermia
- **Patient Temperature Management**: Temperature therapy management products designed to cool, warm, or regulate a patient's body temperature
- **Pediatric and Youth Disposables**: Passive warming garments using reflective materials to keep in patient's own radiant heat

Perfusion Products

Effective February 1, 2015

Expires January 31, 2018

Products available

This category includes products that are used to artificially pump blood through the patients' body during cardiac surgery. These items mimic the function of vital body parts such as the patient's circulatory system during the operative procedure and help to create a bloodless surgical field.

Class of trade

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

Edwards	Kristina Reyes	949.250.2642	kristina_reyes@edwards.com
Medtronic	Tim Howard	651.335.0190	tim.howaard@medtronic.com
Sorin	Mat Martinides	404.444.4119	mat.martinides@sorin.com
Surge (Alliant)	Matt Saul	310.593.3512	msaul@medalliancesolutions.com

Note: Supplier contact information is current as of May 12, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

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

Aggregation opportunities

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





- Aggregation for Edwards is allowed for multi-facility systems only; Aggregation for Tiers 1 through 3 requires >70 percent compliance of each facility and Tier 4 requires >85 percent compliance within each facility.
 - Members may aggregate to attain the dollar volume; but participation is measured at each facility level by percent commitment.
- Medtronic allows aggregation for IDN's and will provide special considerations for affiliate groups.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Financial analysis reveals that compared to their expiring agreement pricing:
 - Edwards' new agreement pricing has an overall 0.1 percent increase.
 - Medtronic's new agreement pricing is flat.
 - Sorin's new agreement pricing offers an overall 2.4 percent savings.
- Surge's new agreement pricing has an overall 2.9 percent increase.
- Medtronic offers grandfathering for existing member agreements and members who have signed a PMDF/PA under expiring agreement PP-OR-798.
- Available direct: Edwards, Medtronic, Sorin, and Surge
- Available through distribution: Edwards, Sorin, and Surge

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
 Edwards Lifesciences	PP-OR-1152	PP-OR-797
 Medtronic	PP-OR-1151	PP-OR-798
 Sorin	PP-OR-1150	PP-OR-799
 SURGE	PP-OR-1153	PP-OR-796

The current agreement with Terumo (PP-OR-800) expires January 31, 2015.

Financial considerations

- Specific supplier tiers that allow for aggregation
- Firm product pricing

Patient safety and satisfaction

- Product reliability
- Available alarms and sensors

Roadblocks to conversion

- Products currently being used in the facility
- Staff acceptance of the product

Full launch content and additional resources available

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

Pulse Lavage Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

Bone cement is a dough-like mixture that gradually hardens in the body to affix implants and to remodel lost bone. The accessories in this category are used to mix the bone cement.

Class of trade

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

Stryker	Christopher Chappus	268.385.2600	christopher.chappus@stryker.com
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Note: Supplier contact information is current as of February 25, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Stryker requires electronic price activation (PA) or a Participating Member Designation Form (PMDF) at Tier 2 and higher.

Aggregation opportunities

Aggregation allowed if at least 70 percent of facilities looking to aggregate meet purchasing requirement of the tier.

Other key value and terms

- Stryker pricing is firm for term of agreement.
- Stryker new agreement offers up to 12 percent savings compared to their expiring agreement.
- Available through distribution: Stryker
- Available direct: 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

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

Related categories

- **Orthopedic Bone Cement:** Bone cement products supplied as a powder with liquid methyl methacrylate (MMA); when mixed together these yield dough-like cement that gradually hardens in the body and used to affix implants and to remodel lost bone
- **Orthopedic Bone Cement Accessories:** Accessories used to mix the bone cement

Awarded supplier

Supplier	New	Expiring
stryker ®	PP-OR-1190 AS-OR-1190	PP-OR-859

The current agreement with Zimmer (PP-OR-860) expires March 31, 2015.

Financial considerations:

- Appropriate bone debridement may reduce infection and readmission

Product considerations:

- Appropriate bone debridement may reduce infection and ensure cement strength
- Ease of use

Roadblocks to conversion:

- Implants used that do not require bone cement

Regional Anesthesia Trays

Effective February 1, 2016

Expires January 31, 2019

Products available

This category includes supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members. See terms and conditions in the value analysis toolkit.

B. Braun	Bill Miller	513.561.7224	bill.miller@bbraun.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com
Teleflex	Dan Kuni	919.433.4940	dan.kuni@teleflex.com

Note: Supplier contact information is current as of November 2, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

Aggregation is:

- Allowed with B. Braun for multi-facility systems, GPOs and established networks.
- Allowed for owned, leased or managed facilities with Smiths Medical and Teleflex.

Other key value and terms

- Pricing is firm for the term of the agreement with Smiths Medical and Teleflex.
- Pricing is firm with B. Braun unless an unusual raw material increase for third-party manufacturing items is experienced
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 2.4 percent higher with B. Braun.
 - 2.3 percent higher with Smiths Medical
 - Flat for Teleflex
- All suppliers have minimum order requirement thresholds. See terms and conditions in the value analysis toolkit.
- **Smiths Medical is the low cost supplier.**
- Available through distribution: B. Braun, Smiths Medical and Teleflex
- Available direct: B. Braun, Smiths Medical and Teleflex

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

Awarded suppliers

Supplier	New	Expiring
B. BRAUN	PP-OR-1268 AS-OR-1268	PP-OR-976
smiths medical <small>bringing technology to life</small>	PP-OR-1265	PP-OR-979
Teleflex®	PP-OR-1267	PP-OR-975

Current agreements with Cardinal (PP-OR-978) expires January 31, 2016.

Financial considerations:

- Distribution agreements
- Kits that are specific to your physicians' needs to prevent waste

Patient safety and satisfaction:

- Physician preference on the technique used and the tactility of the syringe

Roadblocks to conversion:

- Products currently being used in the facility
- Physician acceptance
- Custom tray versus standard tray

Regional Anesthesia Trays

Effective February 1, 2016

Expires January 31, 2019

Full launch content and additional resources available

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Related category

- **Disposable Anesthesia Products:** Disposable anesthesia products and accessories are used to administer general anesthesia to surgical patients.

Resistive Warming OR Table Pads

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category includes a control unit and OR table pads. The OR table pads contain an element encapsulated inside the table pads designed for pressure reduction while warming the patient.

Class of trade

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

Pintler Medical	Kent Ellis	206.268.0441	kent@pintlermedical.com
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Note: Supplier contact information is current as of August 1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement
- Pintler offers warming table pads available for all manufacturer's OR tables.
- Pintler offers up to 16 percent discount off list pricing.
- Pintler offers an early payment discount of 2 percent if paid within 3 days.
- Available direct only.

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


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Related categories

- **Patient Warming – Convective Warming Blankets:** Includes convective (forced-air) warming blankets used to prevent hypothermia.
- **Patient Warming – Blood and Fluid:** Includes blood and fluid warming products used to prevent hypothermia
- **Patient Temperature Management:** Includes invasive (endovascular) and non-invasive (surface or conductive) temperature therapy management products and devices specifically designed to cool, warm, or regulate a patient's body temperature as part of a therapeutic treatment regimen.
- **Pediatric and Youth Disposables:** Passive warming garments using reflective materials to keep in patient's own radiant heat
- **OR Tables:** Includes tables used during a surgical procedure that provide a safe and secure platform for the patient while allowing the surgeon and staff access to the surgical site.

Awarded supplier

Supplier	New	Expiring
 PINTLER MEDICAL	PP-OR-1247	New

Financial considerations:

- Cost of table warming system compared to single-use gowns or blankets
- Reduced use of energy than other patient warming products

Patient safety and satisfaction:

- Maintain patient body temperature and normothermia during surgery to reduce surgical site infections
- Pressure reduction pads increase patient comfort

Roadblocks to conversion:

- Alternative patient warming method in use
- Adoption of new patient warming technology

Room Turnover Products

Effective September 1, 2015

Expires August 31, 2018

Products and services available

This category includes those products used to clean and sanitize perioperative rooms between patient procedures.

Please note: Cleaners have been moved to the housekeeping products category under Premier's Facilities service line.

Class of trade

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

Ecolab	Joe Saunders	817.306.9303	Joe.saunders@ecolab.com
Protection Products	Steve Luman	828.324.7173	steve@p-p-i.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher for Ecolab. Protection Products only offers a single tier.

Aggregation opportunities



Aggregation is available with Ecolab for multi-facility systems, GPOs and established networks. Protection Products only offers a single tier.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals:
 - Ecolab's new agreement pricing offers up to a 17.2 percent savings compared to its expiring agreement pricing.
- Ecolab and Protection Products offer their products in custom kits.
- Ecolab allows current customers to grandfather the pricing of custom kits purchased within the 6 months prior to the agreement effective date for the term of the Premier agreement as long as the kit components do not change.
- Ecolab offers a value add for members who purchase more than \$25,000 annually in room turn over products.
- Protection Products offers a value add for free hardware products.
- Available through distribution: Ecolab and Protection Products
- Available direct: Protection Products

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-OR-1231 AS-OR-1231	PP-OR-906
	PP-OR-1232	New

Ecolab [purchased](#) Microtek in 2007.

Current agreements with Acute Care (PP-OR-904) and Ansell (PP-OR-905) expire August 31, 2015.

Financial considerations:

- If the protective linens can replace the number of linens currently used
- If the products provide a faster turnaround time (validate times for your specific area with each supplier)
- Does the supplier provide and replace the hampers used at no additional cost
- Value-adds

Safety and satisfaction:

- Material thickness to prevent fluids from leaking through.

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Room Turnover Products

Effective September 1, 2015

Expires August 31, 2018

Full launch content and additional resources available

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

Related category

- **High Level Disinfectants**: Products primarily used to disinfect semi-critical items.
- **Housekeeping Products**: This category includes products which are used within all internal facility areas to disinfect and clean general surface areas and flooring.

Products and services available

This category includes smoke evacuation systems that are designed to effectively capture and filter surgical smoke to remove odor, particulates and other potentially hazardous byproducts of electro and laser surgery.

Products in this category do not include cautery (bovie) pencils or instruments which can be found in the surgical energy category.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members. Buffalo Filter and Covidien have some class of trade restrictions.

Buffalo Filter	Steve Snyder	800.343.2324	ssnyder@buffalofilter.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
IC Medical	James White	623.780.0700	jwhite@icmedical.com

Note: Supplier contact information is current as of May 3, 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 all suppliers.




Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Buffalo Filter and IC Medical. Aggregation is allowed for multi-facility systems comprised of two or more acute hospitals or established networks of hospitals with the ability to make purchasing decisions.

Other key value and terms

- Pricing is firm for the term of the agreement with Buffalo Filter and IC Medical.
- Pricing is firm for the term of the agreement with Covidien unless there is an increase in the price of raw goods.
- Financial analysis reveals the following when comparing new agreement pricing to expiring agreement pricing:
 - Buffalo Filter: 0.2 percent savings.
 - Covidien: 2.0 percent savings.
 - IC Medical: 2.5 percent savings.
- Buffalo Filter has a \$75 minimum order fee applicable to all members.
- Covidien direct orders under \$500 of any seller's products are subject to a \$90 charge.
- Buffalo Filter offers an in-line wall filter.
- Buffalo Filter and IC Medical offer early payment discounts.
- **Buffalo Filter is the low-cost equipment supplier.**
- Available through distribution: Buffalo Filter, Covidien and IC Medical.
- Available direct: Buffalo Filter, Covidien and IC Medical. Covidien products available through distributors ordered directly are subject to 3 percent handling fee.

Awarded suppliers

Supplier	New	Expiring
 BUFFALO Filter	PP-OR-1323 AS-OR-1324	PP-OR-1023 AS-OR-1023
 COVIDIEN	PP-OR-1324	PP-OR-1025
 IC MEDICAL	PP-OR-1325	PP-OR-1024

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

Financial considerations:

- Tubing sets
- Cost of the generator
- Cost of filters
- Cost of tubing and disposables

Patient safety and satisfaction:

- Feel of the handpiece
- Amount of suction force
- Filter type
- Facility smoke evacuation policies

Roadblocks to conversion:

- Products currently being used
- Staff acceptance of the product
- Lifespan of unit
- Noise level of generator

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

- **Laparoscopic Suction Irrigation Products:** Products used during laparoscopic procedures that provide suction to remove fluid from the surgical field, cauterize tissue and irrigate the surgical field when needed
- **Surgical Energy:** Power used for tissue dissection, vessel sealing and control of bleeding; consumable products include hand-control cautery pencils/instruments

Specialty Urological Products

Effective January 1, 2015

Expires December 31, 2017

Products available

These products are used primarily in the operating room by physicians for treatment of specific problems or for interventional procedures such as biopsies, stone removal or minor surgeries.

Class of trade

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

Applied Medical	Colleen Corbitt	561.346.0751	ccorbitt@appliedmedical.com
Bard	Bob Anderson	770.784.6164	bob.anderson@crbard.com
Boston Scientific	Mykkia Cameron	614.327.9656	mykkia.cameron@bsci.com
Cook Medical	Chris Smith	800.468.1379	chris.smith@cookmedical.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com

Note: Supplier contact information is current as of March 27, 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 suppliers offering more than one tier.

- Applied only offers one tier.
- Cook and Olympus require the member designate spend for products in this category on Exhibit A-2 PMDF.

Aggregation opportunities

Aggregation is available with Cook and Olympus for multi-facility systems, GPOs and established networks.






- Bard's aggregation allows for multi-facility systems, IDN or collaborative groups.
- Boston Scientific's aggregation is for multi-facility systems and established networks.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Financial analysis reveals that compared to their expiring agreement pricing:
 - Bard's new agreement pricing offers an overall 4.7 percent savings.
 - Boston Scientific's new agreement pricing has an overall 2.3 percent increase.
 - Cook's new agreement pricing offers an overall 3.1 percent savings.
 - Olympus's new agreement pricing offers an overall 7.2 percent savings.
- Please see financial analysis for comparison of suppliers by subcategory
- Cook offers a value-add.

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1143	New
	PP-OR-1144	PP-OR-792 AS-OR-792
	PP-OR-1145	PP-OR-790
	PP-OR-1146	PP-OR-791 AS-OR-791
	PP-OR-1147	PP-OR-793

Financial considerations

- Commitment level per supplier
- Value-add options

Patient safety and satisfaction

- Pediatric options
- Patient comfort
- Stent coating options
- MRI compatibility

Roadblocks to conversion

- Products currently being used in the facility
- Staff acceptance of the product

Specialty Urological Products

Effective January 1, 2015

Expires December 31, 2017

Full launch content and additional resources available

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

Sterile Packs and Gowns

January 1, 2017

Expires December 31, 2019

Products and services available

This category includes standardized disposable surgical drapes and surgical gowns used during surgical procedures that come in a variety of standard configurations.

Class of trade

- Cardinal is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Halyard is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Medline is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.
- Welmed is available to acute care, non-acute healthcare, non-healthcare, retails pharmacies and durable medical equipment suppliers.

Cardinal	Jeffrey Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
Medline	Mark Parry	800.944.9756	mparry@medline.com
Welmed	Dave Fliss	312.836.3742	davefliss@welmed.us

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Cardinal's new agreement pricing offers 4.8 percent savings compared to its expiring agreement pricing.
- Cardinal offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Halyard's new agreement pricing offers 4.4 percent savings compared to its expiring agreement pricing.
- Halyard offers a Grandfathering Tier for pricing, speak directly with supplier for more information.
- Halyard offers a one-time conversion rebate for members who have not purchased products prior to the effective date. See the value-add section of the value analysis toolkit for more details.
- Medline will grandfather locally negotiated prices if they are lower than those on this agreement. Speak directly with supplier for more details.
- Welmed's new agreement pricing offers 1.1 percent savings compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 CardinalHealth™	PP-OR-1374 AS-OR-1374	PP-OR-1071 AS-OR-1071
 HALYARD	PP-OR-1375	PP-OR-1072
 MEDLINE	PP-OR-1376	New
 welmed	PP-OR-1377	PP-OR-1073

Welmed is a small business enterprise (SBE).

Financial considerations:

- Bulk non-sterile pricing
- Value offered by using the same drape and gown provider as custom procedure tray packager
- Value-adds

Patient safety and satisfaction:

- Comfort and fit
- Breathability of the material
- That the gown does not restrict movement of the user
- The drape properly fits the intended area
- Thickness and impermeability of the fabric

Roadblocks to conversion:

- Staff preference of how the gowns fit
- Staff acceptance of the product
- Distribution relationships
- Products currently being used in the facility

Other key value and terms (continued)

- Welmed offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Welmed offers an early payment discount if payment is made within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- Welmed offers a purchase volume rebate of between two to six percent. See the value-add section of the value analysis toolkit for more details.
- **Cardinal is the low-cost supplier on crossed items.**
- Available through distribution: Cardinal, Halyard, Medline, Welmed
- Available direct: Medline, Welmed

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

Full launch content and additional resources available

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

Related categories

- **Custom Procedure Trays:** Specifically designed procedural packs that combine the disposable items needed for surgical procedures. They can improve efficiencies when opening suppliers for a surgical procedure.

Surgeon Gloves

May 1, 2016

April 30, 2019

Products and services available

This category includes sterile gloves used by the surgical scrub team to provide protection to the team and sterility to the patient.

Class of trade

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

Ansell	Jeff Jeffords	704.619.7556	jeff.jeffords@ansell.com
Cardinal	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
Innovative Healthcare	Jeff Borgstrom	918.633.2940	jborgstrom@ihcsolutions.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Molnlycke	Dan Stewart	623.825.6671	dan.stewart@molnlycke.com

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

How to operationalize these agreements

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

Aggregation opportunities






Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers. Molnlycke requires facilities of GPOs to independently commit at least 80 percent of their annual purchases.

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals the following when comparing new agreement pricing to expiring agreement pricing:
 - Ansell: 6.1 percent savings
 - Cardinal: 6.4 percent savings
 - Medline: 1.7 percent savings
 - Molnlycke 1.6 percent savings
- **Ansell is the low-cost supplier.**
- Members can earn conversion, early conversion and volume growth rebates with Ansell, Medline and Molnlycke. See the value-add section in the value analysis toolkit for details.
- Available through distribution: Ansell, Cardinal, Medline and Molnlycke.
- Available direct: Ansell, Medline and Molnlycke.

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-OR-1319	PP-OR-996
	PP-OR-1320 AS-OR-1320	PP-OR-997
	SD-OR-028	New
	PP-OR-1321	PP-OR-998 AS-OR-998
	PP-OR-1322	PP-OR-999

Innovative Healthcare Corporation is a **SEEDS™** supplier; veteran-owned business enterprise (VET) effective February 1, 2017.

Financial considerations:

- Cost of raw goods used to produce gloves
- Savings through standardization to one glove manufacturer within the facility
- Number of gloves being used per case
- Low cost supplier and their product offering

Patient safety and satisfaction:

- Protection against temperature, bodily fluids and chemicals
- Glove thickness
- Glove flexibility and strength
- Latex-free and powder-free options
- Sensation while wearing the glove
- Use of an under glove/double gloves

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product
- Personal preference to the feel of the glove

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

Related categories

- Exam Gloves: Non-sterile examination gloves which are routinely used to provide barrier protection and prevent skin and mucous-membrane exposure when in contact with blood or other body fluids of any patient.

Surgical and Isolation Masks

Effective January 1, 2017

Expires December 31, 2019

Products and services available

Products that are a protective covering for the face that covers the mouth and nose and used to prevent inhalation of dangerous substances, or to prevent the dispersal of exhaled infective material.

Class of trade

- Cardinal is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Halyard is available to select acute care and non-acute healthcare facilities. See the value analysis toolkit for details.
- Medline is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.
- Precept Medical, Prestige Ameritech and TIDI Products are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Cardinal	Jeffrey Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
Halyard	Janis Harvey	404.993.4802	janis.harvey@hyh.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Precept Medical	Patty Shook	800.438.5827 extension 403	pshook@preceptmed.com
Prestige Ameritech	Michael Bowen	817.898.0039	mbowen@prestigeameritech.com
TIDI Products	Mike Duski	920.751.4365	mduski@tidiproducts.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDf) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers except TIDI Products
- A PMDF/PA is not required with TIDI Products due to single tier offering.


Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Cardinal's new agreement pricing offers 1.0 percent increase compared to its expiring agreement pricing.
- Cardinal offers a direct shipment option for bulk purchases, speak with supplier and see Exhibit J as a sample Direct Shipment agreement.
- Halyard's new agreement pricing offers a 3.0 percent savings compared to its expiring agreement pricing.

Awarded suppliers

Supplier	New	Expiring
 CardinalHealth™	PP-OR-1354	PP-OR-1066
 HALYARD	PP-OR-1355	PP-OR-1067
 MEDLINE	PP-OR-1356	PP-OR-1068
 Precept	PP-OR-1357	PP-OR-1069
 PRESTIGE AMERITECH	PP-OR-1358	PP-OR-1070
 S2S GLOBAL	PP-S2-001C	New
 TIDI PRODUCTS	PP-OR-1359	New

Precept Medical is a small business enterprise (SBE) and Prestige Ameritech is a minority-owned business enterprise (MBE).

S2S offers surgical and procedure masks. See the [PremierPro® products launch document](#) for details.

Financial considerations:

- Pricing
- Grandfathering tiers and pricing
- Value-adds and rebates
- Standardization of supplies and products

Patient safety and satisfaction:

- Varying levels of fluid resistance
- Appropriate fit for optimal comfort and safety
- Meets industry standards
- Fog-free and anti-glare eyewear and face shields

Roadblocks to conversion:

- User preference
- Skin sensitivity
- Products currently being used in the facility
- Existing supplier relationships

Other key value and terms (continued)

- Halyard offers a one-time conversion rebate. See the value-add section of the value analysis toolkit for more details.
- Medline's new agreement pricing offers a 0.5 percent savings compared to its expiring agreement pricing.
- Medline offers grandfathering of locally negotiated prices. See the terms and conditions section of the value analysis toolkit for more details.
- Medline offers a conversion rebate. See the value-add section of the value analysis toolkit for more details.
- Precept Medical's new agreement pricing offers a 1.0 percent savings compared to its expiring agreement pricing.
- Precept Medical will grandfather tier designations from the previous agreement. See the terms and conditions section of the value analysis toolkit for more details.
- Precept Medical offers an early payment discount of two percent if paid within 30 days of product delivery, invoice receipt or acceptance, whichever is later.
- Precept Medical has a 25 case minimum order in order to receive prepaid freight management.
- Precept Medical offers a conversion rebate and a free face mask dispenser program. See the value-add section of the value analysis toolkit for more details.
- Prestige Ameritech's new agreement pricing is flat compared to its expiring agreement pricing.
- Prestige Ameritech has a 25 case minimum order in order to receive prepaid freight management.
- TIDI Products offers free sample, the TIDI Shield eyewear dispenser holder and an Eye Splash Zero program as value-adds. See the value-add section of the value analysis toolkit for more details.
- **Precept Medical is the low-cost supplier of suppliers with 100 percent cross-spend.**
- Available through distribution: Cardinal, Halyard, Medline, Precept Medical, Prestige Ameritech, TIDI Products
- Available direct: Medline, Precept Medical, Prestige Ameritech

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

Full launch content and additional resources available

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Related categories

- **Disposable Non-Sterile Protective Apparel:** Non-sterile disposable gowns, scrub suits, aprons, head gear/caps and shoe covers

Surgical Automatic Tourniquet Systems and Accessories **Effective November 1, 2016**

Expires October 31, 2019

Products and services available

Surgical automatic tourniquet systems include a cuff, gas source and a system used to monitor and control the cuff's pressure. The systems are used to regulate the pressure on the cuff that is placed on the patient's extremity during the surgical procedure.

Class of trade

- Zimmer's agreement is available to acute care, continuum of care and Premier REACH™ members.
- Stryker's agreement is only available to acute care, non-acute healthcare and non-healthcare.

Stryker	Matt Matthews	269.389.3157	matt.matthews@stryker.com
Zimmer	Bryse Joy	574.372.4425	bryse.joy@zimmerbiomet.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Stryker.
 - Stryker requires at least 70 percent of facilities to meet tier requirements
- Aggregation is limited to owned and operated facilities of multi-facility systems with Zimmer.

Other key value and terms



- Pricing is firm for the term of agreement with both suppliers.
- Stryker's new agreement pricing offers a 1.4 percent savings compared to its expiring agreement pricing.
- Zimmer's new agreement pricing offers a 3.8 percent savings compared to its expiring agreement pricing.
- Zimmer offers a tourniquet product placement option, tourniquet replacement rebate and a disposable cuff rebate as a value-add.
- **Zimmer is the low-cost supplier on crossed items.**
- Available through distribution: Stryker and Zimmer.
- Available direct: Stryker and Zimmer

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

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Awarded suppliers

Supplier	New	Expiring
 stryker	PP-OR-1330	PP-OR-1053 AS-OR-1053
 zimmer <small>Personal Fit. Renewed Life.™</small>	PP-OR-1331 AS-OR-1331	PP-OR-1054

Financial considerations:

- Price protection
- Shipping costs
- Payment terms
- Value adds, such as rebates

Patient safety and satisfaction:

- Bariatric and pediatric considerations
- Limb occlusion pressure technology offering
- Association of Surgical Technologies (AST) guidelines to consider when purchasing a tourniquet
- Safety ensured through pressure alarms
- Maximum pressure alarm

Roadblocks to conversion:

- Staff acceptance of products
- Products currently used in the facility

Surgical Blades

October 1, 2016

September 30, 2019

Products and services available

This category includes disposable blades attached to a knife handle/scalpel which a surgeon uses to make an incision. Standard surgical scalpels, safety scalpels, and specialty blades are included.

Products in this category do not include ophthalmic blades. Ophthalmic blades can be found in the Ophthalmology Products category.

Class of trade

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

Aspen	Katie Hanba	888.364.7004	gpo@aspensurgical.com
MYCO	Sanjiv Kumar	940.367.3795	skumar@mycomedical.com
PenBlade	Stephanie Hess	801.903.1113	stephanie@penblade.net

Note: Supplier contact information is current as of May 27, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term of the agreement with all suppliers.
- MYCO and PenBlade offer early payment discounts.
- Financial analysis reveals the following when comparing new agreement pricing to expiring agreement pricing:
 - Aspen: 0.4 percent savings
 - MYCO: 5.2 percent savings
 - PenBlade: 7.2 percent savings
- Aspen has a minimum order requirement of \$50.
- **MYCO is the low-cost supplier.**
- Available through distribution: Aspen, MYCO and PenBlade.
- Available direct: Aspen, MYCO and PenBlade.

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

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Awarded suppliers

Supplier	New	Expiring
	PP-OR-1327 AS-OR-1327	PP-OR-1019 AS-OR-1019
	PP-OR-1328	PP-OR-1020
	PP-OR-1329	PP-OR-1239

MYCO is a minority-owned business enterprise (MBE).

The current agreement with Advanced Medical Innovations (SD-OR-024) expires September 30, 2016.

Financial considerations:

- Pricing
- Disposable compared to reusable blades/handles
- Early payment discounts

Patient safety and satisfaction:

- Specialty blades appropriate for procedure mix
- Blade and handle compatibility
- Safety shield to reduce sharps injuries

Roadblocks to conversion:

- Standardization
- Blade sharpness
- Instrument comfort and handling

Surgical Blades

October 1, 2016

September 30, 2019

- [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

- **Surgical Instruments**: Instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors and tissue forceps.

Surgical Endoscopy and Video Equipment -Flexible Effective January 1, 2015

Expires December 31, 2017

Products and services available

This category includes flexible equipment that is used to see and record images from inside the body. A video system includes the camera, endoscope, lights, displays, printers, recorders and power supply.

Class of trade

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

Endochoice	Rob Robinson	888.862.3636	rob.robinson@endochoice.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com

Note: Supplier contact information is current as of March 27, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

Aggregation is available for multi-facility systems, GPOs and established networks of facilities for Endochoice and Olympus.

Other key value and terms



- Pricing is firm for the term for Endochoice. Olympus' pricing is firm for the first 12 months of the agreement. After the first 12 months, price increases are allowed once per each agreement year, not to exceed 4 percent each time.
- Compared to expiring agreement, overall:
 - Endochoice's new agreement pricing is flat.
 - Olympus' new agreement pricing offers a 3.5 percent savings.
- Olympus offers a 12 month conversion incentive value-add that is available for activation during the first 12 months (January 1, 2015-December 31, 2015) of the Premier agreement term.
- Olympus' agreement pricing is firm for the first 12 months of the agreement. Price increases can not exceed 4 percent each year.
- Commitment levels for Olympus' tiers must be reached by each individual facility.
- Olympus offers a large order threshold .

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

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
 ENDOCHOICE	PP-OR-1128	PP-OR-1122
 OLYMPUS	PP-OR-1127	PP-OR-778

The previous agreement cycle included both rigid and flexible surgical endoscopy and video equipment.

Financial considerations:

- Savings offered through large order discounts
- Aggregation options
- Price protection
- Service options and their cost

Patient satisfaction and safety:

- Compatibility with technology currently used within the facility
- Monitor screen size and readability
- Clarity of the audio system
- Video quality
- Demo options
- Picture clarity and resolution
- Type of light source and how it affects the picture

Roadblocks to conversion:

- Staff acceptance
- What products are currently being used in the facility
- Remaining lifespan on current technology being used

Surgical Endoscopy and Video Equipment -Flexible Effective January 1, 2015

Expires December 31, 2017

Full launch content available (continued)

- [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

- **Rigid Surgical Endoscopy and Video Equipment – Rigid**: Non flexible equipment used to see and record images from inside the body
- **Gastrointestinal Endoscopy Products**: Disposable products used to treat diseases that affect the gastrointestinal/pulmonary tracts including the removal of stones, treatment of gastroesophageal reflux disease (GERD) and taking samples for testing

Surgical Endoscopy and Video Equipment -Rigid

Effective January 1, 2015

Expires December 31, 2017

Products and services available

This category includes devices that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with information from the sterile field for precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated.

Class of trade

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

KARL STORZ	Michael Strachan	949.713.8165	Richard.strachan@karlstorz.com
Olympus	Dennis Sporleder	949.831.8732	Dennis.sporleder@olympus.com
Richard Wolf	Marlen Michalke	972.412.1223	mmichalke@richardwolfusa.com
Stryker	Ben Hobbs	502.690.6147	Ben.hobbs@stryker.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for appropriate tier placement at Tier 2 or higher for all suppliers.
 - For Tier 2, KARL STORZ requires historical spend for the previous 12 months and a semi-annual spend review.
 - For Olympus, members must select their tier placement under each subcategory on the A-2.





Aggregation opportunities

- Aggregation varies by supplier:
 - KARL STORZ does not include aggregation as part of their agreement.
 - Aggregation is available for multi-facility systems, GPOs and established networks of facilities for Olympus.
 - Richard Wolf only has one tier.
 - Stryker allows for aggregation but requires that 70 percent of the facilities in the aggregation group meet the tier requirements individually.

Other key value and terms

- Price protection varies by supplier:
 - Pricing is firm for the term for Richard Wolf and Stryker.
 - KARL STORZ price protection varies by tier. Please see supplier terms and conditions for details.
 - Olympus' pricing is firm for the first 12 months of the agreement. After the first 12 months, there can be a yearly increase of no more than 4 percent.
- Compared to expiring agreement, overall:
 - Olympus offers 6 percent savings overall.
 - Stryker offers a 0.01 percent increase overall.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1130	New
	PP-OR-1129	PP-OR-778
	PP-OR-1132	New
	PP-OR-1131	PP-OR-777 AS-OR-777

The previous agreement cycle included both rigid and flexible surgical endoscopy and video equipment.

Financial considerations:

- Savings offered through large order discounts
- Aggregation options
- Price protection
- Service options and their cost

Patient satisfaction and safety:

- Compatibility with technology currently used within the facility
- Monitor screen size and readability
- Clarity of the audio system
- Video quality
- Demo options
- Picture clarity and resolution
- Type of light source and how it affects the picture

Roadblocks to conversion:

- Staff acceptance
- What products are currently being used in the facility
- Remaining lifespan on current technology being used

Other key value and terms, continued

- Olympus and Richard Wolf offer large order thresholds.
- KARL STORZ is a new Premier supplier. Their tier 2 pricing includes greater than or equal to \$100,000 of spend in the previous 12 months with any of their products or services.
- KARL STORZ offers a repair service price schedule on Exhibit A-4. An Exhibit J Protection 1 Service Statement of Work and Election Form must be completed for members wishing to use the repair service.
- Stryker allows for grandfathering of current member agreement and pricing.
- Available direct: KARL STORZ, Olympus, Richard Wolf, Stryker
- Available through distribution: Stryker

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

Full launch content available

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Related categories

- **Flexible Surgical Endoscopy and Video Equipment:** Includes flexible instruments and software that provides information to the surgeon from the sterile field.
- **Gastrointestinal endoscopy products:** disposable products used to treat diseases that affect the gastro-intestinal/pulmonary tracts including the removal of stones, treatment of gastroesophageal reflux disease (GERD) and taking samples for testing

Surgical Energy Products

Effective September 1, 2015

Expires March 31, 2018

Products and services available

This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures.

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.jnj.com
Medtronic	Doug Brown	317.376.0896	doug.h.brown@medtronic.com

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

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

- Ethicon requires a PA/PMDF for all tiers.
- Ethicon has separate tiers for council of teaching hospitals (COTH).

Aggregation opportunities

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

- Covidien's aggregation is only allowed for Tiers 5 through 7.
- Ethicon's aggregation is for hospital systems OLM facilities and common headquarters.
- See terms and conditions for details.

Other key value and terms




- Pricing is firm for the term of agreement with Covidien and Medtronic.
- Ethicon's price protection is based on the product and tier selected. See supplier tiers for details.
- Covidien offers a value add for pricing discounts, rebates and conversion.
- Covidien has a \$90 fee for direct orders of all Covidien products under \$500.
- Medtronic is not a full line supplier.
- Available direct: Covidien, Ethicon, and Medtronic
- Available through distribution: Covidien and Ethicon

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

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-OR-1236	PP-OR-664
 ETHICON	PP-OR-1237	PP-OR-994
 Medtronic	PP-OR-1238	<i>New</i>

The current agreements with CONMED (PP-OR-665), Medline (PP-OR-666) and Olympus (PP-OR-1022) expire August 31, 2015.

Financial considerations:

- Distribution agreements
- Value-adds
- Participation and compliance requirements
- How the use of refurbished equipment will effect commitment levels

Product considerations:

- Prevention of surgical burns
- That proper vessel sealing is achieved

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Surgical Energy Products

Effective September 1, 2015

Expires March 31, 2018

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Related categories

- **Endomechanical Products**: Used to assist in open and closed surgical procedures. They consist of a variety of devices including trocars or access ports, internal and external staplers, instruments for dissection, cutting and coagulation, wound and skin closure.
- **Medical Lasers and Light Based Systems**: Used to cut certain tissue very precisely. The use of laser technology reduces the amount of blood loss, length of procedure, swelling and pain.

Surgical Hand Preps

Effective May 1, 2015

Expires April 30, 2018

Products and services available

This category consists of solutions, devices and accessories that are used by surgical staff to disinfect their hands prior to starting surgical procedures.

Class of trade

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

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
CareFusion	Zach Moore	901.302.0504	zachary.moore@carefusion.com

Note: Supplier contact information is current as of July 22, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is available with CareFusion for multi-facility systems, GPOs and established networks
- 3M allows aggregation for multi-facility systems, GPOs and established networks. Facilities must independently commit to the participation requirements of the tier.

Other key value and terms



- Pricing is firm for the term of the agreement with both suppliers.
- 3M and CareFusion offer savings compared to their expiring agreement pricing.
- 3M's products are offered by authorized distributors only and terms and conditions must be negotiated.
- CareFusion has minimum order fees for products shipped to hospitals or alternate care facilities.
- Available through distribution: 3M and CareFusion
- Available direct: CareFusion

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

Full launch content available and additional resources

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Awarded suppliers

Supplier	New	Expiring
 3M	PP-OR-1192	PP-OR-849
 CareFusion	PP-OR-1191 AS-OR-1191	PP-OR-850 AS-OR-850

Financial considerations:

- Pricing
- Utilization within your facility

Safety and satisfaction:

- Waterless options
- Brushless options
- If the product meets ASTM standards, which can be found in the critical specifications section of the value analysis toolkit
- How the solution impacts surgeon glove integrity

Roadblocks to conversion:

- Proprietary equipment and accessories
- Surgical staff skin prep protocols within your facility

Surgical Headlights

Effective October 1, 2015

Expires September 30, 2018

Products and services available

This category consists of products used by the surgeon to provide extra light to the perioperative field during surgery. The surgical headlight product portfolio includes headlights, headlight cameras, light sources, stands, light bulbs, cables and adaptors.

Class of trade

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

Integra	Scott Heidler	330.282.3916	Scott.heidler@integralife.com
Sunoptic	David Mutch	904.864.5388	Dave.mutch@sunoptictech.com

Note: Supplier contact information is current as of June 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of agreement with both suppliers.
- Integra orders under \$1,000 will have freight prepaid and added to invoice.
- Sunoptic offers a value add for single order purchases of 25 units or more. See the value add section for details.
- Available through distribution: Sunoptic
- Available direct: Integra and Sunoptic

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

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Awarded suppliers

Supplier	New	Expiring
	PP-OR-1241	PP-OR-925 AS-OR-925
	PP-OR-1240	PP-OR-924

SheerVision is a small business enterprise (SBE).

Current agreements with Designs for Vision (PP-OR-922) and SheerVision (PP-OR-923) expire September 30, 2015.

Financial considerations:

- Unit and proprietary equipment cost
- Cost of the light source
- Number of units needed in the facility
- Life expectancy of the unit

Patient satisfaction and safety:

- Weight of the unit
- Moisture wicking option
- Does the unit fit comfortably
- Does the unit provide enough light to the operative field
- Does the unit restrict the physicians movement
- Battery time if applicable
- Any sound that the unit makes during operation

Roadblocks to conversion:

- Products currently used in the facility
- Staff acceptance of the product

Surgical Incontinence Products

Effective July 1, 2015

Expires August 31, 2018

Products available

This category consists of implant products used to treat stress urinary incontinence and pelvic floor defects. Pelvic floor implants provide soft tissue repair of pelvic floor defects such as cystocele, rectocele, enterocele, sacrocolpopexy or intraoperative bladder neck suspension.

Class of trade

Available to acute care, continuum of care and Premier REACH™ members with Boston Scientific and Coloplast. Available to acute care hospitals and surgery centers only with Johnson & Johnson.

Boston Scientific	Mykia Cameron	513.348.0061	mykia.cameron@bcsi.com
Coloplast	Brent Williams	612.287.4223	bwill@coloplast.com
Johnson & Johnson	Daniela Taylor	732.562.7554	dtaylor@its.jnj.com

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 this agreement

- Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required for Tier 2 and higher with Boston Scientific and Coloplast.
- PMDF is required for Johnson & Johnson's single tier. Systems must complete Schedule 1 and as appropriate Schedule 2.

Aggregation opportunities




- Coloplast: Aggregation is allowed for multi-facility systems, GPOs and established networks.
- Boston Scientific: Aggregation is allowed for multi-facility systems or established networks of facilities (owned, leased and managed only).
- Johnson & Johnson: Aggregation is allowed for hospital systems with owned, leased or managed facilities with legal/financial authority.

Other key value and terms

- Pricing is firm for the term of the agreement with Coloplast.
- Pricing firm through December 31, 2016 with Johnson & Johnson.
- Pricing may adjust annually, not to exceed 3 percent overall per year, with Boston Scientific.
- Boston Scientific offers 5 percent less favorable pricing compared to expiring agreement.
- Coloplast offers flat pricing compared to the expiring agreement.
- **Products available direct: Boston Scientific, Coloplast, Johnson & Johnson**
- **Products available through authorized distributors: Johnson & Johnson**

Note: The financial analyses are from the original launch and do not take into consideration updated tier requirements and product changes. If you are interested in the impact to your savings, please talk with your Premier representative.

Awarded suppliers

Supplier	New	Expiring
 Boston Scientific <small>Advancing science for life™</small>	PP-OR-1212	PP-OR-1095
 Coloplast	PP-OR-1213	PP-OR-1149
 Johnson & Johnson	PP-OR-1214	New

The current agreement with Bard (PP-OR-880) expires June 30, 2015.

Update March 2017: All contracts for surgical incontinence products have been extended two months and are now effective through August 31, 2018.

Financial considerations:

- Reimbursement
- Current litigation

Patient safety and satisfaction:

- Repair options for a variety of pelvic prolapses
- See latest FDA safety communication

Roadblocks to conversion:

- Supplier relationships
- Physician preference
- Litigation

Surgical Incontinence Products

Effective July 1, 2015

Expires August 31, 2018

Full launch content and additional resources available

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Related categories

- **Incontinence Products**: Products designed for the absorption and management of leaks resulting from incontinence
- **Biological Mesh Products**: Biomaterial from either cadavers or animals that are used for hernia repair, abdominal wall reconstruction, breast reconstruction and in the presence of contaminated or potentially contaminated surgical fields
- **Surgical Mesh Products**: Artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair
- **Synthetic Bioabsorbable Mesh Products**: Mesh products made from bio-compatible synthetic polymers that provide the initial repair strength of synthetic mesh while being absorbed over a period of time

Surgical Instruments

Effective February 1, 2016

Expires January 31, 2019

Products and services available

This category is comprised of instruments used by surgeons and nurses to facilitate a surgical procedure. These tools come in a variety of shapes, sizes and functions for different surgical specialties. The most common instruments include clamps, needle holders, retractors, scissors, and tissue forceps.

Class of trade

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

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
CareFusion	Zachary Moore	901.302.0504	zachary.moore@carefusion.com
HNM	Yoah Anisz	866.291.8498	yanisz@hnmmedical.com
Integra	Scott Heidler	330.283.3916	scott.heidler@integralife.com
Karl Storz	Ron Turk	615.974.8015	ron.turk@karlstorz.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Novo Surgical	Abed Moiduddin	877.860.6686	abed.moiduddin@novosurgical.com
Precision	John Inzero	732.447.2587	jrinzero@pmdmfg.com
Symmetry	Mickey Wormsley	865.386.8372	mwormsley@mindspring.com

Note: Supplier contact information is current as of April 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)/electronic price activation (PA) is required for Tier 2 or higher with all suppliers.

Aggregation opportunities

Aggregation is:

- Allowed for multi-facility systems, GPOs and established networks with HNM, Integra, Medline, Novo, Precision and Symmetry.
- Allowed for systems with individual member compliance of 75 percent per year with Aesculap.
- Allowed for multi-facility systems, GPOs and established networks capable of directing/controlling purchasing decisions and commitment with CareFusion.
- Not available with KARL STORZ.

Awarded suppliers

Supplier	New	Expiring
 AESCULAP	PP-OR-1278	PP-OR-926
 CareFusion	PP-OR-1279 AS-OR-1279	PP-OR-927 AS-OR-927
 HNM MEDICAL	PP-OR-1280	PP-OR-933
 INTEGRA <small>LIMIT YOUR RISK</small>	PP-OR-1281	PP-OR-928
 STORZ <small>KARL STORZ — ENDOSKOPE</small>	PP-OR-1282	PP-OR-1186
 MEDLINE	PP-OR-1283	New
 NOVOSURGICAL	PP-OR-1284	SD-OR-023
 PMD <small>Innovative Medical Technology</small>	PP-OR-1285	PP-OR-934
 symmetry surgical	PP-OR-1286	PP-OR-929

*HNM, Novo and Precision are minority business enterprises (MBEs).

Financial considerations:

- Cleaning and sterilization
- Life expectancy
- Shipping and freight

Patient satisfaction and safety:

- Specialized instruments for specific procedures
- Meets product standards and guidelines

Roadblocks to conversion:

- Clinician preference
- Physician-customized instruments
- Purchasing across product categories

Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals compared to expiring agreement pricing, new agreement pricing has:
 - Aesculap: 2.9 percent increase.
 - CareFusion: 5.8 percent savings.
 - HNM: 1.5 percent increase.
 - Integra: 1.0 percent increase.
 - KARL STORZ: 2.0 percent increase.
 - Novo Surgical: 14.0 percent savings.
 - Precision Medical: 5.3 percent increase.
 - Symmetry: 0.7 percent increase.
- **Precision Medical is the low-cost supplier.**
- Available through distribution: Medline, Novo and Precision
- Available direct: Aesculap, CareFusion, HNM, Integra, KARL STORZ, Medline, Novo, Precision and Symmetry

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

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Related categories

- **Instrument Containers:** Used for storage and sterilization of surgical instruments. These containers are used for specific types of sterilization including, but not limited to, steam, gas plasma, and ethylene oxide (EtO). Accessories in this category include filters, locks, indicators and pads.
- **Surgical Instrument and Scope Repair:** Third party on- and off-site instrument and scope repair services

Surgical Irrigation Solutions

Effective April 1, 2017

Expires March 31, 2020

Products and services available

Sterile surgical solutions used to irrigate and cleanse the surgical site during surgical procedures. This process removes bacteria, particles and debris.

Class of trade

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

Irrimax	Gene Ritter	770.807.3355	gener@irrisept.com
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Note: Supplier contact information is current as of December 28, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement.
- Irrimax's new agreement pricing is flat compared to its expiring agreement pricing.
- Irrimax offers a two percent early payment discount. See the value analysis toolkit for more details.
- Available through distribution: Irrimax
- Available direct: Irrimax

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

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Related categories

- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin
- **Skin Integrity: Compression Wraps:** Products used in the treatment and prevention of edema, venous inefficiencies and lymphatic disorders of extremities
- **Skin Integrity: Primary/Secondary Wound Care Dressings:** Dressings that are categorized as the following: primary dressings that come in direct contact with wound bed, secondary dressings which are used to cover a primary dressing
- **Chlorhexidine Gluconate (CHG) Skin Prep Products:** A minimum two percent chlorhexidine gluconate (CHG) and 70 percent isopropyl alcohol (ISA) chemical antiseptic products and solutions

Awarded supplier

Supplier	New	Expiring
IRRIMAX®	PP-OR-1393	PP-AC-079

Irrimax is a small business enterprise (SBE).

Products in this category were previously included in the Skin Integrity: Prevention, Healing and Support category.

Financial considerations:

- The cost of surgical site infections
- The cost of wound care treatment

Patient safety and satisfaction:

- Appropriate product usage
- Surgical site infection rates
- Clinical study findings

Roadblocks to conversion:

- Products currently being used in the facility
- Current supplier relationships

Surgical Mesh Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.

Class of trade

- Davol's agreements is available to acute care, continuum of care and Premier REACH™ members.
- Covidien's agreement is available for acute care, non-acute healthcare and non-healthcare only.
- Johnson & Johnson's agreement is only available to hospitals and surgery centers.

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Davol	John Vandenburg	770.784.6164	john.vandenburg@crbard.com
Johnson & Johnson	Daniela Taylor	732.562.7554	dtaylor@jts.inj.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Covidien and Davol.
- A PMDF/PA is required for all tiers with Johnson & Johnson; those wishing to PA must also attach a completed PMDF.




Aggregation opportunities

- Aggregation is allowed for multi-facility systems and established networks with Davol.
- Aggregation is allowed for multi-facility systems made up of two or more acute care facilities, established networks of facilities with the ability to make purchasing decisions and multi-ambulatory surgery center sites operated by a single owner with central decision making authority with Covidien.
- Aggregation is allowed for hospital systems with owned, leased or managed facilities with Johnson & Johnson.

Other key value and terms

- Pricing is firm for the term of agreement with Davol and Johnson & Johnson.
- Pricing is firm for the first 12 months with Covidien.
- Covidien requires a Primary Group Designation Form and a Standardization Analysis.
- Covidien has a \$90 fee for orders under \$500.
- Covidien offers a conversion rebate as a value-add.
- Covidien's new agreement pricing offers 0.3 percent savings compared to its expiring agreement pricing.
- Davol will grandfather the current agreement for the initial 90 days.
- Davol does not have a minimum order but requires orders to be placed by the unit of measure on Exhibit A-3.

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-OR-1340	PP-OR-1037
 davol	PP-OR-1341	PP-OR-1038
 Johnson & Johnson	PP-OR-1342	New

The current agreement with Atrium (PP-OR-1036) expires September 30, 2016.

Financial considerations:

- Appropriate type and size of mesh per body region
- The cost of surgical mesh storage
- Standardization opportunities between suppliers
- Reimbursement information
- Value-adds

Patient safety and satisfaction:

- Strength of the mesh to protect and prevent further damage to the patient
- Sterilization of the mesh to prevent infection
- Risk of the body rejecting the implant

Roadblocks to conversion:

- Mesh currently being used in the facility
- Physician preference
- Relationships with current vendors
- Staff acceptance of the product

Other key value and terms (continued)

- Davol's new agreement pricing offers 0.7 percent savings compared to its expiring agreement pricing.
- Johnson & Johnson does not have a minimum order but requires members to check their Trade Policy.
- **Covidien is the low-cost supplier on crossed items.**
- Available through distribution: Covidien (3 percent direct order fee)
- Available direct: Covidien, Davol and Johnson & Johnson

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

Full launch content and additional resources available

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

Related categories

- **Surgical Mesh Products:** Artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.
- **Synthetic Bioabsorbable Mesh Products:** Mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time.
- **Bone Tissue and Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware.
- **Surgical Incontinence Products:** Implant products used to treat stress urinary incontinence and pelvic floor defects.
- **Endomechanical Products:** Devices, such as internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure, used to assist in surgical procedures.

Surgical Microscope Products

Effective February 19, 2016

Expires February 18, 2019

Products available

This category includes surgical microscopes used in various surgical procedures including ear nose and throat (ENT), neurosurgical, ophthalmology and spine.

Class of trade

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

Carl Zeiss	Thomas Vassi	518.506.3050	thomas.vassi@zeiss.com
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Note: Supplier contact information is current as of February 11, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic Price Activation (PA) is not required due to a single tier offering.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with Carl Zeiss.
- Pricing provided by Carl Zeiss under this agreement offers a 5 percent discount off 2016 list prices.
- Carl Zeiss offers a large order threshold of \$1 million.
- Products are available direct from Carl Zeiss.


Full launch content

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Related category

- **Microscopes, Accessories, Parts and Service:** Clinical and research microscopes used to examine blood, body fluids, body tissues and other materials.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1300	New

Financial considerations:

- Shipping terms
- Large order thresholds

Patient safety and satisfaction:

- Microscope ergonomics
- Microscope configuration
- Microscope durability
- Types of procedures being performed
- Accessory options

Roadblocks to conversion:

- Existing agreements in your facility

Surgical Navigation

Effective January 1, 2015

Expires January 31, 2018

Products and services available

This is a *new* Premier category. This category includes devices that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with information from the sterile field for precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated.

Class of trade

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

Brainlab	Scott Young	614.406.6684	scott.young@brainlab.com
KARL STORZ	Ron Turk	615.974.8015	ron.turk@karlstorz.com
Stryker	Ben Hobbs	502.690.6147	ben.hobbs@stryker.com

Note: Supplier contact information is current as of December 18, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required for appropriate tier placement at Tier 2 or higher for Brainlab and Stryker.
- KARL STORZ has a single Premier Tier. Price Activation recommended for this agreement.

Aggregation opportunities

- Aggregation is available for multi-facility systems, GPOs and established networks of facilities for Brainlab.
- Aggregation for KARL STORZ is not applicable due to a single-tier offering.
- For Stryker, aggregation is not applicable as Tier 2 pricing is per order.

Other key value and terms

- Pricing is firm for the term for Brainlab.
- KARL STORZ's pricing is firm for the first 18 months of the agreement and then can be increased once by no more than 3 percent on a line item basis.
- Stryker's pricing is firm for the first 24 months of the agreement and then can be increased by 3 percent on a line item basis.
- Brainlab and Stryker provide a full product offering.
- KARL STORZ is new to the U.S. market and only offers products for ENT use at this time.
- Brainlab allows electronic payments but it may increase the cost of the products.
- KARL STORZ has a late payment penalty.

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
 BRAINLAB	PP-OR-1140	New
 STORZ KARL STORZ—ENDOSKOPE	PP-OR-1141	New
 stryker®	PP-OR-1142	New

Update May 2017: Contracts with KARL STORZ and Stryker in the Surgical Navigation category have been extended one month and now expire January 31, 2018. The contract with Brainlab was not extended and remains effective through December 31, 2017.

Financial considerations:

- Capital budget
- Firm pricing
- Penalty for electronic payments

User satisfaction:

- Amount of time needed to collect initial images
- Accuracy of images
- Reduce time in the OR

Roadblocks to conversion:

- Open platform
- Current equipment used in the facility
- Technology currently used in the facility

Full launch content available

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Related categories

- **OR Integration and Automation Systems:** Products that combine software and hardware components that are specifically designed to create efficiency in the OR by routing A/V images and control multiple operating room devices, both surgical and non-surgical, all via a common interface
- **Surgical Endoscopy and Video – Rigid:** Non flexible equipment used to see and record images from inside the body
- **Surgical Endoscopy and Video – Flexible:** Flexible equipment that is used to see and record images from inside the body. A video system includes the camera, endoscope, lights, displays, printers, recorders and power supply

Surgical Patient Prep Products

Effective April 1, 2016

Expires March 31, 2019

Products and services available

This category includes solutions such as one-step, surgical scrub and patient products used to disinfect and prep the patient's skin prior to the surgical incision.

Class of trade

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

3M	Roger Ratliff	241.676.9818	rdratliff@mmm.com
CareFusion	Zachary Moore	704.281.8720	zachary.moore@carefusion.com

Note: Supplier contact information is current as of August 22, 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 all suppliers.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement with both 3M and CareFusion.
- Old to new financials
- CareFusion has minimum order fees: hospital orders under \$250 subject to \$40 fee; alternate site orders under \$100 subject to \$10 fee.
- **CareFusion is the low cost supplier.**
- Available through distribution: 3M and CareFusion.
- Available direct: CareFusion.

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



Full launch content and additional resources available

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- [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

- **Chlorhexidine Gluconate (CHG) Skin Prep Products:** A minimum 2 percent chlorhexidine gluconate (CHG) and 70 percent isopropyl alcohol (ISA) chemical antiseptic products and solutions which are used as pre-surgical or interventional procedural scrubs or as a general wound cleanser designed to reduce blood stream infections.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1306	PP-OR-991
 CareFusion	PP-OR-1307 AS-OR-1307	PP-OR-990 AS-OR-990

Financial considerations:

- Cost of the patient prep applicators
- Cost of bulk solutions

Patient safety and satisfaction:

- Reliability of the prep to kill infectious microorganisms
- That the prep is tough on bacteria but gentle on skin so that it does not cause a reaction
- That supplier usage recommendations are followed
- Contraindications of chemical solutions and where they may be used on the body

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Surgical Skin Grafting Devices and Accessory Products Effective May 1, 2017

Expires April 30, 2020

Products and services available

This is a *new* Premier category. Devices and products used to surgically remove the skin from one area of the body and transplant it to a different part of the body. This can be due to burn, injury or illness to the skin. This category includes: Shavers, blades, meshers, carriers and accessories. These products were previously included in the Neurosurgical Products category.

Class of trade

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

Aesculap	Bill Miller	513.659.3926	bill.miller@bbraun.com
Zimmer	Bryse Joy	330.260.4934	bryse.joy@zimmerbiomet.com

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

How to operationalize these agreements

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

Aggregation opportunities

- Aggregation is allowed for members who own and operate multi-facility systems with Zimmer.
- Aggregation is not applicable with Aesculap due to their single tier offering.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Available through distribution: Zimmer
- Available direct: Aesculap, Zimmer

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

Full launch content and additional resources available

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Related categories

- **Neurosurgical Products:** Products utilized for patients undergoing craniotomy and shunt placement procedures
- **Regenerative Skin Grafting Products:** Products using various technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Surgical Irrigation Solutions:** Sterile solutions used to irrigate and cleanse the surgical site
- **Surgical Wound Debridement Products and Accessories:** Mechanical devices used in the operating room to precisely excise and evacuate non-viable tissue, bacteria and contaminants from wounds, burns and soft tissue

Awarded suppliers		
Supplier	New	Expiring
 Aesculap	PP-OR-1406	PP-OR-1114*
 Zimmer	PP-OR-1405	New

*Aesculap was a Premier contracted supplier in the Neurosurgical Products category. Some products from the expiring agreement are now include in this category.

Surgical Slush Machines

Effective Date October 1, 2015

Expires Date September 30, 2018

Products and services available

This is a *new* Premier category. This category includes equipment which produces sterile smooth ice or slush for various types of surgical procedures as well as any accessories needed to accompany such services.

Class of trade

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

C Change Surgical	Patrick Kammer	336.210.5525	pkammer@cchangesurgical.com
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Note: Supplier contact information is current as of October 1, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

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 C Change Surgical.
- C Change Surgical offers value-adds including no-charge reusable containers and splash guards. Please see the value-add section of the value analysis toolkit for details.
- Available direct only.

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

Full launch content and additional resources available

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Awarded supplier

Supplier	New	Expiring
	PP-OR-1264	New

Financial considerations:

- Potential savings with reusable sterile container
- Value-adds

Patient safety and satisfaction:

- Maintaining sterile technique
- Machine is portable
- Slush can be made prior to procedure

Roadblocks to conversion:

- Capital budget/expenditure

Surgical Sponge Detections Systems

Effective October 1, 2014

Expires September 30, 2017

Products and services available

This category includes sponges, gauze and towels used during surgeries that are equipped with radio frequency (RF) or bar code tracking technology. Also included is the equipment used to detect and count these materials to ensure they are removed and accounted for.

Class of trade

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

RF Surgical	Matt DePiero	770.365.1136	mdepiero@rfsurg.com
SurgiCount	Ben Hobbs	502.690.6147	Ben.hobbs@stryker.com

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

How to operationalize these agreements

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

Aggregation opportunities

Aggregation is available with both suppliers.

Other key value and terms



- Price is firm for the term of the agreement with both suppliers.
- SurgiCount offers a counting system while RF Surgical offers a detection system.
- RF Surgical's new agreement has 6.1 percent less favorable pricing overall compared to its expiring agreement.
- SurgiCount offers an overall 3.6 percent savings compared to its expiring agreement.
- SurgiCount offers significant savings on disposables with the purchase of capital equipment.
- SurgiCount offers hardware placement, free software and service value-add opportunities.
- Available through distribution: RF Surgical (disposables), SurgiCount
- Available direct: RF Surgical (equipment), SurgiCount

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1120	PP-OR-784
	PP-OR-1106	PP-OR-785

The current agreement with Medline (PP-OR-783) expires September 30, 2014.

Financial considerations:

- Cost of sponges that are used with the system
- Potential financial implications of a retained sponge
- Number of units needed for the facility

Patient safety and satisfaction:

- Accuracy of the detection product
- Increased staff confidence
- Reduction of retained objects causing infection

Roadblocks to conversion:

- Staff acceptance
- Increased time to check sponges in and out during procedure
- Return on investment beyond manual counting protocol vs. cost of product

Surgical Sponge Detections Systems

Effective October 1, 2014

Expires September 30, 2017

Related categories

- **Lap Sponges, OR Towels and Specialty Sponges:** Lap sponges are used to control bleeding to keep the surgical field clear for wound treatment, gripping and retaining organs and tissue during surgery. OR towels are used to dry surgical team's hands as well as dry and square-off the incision site

Surgical Wound Debridement Products and Accessories Effective June 1, 2017

Expires May 31, 2020

Products and services available

This is a *new* Premier category. Mechanical devices used in the operating room to precisely excise and evacuate non-viable tissue, bacteria and contaminants from wounds, burns and soft tissue. These products were previously included in the Neurosurgical Products category.

Class of trade

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

Misonix	Chris Wright	225.803.9396	cwright@misonix.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Available through distribution: Misonix, Smith & Nephew
- Available direct: Misonix, Smith & Nephew

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



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Related categories

- **Neurosurgical Products:** products utilized for patients undergoing craniotomy and shunt placement procedures
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressings which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Surgical Irrigation Solutions:** Sterile solutions used to irrigate and cleanse the surgical site
- **Surgical Skin Grafting Devices and Accessory Products:** Devices and products used to surgically remove the skin from one area of the body and transplant it to a different part of the body

Awarded suppliers

Supplier	New	Expiring
 MISONIX	PP-OR-1408	PP-OR-1116*
 smith&nephew	PP-OR-1407	New

*Misonix was a Premier contracted supplier in the Neurosurgical Products category. Some products from the expiring agreement are now included in this category.

ASCEND: There is no ASCEND® award in this category.

Suture Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes sutures, a strand of material composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.

Class of trade

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

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.inj.com
Surgical Specialties	David Szalko	630.395.9031	dszalko@surgicalspecialties.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

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

How to operationalize these agreements

- Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher for Aesculap and Teleflex.
- Ethicon requires a PA/PMDF for all tiers. Members who have an existing PMDF in place will be allowed to carry their tier designation over to the new agreement. An A-2a will be required for system aggregation.
- An A-2b is for alternate care facilities and alternate care systems for suture only.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks for Aesculap.
 - Ethicon allows aggregation of owned, leased or managed facilities.
 - Ethicon offers separate tiers for alternate care sites.
 - Surgical Specialties has only one tier.
 - Teleflex's endomechanical and suture agreements offer aggregation for multi-facility systems and owned, leased and managed facilities of IDN's and GPO's. An Exhibit A-2b is required for members of Regional Aggregation Groups/Regional Collaboratives or Affiliates of IDNs. Members selecting this option are required to have 60 percent commitment by facility.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1155	PP-OR-829
	PP-OR-1156	PP-OR-828
	PP-OR-1158	New
	PP-OR-1157	PP-OR-830

Financial considerations:

- Pricing
- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

Patient satisfaction and safety:

- Patient comfort
- Cosmetic results
- Infection control
- Blunt tip offering that will help prevent needle stick injuries

Roadblocks to conversion:

- Supplier relationship
- Preferences within your facility

Other key value and terms

- Aesculap, Surgical Specialties and Teleflex offer firm pricing for term of the agreement.
 - Ethicon pricing is firm for the term on committed tiers. Non-committed tiers are firm for 24 months with up to 5.5 percent increase thereafter.
- In Ethicon calculations for net dollar purchases and market share for suture, endomechanical products or both, only purchases from full-line suppliers shall be used.
- Ethicon's best pricing is available for those who are committed to endomechanical AND suture categories.
- Available through distribution and direct for all suppliers.

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

Full launch content and additional resources available

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- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
 - [Endomechanical](#)
 - [Suture](#)
 - [Topical Skin Adhesives](#)
 - [Trocar](#)
- Member webcast: Recorded webcast that provides an overview of agreements in these categories.

Related categories

- **Endomechanical Products:** This category includes devices used to assist in open and laparoscopic surgical procedures. Consisting of a variety of devices: internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure
- **Knotless Tissue Closure:** This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures
- **Topical Skin Adhesive:** Topical wound sealant is a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. These adhesives are an octyl or butyl cyanoacrylate-based product.
- **Trocar Products:** This category includes devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers

Synthetic Bioabsorbable Mesh Products

Effective October 1, 2016

Expires September 30, 2019

Products and services available

This category includes mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time. Products in this category were historically included in the Surgical Mesh Products category.

Class of trade

- Davol's agreements is available to acute care, continuum of care and Premier REACH™ members.
- W.L. Gore's agreement is available to acute care and non-acute healthcare only.
- Johnson & Johnson's agreement is only available to hospitals and surgery centers.

Davol	John Vandenburg	770.784.6164	john.vandenburg@crbard.com
Johnson & Johnson	Daniela Taylor	732.562.7554	dtaylor@its.inj.com
W.L. Gore	Karol Hyypio	888.822.4673	khyypio@wlgore.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Davol.
- PA/PMDF is required at all tiers with Johnson and Johnson and W.L. Gore.
 - Johnson & Johnson requires a PMDF; those wishing to PA must also attach a completed PMDF.

Aggregation opportunities




- Aggregation is allowed for multi-facility systems and established networks of facilities with Davol.
- Aggregation is allowed for hospital systems with owned, leased or managed facilities with Johnson & Johnson.
- Aggregation is allowed for multi-facility systems on Tier 5 and group purchasing organizations and established networks of facilities on Tier 4 with W.L. Gore.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Davol will grandfather the current agreement for the initial 90 days.
- Davol does not have a minimum order but requires orders to be placed by the unit of measure on Exhibit A-3.
- Davol's new agreement pricing offers 3.7 percent savings compared to its expiring agreement pricing.
- Johnson & Johnson does not have a minimum order but requires members to check their Trade Policy.
- **Financial analysis reveals W.L. Gore is the low-cost supplier on crossed items.**
- Available direct: Davol, Johnson & Johnson and W.L. Gore.

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-OR-1343	PP-OR-1038
	PP-OR-1344	New
	PP-OR-1345	New

Financial considerations:

- Appropriate type and size of mesh per body region
- The cost of synthetic bioabsorbable mesh storage
- Standardization opportunities between suppliers
- Reimbursement information

Patient safety and satisfaction:

- Strength of the mesh to protect and prevent further damage to the patient
- Sterilization of the mesh to prevent infection
- Risk of the body rejecting the implant

Roadblocks to conversion:

- Mesh currently being used in the facility
- Physician preference
- Relationships with current vendors
- Staff acceptance of the product

Full launch content and additional resources available

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

Related categories

- **Surgical Mesh Products:** Artificial materials that provide a tension-free technique that helps eliminate the strain on surrounding muscles and ligaments, reducing postoperative pain as compared to traditional tissue-to-tissue techniques for hernia repair.
- **Synthetic Bioabsorbable Mesh Products:** Mesh products made from bio-compatible synthetic polymers. They provide the initial repair strength of synthetic mesh while being absorbed over a period of time.
- **Bone Tissue and Synthetic Implantable Products:** Biological and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware.
- **Surgical Incontinence Products:** Implant products used to treat stress urinary incontinence and pelvic floor defects.
- **Endomechanical Products:** Devices, such as internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure, used to assist in surgical procedures.

Temperature Monitoring Products

Effective January 1, 2016

Expires December 31, 2018

Products and services available

This category is composed of devices used to monitor a patient's temperature during surgery and post-operative. Product subcategories include stand-alone monitors, cable to anesthesia/EKG monitors, esophageal stethoscopes, esophageal/rectal probes, Foley catheter sensors, general purpose probes, myocardial probes, and tympanic probes.

Class of trade

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

DeRoyal	Matt Spalding	800.251.9864	mspalding@deroyal.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of September 24, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. Smiths Medical does not allow aggregation at tier 5.

Other key value and terms



- Pricing is firm for the term for both suppliers
- DeRoyal offers an overall savings of 8.4 percent compared to their expiring agreement.
- DeRoyal freight charges will be prepaid and added to invoice if direct purchase order is <\$500 or if shipped to Hawaii or Alaska.
- Smith's tier 5 is for commitment across multiple Premier categories.
- Available through distribution or direct with both suppliers.

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

Full launch content available and additional resources

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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.
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Awarded suppliers

Supplier	New	Expiring
	PP-OR-1257 AS-OR-1258	PP-OR-972 AS-OR-972
	PP-OR-1258	New

Current agreement with Covidien (PP-OR-971) expires December 31, 2015.

Financial considerations:

- Dollar volume tier requirements
- Pricing
- Shipping (freight, minimum orders, direct shipping fees)

Patient satisfaction and safety:

- Appropriate sensor/probe available based on procedure or patient need
- Adverse effects caused from temperature abnormalities
- CMS SCIP-inf-10 regulations for anesthetized patients

Topical Skin Adhesive

Effective April 1, 2015

Expires March 31, 2018

Products and services available

Topical skin adhesives are a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. This includes both octyl and butyl products.

Class of trade

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

- Ethicon's tiers for hospital and surgery centers are separate than their tier for alternate care physicians and clinics. Please see Ethicon's Exhibit A-2 for details.

Aesculap	Bill Miller	513.561.7224	bill.miller@bbraun.com
Cardinal	Dan Clark	312.860.1580	daniel.clark@cardinalhealth.com
Chemence	Rosa Wiley	770.255.4447	rwiley@chemence-us.com
Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.jnj.com
Medline	Mark Parry	704.962.2111	mparry@medline.com
Progressive	Mike Aholt	314.961.5786 x. 221	maholt@progressivemedinc.com

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

How to operationalize these agreements

- Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher for all suppliers except Covidien.
- Ethicon requires a PMDF/PA for all tiers.

Aggregation opportunities



Aggregation is allowed for multi-facility systems, GPOs and established networks for all suppliers except:

- Aesculap aggregation is for owned, leased and managed facilities. Each facility must be 75 percent compliant to Aesculap.
- Covidien allows for Integrated Delivery Networks and Ambulatory Surgical Center Networks. Commitment percentage must be met by each individual member in the aggregation group.
- Ethicon's tiers for hospital and surgery centers are separate than their tier for alternate care physicians and clinics. Please see Ethicon's Exhibit A-2 for details.

Other key value and terms

- All supplier pricing is firm for the term except Ethicon. In month 25, a price increase of up to 4.5 percent could take effect and remain firm for the remainder of the agreement.

Awarded suppliers

Supplier	New	Expiring
 AESCULAP®	PP-OR-1179	PP-OR-806
 CardinalHealth	PP-OR-1180	PP-OR-808
 CHEMENCE	PP-OR-1181	PP-OR-807
 COVIDIEN	PP-OR-1182	PP-OR-809
 ETHICON <small>a Johnson & Johnson company</small>	PP-OR-1183 AS-OR-1183	PP-OR-810
 MEDLINE	PP-OR-1184	PP-OR-811
 PROGRESSIVE MEDICAL <small>Innovative Products. Uncommon Attention.</small>	PP-OR-1185	New

Financial considerations:

- Pricing
- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

Product considerations:

- Patient comfort
- Cosmetic results
- Reduced pain
- Infection risk reduced
- Reduced need for local anesthesia
- Where on the body will it be used and the depth of the opening
- Pen vs. ampule
- Linear coverage per unit
- Reusability on same patient
- Layers of application needed

Other key value and terms (continued)

- Compared to their expiring agreement:
 - Aesculap offers an overall savings of 5 percent.
 - Cardinal offers an overall savings of 11.6 percent.
 - Chemence's pricing remains flat.
 - Covidien pricing remains flat.
 - Ethicon pricing remains flat.
 - Medline pricing remains flat.
- Covidien offers a self-conversion option for members at Tiers 2-3 which will provide additional savings.
- Ethicon Tiers 1-6 are for surgery centers and Tier 7 is for alternate care sites.
- For Ethicon compliance requirements, all topical skin adhesive companies are counted in determining category market share.
- Available through distribution: Aesculap, Cardinal, Covidien, Ethicon, Medline, Progressive
- Available direct., Aesculap, Cardinal, Covidien, Ethicon, Medline, Progressive

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

Full launch content available and additional resources

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

Related categories

- **Endomechanical Products:** This category includes devices used to assist in open and laparoscopic surgical procedures. Consisting of a variety of devices: internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure.
- **Knotless Tissue Closure:** This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures.
- **Suture Products:** Suture is a strand of material, composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.
- **Trocar products:** This category includes devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers.

Tracheostomy Tubes and Related Products

Effective January 1, 2016

Expires December 31, 2018

Products available

This category consists of products used to keep the trachea open due to airway obstruction, allowing a person to breathe without the use of their nose or mouth. The tube is placed through an opening in the neck and inserted into the windpipe.

Class of trade

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

Boston Medical	Thomas Gusha	508.414.2407	tgusha@bosmed.com
Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Marpac	Jeff Alcalde	505.764.5662	jcalcalde@marpac.biz
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher with Covidien, Marpac and Smiths Medical.
- A PMDF/electronic PA is not required with Boston Medical due to a single tier offering.

Aggregation opportunities





- Aggregation is:
 - Not applicable with Boston Medical due to a single tier offering.
 - Allowed with Covidien for multi-facility systems and established networks with the ability to make purchasing decisions on behalf of facilities.
 - Allowed for multi-facility systems, GPOs and established networks with Marpac.
 - Allowed with Smiths Medical for owned and centrally managed multi-facility systems with the ability to drive purchasing decisions.

Other key value and terms

- Pricing is firm for the agreement term with Boston Medical, Marpac and Smiths Medical.
- Pricing with Covidien is firm for 12 months; thereafter, prices may be increased up to 2 percent by line item for each 10 percent increase in raw materials during any 12-month period.
- Weighted financial analysis reveals compared to expiring agreement pricing, new agreement pricing is:
 - 1.5 percent higher with Covidien.
 - 4.1 percent lower with Marpac.
 - 7.8 percent higher with Smiths Medical.
- **Smiths Medical is the low-cost supplier.**
- Available direct: Boston Medical, Covidien, Marpac, Smiths Medical
- Available through distribution: Boston Medical, Covidien, Marpac, Smiths Medical

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

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1252	New
	PP-OR-1249 AS-OR-1249	PP-OR-919
	PP-OR-1251	PP-OR-918
	PP-OR-1250	PP-OR-921

Boston Medical is a small business enterprise (SBE). Marpac is a veteran owned business (VET).

The current agreement with Pepper Medical (PP-OR-920) expires December 31, 2015.

Financial considerations:

- Early payment discounts
- Minimum orders
- Direct versus distribution

Patient satisfaction and safety:

- Prevention of infection at the site of the tracheostomy
- Correct size of the tube used
- Comfort level of the tracheostomy collar
- Ease of cleaning the tracheostomy

Roadblocks to conversion:

- Products currently being used in the facility
- Staff acceptance of the product

Full launch content and additional resources available

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

Related category

- **Endotracheal Tubes and Related Products**: Consists of tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs. The tube is designed to deliver oxygen or anesthesia to the patient.

Trocar Products

Effective April 1, 2015

Expires March 31, 2018

Products and services available

This category includes devices that are used as an access point during laparoscopic surgery. The trocar functions as a portal for the subsequent placement of other instruments, such as graspers, scissors and internal staplers.

Class of trade

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

- Ethicon's agreement is only for acute class of trade facilities.

Applied	Colleen Corbitt	561.346.0751	ccorbitt@appliedmedical.com
ConMed	John Dwyer	303.431.4781	johndwyer@conmed.com
Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Ethicon	Mark Volino	770.329.6654	mvolino@its.jnj.com
Genicon	Theresa Hoegstrom	407.657.4851	tlw@geniconendo.com
Olympus	Scott Matson	817.233.3777	scott.matson@olympus.com
Stryker	Ben Hobbs	502.690.6147	ben.hobbs@stryker.com
Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com

Note: Supplier contact information is current as of March 27, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 or higher for all suppliers except Covidien, Ethicon and Olympus.

- Covidien requires a PA/PMDF for all tiers.
- Ethicon requires a PA/PMDF for all tiers. Members who have an existing PMDF in place will be allowed to carry their tier designation over to the new agreement. An Exhibit A-2a will be required for system aggregation.
- For Ethicon, PA/PMDF is required in order to be considered a participating member and receive contract pricing.
- Olympus only offers one tier. A PA/PMDF is not required but is suggested.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks from all suppliers except Applied, Covidien, Ethicon, Stryker and Olympus:

- Applied allows aggregation for those with the ability to direct purchasing decisions.
- Covidien allows aggregation for those with centralized decision making authority.
- Ethicon allows aggregation of owned, leased or managed facilities.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1171	PP-OR-844
	PP-OR-1172	PP-OR-848
	PP-OR-1173	PP-OR-843
	PP-OR-1174	PP-OR-842
	PP-OR-1175	PP-OR-847
	PP-OR-1178	New
	PP-OR-1176	PP-OR-845
	PP-OR-1177	PP-OR-846

Genicon is a small business enterprise (SBE).

Financial considerations:

- Value-adds that cross categories and/or provide benefit to those able to commit in more than one category
- Utilization

Patient safety and satisfaction:

- Patient comfort
- Cosmetic results
- Infection control
- Adoption of single site port

Roadblocks to conversion:

- Supplier relationships
- Proprietary equipment and accessories
- Compatibility with access ports being used
- Facility preference

Trocar Products

Effective April 1, 2015

Expires March 31, 2018

- Stryker requires that 70 percent of hospitals in the aggregation group are meeting the required dollar threshold levels.

Other key value and terms

- Applied offers a quick conversion rebate for members with less than 25% participation with Applied trocars who are able to move their participation level to at least 75% by December 31, 2015.
- Covidien's best pricing is available for those who are committed to endomechanical (tier 11), trocar (tier 11) AND surgical energy categories.
- Covidien offers a value add rebate for participation and conversion.
- For Ethicon, in calculating net dollar purchases and market share for Suture Products, Endomechanical Products or both, only purchases from full-line suppliers shall be used. Please note that all suture products from Covidien are used in calculating suture market share, all trocar companies and all topical skin adhesive companies are counted in determining the respective category market share.
- Available through distribution: Applied, ConMed, Covidien, Ethicon, Genicon, Stryker and Teleflex
- Available direct: Applied, ConMed, Covidien, Ethicon, Genicon, Olympus, Stryker and Teleflex

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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 - [Endomechanical](#)
 - [Suture](#)
 - [Topical Skin Adhesives](#)
 - [Trocar](#)
- [Member webcast](#): Recorded webcast that provides an overview of agreements in these categories.

Related categories

- **Endomechanical Products:** This category includes devices used to assist in open and laparoscopic surgical procedures. Consisting of a variety of devices: internal and external cutters, staplers, disposable laparoscopic instruments, wound and skin closure.
- **Knotless Tissue Closure:** This category includes knotless tissue closure products that allow wound closure through bidirectional or unidirectional fixation. Barbs within the suture device distribute tension across the entire length of the tissue being approximated. This eliminates the need for interrupted suture or tying knots.
- **Surgical Energy:** This category consists of generators, vessel sealing units, pencils and handpieces, cables, loops, disposable RF blades and grounding pads used to cut tissue and cauterize bleeding vessels in surgical procedures.
- **Suture Products:** Suture is a strand of material, composed of various materials used to join the edges of a wound, incision or tie blood vessels. The material can be either absorbable or non-absorbable. Sutures are designed for surgical specialties including general surgery, cardiovascular or ophthalmic.
- **Topical Skin Adhesive:** Topical wound sealant is a liquid adhesive used in place of sutures or staples to close and seal wounds caused by lacerations or surgical incisions. These adhesives are an octyl or butyl cyanoacrylate-based product.

Vascular Grafts

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes synthetic implants that are used to repair a vascular defect that provides blood flow, or acts as a conduit for hemodialysis. Grafts come in a variety of styles: straight, bifurcated, reinforced and ringed.

Class of trade

- Agreements with Maquet and Terumo are available to acute care, non-acute healthcare and non-healthcare.
- W.L. Gore's agreement is available to acute care and non-acute healthcare.

Maquet	Mike Smith	949.226.9195	mike.smith@gentige.com
Terumo	Michael Buscemi	800.262.3304 ext. 6874	michael.buscemi@terumomedical.com
W.L. Gore	Karol Hyypio	888.822.4673	khypio@wlgore.com

Note: Supplier contact information is current as of December 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 Maquet and Terumo.
- A PMDF/PA is required at all tiers for new customers with W.L. Gore and at Tier 2 or higher for existing customers.

Aggregation opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Terumo and W.L. Gore

- Aggregation with Maquet is allowed for multi-facility systems. Alternate aggregation opportunities may be considered.

Other key value and terms




- Pricing is firm for the term of agreement with Maquet and W.L. Gore.
- Terumo's pricing is firm for the term with the exception of 13 product codes, which will hold firm for 12 months, then will be increased at 2.5 percent annually.
- Maquet's new agreement pricing offers 1.8 percent savings compared to its expiring agreement pricing.
- Terumo's new agreement pricing shows a 7.3 percent increase compared to its expiring agreement pricing.
- W.L. Gore's new agreement pricing shows a 2.3 percent increase compared to its expiring agreement pricing.
- **Terumo is the low-cost supplier on crossed items.**
- Agreements with all suppliers are available direct only

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

Full launch content and additional resources available

- [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
 MAQUET GETINGE GROUP	PP-OR-1391 AS-OR-1391	PP-OR-1084
 TERUMO	PP-OR-1392	PP-OR-1086
 GORE	PP-OR-1390	PP-OR-1087

The agreement with Lemaitre (PP-OR-1085) expired May 9, 2016.

Financial considerations:

- Price protection
- Shipping cost
- Returned goods restocking fee

Patient safety and satisfaction:

- Appropriate sizing
- Strength, stretch and flexibility of the graft or patch
- Graft coating
- [Biocompatibility](#)
- [Thromboresistant qualities](#)

Roadblocks to conversion:

- Physician preference

Vascular Grafts

Effective April 1, 2017

Expires March 31, 2020

Full launch content and additional resources available (continued)

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Related category

- **Dialysis Products and Accessories**: Capital, consumables and fluids associated with the treatment and support of renal disease patients

Vertebral Compression Fracture Repair Products

Effective July 1, 2015

Expires June 30, 2018

Products and services available

Vertebral Compression Fracture (VCF) products are used to repair vertebra that have experienced breaks or have been weakened due to osteoporosis, cancer, or increase in age.

Class of trade

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

CareFusion	Zach Moore	901.302.0504	zachary.moore@carefusion.com
Merit	Gary Harris	913.217.8544	gharris@merit.com
Stryker	Brian Kerlin	303.570.7199	brian.kerlin@stryker.com

Note: Supplier contact information is current as of March 10, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required for Tier 2 and higher for all suppliers.
- CareFusion has special price activation instructions for members wishing to access Tier 3. See the value analysis toolkit for more information.

Aggregation opportunities

- Aggregation is allowable for multi-facility systems, group purchasing organizations and established networks for CareFusion and Merit.
- Aggregation with Stryker is allowed for multi-facility systems, group purchasing organizations and established networks that have the ability to include purchasing decisions; at least 70 percent of facilities must meet purchasing requirements.

Other key value and terms




- Pricing is firm for the term of the agreement for all suppliers.
- CareFusion has minimum order requirements.
- Merit offers a 3 percent rebate for new members' first 6 months purchases as a value-add. See the value analysis toolkit for more details.
- CareFusion, Merit and Stryker offer products direct.
- Merit and Stryker offer products through distribution.

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

Full launch content and additional resources available

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Awarded suppliers

Supplier	New	Expiring
 CareFusion	PP-OR-1208	New
 MERITMEDICAL	PP-OR-1206	PP-OR-878
 stryker®	PP-OR-1207	PP-OR-879

Update 2016: Merit Medical Systems [acquires DFINE](#) and Stryker [acquires the vertebral compression fracture portfolio from BD](#).

Financial considerations:

- What is contained in a kit
- The number of kits to be used per number of fractures
- Pricing
- Utilization

Patient satisfaction and safety:

- Concerns around the use of bone cement and leakage
- Reduction of pain post procedure

Roadblocks to conversion:

- Relationships with off contract suppliers
- Physician preference

Vertebral Compression Fracture Repair Products

Effective July 1, 2015

Expires June 30, 2018

Full launch content and additional resources available (continued)

- [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.
- [VCF procedure report instructions](#): Information on how to create procedure analysis reports of VCF treatment using data from QualityAdvisor®.

Related category

- **Bone Tissue and Synthetic Implantable Products**: Biologic and synthetic products that are used to fill bone voids, induce bone fusion and stimulate bone growth. They can be used in conjunction with metal hardware.

Video Laryngoscopes

Effective October 1, 2014

Expires September 30, 2017

Products and services available

Video laryngoscopes use digital technology such as a video camera mounted on a laryngoscope blade to view the anatomical structures of the laryngopharynx.

Class of trade

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

Ambu	Dan Toomey	410.786.6464	dct@ambu.com
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Note: Supplier contact information is current as of May 12, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

A electronic price activation (PA) or a Participating Member Designation Form (PMDf) is required for Tier 2 or higher.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement.
- Ambu offers 0.3 percent savings compared to their expiring agreement.
- Ambu offers additional value to members through supplier programs.
- Available direct and through distribution.

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

Full launch content and additional resources available


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

Laryngoscope systems: A tube like instrument equipped with lighting used to examine or facilitate the insertion of an endotracheal tube.

Endotracheal tubes: Tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs. The tube is designed to deliver oxygen or anesthesia to the patient.

Awarded supplier

Supplier	New	Expiring
	PP-OR-1121	PP-OR-781

Ambu [acquired](#) King Systems February 15, 2013. Both Ambu and King products will be available on the new agreement.

Financial considerations:

- Early payment discounts
- Disposable vs. reusable scopes

Patient satisfaction and safety:

- Clarity of the picture
- Light source that is used and how it affects the image that is captured
- Clinician education
- Assembly requirements

Roadblocks to conversion:

- User acceptance of the product
- Products currently used within the facility

Wound Drainage Products

Effective August 1, 2015

Expires July 31, 2018

Products and services available

This category consists of products used to drain fluid from the body when excessive drainage is expected during or post-surgery.

Class of trade

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

Bard	Bob Anderson	770.784.6164	Bob.anderson@crbard.com
Cardinal	James Bonanni	315.382.0919	Jim.bonanni@cardinalhealth.com

Note: Supplier contact information is current as of April 29, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

- Aggregation is available with from both suppliers.
- Bard only allows aggregation for tiers 3 and 4.
- Pricing is firm for the term of agreement with both suppliers.
- Bard and Cardinal both allow for grandfathering.
- Available direct and through distribution with both suppliers.

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



Full launch content and additional resources available

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Related category

- **Chest Drainage Products:** Used to evacuate the air and/or fluid from the chest cavity to help re-establish normal pressure. This allows the re-expansion of the lung to restore normal breathing patterns.

Awarded suppliers

Supplier	New	Expiring
	PP-OR-1229	PP-OR-891
	PP-OR-1228 AS-OR-1228	PP-OR-892 AS-OR-892

The current agreement with Medline (PP-OR-893) and Surgimed (PP-OR-894) expires July 31, 2015.

Financial considerations:

- Pricing compared to market leader
- Tier shifts
- Early payment discounts
- Products that are sold individually vs. products sold in kits

Patient satisfaction and safety:

- Reduction of fluid to prevent infection

Roadblocks to conversion:

- Products currently being used in your facility

Adhesive Skin Closures

Effective February 1, 2017

Expires January 31, 2020

Products available

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

Class of trade

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

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
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Note: Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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Related categories

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

Awarded supplier

Supplier	New	Expiring
3M	PP-NS-984 AS-NS-984	PP-NS-807 AS-NS-807

Financial considerations:

- Savings compared to skin adhesives, staples or sutures

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

Products and services available

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

Class of trade

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

Draeger	Larissa Kraus	805.319.6159	Larissa.Kraus@draeger.com
GE	Curtis Marks	919.676.2346	curtis.marks@med.ge.com
Mindray	John Jones	773.972.5526	j.jones@mindray.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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




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

Full launch content available

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

Awarded suppliers

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

Financial considerations:

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

Patient satisfaction and safety:

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

Roadblocks to conversion:

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

Anesthesia Equipment, Accessories and Supplies

Effective July 1, 2016

Expires June 30, 2019

Related categories

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

Anti-infection Site Dressings

Effective August 1, 2017


Expires July 31, 2020

Products available

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

Class of trade

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

Awarded supplier		
Supplier	New	Expiring
	PP-NS-1059	PP-NS-721

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

J&J	Tim Hinueber	612.209.4111	thinuebe@its.jnj.com
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Note: Supplier contact information is current as of May 1, 2017. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content and additional resources available

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Related category:

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

Arterial Blood Gas Kits

Effective December 1, 2014

Expires November 30, 2017

Products available

This category includes products packaged in kits used to obtain arterial blood samples (ABS) for determination of a patient's oxygen saturation and levels of oxygen, carbon dioxide, pH, and bicarbonate in the blood. This category does not include single-packaged, non-kit arterial catheters or central venous access catheters.

Class of trade

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

Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com
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Note: Supplier contact information is current as of September 1, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement.
- Financial analysis reveals an overall 1 percent savings compared to the expiring agreement.
- Smiths Medical has a \$50 fee for direct orders less than \$300.
- Any custom arterial blood gas kit configuration not listed on Exhibit A-3 is subject to the terms of the agreement. Execution of a custom product agreement is required.
- Products are available direct from Smiths Medical and through distribution.

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

Full launch content and additional resources available

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Awarded supplier

Supplier	New	Expiring
smiths medical	PP-NS-861 AS-NS-861	PP-NS-695

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

Financial considerations:

- Custom kit configurations
- Minimum order requirements

Patient safety and satisfaction:

- Needlestick safety
- Heparin types
- Kit compatibility with analyzers

Roadblocks to conversion:

- Existing supplier relationships

Arterial Blood Gas Kits

Effective December 1, 2014

Expires November 30, 2017

Related categories

- **Blood Gas Analyzers, Reagents, Consumables and Service:** Analyzers used to monitor patients' acid-base balance and oxygen-carbon dioxide exchange
- **Central Venous Access Products:** Central venous access catheters, sheaths, dilators and kits
- **Hemodynamic Monitoring Products and Accessories:** Hemodynamic critical care products used to manage, measure and maintain a critically ill patient's cardiac output, cardiac index and pulmonary artery wedge pressures (arterial line catheters included)
- **Point of Care (POC) Blood Gas and Additional Tests:** Hand held analyzer device used for blood gas testing and additional tests at the patient's bedside

Automated Endoscopic Reprocessors

Effective March 1, 2015

Expires February 28, 2018

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities


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

Other key value and terms

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

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

Awarded suppliers

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

Financial considerations:

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

Worker safety and satisfaction:

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

Roadblocks to conversion:

- Equipment size
- Proprietary disposables and components

Full launch content available

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Related categories

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

Bandages, Dressings and Gauze

Effective October 1, 2016

Expires October 31, 2019

Products available

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

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
Medi-Tech	Jennifer Porter	954.648.2195	jennifer.porter@@medi-techintl.com
Tetra	Barbara Hoffman	847.647.0590	barb@tetramed.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Class of trade restrictions

Full launch content and additional resources available

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Related categories

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

Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

Products available

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

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

Class of trade

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms


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

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

Full launch content and additional resources available

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Awarded supplier

Supplier	New	Expiring
 CareFusion	PP-NS-924 AS-NS-924	PP-NS-754 AS-NS-754

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Bedside Procedure Trays and Needles

Effective February 1, 2016

Expires January 31, 2019

Related categories

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

Blood Pressure Cuffs and Accessories

Effective March 1, 2015

Expires May 31, 2018

Products available

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

Class of trade

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

GE	Curtis Marks	919.676.2346	curtis.marks@med.ge.com
Welch Allyn	Dean Goldberg	800.769.4014 x3125	goldbergd@welchallyn.com

Note: Supplier contact information is current as of January 13, 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)/price activation (PA) is required for Tier 2 and higher with all suppliers.
- A PMDF/electronic PA is not required with Welch Allyn due to a single-tier offering.

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

Financial considerations:

- Disposable versus reusable equipment
- Value-adds

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

- [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

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

Brachytherapy Seeds

Effective August 1, 2016

Expires July 31, 2019

Products available

The scope of the brachytherapy seeds category will include radioactive seeds, needles, accessory equipment (i.e., Mick applicators), and delivery systems needed for safe handling, transport, preparation of seed spacing, loading, and implantation.

Class of trade

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

Best Medical	Manny Subramanian	703.451.2378 x15	manny@teambest.com
Oncura GE	Jim Clarkin	516.873.1953	james.clarkin@ge.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Oncura.
 - Oncura will grandfather all existing member pricing and/or tier designations, whichever is more favorable, for members purchasing under PP-IM-227.
- A PMDF/electronic PA is not applicable with Best Medical due to a single-tier offering.

Aggregation opportunities



- Aggregation is not applicable with Best Medical due to a single-tier offering.
- Aggregation is available with Oncura for multi-facility systems, GPOs and established networks.

Other key value and terms

- Pricing is firm for the term of agreement with both suppliers.
- Financial analysis reveals:
 - New agreement pricing with Best Medical has an 8.9 percent increase overall.
 - New agreement pricing with Oncura offers 4.19 percent savings overall.
 - Best Medical and Oncura offer new agreement pricing that is up to 39.3 percent and 28.6 percent more favorable than Bard's expiring agreement pricing, respectively. See the financial analysis in the value analysis toolkit for details.
- Best Medical and Oncura now offer high-activity seeds under their agreements.
- Available through distribution: Best Medical
- Available direct: Best Medical and Oncura (GE)

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-IM-347	PP-IM-225
	PP-IM-348	PP-IM-227

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

The agreement with Bard (PP-IM-226) expires July, 31, 2016.

Financial considerations:

- Reimbursement
- Shipping/handling charges
- Fees for returned seeds
- Cost of calibration seeds

Patient satisfaction and safety:

- Low radiation to surrounding organs
- Custom stranded configurations
- Treatment plan
- Shipment schedule

Roadblocks to conversion:

- Physicist's need to convert radiation treatment planning system to new seed dose pattern (seed dose rate/half-life)
- New ordering and customization procedures

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.
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Related category

- **Radiation Treatment Planning Systems**: Planning software modules, radiation treatment planning computer workstations and servers, licenses, interfaces, printers, and service agreements

Cardiovascular Imaging (Cardiac Catheterization, Vascular Systems)

Effective October 1, 2015
Expires September 30, 2018

Products available

This category includes angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems (used to visually evaluate the anatomy and pathology of the heart and coronary vessels), systems used in electrophysiology labs and hybrid operating rooms and service agreements.

Class of trade

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

GE	Curtis Marks	919.280.1614	curtis.marks@med.ge.com
Philips	Ron Sciepko	704.254.0682	Ron.sciepko@philips.com
Siemens	Roger Lindgren	901.237.7665	roger.lindgren@siemens.com
Toshiba	Chris Federoff	973.216.2786	cfederoff@tams.com

Note: Supplier contact information is current as of July 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)/electronic price activation (PA) is recommended for any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.

Aggregation opportunities

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

Other key value and terms

- Philips, and Toshiba offer firm for the term pricing.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE discounts are firm for the term.
- GE new agreement pricing offers up to 7 percent more favorable discount percentage than the expiring agreement.
- Philips pricing is up to 48 percent discount off list price.
- Siemens new agreement pricing offers up to 11 percent more favorable discount percentage than the expiring agreement.
- Toshiba new agreement pricing offers up to 3 percent more favorable discount percentage than the expiring agreement.
- Available through distribution: Philips, Siemens, Toshiba
- Available direct: GE, Philips, Siemens, Toshiba

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-IM-264	PP-IM-184
PHILIPS	PP-IM-280	New
SIEMENS	PP-IM-272	PP-IM-192
TOSHIBA	PP-IM-288	PP-IM-198

Financial considerations:

- Service agreements and warranty
- Total life cycle costs
- Reimbursement
- Developing transcatheter procedures

Patient safety and satisfaction:

- Image quality for long, complex procedures
- Real-time visualization
- Reduced radiation exposure
- Radiation tracking for both patients and technologists

Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Space and construction requirements for floor and ceiling mounted components
- Current installed base

Cardiovascular Imaging (Cardiac Catheterization, Vascular Systems)

Effective October 1, 2015

Expires September 30, 2018

Full launch content and additional resources available

- [Cardiovascular Imaging clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE 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.
- [Philips 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.
- [Siemens 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.
- [Toshiba 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.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

Related categories

- **Radiation Dose Tracking**: includes solutions (software, hardware, interfaces, licenses, etc.) needed to capture the radiation exposure metrics/parameters and to document that information in the medical record, national dose registries or accountable care organization (ACO) registries.
- **Ionic/Non-ionic Contrast Media**: Iodinated contrast media agents, which are usually classified by chemical structures, ionic or nonionic.
- **Diagnostic and Interventional Radiology**: Includes angioplasty balloons, guide wires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products.
- **Peripheral and Biliary Stents**: Includes vascular, biliary, and carotid stents, along with embolic protection devices.
- **Diagnostic and Interventional cardiology**: Angioplasty balloons, diagnostic catheters, fractional flow reserve (FFR), fluid management, guide catheters and wires, inflation devices, intravascular ultrasound catheters and sheaths/introducers.
- **Cardiac Rhythm Management**: Includes pacemakers, implantable cardioverter defibrillators (ICDs), cardiac resynchronization therapy pacemakers (CRT-Ps), cardiac resynchronization therapy defibrillators (CRT-Ds), implantable monitors, leads and accessories.
- **Invasive Cardiology Equipment**: Includes cath lab hemodynamic monitoring systems and electrophysiology monitoring systems
- **Enterprise Image Management Solutions**: This category includes the software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images (e.g. PACS, CPACS, CIS, RIS)

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

Expires August 31, 2020

Products and services available

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

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

Class of trade

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

3M	Roger Ratliff	214.676.9818	rdratliff@mmm.com
Access Scientific	Phil Royston	913.626.1545	proyston@accessscientific.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
BioDerm	James Terpstra	616.335.4149	jterpstra@bioderminc.com
I.V. House	Lisa Vallino	314.453.9200	lisa@ivhouse.com

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

How to operationalize these agreements

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

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

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

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

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

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

Expires August 31, 2020

Full launch content and additional resources available

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

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

Central Venous Access Products

Effective July 1, 2017

Expires June 30, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1047	PP-NS-997
	PP-NS-1051	PP-NS-829 AS-NS-829
	PP-NS-1048	New
	PP-NS-1049 AS-NS-1049	New
	PP-NS-1050	New

Access Scientific is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Full launch content and additional resources available

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

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

Cerebral and Regional Oximetry Equipment

Effective February 1, 2017

Expires April 30, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content and additional resources available

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

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

Nonin is a small business enterprise (SBE).

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Chlorhexidine Gluconate (CHG) Skin Prep Products

Effective August 1, 2017

Expires July 31, 2020

Products available

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

Class of trade

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

BD/CareFusion	Zack Moore	901.302.0504	zachary.moore@carefusion.com
PDI	Jennifer Marsh	214.718.7297	jennifer.rhoda@pdihc.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content and additional resources available

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

Supplier	New	Expiring
	PP-NS-1057 AS-NS-1057	PP-NS-847 AS-NS-847
	PP-NS-1058	PP-NS-848

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

Chlorhexidine Gluconate (CHG) Skin Prep Products

Effective August 1, 2017

Expires July 31, 2020

Related categories

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

Compounded Ophthalmic Medications

Effective May 1, 2017

Expires December 31, 2018

Products and services available

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

Class of trade

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

Fagron	Marc Marchand	224.938.7771	marc.marchand@fagron.com
KRS	Rob Ronzino	888.502.2050	robertronzio@krsbio.com
SterRx	Gary Hanley	518.353.3210	hanleyg@sterrx.com

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

How to operationalize these agreements

A Participating Member Designation Form (PMDf) or electronic price activation (PA) is not required.

Aggregation opportunities

Aggregation is negotiated at the member level.

Other key value and terms

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




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

Full launch content and additional resources available

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Related categories

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

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

There is no ASCEND® award in this category.

Diagnostic and Interventional Radiology

Effective February 1, 2017

Expires January 31, 2020

Products and services available

This category includes angioplasty balloons, guidewires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products.

Class of trade

- Agreements are available to acute care, continuum of care and Premier REACH™ members with Abbott, Boston Scientific Cook, Merit and Surgical Specialties.
- Agreements are available to acute care and non-acute healthcare providers only with B. Braun, Medtronic and Penumbra.
- Cardinal's agreement is available to acute care facilities and surgery centers only.

Abbott	Daniel Clark	678.277.4264	daniel.clark@abbott.com
B. Braun	Jack Griffin	610.997.4716	jack.griffin@bbrauninterventional.com
Boston Scientific	Mykkia Cameron	513.348.0061	mykkia.cameron@bsci.com
Cardinal	Jeff Easterling	704.219.6830	jeff.easterling@cardinalhealth.com
Cook	Chris Smith	877.544.6140	chris.smith@cookmedical.com
Medtronic	Tim Howard	651.335.0190	tim.howard@medtronic.com
Merit	Gary Harris	913.217.8544	gharris@merit.com
Penumbra	Collette Williams	510.748.3200	cwilliams@penumbrainc.com
Surgical Specialties	Robert Rossell	630.395.9031	rrossell@surgicalspecialties.com

Note: Supplier contact information is current as of March 16, 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 B. Braun, Boston Scientific, Cook, Medtronic and Penumbra.
- A PMDF/PA is required at all tiers with Abbott, Cardinal and Merit.
- A PMDF/PA is required at all tiers except for members with sales in the prior 12 months with Surgical Specialties.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with B. Braun, Cook, Penumbra and Surgical Specialties.
- Aggregation is allowed for top or direct parents that operate as multi-facility systems and established networks of facilities with Abbott.

Awarded suppliers

Supplier	New	Expiring
 Abbott Vascular	PP-CA-291	PP-CA-228
 B. BRAUN	PP-CA-300	PP-CA-230
 Boston Scientific	PP-CA-293	PP-CA-231
 CardinalHealth™	PA-CA-294	PP-CA-233*
 COOK MEDICAL	PP-CA-297	New
 Medtronic	PP-CA-295	PP-CA-234 PP-CA-232**
 MERIT MEDICAL	PP-CA-296	PP-CA-235
 Penumbra	PP-CA-298	New
 SURGICAL SPECIALTIES CORPORATION	PP-CA-292	PP-CA-229

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

* Cardinal Health [acquired](#) Cordis Co. in 2015.

** Medtronic Inc. [acquired](#) Covidien/ev3 in 2015.

Cardinal's agreement is effective February 1, 2017, through January 31, 2018, with two possible 12-month extensions.

Financial considerations:

- Value adds, such as rebates and incentives
- Reimbursement
- Indigent patient assistance programs

Patient safety and satisfaction:

- Variety of sizes (lengths available)
- Appropriate balloon coverage (cutting, workhorse, below the knee, high pressure)
- [GTIN barcoding](#) for traceability

Roadblocks to conversion:

- Supplier tiers limiting the number of vendors in a facility
- Existing supplier relationships

Aggregation opportunities (continued)

- Aggregation is allowed for multi-facility systems and established networks of facilities with Boston Scientific.
- Aggregation is allowed for two or more members that are owned, leased, managed or affiliated (OLMA) by a common headquarters with legal and financial authority over members with Cardinal.
 - The system must have authority to sign and commit on behalf of each and every OLMA facility.
- Aggregation is allowed for multi-facility systems that have the contractual authority in purchasing decisions of other facilities or identify as top or direct parents with Medtronic.
- Aggregation is allowed for multi-facility systems with the ability to influence purchasing decisions with Merit.

Other key value and terms

- Pricing is firm for the term of agreement with all suppliers.
- Abbott, Cardinal and Surgical Specialties offer flat pricing compared to their expiring agreements.
- B. Braun, Boston Scientific, Medtronic and Merit offer savings and/or increases varying by tier and subcategory compared to their expiring agreements. See the financial analysis in the value analysis toolkit for details.
- Cardinal's then current trade policy requirements may affect minimum order requirements.
- Cook may have minimum purchase order requirements for non-stock products.
- Medtronic offers an indigent care program as a value-add.
- Penumbra offers a Tier 2 pricing program, an indigent care program, a multi-line rebate program, a peripheral embolic coil rebate, a ruby coil consignment agreement and a ruby coil inventory program as value-adds.
- Surgical Specialties' will allow members who are currently purchasing under PP-CA-229 to be grandfathered under this agreement and not be required to sign a PMDF/PA.
- Available direct: Abbott, B. Braun, Boston Scientific, Cardinal, Cook, Medtronic, Merit, Penumbra and Surgical Specialties.
- Available through distribution: B. Braun, Penumbra and Surgical Specialties.

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

Full launch content and additional resources available

- [Modifiable value analysis toolkit](#): A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- [PDF value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.
- [Clinical primer](#): A PDF overview intended to assist supply chain management and other non-clinicians with a basic understanding of coronary stents and interventional cardiology products.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- [DIR cost-modeling tool](#): Excel tool that allows you to compare DIR costs within your facility to gauge opportunities that may exist within Premier's new contract portfolio.

Related categories

- **Diagnostic and Interventional Cardiology:** Products used in cardiac cath labs during percutaneous interventions to diagnose and treat blockages in the coronary arteries
- **Peripheral and Biliary Stents (PBS):** Vascular, biliary and carotid stents, along with embolic protection devices

Disposable Labor and Delivery Products

Effective September 1, 2017

Expires August 31, 2020

Products and services available

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

Class of trade

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

Covidien	Greg Goodall	757.450.9234	greg.j.goodall@medtronic.com
DeRoyal	Kristen Rogers	865.362.1115	krogers@deroyal.com
EME	Vincent Abadie	800.423.2926	vabadie@emecompany.com
Kerma	Tammy Williams	757.398.8400	twilliams@kermamedical.com
S2S Global	Ryan Hahn	855.531.7699	ryan.hahn@s2s-global.com

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

How to operationalize these agreements

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

Aggregation opportunities






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

Other key value and terms

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

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

Awarded suppliers

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

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

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

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

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

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

Disposable Non-Sterile Protective Apparel

Effective December 1, 2015

Expires November 30, 2018

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities









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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

- Value-adds
- Early payment discounts
- Minimum orders

User safety and satisfaction:

- AAMI level offerings
- Sizes available
- Coverage options

Roadblocks to conversion:

- Existing supplier relationships
- Clinical preference

Full launch content and additional resources available

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

Related categories

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

Products available

This category includes non-capital electrocardiology sensors and accessories used in cardiology-related physiological tracings meant to detect and relay information to ECG monitors (capital equipment).

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.j.goodall@medtronic.com
LifeSync	Zachary Wunsch	954.345.9800	zwunsch@advantagemed.com
Med-Dyne	Katie Hedgepath	502.429.4140	katie@med-dyne.com
Vermed	Kristina Utton	800.245.4025 x1222	kutton@vermed.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required at Tier 2 and higher with Covidien, Med-Dyne and Vermed.
- LifeSync does not require a PMDF/PA due to single tier offering.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks with Med-Dyne and Vermed.
- Vermed requires GPO facilities to independently commit to market share.
- Covidien allows aggregation for multi-facility systems and established networks. Covidien requires the ability to influence purchasing decisions in order to aggregate.
- Aggregation is not applicable with LifeSync due to single tier offering.

Other key value and terms

- Pricing is firm for term of agreement with LifeSync, Med-Dyne and Vermed.
 - Covidien pricing is firm for 12 months; thereafter, Covidien may increase prices up to 2 percent for every 10 percent increase in aggregate cost.
- Covidien, LifeSync and Med-Dyne offer value-adds including quick-start and conversion incentives.
- Covidien offers 4.3 percent savings overall compared to the expiring agreement.
- Med-Dyne offers 0.4 percent savings overall compared to the expiring agreement.
- Vermed offers 3.6 percent savings overall compared to the expiring agreement.
- **Vermed is the low-cost supplier on crossed products.**
- Available through distribution: Covidien, LifeSync and Vermed
- Available direct: Covidien, LifeSync, Med-Dyne and Vermed

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

Awarded suppliers

Supplier	New	Expiring
 COVIDIEN	PP-NS-854 AS-NS-854	PP-NS-680
 LIFESYNC <small>Clean Disposable ECG Technology</small>	PP-NS-857	New
 Med-Dyne	PP-NS-856	PP-NS-682
 VERMED	PP-NS-855	PP-NS-681

LifeSync, Med-Dyne and Vermed are small business enterprises (SBE).

Financial considerations:

- Disposable cables and lead wires versus reusable
- Some cables may need adaptors
- Value-adds such as quick-start, growth and conversion incentives

Patient safety and satisfaction:

- AAMI standards
- Patient population – neonate and pediatric
- Patient comfort
- Alarm fatigue issues
- Moisture/humidity could affect adhesion

Roadblocks to conversion:

- Existing supplier relationships
- Defibrillator pad warranty and proprietary issues

Full launch content and additional resources available

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

Related categories

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

Enterostomal Therapy Products

Effective January 1, 2017

Expires March 31, 2020

Products and services available

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

Class of trade

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

ConvaTec	Keith Roberts	513.368.4764	keith.roberts@convatec.com
Hollister	Lisa Clarke	847.680.1000 x1244	lisa.clarke@hollister.com

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

Supplier	New	Expiring
 ConvaTec	PP-NS-990	PP-NS-801 AS-NS-801
 Hollister	PP-NS-989 AS-NS-989	PP-NS-802

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Enterostomal Therapy Products

Effective January 1, 2017

Expires March 31, 2020

Full launch content and additional resources available

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

Related category

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

Hemodynamic Monitoring Products and Accessories

Effective July 1, 2017

Expires June 30, 2020

Products available

This category includes arterial catheters and lines, transducers, leads and cables, hemodynamic thermodilution catheters, invasive venous oximetry catheters (ScvO₂), pulmonary artery catheters, closed injectates and injectate delivery systems for use with thermodilution catheters, temporary pulmonary artery pacing catheters, oximetry thermodilution catheters and all hemodynamic catheter insertion products and kits.

Class of trade

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

Arrow/Teleflex	Dan Kuni	480.280.4914	dan.kuni@teleflex.com
Edwards	Kristina Reyes	714.721.7220	kristina_reyes@edwards.com
ICU Medical	Mark Jorgensen	949.366.3550	mjorgensen@icumed.com
ReavillMED	Matt Reavill	815.483.5712	matt@reavillmed.com

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





How to operationalize these agreements

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

Aggregation opportunities

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

Awarded suppliers

Supplier	New	Expiring
 Teleflex	PP-NS-1043	PP-NS-837
 Edwards	PP-NS-1046	PP-NS-835
 ICU Medical	PP-NS-1045	PP-NS-836
 ReavillMED	PP-NS-1044	PP-NS-918*

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Equipment with proprietary disposables

Other key value and terms

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

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

Full launch content and additional resources available

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Related categories

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

High Risk OB/GYN – Med/Surg Products

Effective January 1, 2017

Expires December 31, 2019

Products and services available

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

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

Class of trade

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

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms


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

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

Full launch content and additional resources

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Awarded supplier

Supplier	New	Expiring
	PP-NS-994	PP-WC-117

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements

High Risk OB/GYN – Med/Surg Products

Effective January 1, 2017

Expires December 31, 2019

Related categories

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

High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

Products and services available

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

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

Class of trade

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

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms


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

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

Full launch content and additional resources

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

Awarded supplier

Supplier	New	Expiring
	PP-NS-995	PP-WC-117

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships
- Aggregation requirements

High Risk OB/GYN – Specialty Products

Effective January 1, 2017

Expires December 31, 2019

Related categories

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

Instrument Cleaners and Enzymatics

Effective October 1, 2016

Expires September 30, 2019

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

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

Aggregation opportunities

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




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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations

- Value-add opportunities
- Aggregation requirements

User satisfaction

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

Roadblocks to conversion

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

Full launch content and additional resources available

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Related category

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

Instrument Containers

Effective February 1, 2016

Expires January 31, 2019

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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






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

Other key value and terms

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

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

Awarded suppliers

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

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

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

There is no ASCEND® award in this category.

Financial considerations:

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

Patient satisfaction and safety:

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

Roadblocks to conversion:

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

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Related categories

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

Intraoperative Neurophysiological Monitoring Services Effective November 1, 2015

Expires October 31, 2018

Services available

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

Class of trade

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

Biotronic	Victor Coscarelli	734.213.3957	victorc@biotronic.com
Sentient	Mary Johnson	410.666.2588	majohnson@sentientmedical.com

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms



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

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

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
	PP-SV-062	PP-OR-903
	PP-SV-063	New

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Use of in-house staff

Low Frequency Ultrasonic Wound Therapy

Effective May 1, 2016

Expires April 30, 2019

Products and services available

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

Class of trade

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

Alliqua	Wes Snodgrass	678.920.8151	wsnodgrass@alliqua.com
Arobella	Kyle Patrick	952.288.2813	kpatrick@arobella.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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



Full launch content and additional resources available

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Related categories

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

Awarded suppliers

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

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

There is no ASCEND® award in this category.

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Existing supplier relationships

Low Temperature Sterilization Products

Effective March 1, 2015

Expires February 28, 2018

Products available

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

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

Class of trade

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

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

Note: Supplier contact information is current as of January 14, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

Financial considerations

- Installation costs

User satisfaction

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

Roadblocks to conversion

- Equipment size
- Proprietary disposables and components
- State regulations

Full launch content available

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

Related category

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

Mammography Products and Services

Effective October 1, 2015

Expires September 30, 2018

Update June 2017: KUB Technologies has terminated their contract. Products under this agreement are no longer available effective July 7, 2017.

Products available

This category includes analog and digital mammographic radiographic units, attached stereotactic breast biopsy systems, stand-alone breast biopsy systems, specimen radiography units, breast biopsy devices (guns), mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements.

Class of trade

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

GE	Curtis Marks	919.280.1614	curtis.marks@med.ge.com
Hologic	Robert Scholl	440.321.2914	robert.scholl@hologic.com
KUB Technologies	Deborah Hackerman	203.364.8544	dhackerman@kubtec.com
PenRad	Dan Bickford	425.985.2521	dan@penrad.com
Philips	Ron Sciepko	704.254.0682	Ron.sciepko@philips.com
Siemens	Roger Lindgren	901.237.7665	roger.lindgren@siemens.com
Volpara	Steven Moseley	720.838.6168	Steve.moseley@volparasolutions.com

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is recommended for any member considering anything more than a single transactional purchase, including multi-member aggregated purchases, multi-year commitments, or high quantity/high dollar volume purchases.



Aggregation opportunities

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

Other key value and terms

- GE offers firm discounts for the term of agreement.
- All other suppliers offer firm pricing for the term of agreement.
- GE new agreement offers up to 1 percent more favorable discount percentage than expiring agreement.
- Hologic offers flat pricing compared to the expiring agreement.
- KUB Technologies offers up to 29 percent discount off list pricing.
- PenRad offers 5 percent discount off list pricing.
- Philips offers up to 46 percent discount off list pricing.
- Siemens new agreement offers up to 11 percent more favorable discount percentage than expiring agreement.

Awarded suppliers

Supplier	New	Expiring
	PP-IM-267	PP-IM-182
HOLOGIC™	PP-IM-295	PP-IM-203
	PP-IM-307	New
PenRad™ <small>Read. Report. Track. Manage.</small>	PP-IM-311	New
PHILIPS	PP-IM-283	New
SIEMENS	PP-IM-275	PP-IM-191
volparasolutions™	PP-IM-324	New

Current agreement with Faxitron Bioptics (PP-IM-206) expires September 30, 2015.

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

Financial considerations:

- Service agreements and warranty
- Total life cycle costs
- Reimbursement

Patient safety and satisfaction:

- Ease of patient positioning and patient comfort
- Reduced radiation exposure
- Image quality
- Appropriate screening for dense breast tissue
- Ability to perform 3D imaging (tomosynthesis)

Roadblocks to purchasing:

- Capital budget constraints
- Compatibility and interfacing capabilities
- Space constraints
- Current installed base

Mammography Products and Services

Effective October 1, 2015

Expires September 30, 2018

- Volpara offers 15 percent discount off list pricing.
- Available through distribution: GE, Hologic, PenRad, Philips, Siemens, Volpara
- Available direct: GE, Hologic, KUB Technologies, PenRad, Philips, Siemens, Volpara

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

- [Mammography clinical primer](#): Basic clinical information to educate those new to the category products and their functions
- [GE 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.
- [Hologic 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.
- [KUB Technologies 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.
- [PenRad 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.
- [Philips 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.
- [Siemens 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.
- [Volpara 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.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

Outsourced Sterilization Services

Effective January 1, 2017

Expires December 31, 2010

Products and services available

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

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

Class of trade

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms


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

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

Full launch content and additional resources available

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Awarded suppliers

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Patient Temperature Management Products and Accessories

Effective July 1, 2014

Expires December 31, 2017

Products available

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

Class of trade

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

Adroit	Scott Gammons	865.924.7345	adroitmed@aol.com
Attune Medical	Robin Drassler	312.805.8701	robin@advancedcoolingtherapy.com
Cincinnati Sub-Zero	Matt McCurdy	513.772.8810 x3210	mccurdy@cszinc.com
Stryker	Ben Hobbs	502.690.6147	ben.hobbs@stryker.com
ZOLL	Lynn Conaway	978.421.9655	lconaway@zoll.com

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.
- [Technology Breakthrough contract announcement](#): A PDF update document providing information about Technology Breakthrough awarded supplier(s) added to the category. This document is unable to be edited.

Related categories

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

Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

Products and services available

This category includes single-use disposable pillows, blankets and garments designed for pediatric patients. Garments included are exam gowns, IV gowns, pajamas, shorts, halters, caps, and/or jackets for self-warming. The disposables in the category are designed to be pediatric friendly.

Class of trade

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

Encompass	Cynthia Hamm	972.546.0131	cynthia.hamm@encompassgroup.com
LSL	Dottie Leway	779.878.1100	Dottie.leway@lsind.com

Note: Supplier contact information is current as of February 25, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms



- Pricing is firm for the term of the agreements with both suppliers.
- Products meet all industry standards and are toxin-free.
- Encompass has overall 3.8 percent less favorable pricing compared to their expiring agreement pricing.
- LSL
- LSL pricing is overall 4.1 percent less favorable than Encompass.
- Available through distribution: Encompass, LSL
- Available direct: Encompass, LSL

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

Full launch content and additional resources

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

Supplier	New	Expiring
 encompass	PP-WC-159	PP-WC-090
	PP-WC-160	New

Encompass is a small business enterprise (SBE). LSL is a minority-owned business enterprise (MBE).

Previous agreement with DeRoyal (PP-WC-091) expires May 31, 2015.

Financial considerations:

- Costs of warming garments (Thermoflect) compared to warmed cotton blankets or forced-air warming

Patient satisfaction and safety:

- Variety of sizes
- Colorful and comfortable materials with pediatric focused prints
- Clothing meets flame retardant standards

Roadblocks to conversion:

- Current patient warming systems

Pediatric and Youth Disposables

Effective June 1, 2015

Expires May 31, 2018

Related categories

- **Disposable Non-Sterile Protective Apparel:** non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats and jackets, head gear and caps, and shoe covers
- **Fall Management Footwear:** Slippers used by patients in acute and non-acute facilities to prevent falls (includes footwear with treads)
- **Patient Warming Products:** Convective forced-air blankets and fluid warming devices
- **Patient Temperature Management:** Water-circulated blankets and invasive warming products

PICC and Midline Access Products

Effective July 1, 2014

Expires November 30, 2017

Products available

This category includes peripherally inserted central venous catheters (PICCs), midline catheters and supplies.

This category is a split from the previous Central Venous Access Products category.

Class of trade

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

AngioDynamics	Beth Williams	859.444.1044	bwilliams@angiodynamics.com
Bard	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Cook	Chris Smith	877.544.6140	chris.smith@cookmedical.com
Medcomp	Adam Brody	609.456.3856	abrody@medcompnet.com
ReavillMed	Matt Reavill	815.483.5712	matt@reavillmed.com
Teleflex/ Arrow	Dan Kuni	919.433.4837	dan.kuni@teleflex.com

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

How to operationalize these agreements

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

Aggregation opportunities

All suppliers allow aggregation for multi-facility systems, GPOs and established networks.

- AngioDynamics allows aggregation for Tier 5 only.
- Cook and Medcomp allow aggregation if the individual facilities commit to the participation requirement.
- Teleflex/Arrow allows aggregation for facilities that are owned, leased or managed only.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- AngioDynamics' new agreement offers 1.0 percent savings overall compared to the expiring agreement.
- Bard's new agreement offers 2.8 percent savings overall compared to the expiring agreement.
- Teleflex/Arrow's new agreement offers 1.2 percent increase overall compared to the expiring agreement.
- Grandfathering: Medcomp will grandfather current customer pricing. AngioDynamics will grandfather current customer Morpheus pricing.
- Teleflex/Arrow is the overall low-cost supplier among those who crossed over 80 percent of product spend.
- Available through distribution: Cook, Medcomp and Teleflex/Arrow
- Available direct: AngioDynamics, Bard, Cook, Medcomp and Teleflex/Arrow

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
 angiodynamics	PP-NS-831	PP-NS-687
 BARD	PP-NS-830 AS-NS-830	PP-NS-684
 COOK MEDICAL	PP-NS-834	New
 medCOMP	PP-NS-833	New
 ReavillMED	PP-NS-918	New
 Teleflex	PP-NS-832	PP-NS-685

ReavillMed has been awarded a Technology Breakthrough contract effective December 1, 2015. ReavillMed's products will be included under the Hemodynamic Monitoring Products and Accessories category effective July 1, 2017.

Financial considerations:

- Reimbursement
- Decreased complications and length of stay
- Custom kits vs. standard kits

Patient safety and satisfaction:

- Catheter-related bloodstream infections (CRBSI)
- EMR compatibility
- Tip navigation technology
- French sizes and number of lumens

Roadblocks to conversion:

- Existing supplier relationships
- Proprietary systems

Additional resources

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Related categories

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

Pulse Oximetry Devices

Effective March 1, 2015

Expires February 28, 2018

Products available

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

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Masimo Americas	Jim Byer	949.297.7011	jbyer@masimo.com
Smiths Medical ASD	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

Note: Supplier contact information is current as of January 9, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities




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

Other key value and terms

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

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

Awarded suppliers

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Compatibility with EMR systems
- Proprietary sensors

Full launch content and additional resources available

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Related categories

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

Radiation Monitoring

Effective January 1, 2017

Expires December 31, 2019

Products and services available

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

Class of trade

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

Landauer	Josh Hutson	708.755.7000	jhutson@landauerinc.com
PL Medical	Rahul Kanwar	860.243.2100 x22	r.kanwar@plmedical.com
Radiation Detection	Ted Godard	512.831.7000	ted.godard@radtco.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

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

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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Related categories

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

Refurbished Capital Equipment

Effective October 1, 2015

Expires September 30, 2018

Products and services available

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

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

Class of trade

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

DRE	Joe Segree	877.321.8916	jsegree@dremed.com
Future Health Concepts	Kimberly Kern	407.322.3672	kkern@fhcuse.com
Heartland Medical	Daniel Reissig	501.422.5737	dreissig@heartlandmedical.com
KMA Remarketing	Ken Allshouse	814.371.5242	kallshouse@kmaremarketing.com
Metropolitan Medical	Jeffrey Rhinehart	828.250.0173	j.rhinehart@metropolitanmed.com
Monet Medical	Andrew Caprio	801.955.7150	andrew@monetmedical.com
Olympus	Cheryl Tapper	484.896.3195	cheryl.tapper@olympus.com
ST Surg	Kevin Grant	800.827.3747 x13	kgrant@stsurg.com
STERIS	Jon Parnell	616.510.0678	jon.parnell@steris.com

Note: Supplier contact information is current as of February 23, 2017. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.









How to operationalize these agreements

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

Aggregation opportunities

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

Awarded suppliers

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

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

Financial considerations:

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

Product considerations:

- Assurance that all equipment has original manufacturer specified functionality

Roadblocks to conversion:

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

Refurbished Capital Equipment

Effective October 1, 2015

Expires September 30, 2018

Other key value and terms

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

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

Full launch content available

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Regenerative Skin Grafting Products

Effective January 1, 2015

Expires December 31, 2017

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Awarded suppliers

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

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

There is no ASCEND® award in this category.

Financial considerations:

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

Patient safety and satisfaction:

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

Roadblocks to conversion:

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

Full launch content and additional resources available

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

Related categories

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

Reusable Surgical Linen and Gown Reprocessing Services

Effective January 1, 2017

Expires December 31, 2019

Products and services available

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

Class of trade

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

Aramark	Dave Canziani	562.547.0386	canziani-david@aramark.com
Synergy	Christine Moore	813.792.6305	christine.moore@synergyhealthplc.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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



Full launch content and additional resources available

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Related categories

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

Awarded suppliers

Supplier	New	Expiring
	PP-SV-132	New
	PP-SV-133	PP-SV-001

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

Financial considerations:

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

Patient and staff safety and satisfaction:

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

Roadblocks to conversion:

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

Room Environment Infection Prevention Products

Effective November 15, 2014

Expires January 31, 2018

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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

Full launch content available

Awarded suppliers

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

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

Financial considerations:

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

Patient and safety satisfaction:

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

Roadblocks to conversion:

- Budget constraints
- Changes in cleaning practices
- Proprietary bulbs

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

Related Categories

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

Safety Huber Needles

Effective March 1, 2015

Expires February 28, 2018

Products available

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

Class of trade

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

Bard Access	Robert Anderson	770.784.6164	bob.anderson@crbard.com
Smiths Medical	Juliet Larson	972.679.0889	juliet.larson@smiths-medical.com

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

How to operationalize these agreements

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

Aggregation opportunities



- Bard allows aggregation for multi-facility systems (IDNs) and established networks (collaborative groups); facilities must individually commit to participation requirements.
- Smiths Medical allows aggregation for members who own and centrally manage multi-facility systems and have the ability to drive centralized purchasing decisions.

Other key value and terms

- Pricing is firm for the term with both suppliers.
- Bard will grandfather member pricing under individual agreements for the first 12 months of the Premier agreement if superior to the member's qualifying tier. Bard agrees to limit increases to a maximum of 2.5 percent for each 12-month period thereafter.
- Smiths Medical's new agreement offers an overall 6.8 percent savings compared to the expiring agreement.
- Smiths Medical has a \$50 charge for orders less than \$300.
- **Smiths Medical is the overall low-cost supplier on crossed items.**
- Available through distribution: Smiths Medical
- Available direct: Bard Access and Smiths Medical

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-876 AS-NS-876	New
	PP-NS-875 AS-NS-875	PP-NS-703

The current agreement with B. Braun (PP-NS-708) expires February 28, 2015.

Financial considerations:

- Reimbursement
- Kit configurations
- Grandfathering
- PMDF to ensure pricing
- Minimum order requirements

Safety and patient satisfaction:

- Needlestick safety
- Needle gauges and lengths
- Profile heights/low profile options

Roadblocks to conversion:

- Existing supplier relationships
- Proprietary implantable ports

Full launch content and additional resources available

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Related categories

- **Central Venous Access Products**: Central venous access catheters, sheaths, dilators and kits.
- **Implantable Infusion Ports**: Devices used to deliver medications such as antibiotics or chemotherapy into the bloodstream of patients who need long-term therapy.
- **Safety Hypodermic Products**: Hypodermic products include syringes and needles used to draw up liquids and to deliver medications to patients by intradermal, subcutaneous, intramuscular or intravenous injection. Safety hypodermic products are engineered to prevent accidental sharps injury during or after use, and include an active or passive safety mechanism.
- **Safety IV Catheters**: IV start catheters equipped with a safety device to prevent accidental needlesticks.

Sedation Monitoring

Effective August 1, 2015

Expires November 30, 2018

Products available

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

Class of trade

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

Covidien	Greg Goodall	508.261.8213	greg.goodall@covidien.com
Masimo	Jim Beyer	949.297.7011	jbeyer@masimo.com

Note: Supplier contact information is current as of April 30, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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



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Related category

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

Awarded suppliers

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

Financial considerations:

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

Patient safety and satisfaction:

- Patient comfort
- Full patient population coverage

Roadblocks to conversion:

- Sensors are proprietary to monitors
- Clinical preference

Skin Integrity: Compression Wraps

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes products used in the treatment and prevention of edema, venous insufficiencies and lymphatic disorders of extremities (e.g. multi-layer compression, total contact casting and Unna boot).

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Primary/secondary dressings, skin cleansers/barriers/lotions and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement; Skin Integrity: Skin Cleanser, Barrier and Lotion Products; and Surgical Irrigation Solutions.

Class of trade

- BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M is available to select healthcare facilities. See value analysis toolkit for specific class of trade exclusions.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
BSN	Joy Wright	978.270.5511	joy.wright@bsnmedical.com
Derma Sciences	Ed Eisenlord	609.273.6731	eeisenlord@dermasciences.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

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







How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with 3M, BSN, Medline, Mölnlycke and Smith & Nephew.
- A PMDF/PA is not required with Derma Sciences due to single tier offering.

Aggregation opportunities

- BSN, Derma Sciences, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- 3M allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds for Tier 1 to 3. Acute and OLM facilities may aggregate to meet tier thresholds for Tiers 4 to 8.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1020	PP-NS-950
	PP-NS-1021	PP-AC-105
	PP-NS-1022	PP-NS-952
	PP-NS-1023	PP-AC-080
	PP-NS-1024	PP-AC-081
	PP-NS-1025	PP-NS-954

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

There is no ASCEND® award in this category.

Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Rigid vs. elastic compression
- Number of compression layers needed
- Wraps or tubular compression
- Latex allergies

Roadblocks to conversion:

- Existing supplier relationships

Skin Integrity: Compression Wraps

Effective April 1, 2017

Expires March 31, 2020

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- 3M offers 4 percent increase overall compared to the expiring agreement.
- Derma Sciences offers flat pricing overall compared to the expiring agreement.
- Medline offers flat pricing overall compared to the expiring agreement.
- Mölnlycke offers flat pricing overall compared to the expiring agreement.
- Smith & Nephew offers flat pricing overall compared to the expiring agreement.
- **Derma Sciences is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew
- Available direct: BSN, Derma Sciences, Medline, Mölnlycke and Smith & Nephew

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

Full launch content and additional resources available

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

Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Low Frequency Ultrasonic Wound Therapy:** Non-contact, low-frequency ultrasound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings.

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Skin cleansers/barriers/lotions, compression wraps and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Skin Cleanser, Barrier and Lotion Products; Skin Integrity: Compression Wraps; and Surgical Irrigation Solutions.

Class of trade

- Crawford, Derma Sciences, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- Coloplast, ConvaTec, Hollister and KCI are available to select healthcare facilities.

Coloplast	Lisa Mulry	631.943.0750	uslam@coloplast.com
ConvaTec	Keith Roberts	513.771.9824	keith.roberts@convatec.com
Crawford	Dave Posten	913.706.3664	dave.posten@crawfordhealthcare.com
Derma Sciences	Ed Eisenlord	609.273.6731	eeisenlord@dermasciences.com
Hollister	Lisa Clarke	847.680.1000 x1244	lisa.clarke@hollister.com
KCI	Greg Garland	501.590.1238	ggarland@acelity.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

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










How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Coloplast, ConvaTec, Crawford, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew.
- A PMDF/PA is not required with Derma Sciences due to single tier offering.

Aggregation opportunities

- Coloplast, Crawford, Derma Sciences, Hollister, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities. Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.

Awarded suppliers

Supplier	New	Expiring
 Coloplast	PP-NS-1004	PP-AC-075
 ConvaTec	PP-NS-1005 AS-NS-1005	PP-AC-076
 Crawford Healthcare	PP-NS-1006	PP-NS-956
 Derma Sciences	PP-NS-1007	PP-NS-952
 Hollister	PP-NS-1008	PP-AC-078
 Acelity	PP-NS-1012	PP-AC-082
 Medline	PP-NS-1009 AS-NS-1009	PP-AC-080
 Mölnlycke Healthcare	PP-NS-1010	PP-AC-081
 Smith & Nephew US Professional	PP-NS-1011	PP-NS-954

Crawford is a small business enterprise (SBE).

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Wear time
- Skin-friendly adhesives
- Absorption level
- Shapes available
- Antimicrobial kill rates

Roadblocks to conversion:

- Existing supplier relationships

Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement

Effective April 1, 2017

Expires March 31, 2020

Aggregation opportunities (continued)

- KCI allows aggregation for members who own and operate multi-facility systems and group purchasing organizations that share common ownership and direct operational management.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds for Tier 1 to 3. Acute and OLM facilities may aggregate to meet tier thresholds for Tiers 4 to 8.

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- Coloplast offers 4.8 percent savings overall compared to the expiring agreement.
- ConvaTec offers 0.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.1 percent savings overall compared to the expiring agreement.
- Derma Sciences offers flat pricing compared to the expiring agreement.
- Hollister offers 0.3 percent savings overall compared to the expiring agreement.
- KCI offers 2.1 percent savings compared to the expiring agreement.
- Medline offers 0.5 percent increase overall compared to the expiring agreement.
- Mölnlycke offers flat pricing compared to the expiring agreement.
- Smith & Nephew offers 1.5 percent savings overall compared to the expiring agreement.
- **Crawford is the overall low-cost supplier on crossed items.**
- Available through distribution: Coloplast, ConvaTec, Crawford, Derma Sciences, Hollister, KCI, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Derma Sciences, Hollister, Medline, Mölnlycke and Smith & Nephew

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

Full launch content and additional resources available

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Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Skin Cleanser, Barrier and Lotion Products:** Skin Cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

Skin Integrity: Skin Cleanser, Barrier and Lotion Products

Effective April 1, 2017

Expires March 31, 2020

Products and services available

This category includes products used on a patient to improve, maintain, protect and promote healing of the patient's dermal and epidermal skin (e.g. skin cleansers, moisturizers, protectants, barrier wipes, lotions and sprays, antifungals, perineal washes and body wash).

These products were previously included in the Skin Integrity: Prevention, Healing and Support category. Primary/secondary dressings, compression wraps and surgical irrigation solutions also available on the prior agreement have been split into their own categories – Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement; Skin Integrity: Compression Wraps; and Surgical Irrigation Solutions.

Class of trade

- Crawford, Medline, Mölnlycke and Smith & Nephew are available to acute care, non-acute healthcare and non-healthcare facilities.
- 3M, Coloplast and ConvaTec are available to select healthcare facilities.

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
Coloplast	Lisa Mulry	631.943.0750	uslam@coloplast.com
ConvaTec	Keith Roberts	513.771.9824	keith.roberts@convatec.com
Crawford	Dave Posten	913.706.3664	dave.posten@crawfordhealthcare.com
Medline	Derrick Fitchena	773.771.2021	dfitchena@medline.com
Mölnlycke	Dan Stewart	615.878.2992	dan.stewart@molnlycke.com
Smith & Nephew	David Jones	804.896.6118	david.jones2@smith-nephew.com

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








How to operationalize these agreements

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

Aggregation opportunities

- Coloplast, Crawford, Medline and Smith & Nephew allow aggregation for multi-facility systems, group purchasing organizations and established networks of facilities.
- 3M allows aggregation for multi-facility systems, group purchasing organizations and established networks of facilities. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.
- ConvaTec allows aggregation for multi-facility IDNs with the ability to make purchasing decisions for their owned, leased or managed (OLM) facilities. Aggregation is allowed for non-OLM affiliates as a standalone group aside from OLMs. Non-OLM affiliate groups must submit a separate price activation.
- Mölnlycke allows non-acute affiliates and non-OLM, non-acute members to aggregate to meet tier thresholds for Tier 1 to 3. Acute and OLM facilities may aggregate to meet tier thresholds for Tiers 4 to 8. Hibiclens product purchases are available for aggregation for multi-facility systems, group purchasing organizations and established networks of facilities by mutual agreement of Premier and Mölnlycke.

Awarded suppliers

Supplier	New	Expiring
	PP-NS-1013	PP-NS-950
 Coloplast	PP-NS-1014	PP-AC-075
 ConvaTec	PP-NS-1015 AS-NS-1015	PP-AC-076
 Crawford HEALTHCARE	PP-NS-1016	PP-NS-956
 MEDLINE	PP-NS-1017	PP-AC-080
 MÖLNLYCKE HEALTHCARE	PP-NS-1018	PP-AC-081
 smith&nephew US Professional	PP-NS-1019	PP-NS-954

Crawford is a small business enterprise (SBE).

Current agreements with Alliqua (PP-NS-955), Cardinal (PP-NS-951), Carolon (PP-AC-106), Dudley (PP-AC-077), Ferris (PP-NS-957), Hartmann (PP-NS-953), Summit (SD-AC-004) and WoundVision (PP-NS-960) expire March 31, 2017.

Financial considerations:

- Reimbursement
- Pressure ulcers or sores developed during the patient's stay are not reimbursed
- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Cleansers with neutral pH levels
- Residue left on the patient's skin
- Products that are fragrance-, dye- and preservative-free

Roadblocks to conversion:

- Existing supplier relationships

Other key value and terms

- Pricing is firm for the term with all suppliers with the exception of Mölnlycke.
 - Mölnlycke pricing is firm for 12 months; thereafter, pricing may increase up to 3 percent on a line item basis annually.
- 3M offers 2.5 percent savings overall compared to the expiring agreement.
- Coloplast offers 1.7 percent savings overall compared to the expiring agreement.
- ConvaTec offers 1.1 percent savings overall compared to the expiring agreement.
- Crawford offers 0.2 percent savings overall compared to the expiring agreement.
- Medline offers 0.5 percent savings overall compared to the expiring agreement.
- Mölnlycke offers flat pricing overall compared to the expiring agreement.
- Smith & Nephew offers 25.1 percent savings overall compared to the expiring agreement.
- **Smith & Nephew is the overall low-cost supplier on crossed items.**
- Available through distribution: 3M, Coloplast, ConvaTec, Crawford, Medline, Mölnlycke and Smith & Nephew
- Available direct: Coloplast, Crawford, Medline, Mölnlycke and Smith & Nephew

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

Full launch content and additional resources available

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Related categories

- **Bandages, Dressings and Gauze:** Adhesive bandages, abdominal (ABD) pads, cotton balls, prep sponges, elastic bandages, gauze pads, rolls, sponges and covers, non-adherent dressings, and alcohol prep pads
- **Low Frequency Ultrasonic Wound Therapy:** Non-contact, low-frequency ultrasound therapy that is indicated to promote wound healing using sound waves to mechanically stimulate cells
- **Negative Pressure Wound Therapy:** Treatment systems designed to facilitate healing of wounds with negative pressure to the wound site including vacuum pumps, collection canisters and dressings
- **Patient Cleansing and Skin Care (Bag-Based):** Single application products used in the care of patients for hygiene and maintenance of skin integrity that are packaged in a disposable bag e.g. "bath in a bag"
- **Regenerative Skin Grafting Products:** Technologies that enhance the biological principles of tissue response to injury, focusing on tissue regeneration and skin replacement
- **Skin Breakdown Prevention Products:** Heel protectors, protective boots, elbow protectors, bed positioners, turn-and-position systems, wheelchair cushions and foot drop prevention aids
- **Skin Integrity: Compression Wraps:** Multi-layer compression, total contact casting and unna boots
- **Skin Integrity: Primary/Secondary Wound Care Dressings and Wound Debridement:** Primary dressings that come in direct contact with wound bed, secondary dressing which are used to cover a primary dressing when the dressing does not protect the wound from contamination, occlusive and semi-occlusive dressings
- **Surgical Irrigation Solutions:** Sterile surgical solutions used to irrigate and cleanse the surgical site during procedures

Products and services available

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

Class of trade

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

Tri-anim Health Services	Ben Crigler	770.539.9736	ben.crigler@samova.com
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Note: Supplier contact information is current as of September 23, 2015. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®

How to operationalize these agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is not required for this agreement due to single tier.

Aggregation opportunities

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

Other key value and terms

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


Full launch content available

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

Related categories

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

Awarded distributors

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

Financial considerations:

- Pricing
- Shipping and freight
- Payment terms

Product and distribution considerations:

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

Specialty Distribution Suture and Endomechanical Products

Effective January 1, 2017

Expires December 31, 2021

Products and services available

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

Class of trade

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

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms

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

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


Full launch content and additional resources available

- [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

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

Awarded suppliers

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

Suture Express is a small business enterprise (SBE).

Financial considerations:

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

Roadblocks to conversion:

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

Steam Sterilizers

Effective March 1, 2015

Expires February 28, 2018

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities




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

Other key value and terms

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

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

Awarded suppliers

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

Financial considerations:

- Installation costs
- Value-adds

Patient safety and satisfaction:

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

Roadblocks to conversion:

- Equipment size and investment

Full launch content available

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

Related categories

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

Sterile Reprocessing

Effective February 1, 2017

Expires January 31, 2020

Products and services available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities



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

Other key value and terms

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

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

Awarded suppliers

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

Financial considerations:

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

User satisfaction:

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

Roadblocks to conversion:

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

Sterile Reprocessing

Effective February 1, 2017

Expires January 31, 2020

Full launch content and additional resources available

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

Related category

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

Sterilization Assurance

Effective October 1, 2016

Expires September 30, 2019

Products available

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

Class of trade

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

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

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms

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

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


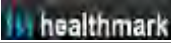

Full launch content and additional resources available

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- [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

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

Awarded suppliers

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

Healthmark and Propper are small business enterprises (SBE).

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

Financial considerations:

- Pricing
- Cost of conversion

Patient and user satisfaction:

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

Roadblocks to conversion

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

Sterilization Pouches

Effective October 1, 2016

Expires September 30, 2019




Products and services available

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

Class of trade

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

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

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

* Healthmark is a small business enterprise (SBE).

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

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

How to operationalize this agreement

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

Aggregation opportunities

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

Other key value and terms

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

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

Financial considerations

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

User satisfaction

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

Roadblocks to conversion:

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

Sterilization Pouches

Effective October 1, 2016

Expires September 30, 2019

Full launch content and additional resources available

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

Related categories

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

Sterilization Wrap

Effective September 1, 2014


Expires September 30, 2017

Products available

Products included in this category include disposable fabric used to wrap instrument sets, linen packs and basins to allow them to be sterilized and safely stored until use during a procedure.

Class of trade

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

Awarded supplier		
Supplier	New	Expiring
 Kimberly-Clark	PP-MM-274	PP-OR-757

The current agreement with Cardinal Health (PP-OR-907) expires August 31, 2014.

Kimberly-Clark	Janis Harvey	770.587.8388	jharvey@kcc.com
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Note: Supplier contact information is current as of May 15, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize this agreement

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 or higher.
- Kimberly-Clark now offers three tiers. Kimberly-Clark will automatically tier-slot members to the appropriate tier. Electronically PA or complete a PMDF to ensure proper placement.

Aggregation opportunities

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

Other key value and terms

- Pricing is firm for the term of the agreement.
- Weighted financial analysis reveals new agreement pricing with Kimberly-Clark is flat to 10.1 percent more favorable than expiring agreement pricing.
- Kimberly-Clark offers a conversion incentive rebate of five percent. To be eligible, members must commit within 180 days of September 1, 2014. See the value-add section in the value analysis toolkit for details.
- Kimberly-Clark offers an early payment discount of one percent when paid within 15 days.
- Available direct or through distribution. For direct orders, Kimberly-Clark requires a minimum order of 250 cases.

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

Full launch content and additional resources available

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

Related categories

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

Financial considerations:

- Cost of raw materials to make the wrap
- Early payment discounts

User satisfaction

- Effectiveness in protecting and maintaining sterilization prior to the procedure
- Barrier effectiveness
- Water resistance
- Strength
- One-step versus two-step options

Roadblocks to conversion:

- Sizes needed for the items being wrapped
- Staff acceptance
- Feel and durability of the wrap

Suction Canisters, Yankauers and Tubing

Effective November 1, 2015

Expires October 31, 2018

Products available

This category includes suction canisters, Yankauers and tubing used to collect medical waste. Products included are rigid and semi-rigid canisters, flexible liner systems, tubing, waste disposal solidifiers, hardware and accessories. Also included are disposable Yankauers, Frazier, Poole and sigmoidal suction cannulas.

Class of trade

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

Cardinal Health	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
Northfield	Carter Smith	757.639.0987	carter@northfieldmanufacturing.com
RMS	Steven Schlachta	845.469.2042	sschlachta@rmsmedicalproducts.com

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

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/electronic price activation (PA) is required for Tier 2 and higher with Cardinal.
- Northfield and RMS offer a single tier where price activation is not required.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with Cardinal.
- Northfield and RMS offer a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term with all suppliers.
- Cardinal offers 8.2 percent savings overall compared to the expiring agreement.
- **Northfield is the low-cost supplier for solidifiers.**
- Cardinal offers an additional two percent price reduction if a sales threshold is met by the end of the first year of the agreement.
- Available through distribution: Cardinal, Northfield and RMS
- Available direct: Northfield and RMS

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

Awarded suppliers

Supplier	New	Expiring
 Cardinal Health	PP-NS-888 AS-NS-888	PP-NS-743
 Northfield Medical Manufacturing	PP-NS-889	New
 RMS MEDICAL PRODUCTS	PP-NS-890	New

The current agreements with Covidien (PP-NS-745) and DeRoyal (PP-NS-744) expire October 31, 2015.

Northfield is a minority-owned business (MBE) and RMS is a small business (SBE).

Financial considerations:

- Reimbursement
- Mounting and bracket conversion costs
- Value-adds

Safety and satisfaction:

- Healthcare-acquired infection reduction
- Solidifiers prevent hazardous waste exposure to employees

Roadblocks to conversion:

- Existing supplier relationships
- Hardware and accessories are proprietary to canisters
- Distribution agreements

Full launch content and additional resources available

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

Related categories

- **Closed Ventilation Suction:** Products used in neonate, pediatric and adult patients that provide a suction capability with a completely closed airway circuit
- **Endotracheal Tubes and Related Products:** Tubes that are inserted through the nose or mouth and into the trachea to maintain an unobstructed passageway into the lungs
- **Medical Gas Pipeline Equipment, Services and Accessories:** Equipment that delivers gas throughout a facility
- **Oral Care:** Sponge swabs, oral care solutions, oral suction tips and suction toothbrushes
- **Respiratory Therapy Products:** Peak flow meters, incentive spirometers, measured dose inhaler (MDI) holding chambers (spacers), nebulizers and disposable supplies, suction catheters, mucous traps, non-vented masks, CPAP and Bi-Level masks, oxygen delivery disposables, disposable ventilator supplies and humidification products and resuscitation bags
- **Surgical Instruments:** Instruments used by surgeons and nurses to facilitate a surgical procedure

Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

Services available

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






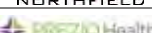

Class of trade

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

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

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

Awarded suppliers

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

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

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

Premier reserves the right to add additional service providers at any time.

Surgical Instrument and Scope Repair

Effective February 1, 2016

Expires January 31, 2019

How to operationalize these agreements

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

Aggregation opportunities

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

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

Other key value and terms

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

Full launch content available

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

Related categories

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

Financial considerations:

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

Service considerations:

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

Roadblocks to conversion:

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

Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

Products available

This category includes standard suture removal kits, laceration trays, staple removal kits and minor procedure trays such as incision and drainage and nosebleed trays. Custom trays are not included.

This category is a split from the previous Bedside Procedure Trays and Needles category.

Class of trade

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

Cardinal	Dan Clark	847.887.5513	daniel.clark@cardinalhealth.com
LSL	Dottie Leway	931.451.5525	dottie.leway@lslhealthcare.com
Medline	Mark Parry	704.962.2111	mparry@medline.com

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

How to operationalize these agreements

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

Aggregation opportunities

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

Other key value and terms




- Pricing is firm for the term with all suppliers.
- Medline offers a 3.5 percent savings overall compared to the expiring agreement.
- **LSL is the overall low-cost supplier on crossed spend.**
- Available through distribution: Cardinal, LSL and Medline
- Available direct: LSL and Medline

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

Full launch content and additional resources available

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

Awarded suppliers

Supplier	New	Expiring
	PP-NS-926	New
	PP-NS-927	New
	PP-NS-925 AS-NS-925	PP-NS-756 AS-NS-756

Medline's expiring agreement (PP-NS-756) was under the Bedside Procedure Trays category.

Note: LSL is a minority-owned business (MBE)

Financial considerations:

- Grandfathering
- Minimum order requirements

Patient safety and satisfaction:

- Safety products availability
- Patient comfort during procedures
- Ease of clinician use

Roadblocks to conversion:

- Existing supplier relationships
- Clinician preference

Suture Removal and Laceration Trays

Effective February 1, 2016

Expires January 31, 2019

Related categories

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

Tape Products

Effective February 1, 2017

Expires January 31, 2020

Products available

This category includes tape which are narrow strips of strong woven fabric, or materials utilized to bind or hold something in place.

Class of trade

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

3M	Rodger Ratliff	651.575.3608	rdratliff@mmm.com
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Note: Supplier contact information is current as of November 1, 2016. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

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

Aggregation opportunities

Aggregation is allowed for multi-facility systems, GPOs and established networks. 3M requires member's owned or controlled facilities to independently commit to the participation required by the tier.

Other key value and terms

- Pricing is firm for the term of the agreement.
- 3M offers 0.8 percent savings overall compared to the expiring agreement.
- 3M products are available through distribution.

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.


Full launch content and additional resources available

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- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Where possible, non-awarded supplier product information is included along with awarded supplier product information.

Related categories

- **Adhesive Skin Closures:** Adhesive products used to externally hold skin together over incisions or wounds
- **Bandages, Dressings, and Gauze:** Products used in the treatment of patients with injuries, surgical incisions, ulcers or wounds that need simple dressings or coverings that permit the containment of drainage
- **Catheter/Tube Securement and Stabilization:** Suture-less securement and stabilization products that enable healthcare workers to deliver fluids, medications or to drain bodily fluids (including securement dressings)
- **Cohesive Bandages:** Self-adherent elastic wrap that functions like tape but sticks to itself and not to the skin
- **Transparent Dressings:** Dressings used in wound management which allow for visual inspection of the site

Awarded supplier

Supplier	New	Expiring
	PP-NS-1000 AS-NS-1000	PP-NS-808 AS-NS-808

Financial considerations:

- Reimbursement
- Single-use rolls vs. standard rolls
- Grandfathering

Patient safety and satisfaction:

- Patient comfort
- Latex allergies
- Cross contamination concerns
- Tape types for different applications or patient populations

Roadblocks to conversion:

- Existing supplier relationships

Unique Device Management Solutions

Effective May 1, 2016

Expires April 30, 2019

Products available

This category includes software applications designed to track implanted products from procurement by the hospital through to implantation in the patient and assists with product recall and expiring inventory. Data collected with this software will assist hospitals in complying with FDA and JCAHO.

Class of trade

Agreements are available to acute care, continuum of care and Premier REACH™ members.

Champion Medical	Steven Coloia	847.438.2305	scoloia@championmt.com
TrackCore	Ross MacGregor	616.632.2222	rossm@lpitcore.com

Note: Supplier contact information is current as of April 22, 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 for TrackCore.
- Champion Medical offers a single tier.
- Both suppliers require a service license agreement which must be locally negotiated.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Track Core.
- Aggregation is not applicable for Champion Medical due to a single tier offering.

Other key value and terms

- Champion allows for electronic payments.
- Champion offers an early payment discount and value add.
- Available direct: Champion Medical and TrackCore

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
CHAMPION HEALTHCARE TECHNOLOGIES	PP-MM-416	New
TrackCore	PP-MM-417	New

Champion Medical is a small business enterprise (SBE).

Financial considerations:

- Cost of software license annually

User satisfaction:

- Seamless integration with current IT systems
- Ease of transferring current data into the new system

Roadblocks to conversion:

- Cost

Vein Finder Equipment

Effective October 1, 2014

Expires September 30, 2017

Products available

This category includes vein finder devices designed for the percutaneous location of veins. Devices are available in a variety of shapes, sizes and technologies according to the intended veins to be located and/or the procedure to be performed.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

AccuVein	Timothy Martin	678.488.6168	tmartin@accuvein.com
Christie Medical	Lisa Rains	205.807.0741	lisa.rains@christiedigital.com
VueTek Scientific	Pam Wilkinson	207.657.6565	pwilkinson@vuetekscientific.com

Note: Supplier contact information is current as of June 19, 2014. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

- A Participating Member Designation Form (PMDF)/price activation (PA) is required for Tier 2 and higher with all suppliers.

Aggregation opportunities

- Aggregation is allowed for multi-facility systems, GPOs and established networks with all suppliers.

Other key value and terms




- Pricing is firm for the term of the agreement for all suppliers.
- Training value-adds are available from all suppliers. See the value-add section in the value analysis toolkit for details.
- Weighted financial analysis reveals compared to expiring agreement pricing, *overall* new agreement pricing with:
 - AccuVein is 22.4 percent more favorable.
 - Christie Medical is 1.1 percent more favorable.
 - VueTek Scientific is 0.1 percent more favorable.
- Available through distribution: Christie Medical and VueTek Scientific.
- Available direct: AccuVein, Christie Medical and VueTek Scientific

Note: Financial analysis and pricing information are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Full launch content available

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Awarded suppliers

Supplier	New	Expiring
 AccuVein®	PP-MM-275	PP-WC-074
 CHRISTIE+	PP-MM-276	PP-WC-075
 VueTek® <small>SCIENTIFIC</small>	PP-MM-277	SD-WC-009

VueTek is a small business enterprise (SBE).

Financial considerations:

- Pricing
- Value-add opportunities
- Warranties
- Loaner programs

Product considerations:

- Reduction of needle sticks
- Vein depth visibility
- Visibility in variety of lighting
- Portability
- Handheld compared to hands-free

Roadblocks to conversion:

- Storage needs
- Existing agreements in your facility

Washers and Decontaminators

Effective March 1, 2015

Expires February 28, 2018

Products and services available

This category includes units designed to clean surgical instruments and medical equipment making it safe for staff to handle. These units remove blood, bone, fat and other organic debris that can adhere to instrument or device surfaces allowing for the growth of microorganisms.

Class of trade

Agreements are available to acute, continuum of care and Premier REACH™ members.

Belimed	Chris Anderson	843.216.7424	chris.anderson@belimed.us
Getinge	Mike Smith	949.226.9195	Mike.smith@getinge.com
STERIS	Jon Parnell	616.510.0678	jon_parnell@steris.com

Note: Supplier contact information is current as of February 15, 2016. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor®.

How to operationalize these agreements

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) for Tier 2 and higher is required for Getinge and STERIS. Not required for Belimed due to single tier.

Aggregation opportunities




- Aggregation is available for multi-facility systems, GPOs and established networks with Getinge and STERIS.
- STERIS requires that facilities have the ability to coordinate purchasing decisions.
- Belimed offers a single tier where aggregation is not applicable.

Other key value and terms

- Pricing is firm for the term of the agreement for all suppliers.
- Belimed's new agreement offers overall flat pricing compared to its expiring agreement.
- Getinge's new agreement offers an overall 11.3 percent savings compared to its expiring agreement.
- STERIS' new agreement offers an overall 0.5 percent savings compared to its expiring agreement.
- Based on scenarios, the low-cost supplier varies by subcategory.
- Available direct: Belimed, Getinge and STERIS
- Available through distribution: STERIS (consumables only)

Note: Key value and terms are current at time of launch. For up-to-date information, see Supply Chain Advisor.

Awarded suppliers

Supplier	New	Expiring
	PP-MM-320	PP-OR-824
	PP-MM-321	PP-OR-825
	PP-MM-322	PP-OR-827

The current agreement with Midbrook (PP-OR-826) expires February 28, 2015.

Financial considerations:

- Installation costs
- Turnaround time
- Warranties may be voided by using non-proprietary components
- Water savings – sustainability

Patient safety and satisfaction:

- AAMI/ANSI sterilization requirements
- Washers are able to accommodate the size of instrument being processed

Roadblocks to conversion:

- Equipment size
- Proprietary disposables and components
- Case mix and the types of instruments used

Full launch content available

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Related categories

- **Automated Endoscopic Reprocessors:** Automated systems used for cleaning, disinfecting or sterilizing by chemical immersion of heat sensitive complex design medical instruments, such as flexible endoscopes, camera heads or cables.
- **Low Temperature Sterilization:** Low temperature gas sterilizers achieve sterilization by a process where gas is mixed with radio-frequency or microwave energy. The plasma produced consists of a reactive cloud which interacts and disrupts the life functions of microorganisms. The plasma and the oxidative properties of the gas itself constitute the sterilization process. Ethylene oxide (EtO) sterilization consumables are also included.
- **Steam Sterilizers:** Products used as a final step in reprocessing reusable medical instruments in preparation for use on the next patient or to sterilize non sterile products before use. Sterilization with these units involves exposing instruments to heat transferred from saturated steam for a period long enough to ensure that expected populations of even the most resistant microbes will be killed.



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-001	Transportation/Courier	MedSpeed
CC-SV-002	Telecommunications Expense Management Services	Tangoe
CC-SV-003	Surplus Surgical Inventory Services	WestCMR
CC-SV-006	Waste Management Services	Trifecta Environmental
CC-FA-003	Electrical Products and Service	Fromm Electric
CC-FA-004	Vendor Scrub Management Services	REPSCRUBS
CC-SV-007	Document and Record Offsite Storage Services	Retrievex
CC-FA-007	Behavioral Health Furniture and Design Services	Blockhouse
CC-SV-009	Kanban Inventory Products and Services	Pegasus
CC-LA-002	Specialty Lab Testing Services	NeoGenomics
CC-SV-008	Logistics Management Services	TRIOSE
CC-IT-003	Technology Asset Disposition Services	Cascade
CC-IT-002	Telecommunication Services	Granite
CC-FA-009	Architectural/Retrofit Services	Kerney & Associates
CC-SV-022	Clinical Education and Assessment Services	SIMNext (Health Scholars)
CC-SV-034	Corrugated and Solid Fiber Box Manufacturing	PCA
Multiple contract numbers	HIMS Coding, Auditing and CDI Services	Multiple suppliers



Interested in learning more about these opportunities?

[Contact custom_contracting@premierinc.com.](mailto:custom_contracting@premierinc.com)

Interested in creating a custom contract for your system or member group?

[Contact your Premier representative.](#)



PP-S2-001

Through direct sourcing, [S2S Global](#) vertically integrates the supply chain and provides Premier members with factory direct products, meaningful cost savings and improved supply chain transparency. All PremierPro™ products are validated by Premier staff and member representatives.

Contract number	Product offering
PP-S2-001A	Wood products
PP-S2-001B	Stethoscopes
PP-S2-001C	Surgical and isolation masks
PP-S2-001D	Tourniquets
PP-S2-001E	Patient belonging bags
PP-OR-1401	Lap sponges, OR towels and specialty sponges
PP-NS-1056	Fall management footwear
PP-S2-001I	Exam gloves
PP-S2-001J	Disposable non-sterile protective apparel
PP-S2-001K	Mobility aids
PP-S2-001L	Ultrasound gel
PP-S2-001M	Pressure infusion bags
PP-S2-001N	Orthopedic soft goods
PP-S2-001O	Safety lancets

Contract number	Product offering
PP-S2-001P	Fecal occult blood
PP-S2-001Q	IV site management and accessories
PP-S2-001R	Single use thermometers
PP-S2-001S	Sphygmomanometers
PP-S2-001T	Otoscope tips
PP-S2-001U	Ice wraps
PP-S2-001V	Specimen bags
PP-S2-001W	Casting and splinting products
PP-S2-001X	Cohesive bandages
PP-S2-001Y	Disposable vaginal speculums
PP-NS-1068	Incontinence products
PP-OR-1427	Laryngoscope systems
PP-NS-1070	Disposable labor and delivery products

S2S Global highlights

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities.
- Participation is open to acute care, non-acute healthcare and non-healthcare facilities.
- Once you have made the decision to purchase, please notify your distributor of your intent to purchase these products.
- Additional savings may be achieved through direct order options.
- Speak with your Premier region director or S2S Global representative regarding trial samples and/or direct order savings options.

For more information on these products, see the [S2S Global launch document](#).

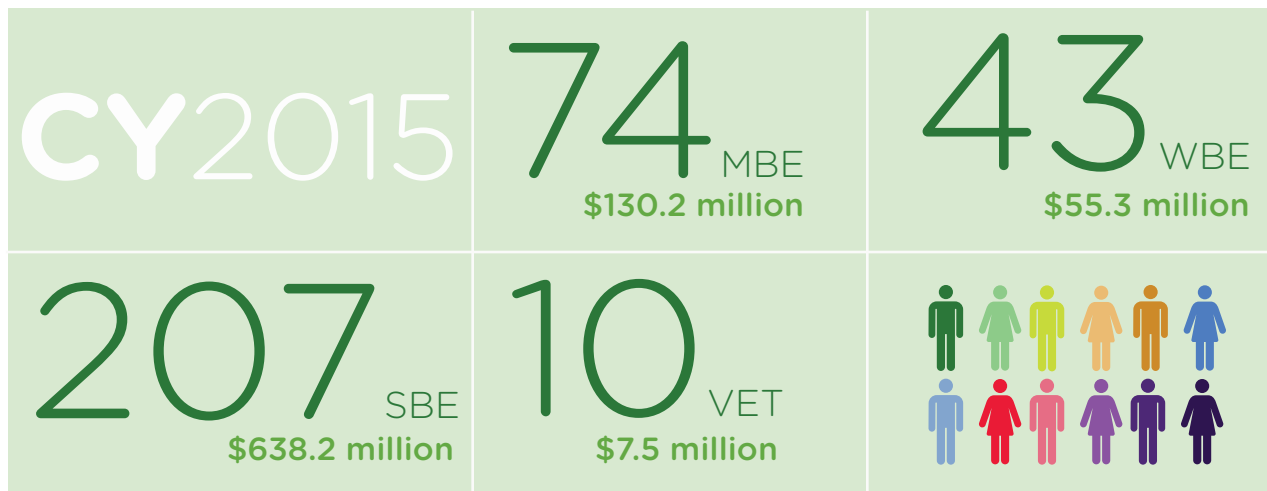
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Premier's supplier diversity initiatives recognize and track the following classifications (diverse and small business suppliers): **small business enterprises** (SBE) and **minority-** (MBE), **woman-** (WBE) and **veteran-owned** (VET) enterprises.

We are committed to building a portfolio of contracted products and services that mirrors the demographics of the communities our members serve.

In 2015, Premier members spent \$800 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.
- **Supply Chain Advisor®:** Premier's online automated contract management system including catalog, electronic price activation, news/resources and the ability to manage all contracts in one place, including regional/ local agreements.
 - Catalog: Electronic repository of all of Premier's contract information. It includes details on business partners, contracts, products, price tiers, news 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.
- **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 6 p.m. CT.
 - Toll-free: 877.777.1552
 - Email: solutioncenter@premierinc.com
- **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>

Field Specialist

Sandy Batten RN, BS, CNOR

Director, Clinical Field Specialist

Focus areas: Perioperative Services

- *Significant project experience*
As a Senior Consultant with Cardinal Health Clinical Consulting and Services, Sandy provided transition management services using her diverse background to assist hospitals in assessing performance improvement needs, identifying growth opportunities, recruiting/retaining staff, establishing process monitors and selecting and/or developing the best candidates for permanent positions. Prior to becoming a consultant, she held Administrative Director level positions in both the for-profit and not-for-profit arenas in facilities ranging in size from 140-800 beds including teaching hospitals and Level I Trauma Centers. Sandy has extensive experience in Perioperative Education and, prior to joining Premier, founded one of the first Perioperative education programs available to hospitals on a contractual basis. She has written and taught courses for registered nurses, surgical technologists and sterile processing technicians. She has developed and presented nursing management seminars and JCAHO preparation workshops. She has also served as a clinical integration nurse for several medical manufacturers, providing in-service training and clinical support on the use of new patient care products including surgical lasers.
- *Relevant experience*
Sandy has a bachelor's degree in business from St Joseph's College, Wyndham, Maine; a diploma in Nursing from Ohio Valley Medical Center, a certificate in Executive Healthcare Leadership from Georgetown University, Washington, DC and a certificate in Ambulatory Surgery Administration from AORN. She is a member of the Association of Perioperative Nurses; Nurses in Business, Industry and Consulting, Nurses in Leadership, the American Society for Laser Medicine and Surgery and the American Organization of Nurse Executives. She has been certified by the National Certification Board Perioperative Nursing for more than 25 years.
- *Recognition, publications and awards*
Sandy has received Outstanding Field Specialist and Values Team Awards from Premier. She was featured in an OR Manager Newsletter article on successful coaching and mentoring. She has written several articles on perioperative practices for local, regional and national publications and served as a book reviewer for AORN.

Assistance provided

Identify savings opportunities for members based on:

- Best practices
- Quality outcomes
- Standardization
- Contract optimization

Learn more:

- ➔ **Contact:** If you are interested in working with Jill, please reach out to your Premier representative for more information.

Accessing an electronic version of this book

A PDF version of this and other portfolio books can be found by visiting the [Portfolio Books](#) page on PremierConnect. You can also find the books through the [Supply Chain News](#) tile on PremierConnect.

The information contained in this document is current at time of publication. For up-to-date contract details, please log on to [Supply Chain Advisor](#)®.

Service line booklets are published quarterly. For questions about the booklet, please contact contractlaunch_@premierinc.com.