



Imaging and Radiation Oncology

Portfolio Overview and Resources

Updated June 2024

The following categories recently launched:

Radiopharmaceutical Products – Manufacturers [Supplier addition](#)

Effective April 1, 2024, through June 30, 2026

This category includes manufacturers of radioisotopes and radiopharmaceuticals including but not limited to isotope generators (technetium, gallium), cold kits, calibration materials, ancillary medications used in molecular imaging procedures and therapeutic radiopharmaceuticals. The contracted supplier includes:

Supplier	New Contract	Expiring Contract
Fosun	PP-IM-493	PPPH21FOS01
Fresenius Kabi	PP-IM-494	PPPH18APP01

Fosun and Fresenius Kabi join Bracco, Curium and Lantheus in the portfolio.

Contrast Media X-ray [Supplier addition](#)

Effective May 1, 2024, through Dec. 31, 2026

This category includes iodinated contrast media agents that are classified by chemical structure as ionic or nonionic and are used to enhance body structures for general radiography, special procedures, interventional procedures, computerized tomography (CT), cardiovascular procedures, mammography, etc. The contracted supplier includes:

Supplier	New Contract	Expiring Contract
Camber	PP-IM-495	New

Camber joins Bayer, Bracco, Fresenius Kabi, GE Healthcare, Gurbet and Slate Run in the portfolio.

PET Isotopes [Supplier addition](#)

Effective May 1, 2024, through June 30, 2026

This category includes high-energy positron emission tomography (PET) isotopes, information management systems used to track and analyze dose orders (hardware, software, licenses, etc.), educational resources, consumables and generators (e.g., Rubidium). The contracted supplier includes:

Supplier	New Contract	Expiring Contract
Telix	PP-IM-496	New

Telix joins Cardinal Health, Jubilant, PETNET and SOFIE in the portfolio.



Premier Overview

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:

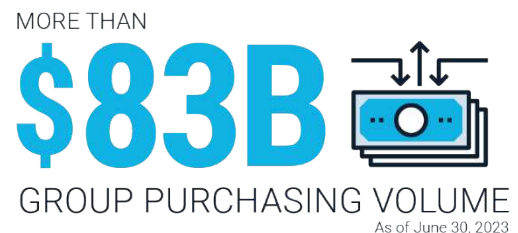
To improve the health of communities

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 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.



Imaging and Radiation Oncology

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(A) These categories have AscenDrive agreements. For AscenDrive launch materials and more information about committed programs, please visit the [Performance Groups Portal](#).

To view the content of the hyperlinks in each executive summary, you must have access to Supply Chain Advisor.



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^(A) These categories have AscenDrive agreements. For AscenDrive launch materials and more information about committed programs, please visit the [Performance Groups Portal](#).

To view the content of the hyperlinks in each executive summary, you must have access to Supply Chain Advisor.



Effective October 1, 2015 through December 31, 2024

Products and Services Available

This category includes dual energy-absorptiometers (DXA or DEXA), ultrasonic bone densitometers and service agreements. Bone densitometers are used to measure body composition, determine body fat distribution, determine the risk of bone breaks, identify decreases in bone density before a break or fracture and confirm and monitor treatment of osteoporosis.

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 (GPOs) and established networks of facilities with both suppliers.

Class of Trade

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

Other Key Value and Terms

- GE offers firm discounts for the term of agreement.
- Hologic offers firm pricing for term of agreement.
- GE offers up to 2% more favorable discount percentage off list pricing at top tier compared to their expiring agreement.
- Hologic has flat pricing compared to their expiring agreement.
- Available through distribution: Hologic
- Available direct: GE, Hologic

Supplier Contact Information

- GE Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Hologic Inc.: Andy Kaplan, 203.917.9668, andrew.kaplan@hologic.com

Note: Supplier contact information is current as of September 11, 2018. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related Categories

- Cardiovascular Imaging: Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems
- Computed Tomography (CT): Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- Magnetic Resonance Imaging (MRI): Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- Mammography Products and Services: Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- Mobile C-arms: Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- Molecular Imaging: Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-263	PP-IM-183
	PP-IM-294	PP-IM-204

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in PremierConnect®.

Update June 2020: Both agreements in this category have been extended and will now expire December 31, 2024.



Effective October 1, 2015 through December 31, 2024

Related Categories (Continued)

- [Physics Consulting Services](#): Physics support products and services includes accreditation support, regulatory consulting, training for physician and clinical staff, and imaging and therapy physics support
- [Ultrasound](#): Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- [Diagnostic imaging purchasing guide](#): A PDF overview of contract award rationale with tips and resources available to optimize purchasing from Premier's contracts.

NOT FOR DISTRIBUTION



Effective October 1, 2015 through December 31, 2024

Products and Services 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.

This category was previously sourced as Cardiovascular X-ray.

How to Operationalize These Agreements

A Participating Member Designation Form (PMDF) or electronic 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 of facilities with all suppliers.

Class of Trade

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

Other Key Value and Terms

- Canon and Philips offer firm pricing for the term of agreement.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE discounts are firm for the term.
- Canon new agreement pricing offers up to 3% savings compared to the expiring agreement.
- GE new agreement pricing offers up to 7% savings compared to the expiring agreement.
- Philips pricing is up to 48% discount off list price.
- Siemens new agreement pricing offers up to 11% savings percentage compared to the expiring agreement.
- Canon offers point-of-purchase incentive, no-charge service training and Performance Pro program as value-adds.
- Available through distribution: Canon, Philips, Siemens
- Available direct: Canon, GE, Philips, Siemens

Supplier Contact Information

- Canon Medical Systems USA Inc.: Chris Federoff, 714.383.3395, cfederoff@us.medical.canon
- GE Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Philips Healthcare, a division of Philips North America LLC: Ron Sciecko, 704.254.0682, ron.sciecko@philips.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com

Note: Supplier contact information is current as of September 29, 2022. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related Categories

- Bone Densitometry: Dual energy-absorptiometers (DXA or DEXA), ultrasonic bone densitometers and service agreements
- Cardiac Rhythm Management: Pacemakers, implantable cardioverter defibrillators (ICDs), cardiac resynchronization therapy pacemakers (CRT-Ps), cardiac resynchronization therapy defibrillators (CRT-Ds), implantable monitors, leads and accessories

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-288*	PP-IM-198
	PP-IM-264*	PP-IM-184
	PP-IM-280*	New
	PP-IM-272*	PP-IM-192

In 2016, Toshiba [changed its name](#) to Canon Medical Systems.

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in the Supply Chain News community.

Update June 2020: All agreements in this category have been extended and will now expire December 31, 2024.

*Acuity Enhancement available



Effective October 1, 2015 through December 31, 2024

Related Categories (Continued)

- Computed Tomography (CT): Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- Contrast Media X-ray: Iodinated contrast media agents
- 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
- Diagnostic and Interventional Radiology: Angioplasty balloons, guide wires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products
- Enterprise Image Management Solutions: Software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images (e.g. PACS, CPACS, CIS, RIS)
- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- Invasive Cardiology Equipment: Cath lab hemodynamic monitoring systems and electrophysiology monitoring systems
- Magnetic Resonance Imaging (MRI): Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- Mammography Products and Services: Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- Mobile C-arms: Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- Molecular Imaging: Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements
- Peripheral and Biliary Stents: Vascular, biliary, and carotid stents, along with embolic protection devices
- Radiation Dose Tracking: Solutions (software, hardware, interfaces, licenses, etc.) needed to capture the radiation exposure metrics/parameters and to document that information
- Ultrasound: Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.



Effective October 1, 2015 through December 31, 2024

Products and Services Available

This category includes capital equipment for computed tomography including scanners (gantry, computers, interfaces), software including CAD, and service agreements.

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 of facilities with all suppliers.

Class of Trade

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

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Canon, Philips and Samsung/NeuroLogica.
- GE offers firm discounts for the term of agreement.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- Canon new agreement offers up to 2 percent more favorable discount percentage than the expiring agreement.
- GE new agreement offers up to 7 percent more favorable discount percentage than the expiring agreement
- Philips offers up to 47 percent discount off list pricing.
- Samsung/NeuroLogica offers up to 12 percent discount off list pricing.
- Siemens new agreement offers up to 9 percent more favorable discount percentage than the expiring agreement.
- Available through distribution: Canon, GE, Philips, Siemens
- Available direct: Canon, GE, Philips, Samsung/NeuroLogica, Siemens






Supplier Contact Information

- Canon Medical Systems USA Inc.: Chris Federoff, 714.383.3395, cfederoff@us.medical.canon
- GE Healthcare: Jayme Taylor, 954.234.5965, jayme.taylor@med.ge.com
- Philips Healthcare, a division of Philips North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com
- Samsung/NeuroLogica: Jeff Quinlan, 215.805.1703, jquinlan@bostonimaging.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com

Note: Supplier contact information is current as of October 25, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Bone Densitometry: Dual energy-absorptiometers (DXA or DEXA), ultrasonic bone densitometers and service agreements
- Cardiovascular Imaging: Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-289	PP-IM-199
	PP-IM-265	PP-IM-185
	PP-IM-281	New
	PP-IM-313	New
	PP-IM-273	PP-IM-193

In 2016, Toshiba [changed its name](#) to Canon Medical Systems.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Updates:

- All agreements in this category have been extended and will now expire December 31, 2024.
- Carestream has been awarded a Technology Breakthrough contract effective May 1, 2018 through May 31, 2022.



Effective October 1, 2015 through December 31, 2024

Related Categories (Continued)

- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- Magnetic Resonance Imaging (MRI): Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- Mammography Products and Services: Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- Mobile C-arms: Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- Molecular Imaging: Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements
- Ultrasound: Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Diagnostic Imaging Purchasing Guide: An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

NOT FOR DISTRIBUTION



Effective January 1, 2024 through December 31, 2026

Products and Services Available

This category includes automatic power injectors used to administer contrast media during imaging studies, such as angiographic (including cardiac catheterization), computerized tomography, magnetic resonance imaging and positron emission tomography procedures. Original equipment manufacturer (OEM) service agreements, associated injector disposable products (syringes, tubing, etc.), contrast management and dose optimization software and interfaces are also included.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Bayer, Bracco, CHS and Genus.
 - ACIST requires a PMDF/PA for new customers; a PMDF is not required for existing customers.
- A PMDF/PA is not required with GE and Guerbet due to single tier offerings.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Bayer, CHS, Genus and Guerbet.
- ACIST agreement does not allow aggregation.
- Bracco allows aggregation with multi-facility systems.
- Aggregation is not applicable with GE due to a single tier offering.

Class of Trade

- Agreements with ACIST, CHS, Genus and Guerbet are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.
- Agreements with Bayer, Bracco and GE agreement are available to acute and non-acute healthcare.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Bracco, Genus and Guerbet.
- ACIST's pricing is firm for 12 months on Exhibit A-3, firm for another 12 months thereafter as captured on Exhibit A-3a and firm for another 12 months thereafter as captured on Exhibit A-3b; additionally, pricing may proportionately increase if the cost of raw materials increases by 15% or more.
- Pricing is firm for 12 months with Bayer, CHS and GE.
 - Bayer's pricing may increase if the cost of raw materials increases by 20% or more.
 - CHS's pricing may increase if the cost of raw materials increases by 15% or more.
 - GE's pricing may increase annually up to 3% in aggregate.
- Financial analysis reveals:
 - ACIST's new agreement pricing has an overall 32.7% increase across three years compared to its expiring agreement.
 - Bracco's new agreement pricing has an overall 4.2% increase on consumables and an overall 13.9% increase on subscriptions per injector compared to its expiring agreement.
 - Bayer's new agreement has an overall 4.5% increase compared to its expiring agreement.
 - CHS's new agreement has an overall 1.9% increase compared to its expiring agreement.
 - GE's new agreement has an overall 1.1% increase compared to its expiring agreement.
 - Genus' new agreement offers an overall 14.5% savings compared to its expiring agreement.
 - Genus is the low-cost supplier on crossed disposable items only with 84% of the spend.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
ACIST	PP-IM-474	PP-IM-420
Bayer	PP-IM-475	PP-IM-421
Bracco	PP-IM-476	PP-IM-422
CHS	PP-IM-478	PP-IM-424
GE HealthCare	PP-IM-477	PP-IM-423
Genus	PP-IM-479	PP-IM-425
Guerbet	PP-IM-480	New

Genus is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective January 1, 2024 through December 31, 2026

Other Key Value and Terms (Continued)

- Bracco offers an injector placement program and quick start rebate as value-adds; see Exhibit I for details.
- CHS offers a new customer quick start incentive program as a value-add; see Exhibit L for details.
- If unable to supply products:
 - ACIST, Bayer, Bracco and GE allow members to purchase substitute products from another source and/or terminate without penalty.
 - CHS and Genus will provide payment of the difference in substitute product costs within 30 days of document submission.
 - Guerbet will provide payment for the difference in substitute product costs.
- Bracco has a late payment penalty.
- CHS offers grandfathering of current pricing.
- Available through distribution: CHS, Genus, Guerbet
- Available direct: ACIST, Bayer, Bracco, CHS, GE, Guerbet

Supplier Contact Information

- ACIST Medical Systems Inc.: Mike McCann, 918.645.6675, mike.mccann@acistmedical.com
- Bayer Healthcare: Jonathan Baker, 440.321.2615, jonathan.baker@bayer.com
- Bracco Diagnostics Inc.: Christine Martin, 505.710.9521, christine.martin@diag.bracco.com
- CHS USA Inc.: Douglas Holloway, 734.354.0039, dholloway@chsltd.com
- GE Healthcare Inc.: David Bajohr, 267.322.1929, david.bajohr@ge.com
- Genus Medical Technologies LLC: Ed Powers, 314.899.2991, ed.powers@genusmedical.com
- Guerbet LLC: Tom Christian, 484.885.5522, thomas.christian@guerbet.com

Note: Supplier contact information is current as of June 3, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Cardiovascular Imaging: Special radiographic/fluoroscopic systems (and service agreements) designed to facilitate interventional radiography or cardiology procedures
- Computed Tomography (CT): Capital equipment for computed tomography, including scanners (gantry, computers, interfaces), software (such as computer assisted detection) and service agreements
- Contrast Media Barium: Can be used in conjunction with x-ray contrast media in specific studies
- Contrast Media MR: Contrast agents used to improve the visibility of internal body structures in magnetic resonance imaging (MRI)
- Contrast Media Ultrasound: Contrast media agents used to enhance ultrasound imaging
- Contrast Media X-ray: Iodinated contrast media agents used for the enhancement of body structures for general radiography, interventional procedures, computerized tomography (CT), cardiovascular procedures, mammography, etc.
- Magnetic Resonance Imaging (MRI): MRI equipment, software and service agreements
- Molecular Imaging: Nuclear medicine and PET/CT systems, software and service agreements
- PET Isotopes: Manufacturers and distributors of high-energy PET isotopes

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- Category education page: A supplemental digital resource page that contains detailed information about specific categories. Resources, such as best practices, key performance indicators, podcasts and videos, are included.
- Contrast media conservation strategies: Supply chain and clinical contrast media conservation recommendations from Premier's subject matter experts.



Effective October 1, 2015 through December 31, 2024

Products and Services Available

This category includes digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, and related consumables as well as service agreements.

How to Operationalize These Agreements

A Participating Member Designation Form (PMDF)/electronic price activation (PA) is recommended to 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 (GPOs) and established networks of facilities with all suppliers.

Class of Trade

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

Other Key Value and Terms

- Pricing is firm for the term for Agfa, Canon, Carestream, FUJIFILM, KA Imaging and Konica Minolta.
- GE offers firm discounts for the term of agreement.
- Siemens offers firm pricing for systems.
- Agfa new agreement (with the 2015 tier structure) offers up to 2% more favorable discount percentage than the expiring agreement on capital equipment. A financial analysis is not available for Agfa's updated 2018 tier structure.
- Canon new agreement offers flat pricing compared to their expiring agreement.
- Carestream new agreement offers 1% savings than the expiring agreement.
- FUJIFILM new agreement offers up to 2% savings than expiring agreement.
- GE new agreement offers up to 3% savings than expiring agreement.
- Konica Minolta new agreement offers up to 7% savings than expiring agreement.
- Philips new agreement offers up to 45% discount off list pricing.
- Samsung/NeuroLogica offers up to 57% discount off list pricing.
- Siemens new agreement offers up to 14% savings than expiring agreement.
- UMG/Del Medical new agreement offers up to 22% discount off list pricing.
- Agfa offers discounts on biomedical training, applications and project management training and parts as value-adds.
- Agfa and Konica Minolta have large order thresholds.
- Canon offers point-of-purchase incentive, no-charge service training and Performance Pro program as value-adds.
- Carestream offers discounts on additional detectors and accessories, a trade-in incentive and a console upgrade as value-adds.
- FUJIFILM offers continuing education unit credits as a value-add.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
AGFA	PP-IM-297	PP-IM-212
Canon	PP-IM-290	PP-IM-197
Carestream	PP-IM-299	PP-IM-214
FUJIFILM	PP-IM-301	PP-IM-211
GE	PP-IM-266	PP-IM-180
KA IMAGING	PP-IM-434	New
KONICA MINOLTA	PP-IM-306	PP-IM-213
PHILIPS	PP-IM-282	New
SAMSUNG	PP-IM-312	New
SIEMENS	PP-IM-274	PP-IM-189
UMG:DEL MEDICAL	PP-IM-300	New

In 2016, Toshiba [changed its name](#) to Canon Medical Systems.

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in PremierConnect®.

Updates:

- KA Imaging has been added to the category with a technology breakthrough agreement effective July 1, 2021.
- Agreements in this category have been extended and will now expire December 31, 2024.



Effective October 1, 2015 through December 31, 2024

Other Key Value and Terms (Continued)

- FUJIFILM and KA Imaging have an early payment discount.
- Konica Minolta has a trade-in allowance as a value-add.
- Available through distribution: Agfa, Canon, Carestream, GE, KA Imaging, Konica Minolta, Philips, Siemens, UMG/Del Medical
- Available direct: Agfa, Canon, Carestream, FUJIFILM, GE, KA Imaging, Konica Minolta, Philips, Samsung/NeuroLogica, Siemens

Supplier Contact Information

- Agfa HealthCare Corporation: Charles Hughes, 720.830.3088, charles.hughes@agfa.com
- Canon Medical Systems USA Inc.: Chris Federoff, 714.383.3395, cfederoff@us.medical.canon
- Carestream Health Inc.: Ben Vitek, 512.348.2963, benjamin.vitek@carestream.com
- FUJIFILM Healthcare Americas Corporation: Deb Wilsey, 843.324.1661, dwilsey@fujifilm.com
- GE Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- KA Imaging Inc.: Robert Moccia, 978.423.6908, rmoccia@kaimging.com
- Konica Minolta Medical Imaging USA: Gordon Walker, 252.347.6642, gordon.walker@konicaminolta.com
- Philips Healthcare, a division of Philips North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com
- Samsung/NeuroLogica Corp.: Jeff Quinlan, 215.805.1703, jquinlan@bostonimaging.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com
- UMG/Del Medical Inc.: Tony Galles, 914.998.8455, tgalles@umgxray.com

Note: Supplier contact information is current as of October 2, 2023. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related Categories

- Bone Densitometry: Dual energy-absorptiometers (DXA or DEXA), ultrasonic bone densitometers and service agreements
- Cardiovascular Imaging: Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems
- Computed Tomography (CT): Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- Magnetic Resonance Imaging (MRI): Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- Mammography Products and Services: Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- Mobile C-arms: Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- Molecular Imaging: Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements
- Physics Consulting Services: Physics support products and services includes accreditation support, regulatory consulting, training for physician and clinical staff, and imaging and therapy physics support
- Ultrasound: Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Diagnostic Imaging Purchasing Guide: An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.
- Supplier addition: A PDF update providing information about supplier(s) added to the category.



Effective October 1, 2022 through September 30, 2025

Products and Services Available

This category includes patient tables and accessories used primarily for radiology-based imaging studies, including radiography, fluoroscopy, interventional, catheterization lab and sonographic procedures.

Operating room surgical tables reside in the OR Tables category and are not included in this category.

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 (GPOs) and established networks of facilities with both suppliers.

Class of Trade

Agreements with both suppliers are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing with both suppliers is firm for 12 months; then pricing may increase annually by 3%.
- Financial analysis reveals:
 - Medical Positioning's new agreement pricing has an overall 14.5% increase compared to its expiring agreement.
 - Oakworks' new agreement pricing has an overall 4.4% increase compared to its expiring agreement.
- Medical Positioning has discounts for accessories/options and replacement parts as value-adds; see Exhibit I for details.
- Oakworks has an extended warranty as a value-add; see Exhibit I for details.
- Oakworks offers a 1% early payment discount.
- Available through distribution: Oakworks
- Available direct: Medical Positioning, Oakworks

Supplier Contact Information

- Medical Positioning Inc.: Jennifer Kersting, 816.595.2366, jkersting@medicalpositioning.com
- Oakworks Inc.: Maria Fiore, 717.759.3123, mfiore@oakworks.com

Note: Supplier contact information is current as of July 1, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Ultrasound: Ultrasound equipment and service agreements
- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, and related consumables as well as service agreements.
- Mobile C-arms: Mobile c-arms, mini c-arms and service agreements
- Mammography Products and Services: Analog and digital mammographic radiographic units, attached stereotactic biopsy systems, standalone biopsy systems, specimen radiography units, biopsy devices (guns), mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements

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Contracted Suppliers		
Supplier	New Contract	Expiring Contract
MPI	PP-IM-441	PP-IM-404
OAKWORKS MEDICAL PRODUCTS	PP-IM-440	PP-IM-403

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Magnetic Resonance Imaging (MRI)



Effective October 1, 2015 through December 31, 2024

Products and Services Available

This category includes magnetic resonance imaging (MRI) equipment and service agreements.

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 of facilities with all suppliers.

Class of Trade

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

Other Key Value and Terms

- Esaote, Philips and Toshiba offer firm for the term pricing.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- FUJIFILM offers up to 63 percent discount off list pricing.
- GE discounts are firm for the term.
- GE new agreement offers up to 2 percent more favorable discount percentage than expiring agreement.
- Philips offers up to 44 percent discount off list pricing.
- Siemens new agreement offers up to 6 percent more favorable discount percentage than expiring agreement.
- Toshiba new agreement offers up to 2 percent more favorable discount percentage than expiring agreement.
- Available through distribution: Esaote, FUJIFILM, GE, Philips, Siemens, Toshiba
- Available direct: Esaote, FUJIFILM, GE, Philips, Siemens, Toshiba

Supplier Contact Information

- Canon Medical Systems USA Inc.: Chris Federoff, 714.383.3395, cfederoff@us.medical.canon
- Esaote North America Inc.: Stephen Gibbs, 262.202.1528, stephen.gibbs@esaote.com
- FUJIFILM Healthcare Americas Corporation: Deb Wilsey, 843.324.1661, dwilsey@fujifilm.com
- GE Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Philips Healthcare, a division of Philips North America LLC fka Philips Healthcare, a division of Philips Electronics North America Corporation: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com

Note: Supplier contact information is current as of April 15, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
Canon	PP-IM-292*	PP-IM-200
esaote	PP-IM-457	New
FUJIFILM	PP-IM-304	New
GE	PP-IM-270*	PP-IM-186
PHILIPS	PP-IM-286*	New
SIEMENS	PP-IM-278*	PP-IM-194

Current agreements with Hologic (PP-IM-205) and Invivo (PP-IM-207) expire September 30, 2015. For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

*Acuity Enhancement Available

Updates:

- May 2023: Esaote was added to the category with a breakthrough technology agreement effective June 1, 2023.
- In 2021, Hitachi Medical Systems [was acquired by](#) FUJIFILM Healthcare Americas Corporation.
- All agreements in this category have been extended and will now expire December 31, 2024.
- In 2016, Toshiba [changed its name to](#) Canon Medical Systems.



Effective October 1, 2015 through December 31, 2024

Related Categories

- **Bone Densitometry:** Dual energy-absorptiometers (DXA or DEXA), ultrasonic bone densitometers and service agreements
- **Cardiovascular Imaging:** Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems
- **Computed Tomography (CT):** Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- **General Radiography:** Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- **Mammography Products and Services:** Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- **Mobile C-arms:** Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- **Molecular Imaging:** Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements
- **MRI Ancillary Equipment and Coils:** Ancillary equipment specifically designed for use in MRI procedures
- **Ultrasound:** Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- **Executive summary:** A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- **Value analysis toolkit:** A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- **Diagnostic Imaging Purchasing Guide:** An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.
- **Supplier addition:** A PDF update document providing information about new suppliers added to the category.

NOT FOR DISTRIBUTION



Effective October 1, 2015 through December 31, 2024

Products and Services 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.

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 of facilities with all suppliers.

Class of Trade

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

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - GE new agreement offers up to 1 percent more favorable discount percentage than expiring agreement.
 - Hologic offers flat pricing compared to the expiring agreement.
 - Siemens new agreement offers up to 11 percent more favorable discount percentage than expiring agreement.
- Available through distribution: GE, Hologic, Siemens
- Available direct: GE, Hologic, Siemens

Supplier Contact Information

- GE Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Hologic Inc.: Andy Kaplan, 203.917.9668, andrew.kaplan@hologic.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com

Note: Supplier contact information is current as of June 4, 2019. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Bone Densitometry: Dual energy-absorptimeters (DXA or DEXA), ultrasonic bone densitometers and service agreements
- Cardiovascular Imaging: Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems
- Computed Tomography (CT): Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-267	PP-IM-182
	PP-IM-295	PP-IM-203
	PP-IM-275	PP-IM-191

The agreement with Faxitron Bioptics (PP-IM-206) expired September 30, 2015.

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in PremierConnect®.

Update June 2020: Agreements in this category have been extended and will now expire December 31, 2024. Philips' agreement was not extended and expired December 31, 2021.

Updates: PenRad (PP-IM-311) and Volpara (PP-IM-324) have terminated their contracts effective September 30, 2018. KUB Technologies (PP-IM-307) has terminated their contract effective July 7, 2017.



Effective October 1, 2015 through December 31, 2024

Related Categories (Continued)

- [Magnetic Resonance Imaging \(MRI\)](#): Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- [Mobile C-arms](#): Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- [Molecular Imaging](#): Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements
- [Ultrasound](#): Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

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- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- [Diagnostic Imaging Purchasing Guide](#): An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

NOT FOR DISTRIBUTION



Effective October 1, 2015 through December 31, 2024

Products and Services Available

This category includes mobile c-arms, mini c-arms, service agreements and associated software.

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 of facilities with all suppliers.

Class of Trade

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

Other Key Value and Terms

- Pricing with Body Vision, Hologic, OrthoScan and Philips is firm for the term of the agreement.
- GE offers firm discounts for the term of agreement.
- Siemens offers firm pricing for systems; pricing for individual products may vary.
- Financial analysis reveals:
 - GE offers flat pricing compared to their expiring agreement.
 - Hologic new agreement offers 3% more favorable discount percentage than expiring agreement.
 - Siemens new agreement offers up to 5.7% savings compared to expiring agreement.
 - OrthoScan offers 15% discount off list pricing.
 - Philips offers up to 44% discount off list pricing.
- OrthoScan offers additional warranty and biomedical course tuition at no charge as value-adds; see Exhibit K for details.
- Available through distribution: Hologic, OrthoScan, Philips, Siemens
- Available direct: Body Vision, Hologic, GE/OEC, OrthoScan, Philips, Siemens

Supplier Contact Information

- Body Vision Medical Inc.: Aaron Von Harten, 330.241.2629, aaron.vonharten@bodyvisionmedical.com
- GE Healthcare: Stephen Raque, 502.475.0659, stephen.raque@med.ge.com
- Hologic Inc.: Andy Kaplan, 203.917.9668, andrew.kaplan@hologic.com
- OrthoScan Inc.: David Drago, 480.217.6312, david.drago@orthoscan.com
- Philips Healthcare, a division of Philips North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com

Note: Supplier contact information is current as of November 1, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
BodyVision	PP-IM-486	New
	PP-IM-268	PP-IM-181
HOLOGIC	PP-IM-296	PP-IM-202
ORTHOSCAN	PP-IM-310	New
PHILIPS	PP-IM-284	New
SIEMENS	PP-IM-276	PP-IM-190

OrthoScan is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Updates:

- Body Vision has been added to the category effective December 1, 2023.
- All agreements in this category have been extended and will now expire December 31, 2024.



Effective October 1, 2015 through December 31, 2024

Related Categories

- **Bone Densitometry:** Dual energy-absorptimeters (DXA or DEXA), ultrasonic bone densitometers and service agreements
- **Cardiovascular Imaging:** Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems
- **Computed Tomography (CT):** Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- **General Radiography:** Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- **Magnetic Resonance Imaging (MRI):** Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- **Mammography Products and Services:** Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- **Molecular Imaging:** Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements
- **Ultrasound:** Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

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- **[Value analysis toolkit:](#)** A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- **[Diagnostic Imaging Purchasing Guide:](#)** An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts

NOT FOR DISTRIBUTION



Effective June 1, 2022 through May 31, 2025

Products and Services Available

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

How to Operationalize this Agreement

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

Aggregation Opportunities

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

Class of Trade

The agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement.
- Financial analysis reveals, Shared Imaging's new agreement pricing has an overall 2% increase compared to its expiring agreement.
- Shared Imaging has key performance indicators (KPIs) as a value-add; see Exhibit J for details.
- Shared Imaging's agreement is available direct.

Supplier Contact Information

Shared Imaging LLC: Dave Stewart, 630.483.3980, dstewart@sharedimaging.com

Note: Supplier contact information is current as of March 1, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Computed Tomography: Capital equipment for computed tomography
- Contrast Media: Ionic/non-ionic, magnetic resonance and barium contrast agents
- Enterprise Image Management Solutions: Software, hardware, equipment and services used to integrate, transmit and manage electronic clinical images
- Magnetic Resonance Imaging: MRI equipment
- Molecular Imaging: Capital equipment for molecular imaging, including single-photon emission computerized tomography (SPECT) and PET scans
- PET Isotopes: PET isotopes, which are used in molecular imaging
- Radiopharmaceutical Products: Distributors and manufacturers of medical-grade isotopes and "cold kits" used for molecular imaging procedures
- Ultrasound: Ultrasound equipment

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Contracted Supplier		
Supplier	New Contract	Expiring Contract
 SHAREDIMAGING CHANGE SOLVED.	PP-SV-356	PP-SV-223

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective October 1, 2015 through December 31, 2024

Products and Services Available

This category includes capital equipment and service agreements for molecular imaging, including SPECT (gamma cameras), SPECT/CT, PET, PET/CT and PET/MRI.

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 of facilities with all suppliers.

Class of Trade

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

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Canon and Philips.
- GE discounts are firm for the term of the agreement.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- Financial analysis reveals:
 - Canon offers up to 37 percent discount off list pricing.
 - GE's new agreement offers up to 1 percent more favorable discount percentage than its expiring agreement.
 - Philips offers up to 48 percent discount off list pricing.
 - Siemens new agreement offers up to 17 percent more favorable discount percentage than expiring agreement.
- Canon offers a point of purchase (POP) incentive, service school training at no charge and Performance Pro Program as value-adds.
- Available through distribution: Canon, GE, Philips, Siemens
- Available direct: Canon, GE, Philips, Siemens

Supplier Contact Information

- Canon Medical Systems USA Inc.: Chris Federoff, 714.383.3395, cfederoff@us.medical.canon
- GE Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Philips Healthcare, a division of Philips North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com

Note: Supplier contact information is current as of September 29, 2022. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Related Categories

- Bone Densitometry: Dual energy-absorptiometers (DXA or DEXA), ultrasonic bone densitometers and service agreements
- Cardiovascular Imaging: Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems
- Computed Tomography (CT): Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-291*	New
	PP-IM-269*	PP-IM-187
	PP-IM-285*	New
	PP-IM-277*	PP-IM-195

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in PremierConnect®.

*Acurity Enhancement Available

Update June 2020: All agreements in this category have been extended and will now expire December 31, 2024.



Effective October 1, 2015 through December 31, 2024

Related Categories (Continued)

- Magnetic Resonance Imaging (MRI): Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- Mammography Products and Services: Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- Mobile C-arms: Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- Mobile Imaging Services: PET/CT mobile services
- PET Isotopes: PET isotopes, information management systems used to track and analyze dose orders (hardware, software, licenses, etc.), educational resources and consumables
- Radiation Dose Tracking: Solutions (software, hardware, interfaces, licenses, etc.) needed to capture the radiation exposure metrics/parameters and to document that information
- Radiopharmaceutical Manufacturers and Distributors: Preparing and delivering requested radiopharmaceutical unit dose orders from healthcare facilities
- Ultrasound: Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Diagnostic Imaging Purchasing Guide: An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.

NOT FOR DISTRIBUTION



MRI Ancillary Equipment and Coils



Effective February 1, 2024 through June 30, 2028

Products and Services Available

This category includes ancillary equipment specifically designed for use in magnetic resonance imaging (MRI) procedures, such as patient monitoring equipment, infusion pumps, ferrous detection devices, patient entertainment/communication systems, radio frequency (RF) surface coils, related software, positioning devices and patient transfer devices.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Magnacoustics, Metrasens and Philips.
- A PMDF/PA is not required with Nonin due to a single tier offering.
- A PMDF/PA is not available with IPR Medical or Kopp because tier structure is based on order size.
- A service agreement is available with IPR Medical, Kopp, Magnacoustics, Metrasens and Philips.

Aggregation Opportunities

- IPR Medical, Kopp, Magnacoustics and Metrasens allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.
- Aggregation is not applicable with Nonin due to a single tier offering.
- Philips allows aggregation for multi-facility systems; GPOs and established networks of facilities that do not control member spend can locally negotiate with Philips.

Class of Trade

Agreements with all suppliers are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with IPR Medical, Kopp, Magnacoustics and Metrasens.
- Nonin's pricing is firm for 36 months; then pricing may increase annually up to 3% in aggregate.
- Philips' pricing is firm for 12 months; pricing may increase annually up to 5% in aggregate.
- Financial analysis reveals:
 - Kopp's new agreement pricing has an overall 0.4% increase compared to its expiring agreement.
 - Philips' new agreement pricing has an overall 6.1% increase compared to its expiring agreement.
 - Metrasens is the low-cost supplier according to pricing scenarios.
- Kopp offers an early purchase order submission discount as a value-add; see Exhibit I for details.
- Kopp offers extended warranties; see Exhibit K for details.
- If unable to supply products:
 - Metrasens, Nonin and Philips will not offer payment for the difference in substitute product costs.
 - IPR Medical, Kopp and Magnacoustics will provide payment for the difference in substitute product costs within 30 days of document submission.
- IPR Medical, Kopp and Magnacoustics offer a 2% early payment discount.
- IPR Medical, Kopp and Metrasens include installation in the product price.
- Available through distribution: Nonin, Philips (patient monitoring consumables only)
- Available direct: IPR Medical, Kopp, Magnacoustics, Metrasens, Nonin, Philips

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
IPR	PP-IM-487	New
Kopp Development Inc.	PP-IM-481	PP-IM-429
magnacoustics	PP-IM-482	New
metrasens	PP-IM-483	New
NONIN	PP-IM-484	New
PHILIPS	PP-IM-485	PP-IM-426

Nonin is a small business enterprise (SBE).

The current agreement with Salus (PP-IM-428) expires January 31, 2024.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective February 1, 2024 through June 30, 2028

Supplier Contact Information

- Infusion Pump Repair Corp. dba IPR Medical: Eric Phan, 949.577.9229, eric@infusionpumprepair.com
- Kopp Development Inc.: Anna SRB, 772.225.6932, annasrb@koppdevelopment.com
- Magnacoustics Inc.: Barbara Pfisterer, 516.519.1524, barbara@magnacoustics.com
- Metrasens Inc.: Brandon Taylor, 646.995.8513, btaylor@metrasens.com
- Nonin Medical Inc.: Tom Cosler, 612.419.4925, tom.cosler@nonin.com
- Philips DS North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com

Note: Supplier contact information is current as of April 10, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Anesthesia Equipment, Accessories and Supplies: 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
- Contrast Media MR: Contrast agents used to improve the visibility of internal body structures in MRI
- Magnetic Resonance Imaging: MRI equipment and service agreements
- Physiological Monitoring Systems: Physiological monitors for all areas of patient care, including central stations, bedside monitors, an ambulatory telemetry system and vital sign monitors
- Ventilators: Intensive care, high frequency oscillatory, transport/portable, MRI conditional and mass casualty ventilators, associated accessories and proprietary circuits

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

NOT FOR DISSEMINATION



Refurbished Diagnostic Imaging Capital Equipment



Effective July 1, 2021 through June 30, 2027

Products and Services Available

This is a *new* Premier category. This category includes diagnostic imaging capital equipment that has been refurbished by companies that are not the original equipment manufacturer (OEM). Products include complete diagnostic imaging systems in one or more of the following modalities: Bone densitometry, computed tomography (CT), interventional x-ray, magnetic resonance imaging (MRI), mammography, mobile c-arms, nuclear medicine (SPECT, SPECT/CT; PET; PET/CT), radiography (fixed and portable), radiography fluoroscopy and ultrasound. Related installation, service and training are also included.

Imaging equipment refurbished by the OEM is also available on several OEM agreements awarded in the categories of Bone Densitometry, Cardiovascular Imaging, CT, General Radiography, MRI, Mammography, Mobile C-arms, Molecular Imaging and Ultrasound.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Avante and Block Imaging.
- A PMDF/PA is required at **all tiers** with MXR.

Aggregation Opportunities

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

Class of Trade

Agreements are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Discounts from list price are firm for the term on the agreement with all suppliers. Net contracted pricing is highly variable and dependent on a variety of factors, including availability, pre-refurbished condition, post-refurbished configuration and platform level.
- MXR offers an early payment discount of 2% if the order is paid in full within 10 days.
- MXR offers as value-adds, including one additional day of applications training at no cost with the purchase of three days of MRI, PET/CT or CT applications; and one additional day at no cost with the purchase of one day of ultrasound (US), nuclear imaging (NM), or C-arm applications.
- Available direct: Avante, Block Imaging, MXR

Supplier Contact Information

- Avante Health Corporation: Doug Katz, 732.682.4298, doug.katz@avantehs.com
- Block Imaging International Inc.: Ken Scharer, 517.999.7021, kevin.scharer@blockimaging.com
- MXR Imaging Inc.: David Chandre, 262.307.7149, david.chandre@mxrimaging.com

Note: Supplier contact information is current as of August 24, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-431	New
	PP-IM-432*	New
	PP-IM-433	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

*Acuity Enhancement Available

Updates:

- All agreements have been extended and will expire June 30, 2027.
- Agreement PP-IM-430 with Advanced Ultrasound Electronics Inc. dba Advanced Ultrasound Systems Inc. in the Refurbished Diagnostic Imaging Capital Equipment category has been terminated effective July 15, 2022.



Effective July 1, 2021 through June 30, 2027

Related Categories

- **Bone Densitometry:** Dual energy absorptiometers (DXA or DEXA) ultrasonic bone densitometers and service agreements
- **Cardiovascular Imaging:** 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
- **Computed Tomography (CT):** Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software (such as CAD) and service agreements
- **General Radiography:** Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- **Magnetic Resonance Imaging (MRI):** Magnetic resonance capital equipment, software (such as CAD), coils, and service agreements
- **Mammography Products and Services:** Analog and digital mammographic radiographic units, attached stereotactic biopsy systems, stand-alone biopsy systems, specimen radiography units, vacuum-assisted biopsy devices (guns), consumables, disposables and service agreements
- **Mobile C-arms:** Equipment and services for mobile fluoroscopic units, commonly named mobile c-arms due to their c-shaped articulating arm; it also includes the "O-ring" configurations, consumables/disposables and service agreements
- **Molecular Imaging:** Capital equipment used for molecular imaging including SPECT (gamma cameras), SPET/CT, PET and PET/CT service agreements
- **Refurbished Capital Equipment:** Non-imaging capital equipment that has been refurbished or remanufactured to be resold. This equipment consists of operating room (OR) tables, OR lights, surgical microscopes, sterilizers, etc.
- **Ultrasound:** Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- **Executive summary:** A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- **Value analysis toolkit:** A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analyses, market highlights and terms and conditions.

NOT FOR DISTRIBUTION



Tumor Localization Equipment and Related Accessories



Effective January 1, 2022 through December 31, 2024

Products and Services Available

This category includes devices (such as gamma probes and wire-free localization systems) used to locate cancerous tissue for surgical excision or biopsy using markers and/or radioactive materials typically placed under imaging guidance or in radiology settings.

How to Operationalize These Agreements

A PMDF/PA is required at **all tiers** with Hologic and Merit. A PMDF/PA is required with all members, even if locally negotiating.

Aggregation Opportunities

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

Class of Trade

- Hologic's agreement is available to acute care, non-acute healthcare and durable medical equipment suppliers.
- Merit's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Hologic's new agreement pricing is flat compared to its expiring agreement pricing.
 - Merit's new agreement for disposables offers an overall increase of 0.1% compared to Cianna Medical's expiring agreement.
 - Merit's new agreement for capital is flat compared to Cianna Medical's expiring agreement pricing.
 - Hologic is the low-cost supplier for wire-free localization according to pricing scenarios.
- Hologic offers an extended warranty as a value-add.
- Available direct: Hologic, Merit

Supplier Contact Information

- Hologic Inc.: Andrew Kaplan, 203.917.9668, andrew.kaplan@hologic.com
- Merit Medical Systems Inc.: Susan Harrington, 978.273.2847, susan.harrington@merit.com

Note: Supplier contact information is current as of April 20, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Brachytherapy Products: Brachytherapy seeds, needles, delivery systems, positioning systems, remote afterloading systems, electronic brachytherapy systems, applicators and accessories (i.e., Mick applicators, needle sets, implant tubes, quality assurance tools, marker sets, etc.) and original equipment manufacturer (OEM) service agreements
- Mammography Products and Services: 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
- Ultrasound: Ultrasound equipment, transducer disinfection systems and service agreements

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Contracted Suppliers		
Supplier	New Contract	Expiring Contract
HOLOGIC®	PP-IM-435	PP-IM-390
MERIT MEDICAL	PP-IM-437	PP-IM-389*

*Merit [acquired](#) Cianna Medical in 2018.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update June 2022: Dilon's agreement PP-IM-436 has been terminated effective June 27, 2022.



Effective October 1, 2015 through December 31, 2024

Products and Services Available

This category includes ultrasound equipment, transducer disinfection systems and service agreements.

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.

- A PMDF/PA is not required with Clarius due to a single tier offering.

Aggregation Opportunities

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

Class of Trade

Agreements with Canon, Clarius, GE, Mindray, Philips, Samsung, Siemens and SonoSite are available to acute care, non-acute healthcare and non-healthcare facilities.

Other Key Value and Terms

- Pricing is firm for the term with Clarius, Mindray, Philips, Samsung/NeuroLogica, SonoSite and Toshiba.
- GE offers firm discounts for the term of agreement.
- Siemens offers firm pricing for systems. Pricing for individual products may vary.
- GE's new agreement offers up to 4% more favorable discount percentage than expiring agreement.
- SonoSite's new agreement offers up to 6% more favorable discount percentage than expiring agreement.
- Toshiba's new agreement offers up to 4% more favorable discount percentage than expiring agreement.
- Available through distribution: Canon, GE, Mindray, Philips, Siemens, Toshiba
- Available direct: Canon, Clarius, GE, Mindray, Philips, Samsung/NeuroLogica, Siemens, SonoSite, Toshiba

Supplier Contact Information

- Canon Medical Systems USA Inc.: Chris Federoff, 714.383.3395, cfederoff@us.medical.canon
- Clarius Mobile Health Corp.: David Hamilton, 540.797.8702, david.hamilton@clarius.com
- GE Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Mindray North America: John Jones, 773.972.5526, j.jones@mindray.com
- Philips Healthcare, a division of Philips North America LLC fka Philips Healthcare, a division of Philips Electronics North America Corporation: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com
- Samsung/NeuroLogica Corp.: Jeff Quinlan, 215.805.1703, jquinlan@bostonimaging.com
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com
- SonoSite Inc.: Jeff Dycus, 331.431.3250, jeff.dycus@fujifilm.com

Note: Supplier contact information is current as of November 29, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
Canon	PP-IM-293	PP-IM-201
clarius	PP-IM-488	New
GE	PP-IM-271	PP-IM-188
mindray	PP-IM-309	PP-IM-210
PHILIPS	PP-IM-287	New
SAMSUNG	PP-IM-314	New
SIEMENS	PP-IM-279	PP-IM-196
SonoSite	PP-IM-317	PP-IM-209

In 2016, Toshiba [changed its name](#) to Canon Medical Systems.

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in the Supply Chain News community.

Updates:

- Clarius has been added to this category with a Breakthrough Technology agreement effective December 1, 2023.
- All agreements in this category have been extended and will now expire December 31, 2024.
- SonoCine (PP-IM-316) and SuperSonic Imagine (PP-IM-318) have terminated their contracts effective September 30, 2018.



Effective October 1, 2015 through December 31, 2024

Related Categories

- **Bone Densitometry:** Dual energy-absorptimeters (DXA or DEXA), ultrasonic bone densitometers and service agreements
- **Cardiovascular Imaging:** Angiographic and special-procedure R/F systems (designed for diagnostic vascular imaging and vascular interventional procedures), cardiac catheterization systems and electrophysiology lab systems
- **Computed Tomography (CT):** Capital equipment for computed tomography including scanners (gantry, computers, interfaces), software and service agreements
- **General Radiography:** Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- **Magnetic Resonance Imaging (MRI):** Magnetic resonance imaging capital equipment, software (such as CAD), coils and service agreement
- **Mammography Products and Services:** Analog and digital mammographic radiographic units, mammography reporting systems, breast density analysis tools, consumables, disposables and service agreements
- **Mobile C-arms:** Equipment and services for mobile fluoroscopic units (commonly named mobile c-arms due to their c-shaped articulating arm)
- **Molecular Imaging:** Capital equipment used for molecular imaging including single-photon emission computed tomography (SPECT), SPET/CT, positron emission tomography (PET) and PET/CT service agreements
- **Ultrasound:** Ultrasound products and service agreements for radiology, cardiology and hand-carried ultrasound systems

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- **Executive summary:** A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- **Value analysis toolkit:** A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- **Diagnostic Imaging Purchasing Guide:** An overview of contract award rationale and tips and resources available to optimize purchasing from Premier's contracts.
- **Supplier addition:** A PDF update document providing information about new suppliers added to the category.

NOT FOR DISSEMINATION



Effective January 1, 2024 through December 31, 2026

Products and Services Available

This category includes barium sulfate products (suspensions, powder, tablets, paste, etc.) used to enhance imaging in computed tomography (CT), general radiography for upper and lower gastrointestinal (GI) tract, accessories (tips and rings, enteroclysis kits, etc.).

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 (GPOs) and established networks of facilities with all suppliers.
- Individual facilities must independently commit to the market share requirement in Bracco's tier structure.

Class of Trade

- Bracco's agreement is available to acute care and non-acute healthcare facilities (including hospitals, imaging centers, surgery centers, physicians and ambulatory care facilities).
- Genus' agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Bracco's new agreement pricing has an overall 11.5% increase compared to its expiring agreement.
 - Genus is the low-cost supplier on crossed items with 19% of the spend.
- If unable to supply products:
 - Bracco will provide payment for the difference in substitute product costs.
 - Genus will provide payment for the difference in substitute product costs within 30 days of document submission.
- Available through distribution: Bracco, Genus

Supplier Contact Information

- Bracco Diagnostics Inc.: Christine Martin, 505.710.9521, christine.martin@diag.bracco.com
- Genus Medical Technologies LLC: Ed Powers, 314.899.2991, ed.powers@genusmedical.com

Note: Supplier contact information is current as of October 1, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Contrast Media Injectors and Disposables: Devices used to inject contrast media into the body
- Contrast Media MR: Contrast agents improve the visibility of internal body structures in magnetic resonance imaging (MRI)
- Contrast Media X-ray: Iodinated contrast media agents used to enhance body structures for general radiography, special procedures, interventional procedures, computerized tomography, cardiovascular procedures, mammography, etc.
- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiology units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-472	PP-IM-419
	PP-IM-473	New

Genus is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective January 1, 2024 through December 31, 2026

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- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- [Category education page](#): A supplemental digital resource page that contains detailed information about specific categories. Resources, such as best practices, key performance indicators, podcasts and videos, are included.
- [Contrast media conservation strategies](#): Supply chain and clinical contrast media conservation recommendations from Premier's subject matter experts.

NOT FOR DISTRIBUTION



Effective January 1, 2024 through December 31, 2026

Products and Services Available

This category includes contrast agents used to improve the visibility of internal body structures in magnetic resonance imaging (MRI). The most used compounds for contrast enhancement are gadolinium-based.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Bayer, Bracco and Guerbet.
- A PMDF/PA is required for Tiers 2 and 4 with GE.
- A PMDF/PA is not required with Fresenius Kabi due to a single tier offering.
- Members must declare Premier as their primary GPO in any local arrangement, local negotiation, member agreement and/or direct agreement with Fresenius Kabi.

Aggregation Opportunities






- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Bracco, GE and Guerbet.
 - Bracco aggregation applies to Tier 2 only.
 - Guerbet aggregation applies to Tier 3 only.
 - GPO facilities must independently commit to market share requirements with GE, Bracco and Guerbet.
 - Members and/or GPO aggregation groups may be able to aggregate market share upon execution of a custom PMDF or member agreement with GE.
- Aggregation is not applicable with Bayer or Fresenius Kabi.

Class of Trade

- Agreements with Bayer, Bracco and GE are available to acute and non-acute healthcare.
- Guerbet's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Fresenius Kabi's agreement is available to acute care and select non-acute healthcare facilities; see Exhibit B-2 for details.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Bracco and Guerbet.
- Bayer's Eovist pricing correlates to its wholesaler acquisition cost (WAC); Bayer's other pricing is firm for 12 months; then pricing may proportionately increase annually if the aggregate cost to supply products increases by 15% or more.
- Fresenius Kabi's pricing is firm for 12 months; then pricing may increase annually up to 3% in aggregate.
- GE's pricing is firm for 12 months; then pricing may increase up to 3% in aggregate. If the aggregate cost to supply products increases by 8% or more, agreement pricing may increase up to 8%.
- All suppliers will review their pricing if a new generic or an equivalent product enters the market.
- Financial analysis reveals:
 - Bayer's new agreement pricing offers an overall 0.6% savings compared to its expiring agreement. In 2025, Bayer's pricing offers an overall 2.1% savings compared to its expiring agreement.
 - Bracco's new agreement pricing has an overall 1.8% increase compared to its expiring agreement.
 - Fresenius Kabi's new agreement pricing offers an overall 6.4% savings compared to its expiring agreement.
 - GE's new agreement pricing is flat for Omniscan and offers up to 8.1% savings on Clariscan compared to its expiring agreement.
 - Guerbet's new agreement pricing offers an overall 10.8% savings compared to its expiring agreement.
 - Guerbet is the low-cost supplier on crossed linear ionic and macrocyclic non-ionic products at top tier with 62% of the spend. Fresenius Kabi is the low-cost supplier at access tier with 76% of the spend.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
 BAYER	PP-IM-465	PP-IM-412
 BRACCO	PP-IM-464	PP-IM-413
 FRESENIUS KABI	PP-IM-468	PPPH18APP01
 GE HealthCare	PP-IM-466	PP-IM-414
 Guerbet	PP-IM-467	PP-IM-415

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective January 1, 2024 through December 31, 2026

Other Key Value and Terms (Continued)

- Guerbet is the low-cost supplier on crossed macrocyclic ionic products at top tier with 80% of the spend. Fresenius Kabi is the low-cost supplier at access tier.
- Bracco offers a 3% rebate, injector placement program, consolidated distribution services, continuing education and reimbursement support as value-adds; see Exhibit I for details.
- GE offers economic tools, a reimbursement hotline and conversion support as value-adds; see Exhibit I for details.
- If unable to supply products:
 - Bayer, GE and Fresenius Kabi will not offer payment for the difference in substitute product costs.
 - Bracco will provide payment for the difference in substitute product costs within 60 days of document submission provided member executed a valid PMDF.
 - Guerbet will provide payment for the difference in substitute product costs within 30 days of document submission.
 - During a product allocation, backorder or shortage event, GE and Bracco agree to review minimum order fees.
 - Bracco, GE, and Fresenius Kabi include language regarding allocation processes.
- Bracco has a late payment penalty.
- Bracco charges a \$50 fee for orders less than \$500.
- GE states member must pay for freight and insurance for orders less than \$500.
- Guerbet offers grandfathering of current pricing.
- Available through distribution: Bayer, Bracco, Fresenius Kabi, GE, Guerbet
- Available direct: Bracco, GE, Guerbet

Supplier Contact Information

- Bayer HealthCare LLC: Jonathan Baker, 440.321.2615, jonathan.baker@bayer.com
- Bracco Diagnostics Inc.: Christine Martin, 505.710.9521, christine.martin@diag.bracco.com
- Fresenius Kabi LLC: Jerry Tagliente, 585.489.8862, jerry.tagliente@fresenius-kabi.com
- GE Healthcare Inc.: David Bajohr, 267.322.1929, david.bajohr@ge.com
- Guerbet LLC: Tom Christian, 484.885.5522, thomas.christian@guerbet.com

Note: Supplier contact information is current as of October 1, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Contrast Media Barium: Barium sulfate products used to enhance imaging in computed tomography (CT) and general radiology for the upper and lower gastrointestinal (GI) tract
- Contrast Media Injectors and Disposables: Devices used to inject contrast media into the body
- Contrast Media Ultrasound: Contrast media is used to enhance ultrasound imaging procedures
- Contrast Media X-ray: Agents used for enhancement of body structures in procedures using x-rays
- IV Fluids, Bag-based Drug Delivery and TPN Macronutrients: IV fluids, bag-based drug delivery systems, parenterals and TPN macronutrients
- Magnetic Resonance Imaging: MRI equipment and service agreements

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- Category education page: A supplemental digital resource page that contains detailed information about specific categories. Resources, such as best practices, key performance indicators, podcasts and videos, are included.
- Contrast media conservation strategies: Supply chain and clinical contrast media conservation recommendations from Premier's subject matter experts.



Effective January 1, 2024 through December 31, 2026

Products and Services Available

This category includes contrast media agents used to enhance ultrasound imaging.

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 (GPOs) and established networks of facilities with all suppliers.

- Bracco's agreement allows aggregation groups to receive automatic access to Tier 1 of Bracco's pricing. Individual facilities or IDNs must individually commit to the volume requirements in Tiers 2 to 4.

Class of Trade

All agreements are available to acute care and non-acute healthcare classes of trade.

Other Key Value and Terms

- Bracco's pricing is firm for the term of the agreement.
- GE's pricing is firm for 12 months; then pricing may increase up to 3% in aggregate.
- Lantheus' pricing is firm for 12 months; then pricing may increase annually by 2.5% or 50% of the percentage change in the Producer Price Index of Drugs and Pharmaceuticals, whichever is less.
- Should a new generic or an equivalent product enter the market, all suppliers will review their pricing.
- Financial analysis reveals:
 - Bracco's new agreement pricing is flat compared to its expiring agreement.
 - GE's new agreement pricing offers an overall 10.2% savings compared to its expiring agreement.
 - Lantheus' new agreement pricing has an overall 4.0% increase compared to its expiring agreement.
 - GE is the low-cost supplier on crossed items with 100% of the spend.
- Bracco offers consolidated distribution services (CDS), reimbursement services, a full line rebate and Lumason growth rebate as value-adds; see Exhibit I for details.
- Bracco has a late payment penalty.
- Bracco institutes a \$50 minimum order fee for any invoice less than \$500.
- Available through distribution: Bracco, GE
- Available direct: Bracco, GE, Lantheus

Supplier Contact Information

- Bracco Diagnostics Inc.: Christine Martin, 505.710.9521, christine.martin@diag.bracco.com
- GE Healthcare Inc.: David Bajohr, 267.322.1929, david.bajohr@ge.com
- Lantheus Medical Imaging Inc.: Shelli Jensen, 978.671.8279, shelli.jensen@lantheus.com

Note: Supplier contact information is current as of October 1, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Contrast Media Barium: Can be used in conjunction with x-ray contrast media in specific studies
- Contrast Media Injectors and Disposables: Devices used to inject contrast media into the body
- Contrast Media MR: Contrast agents used to improve the visibility of internal body structures in magnetic resonance imaging (MRI)

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
BRACCO	PP-IM-469	PP-IM-416
GE HealthCare	PP-IM-470	PP-IM-417
LANTHEUS	PP-IM-471	PP-IM-418

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective January 1, 2024 through December 31, 2026

Related Categories (Continued)

- Contrast Media X-ray: Iodinated contrast media agents that are classified by chemical structure as ionic or nonionic and are used for the enhancement of body structures for general radiography, special procedures, interventional procedures, computerized tomography (CT), cardiovascular procedures, mammography, etc.
- IV Site Management and Accessories: Kits and products used in the maintenance of IV insertion sites
- Safety Hypodermic Products: Products used to draw up and administer liquids or medications via intra-dermal, subcutaneous, intra-muscular or IVs and that have an attached safety device to prevent accidental sharps injuries
- Safety IV Catheters: IV start catheters equipped with a safety device to prevent accidental needlesticks
- Standard Hypodermic Products: Syringes (tuberculosis, insulin, flush, heparin, saline, oral, enteral)
- Ultrasound: Ultrasound equipment, transducer disinfection systems and service agreements

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- Category education page: A supplemental digital resource page that contains detailed information about specific categories. Resources, such as best practices, key performance indicators, podcasts and videos, are included.
- Contrast media conservation strategies: Supply chain and clinical contrast media conservation recommendations from Premier's subject matter experts.

NOT FOR DISTRIBUTION



Effective January 1, 2024 through December 31, 2026

Products and Services Available

This category includes iodinated contrast media agents that are classified by chemical structure as ionic or nonionic and are used to enhance body structures for general radiography, special procedures, interventional procedures, computerized tomography (CT), cardiovascular procedures, mammography, etc.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Bracco and GE.
- A PMDF/PA is not required with Bayer, Camber, Fresenius Kabi, Guerbet or Slate Run due to single tier offerings.
- A member agreement is required with Bayer.
- Members must declare Premier as their primary GPO in any local arrangement, local negotiation, member agreement and/or direct agreement with Fresenius Kabi.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Bracco, Camber, GE and Slate Run.
 - Bracco: GPO/aggregation groups receive automatic access at Tier 2. Individual facilities must commit to market share requirements at Tiers 3 to 5. Aggregation is allowed for the volume requirement in Tier 5.
 - GE: Members and/or GPO aggregation groups may be able to aggregate market share upon execution of a custom PMDF or member agreement.
- Aggregation is not applicable with Bayer, Fresenius Kabi or Guerbet due to single tier offerings.

Class of Trade

- Agreements with Camber, Guerbet and Slate Run are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Agreements with Bayer, Bracco and GE are available to acute and non-acute healthcare facilities.
- Fresenius Kabi's agreement is available to acute care and select non-acute healthcare facilities; see Exhibit B-2 for details.

Other Key Value and Terms

- Pricing with Camber, Guerbet and Slate Run is firm for the term of the agreement.
 - If Slate Run's manufacturing cost increases more than 20%, then pricing may proportionately increase annually.
- Pricing is firm for 12 months with Bayer, Bracco and Fresenius Kabi.
 - Bayer's pricing may proportionately increase annually if the aggregate cost to supply products increases by 15% or more.
 - Bracco's pricing may increase annually up to 7% in aggregate.
 - Fresenius Kabi's pricing may increase annually up to 3% in aggregate.
- GE's pricing is firm for 12 months on Exhibit A-3 and firm for another 12 months thereafter as captured on Exhibit A-3a; then pricing may proportionately increase once if the cost to supply products increases.
- All suppliers will review their pricing if a new generic or an equivalent product enters the market.
- Financial analysis reveals:
 - Bracco's new agreement pricing has an overall 20.5% increase compared to its expiring agreement.
 - Fresenius Kabi's new agreement pricing offers an overall 9.0% savings compared to its expiring agreement.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-460	New
	PP-IM-459	PP-IM-410
	PP-IM-495	New
	PP-IM-463	PPPH18APP01*
	PP-IM-461	PP-IM-411
	PP-IM-462	New
	PP-IM-489	New

* Iodixanol was previously found on Fresenius Kabi's Brand and Generic Pharmaceuticals agreement.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update 2024: Camber has been added to the agreement effective May 1, 2024.



Effective January 1, 2024 through December 31, 2026

Other Key Value and Terms (Continued)

- GE's new agreement pricing is flat at Tier 1 and has a 19.0% increase at Tier 2 on Omnipaque products and offers a 43.3% savings on Visipaque products compared to its expiring agreement.
- Bayer is the low-cost supplier on crossed items with 49% of the spend at access tier.
- Bracco is the low-cost supplier on crossed items with 27% of the spend at top tier.
- Camber's products are the generic equivalent to Bracco's Gastrografin and are 75.7% more favorable at access tier.
- Fresenius Kabi's products are the generic equivalent of GE's Visipaque products and are 3.7% more favorable at top tier.
- Slate Run's products are the generic equivalent of Bracco's Isovue M products and are 39.5% more favorable at top tier.
- Bracco offers an injector placement program, consolidated distribution services, a contrast efficiency program, continuing education and reimbursement support as value-adds; see Exhibit I for details.
- GE offers economic tools, a reimbursement hotline and conversion support as value-adds; see Exhibit I for details.
- If unable to supply products:
 - Bayer, GE and Fresenius Kabi will not offer payment for the difference in substitute product costs.
 - Bracco will provide payment for the difference in substitute product costs within 60 days of document submission provided member executed a valid PMDF.
 - Camber will provide payment for the difference in substitute product costs not to exceed Camber's wholesale acquisition cost (WAC) within 30 days of document submission.
 - Guerbet and Slate Run will provide payment for the difference in substitute product costs within 30 days of document submission.
 - During a product allocation, backorder or shortage event, GE and Bracco agree to review minimum order fees.
 - Bracco, Camber, GE and Fresenius Kabi include language regarding allocation processes.
- Bracco has a late payment penalty.
- Bracco charges a \$50 fee for orders less than \$500.
- GE states members must pay for freight and insurance for orders less than \$500.
- Slate Run has a 2% early payment discount.
- Available through distribution: Bayer, Camber, Fresenius Kabi, GE, Guerbet, Slate Run
- Available direct: Bracco, GE, Guerbet

Supplier Contact Information

- Bayer HealthCare LLC: Jonathan Baker, 440.321.2615, jonathan.baker@bayer.com
- Bracco Diagnostics Inc.: Christine Martin, 505.710.9521, christine.martin@diag.bracco.com
- Camber Pharmaceuticals Inc.: Scott Irwin, 908.616.6174, sirwin@camberpharma.com
- Fresenius Kabi LLC: Jerry Tagliente, 585.489.8862, jerry.tagliente@fresenius-kabi.com
- GE Healthcare Inc.: Dave Bajohr, 267.322.1929, david.bajohr@ge.com
- Guerbet LLC: Tom Christian, 484.885.5522, thomas.christian@guerbet.com
- Slate Run Pharmaceuticals: Colin Denbow, 614.745.0512, colin.denbow@slaterunpharma.com

Note: Supplier contact information is current as of April 10, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Cardiovascular Imaging: Special radiographic/fluoroscopic systems (and service agreements) designed to facilitate interventional radiography or cardiology procedures
- Computed Tomography (CT): Computed tomography systems and service agreements
- Contrast Media Barium: Can be used in conjunction with x-ray contrast media in specific studies
- Contrast Media Injectors and Disposables: Devices used to inject contrast media into the body
- Contrast Media MR: Contrast agents used to improve the visibility of internal body structures in magnetic resonance imaging (MRI)
- Contrast Media Ultrasound: Contrast media agents used to enhance ultrasound imaging



Effective January 1, 2024 through December 31, 2026

Related Categories (Continued)

- General Radiography: Digital and analog radiography and radiography/fluoroscopy systems, portable radiography units, urological (cysto) systems, digital detectors/digital upgrades, consumables and service agreements
- General Urological Products: Foley catheters, Foley catheter trays
- Interventional Radiology portfolio: Diagnostics and interventional radiology accessories, balloon catheters, catheters, drug-coated balloon catheters and guidewires
- IV Site Management and Accessories: Products used to start and maintain the integrity of an IV insertion site
- Mobile C-arms: Mobile c-arms, mini c-arms equipment and service agreements
- PICC and Midline Access Products: Peripherally-inserted central venous catheters (PICCs), midline catheters and supplies
- Safety Hypodermic Products: Products used to draw up and administer liquids or medications via intradermal, subcutaneous, intramuscular or IVs and that have an attached safety device to prevent accidental sharps injuries
- Safety IV Catheters: IV start catheters equipped with a safety device to prevent accidental needlesticks
- Standard Hypodermic Products: Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection

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- Category education page: A supplemental digital resource page that contains detailed information about specific categories. Resources, such as best practices, key performance indicators, podcasts and videos, are included.
- Contrast media conservation strategies: Supply chain and clinical contrast media conservation recommendations from Premier's subject matter experts.

NOT FOR DISTRIBUTION



Neurovascular Interventional Radiology (NIR) Products



Effective December 1, 2023 through November 30, 2026

Products and Services Available

This category includes products used to diagnose and treat cerebral vascular disease. Products include intracranial access devices, microcatheters, intracranial balloons, intracranial embolization products, flow diverters, stent retrievers/revascularization devices and thrombectomy devices.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Penumbra and phenox.
- A PMDF/PA is not required with Asahi and Scientia Vascular due to single tier offerings.

Aggregation Opportunities

- Penumbra and phenox allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.
- Aggregation is not applicable with Asahi and Scientia Vascular due to single tier offerings.

Class of Trade

Agreements are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - Asahi's new agreement pricing is flat compared to its expiring agreement.
 - Penumbra's new agreement pricing is flat compared to its expiring agreement.
 - Scientia Vascular's new agreement pricing is flat compared to its expiring agreement.
 - Penumbra is the low-cost supplier on crossed items.
- If unable to supply products:
 - Asahi will not offer payment for the difference in substitute product costs.
 - Penumbra will provide payment for the difference in substitute product costs.
 - Phenox and Scientia Vascular will provide payment for the difference in substitute product costs within 30 days of document submission.
- Penumbra offers a 2% early payment discount.
- Penumbra offers grandfathering of current pricing.
- Scientia Vascular only offers guidewires.
- Available direct: Asahi, Penumbra, phenox, Scientia Vascular

Supplier Contact Information

- Asahi Intecc USA Inc.: Bree Hagen, 503.864.7027, breeh@asahi-intecc-us.com
- Penumbra Inc.: Rita Bartolone, 480.886.3105, rbartolone@penumbrainc.com
- Phenox Inc.: Jason Roberts, 714.785.4490, jason.roberts@wallabyphenox.com
- Scientia Vascular Inc.: Kimberly Wright, 888.385.9016, kwright@scientiavasculard.com

Note: Supplier contact information is current as of January 3, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
ASAHI INTECC	PP-CA-635	PP-CA-623
Penumbra	PP-CA-636	PP-CA-466
phenox wallaby medical	PP-CA-666	New
SCIENTIA	PP-CA-634	PP-CA-622

Wallaby Medical [acquired](#) phenox in April 2022.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update January 2024: phenox has been added to the category effective January 15, 2024.



Neurovascular Interventional Radiology (NIR) Products



Effective December 1, 2023 through November 30, 2026

Related Categories

- Diagnostic and Interventional Radiology (DIR) Accessories: Drainage, infusion, dilation and inflation catheters, sealant systems and embolization products
- Interventional Oncology Products: Products used for direct ablation, peripheral embolization coils, cryoablation, microspheres, biliary drainage products and accessories used for interventional diagnosis and treatment for cancer-related problems, embolization in the peripheral vasculature and other related procedures
- Neurosurgical Ablation and Aspiration Products: Neurosurgical products used for ablation and aspiration of soft tissue, hard tissue and bone
- Neurosurgical Critical Care Products: Related accessories used for patients undergoing craniotomy and shunt placement
- Neurosurgical Dural Repair and Related Products: Products used to repair dura mater
- Neurosurgical Products: Products used for patients undergoing craniotomies and other neurosurgical procedures
- Peripheral and Biliary Carotid Stents and Embolic Protection: Small, expandable, metallic scaffolds implanted in the carotid artery
- Thrombectomy Products: Devices used to remove blood clots from veins and arteries

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.
- Clinical primer: A PDF basic clinical information document to educate those new to the category products and their functions.

NOT FOR DISTRIBUTION



Effective July 1, 2023 through June 30, 2026

Products and Services Available

This category includes high-energy positron emission tomography (PET) isotopes, information management systems used to track and analyze dose orders (hardware, software, licenses, etc.), educational resources, consumables and generators (e.g., Rubidium).

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Jubilant and SOFIE.
- A PMDF/PA is required at **all tiers** with Cardinal Health and PETNET.
- PETNET requires members to complete a customer onboarding form and have a current radioactive materials license.
- Telix requires a PMDF or an electronic price activation (PA) at **all tiers** with a list of PET scanning locations to ensure licensure to accept radioactive products. Members must also complete a utilization form and attach it within the price activation.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Cardinal Health, Jubilant, PETNET and SOFIE.
- Aggregation is locally negotiated with Telix.

Class of Trade

- Agreements with Cardinal Health, SOFIE and Telix are available to acute care and non-acute healthcare.
 - Telix is limiting access to PET scanning locations only.
- Agreements with Jubilant and PETNET are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for six months with Cardinal Health, Jubilant, PETNET and SOFIE.
 - Cardinal Health's pricing may increase annually up to 3.5% in aggregate.
 - Jubilant's pricing may increase annually up to 4% in aggregate.
 - PETNET's pricing may increase annually up to 3% in aggregate.
 - SOFIE's pricing may increase annually up to 5% in aggregate.
- Telix's pricing is firm for eight months; then pricing may increase annually up to 5% per line item.
- Financial analysis reveals:
 - Cardinal Health's new agreement pricing has an overall 1.8% increase compared to its expiring agreement.
 - Jubilant's new agreement pricing is flat compared to its expiring agreement.
 - PETNET's new agreement pricing has an overall 1.2% increase compared to its expiring agreement.
 - SOFIE's new agreement pricing is flat compared to its expiring agreement.
 - SOFIE is the low-cost supplier according to pricing scenarios.
 - Telix is the low-cost supplier of contracted diagnostic PSMA imaging agents.
- Cardinal Health offers a full line discount as a value-add; see Exhibit I for details.
- PETNET offers biograph dose insurance as a value-add; see Exhibit I for details.
- Telix offers member support resources and a rebate as value-adds; see Exhibit I and Exhibit K for details.
- Cardinal Health has a late payment penalty.
- Telix requires an annual commitment with shortfall penalty for members accessing Tier 3 rebate structure; see Exhibit L for details.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
CardinalHealth™	PP-IM-444	PP-IM-405
JUBILANT RADIOISOTOPES	PP-IM-445	PP-IM-406
PETNET Solutions	PP-IM-446	PP-IM-407
SOFIE From start to clinic	PP-IM-447	PP-IM-408
Telix	PP-IM-496	New

SOFIE is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update May 2024: Telix has been added to the category effective May 1, 2024.



Effective July 1, 2023 through June 30, 2026

Other Key Value and Terms (Continued)

- PETNET offers grandfathering of current pricing.
- Available through distribution: Telix
- Available direct: Cardinal Health, Jubilant, PETNET, SOFIE

Supplier Contact Information

- Cardinal Health 414 LLC: Mary Svadlenka, 941.405.2197, mary.svadlenka@cardinalhealth.com
- Jubilant DraxImage Inc.: John Little, 813.400.4999, john.little@jubl.com
- PETNET Solutions Inc.: Hemang Shah, 865.603.2595, hemang.shah@petnetsolutions.com
- SOFIE Co.: Daniel Mueller, 618.419.0974, daniel.mueller@sofie.com
- Telix Pharmaceuticals (US) Inc.: Joanne Sullivan, 919.623.4063, joanne.sullivan@telixpharma.com

Note: Supplier contact information is current as of May 1, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Mobile Imaging Services: Computed tomography (CT), magnetic resonance imaging (MRI) and positron emission tomography (PET) mobile services
- Molecular Imaging: Capital equipment for molecular imaging including single-photon emission computed tomography SPECT (gamma cameras), SPECT/CT, PET, PET/CT and service agreements
- Radiopharmaceutical Products – Distributors: Distributors of low-energy medical-grade isotopes and “cold kits” used for SPECT (aka nuclear medicine) procedures, for calibration of equipment and in some instances for therapeutic dose administration
- Radiopharmaceutical Products – Manufacturers: Manufacturers of low-energy medical-grade isotopes and “cold kits” used for SPECT (aka nuclear medicine) procedures, for calibration of equipment and in some instances for therapeutic dose administration

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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.



Radiopharmaceutical Products – Distributors



Effective July 1, 2023 through June 30, 2026

Products and Services Available

This category includes nuclear pharmacy services for preparation and delivery of radiopharmaceutical unit doses for single-photon emission computed tomography (SPECT) and SPECT/CT procedures. Services also include but are not limited to preparation and/or distribution of therapeutic doses, ancillary medications and supplies order management and consulting.

This category was previously sourced as Radiopharmaceutical Products. Radiopharmaceutical manufacturers are now found in a new category, Radiopharmaceutical Products – Manufacturers.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Jubilant and RLS.
- A PMDF/PA is required at **all tiers** with Cardinal Health.

Aggregation Opportunities

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

Class of Trade

- Cardinal Health's agreement is available to acute care and non-acute healthcare.
- Agreements with Jubilant and RLS are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing with Cardinal Health, Jubilant and RLS is firm for six months.
 - Cardinal Health's pricing may increase annually up to 3.5% in aggregate.
 - Jubilant's pricing may increase annually up to 4% in aggregate.
 - RLS' pricing may increase annually up to 4% in aggregate.
- Financial analysis reveals:
 - Cardinal Health's new agreement pricing has an overall 4.0% increase compared to its expiring agreement.
 - Jubilant's new agreement pricing has an overall 0.3% increase compared to its expiring agreement.
 - RLS is the low-cost supplier on crossed items with 93% of the spend.
- Cardinal Health has a late payment penalty.
- Available direct: Cardinal Health, Jubilant, RLS

Supplier Contact Information

- Cardinal Health 414 LLC: Mary Svadlenka, 941.405.2197, mary.svadlenka@cardinalhealth.com
- Jubilant DraxImage Inc.: John Little, 813.400.4999, john.little@jubl.com
- RLS USA Inc.: David Barnes, 786.255.5734, david.barnes@rls.bio

Note: Supplier contact information is current as of April 19, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Molecular Imaging: Capital equipment and service agreements for molecular imaging including SPECT (gamma cameras), SPECT/CT, PET/CT, PET/MRI
- PET Isotopes: Radionuclides used for positron emission tomography (PET) imaging and quality control (calibration)

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
CardinalHealth™	PP-IM-451	PP-IM-396
JUBILANT DRAXIMAGE	PP-IM-452	PP-IM-397
RLS	PP-IM-453	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective July 1, 2023 through June 30, 2026

Related Categories (Continued)

- Physics Consulting Services: Accreditation support, regulatory consulting, training for physician and clinical staff and imaging physics support
- Radiopharmaceutical Products – Manufacturers: Manufacturers of radioisotopes and radiopharmaceuticals including isotope generators (technetium, gallium), cold kits, calibration materials, ancillary medications used in molecular imaging procedures, and therapeutic radiopharmaceuticals
- USP Chapter <797> and <800> Cleanroom Planning and Design: Suppliers with the expertise and services needed to renovate existing space or build a new space that will meet all cleanroom requirements

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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.

NOT FOR DISTRIBUTION



Radiopharmaceutical Products – Manufacturers



Effective July 1, 2023 through June 30, 2026

Products and Services Available

This category includes manufacturers of radioisotopes and radiopharmaceuticals including but not limited to isotope generators (technetium, gallium), cold kits, calibration materials, ancillary medications used in molecular imaging procedures and therapeutic radiopharmaceuticals.

This category was previously sourced as Radiopharmaceutical Products. Radiopharmaceutical distributors are now found in a new category, Radiopharmaceutical Products – Distributors.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Curium and Lantheus.
- A PMDF/PA is required at **all tiers** with Bracco.
- A PMDF/PA is not required with Fosun or Fresenius Kabi due to single tier offerings.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Curium, Fosun and Lantheus.
- Aggregation is not contracted for with Bracco or Fresenius Kabi.

Class of Trade

- Bracco's agreement is available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.
- Agreements with Curium and Fosun are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.
- Fresenius Kabi's agreement is available to select healthcare classes of trade; see Exhibit B-2 for details.
- Lantheus' agreement is available to acute and non-acute healthcare classes of trade.

Other Key Value and Terms

- Pricing is firm for six months with Bracco, Curium, Fresenius Kabi and Lantheus.
 - Bracco's pricing may increase annually up to 4% in aggregate.
 - Curium's pricing may increase annually up to 8% per line item.
 - Fresenius Kabi's pricing may increase annually up to 3% in aggregate.
 - Lantheus' pricing may increase annually up to 4%.
- Pricing is firm for the term of the agreement with Fosun.
- Financial analysis reveals:
 - Curium's new agreement pricing is flat compared to its expiring agreement.
 - Lantheus' new agreement pricing is flat compared to its expiring agreement.
 - Fresenius Kabi is the low-cost supplier with 100% of crossed spend.
- Bracco has a \$50 fee for orders less than \$500.
- Available through distribution: Bracco, Fosun, Fresenius Kabi
- Available direct: Bracco, Curium, Lantheus

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
BRACCO	PP-IM-450	New
CURIUM™	PP-IM-449	PP-IM-399
FOSUN PHARMA	PP-IM-493	PPPH21FOS01
FRESENIUS KABI	PP-IM-494	PPPH18APP01
LANTHEUS™	PP-IM-448	PP-IM-398

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update 2024: Fosun (PP-IM-493) and Fresenius Kabi (PP-IM-494) have been added to the category effective April 1, 2024.



Effective July 1, 2023 through June 30, 2026

Supplier Contact Information

- Bracco Diagnostics: Kim Giordano, 800.447.6883, kim.giordano@diag.bracco.com
- Curium U.S. LLC: Andy Farrow, 314.384.6453, andrew.farrow@curiumpharma.com
- Fosun Pharma USA Inc.: Christine Devlin, 732.580.8886, christine.delvin@fosunpharmausa.com
- Fresenius Kabi USA LLC: Jerry Tagliente, 585.489.8862, jerry.tagliente@fresenius-kabi.com
- Lantheus Medical Imaging Inc.: Shelli Jensen, 978.671.8279, shelli.jensen@lantheus.com

Note: Supplier contact information is current as of April 1, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Molecular Imaging: Capital equipment and service agreements for molecular imaging including SPECT (gamma cameras), SPECT/CT, PET/CT and PET/MRI
- PET Isotopes: Radionuclides used for positron emission tomography (PET) imaging and quality control (calibration)
- Physics Consulting Services: Accreditation support, regulatory consulting, training for physician and clinical staff and imaging physics support
- Radiopharmaceutical Products – Distributors: Preparation and delivery of radiopharmaceutical unit doses for SPECT and SPECT/CT procedures.
- USP Chapter <797> and <800> Cleanroom Planning and Design: Suppliers with the expertise and services needed to renovate existing space or build a new space that will meet all cleanroom requirements

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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.

NOT FOR DISTRIBUTION



Specialty Distribution – Radiology/ Radiation Oncology



Effective July 1, 2020 through October 31, 2027

Products and Services Available

This category includes distributors that provide products and services for radiology and radiation oncology providers for many classes of trade including but not limited to acute, non-acute, surgery centers, imaging centers, long term care and non-healthcare. Products include lead aprons and other radiation protection products, minor equipment, imaging and radiation oncology supplies, consumables, film, etc.

How to Operationalize this Agreement

Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required at **all tiers**.

Aggregation Opportunities

MXR Imaging allows aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.

Class of Trade

MXR Imaging's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Other Key Value and Terms

- Mark-ups and discounts are firm for the term of the agreement.
- MXR Imaging offers a 2% early payment discount.
- Available direct: MXR Imaging

Supplier Contact Information

MXR Imaging Inc.: David Chandre, 262.307.7149, david.chandre@mxrimaging.com

Note: Supplier contact information is current as of July 1, 2020. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- [Contrast Media portfolio](#): Barium, x-ray, magnetic resonance (MR) and ultrasound contrast media agents and injectors and disposables
- [Radiopharmaceutical Products portfolio](#): Radiopharmaceutical manufacturers and distributors

Full Launch Content and Additional Resources Available in Supply Chain Advisor

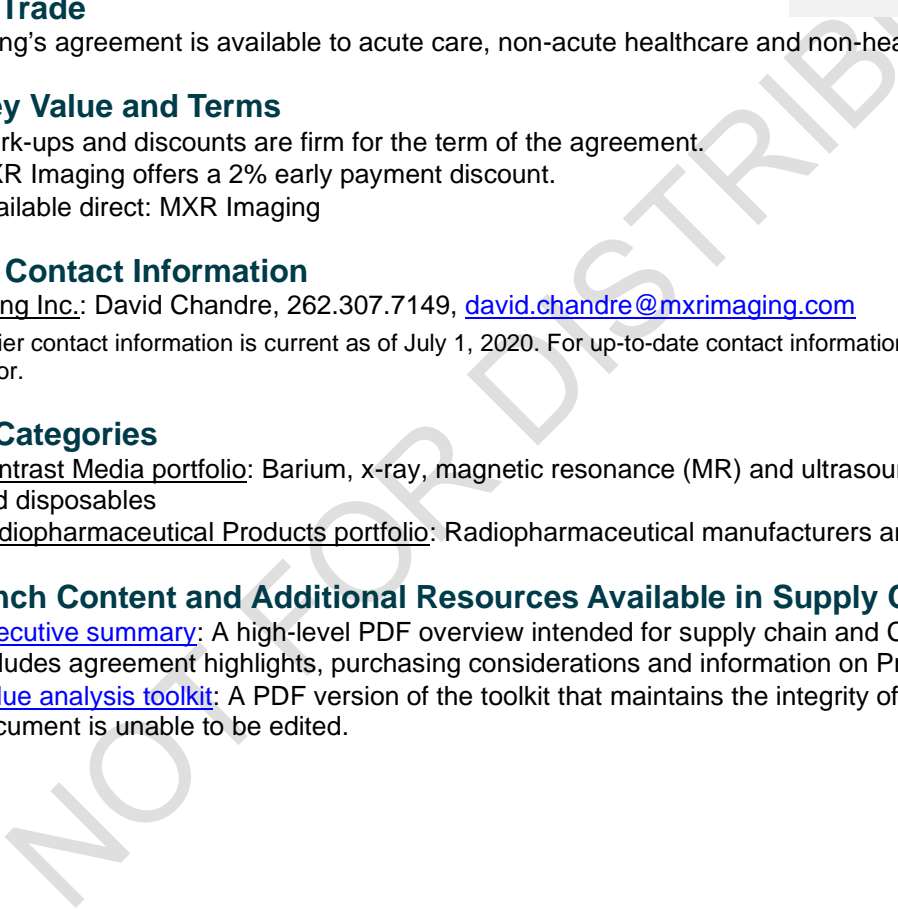
- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

Contracted Supplier		
Supplier	New Contract	Expiring Contract
	PP-IM-409	New

MXR Imaging is formerly known as Merry X-Ray.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update 2023: MXR Imaging's agreement (PP-IM-409) has been extended and expires October 31, 2027.





Specialty High-Level Ultrasound Probe Disinfection Equipment



Effective May 1, 2023 through February 28, 2026

Products and Services Available

This is a *new* Premier category. This category includes systems for high-level disinfection of ultrasound probes, proprietary consumables, accessories, service and training.

How to Operationalize This Agreement

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

- To price activate Tiers 2, 3, or 4: a purchase order for at least one unit of 610-1338-ULTRA or 610-1339-ULTRA (ASTRA Capital Units) is required

Aggregation Opportunities

Aggregation is allowed for multi-facility systems (IDNs) with CIVCO.

Class of Trade

CIVCO's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm the term of the agreement; if after 12 months to the agreement there is an extraordinary price increase for raw materials beyond control of the seller, then pricing may increase up to 3% per line item no more than once per every 12 months thereafter.
- CIVCO's new agreement offers up to an average of 17% savings off list price.
- CIVCO offers a 2% early payment discount.
- Available through distribution: CIVCO
- Available direct: CIVCO

Supplier Contact Information

CIVCO Medical Solutions: Brian Dufur, 513.253.6707, brian.dufur@civco.com

Note: Supplier contact information is current as of April 1, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

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
- Instrument Cleaners and Enzymatics:** Detergents, enzymatics, rinses and lubricants for manual or mechanical cleaning
- Intermediate Level Disinfectant Wipes:** Disinfectant wipes are used to disinfect patient care areas and equipment in between patient use
- Low Temperature Sterilization Products:** Low temperature gas sterilizers that achieve sterilization by a process where gas, usually hydrogen peroxide or peracetic acid, is mixed with radio-frequency or microwave energy
- Steam Sterilizers:** Products used as a final step in reprocessing reusable medical instruments in preparation for use on the next patient or to sterilize nonsterile products before use
- Sterile Reprocessing:** Third-party reprocessors that collect used, open and unused single-use surgical devices from an acute care facility – these items are cleaned, tested/inspected, tracked per number of reprocessing cycles, repackaged and sterilized
- Ultrasound:** Ultrasound equipment, transducer disinfection systems and service agreements
- 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 the instrument or device surfaces allowing for the growth of microorganisms

Contracted Supplier		
Supplier	New Contract	Expiring Contract
	PP-IM-455	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Specialty High-Level Ultrasound Probe Disinfection Equipment



Effective May 1, 2023 through February 28, 2026

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION



Effective September 1, 2019 through August 31, 2024

Products and Services Available

This is a *new* Premier category. This category includes the software, hardware, equipment and services used to perform radiation therapy treatments. It includes complete solutions that provide, at a minimum external beam radiation therapy (EBRT) systems, (i.e. linear accelerators) and associated hardware and services, including post-warranty service agreements ordered at the equipment point-of-sale. Supplemental products and services, such as patient positioning, immobilization devices and motion management solutions, oncology informatics solutions and consulting services, may also be included.

This category does not include radiation treatment planning systems or brachytherapy products.

How to Operationalize this 60-Month Agreement

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

Aggregation Opportunities

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

Class of Trade

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

Other Key Value and Terms

- Elekta's pricing is firm for the term of the agreement with.
- Available direct: Elekta

Supplier Contact Information

Elekta Inc.: J.D. Rake, 404.317.6951, jd.rake@elekta.com

Note: Supplier contact information is current as of April 19, 2024. For up-to-date contact information, see Supply Chain Advisor.

Related Categories

- **Brachytherapy Products:** Brachytherapy seeds, needles, accessory equipment (Mick applicators), delivery systems, applicators and accessories (needle sets, implant tubes, market sets, etc.) and service agreements.
- **Computed Tomography:** Capital equipment for computed tomography (CT) including scanners (gantry, computers and interfaces), software and service agreements
- **Molecular Imaging:** Capital equipment for molecular imaging SPECT (gamma cameras), SPECT/CT, PET, PET/CT, PET/MRI as well as service agreements
- **Magnetic Resonance Imaging (MRI):** MRI equipment and service agreements
- **Physics Consulting Services:** Support products and services, but is not limited to accreditation support, regulatory consulting, training for physician and clinical staff and imaging physics support (surveys, educational services, Radiation Safety Committee participation and professional consultation)
- **Radiation Monitoring:** Devices (personal dosimeters) used to capture the equivalent dose for individuals exposed to ionizing radiation such as occupational personnel, patients and emergency response teams; monitoring devices used for area/environmental surveys, readers, accessory items and dosimetry reading and support service agreements
- **Radiation Treatment Planning Systems:** Radiotherapy planning workstations, planning software, interfaces and service

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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.

Contracted Supplier		
Supplier	New Contract	Expiring Contract
Elekta	PP-IM-400	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Radiation Oncology Patient Positioning and Immobilization Devices



Effective February 1, 2024 through June 30, 2027

Products and Services Available

This is a *new* Premier category. This category includes internal/external fixation devices and fiducial markers for imaging and radiation oncology procedures.

How to Operationalize These Agreements

- Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required at Tier 2 or higher with Bionix and Carbon Medical.
- PA required at **all tiers** with Boston Scientific.

Aggregation Opportunities

- Bionix and Carbon Medical allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.
- Boston Scientific allows aggregation for multi-facility systems with the ability to coordinate and influence purchasing decisions for such facilities and/or has an established network of owned, leased or managed facilities in order to meet the volume requirements.

Class of Trade

- Agreements with Bionix and Carbon Medical are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Boston Scientific's agreement is available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.




Other Key Value and Terms

- Pricing is firm for the term of the agreement with Bionix and Carbon Medical.
- Boston Scientific's pricing is firm for 12 months; then pricing may increase by 3% or the adjusted 12-months percentage change in the Producer Price Index (PPI), whichever is less.
- A financial analysis reveals:
 - Bionix's new agreement offers up to 56% off list price.
 - Boston Scientific's new agreement offers up to 27% off list price.
 - Carbon Medical's new agreement offers up to 12% off list price.
 - A supplier comparison is not available due to the unique offerings from each supplier.
- If unable to supply products:
 - Boston Scientific will not offer payment for the difference in substitute product costs.
 - Bionix and Carbon Medical will provide payment for the of the difference in substitute product costs within 30 days of document submission.
- Bionix offers patient/immobilization devices and skin tattoos.
- Boston Scientific offers internal spacers.
- Carbon Medical offers fiducial markers.
- Available direct: Bionix, Boston Scientific, Carbon Medical

Supplier Contact Information

- Bionix LLC: Brent Wiseman, 704.773.3774, bwiseman@bionix.com
- Boston Scientific Corporation: Kevin Parr, 704.942.0460, kevin.parr@bsci.com
- Carbon Medical Technologies Inc.: Stephanie Kent, 651.653.8512, skent@carbonmed.com

Note: Supplier contact information is current as of January 1, 2024. For up-to-date contact information, see Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-490	New
	PP-IM-491	New
	PP-IM-492	New

Carbon Medical is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Radiation Oncology Patient Positioning and Immobilization Devices



Effective February 1, 2024 through June 30, 2027

Related Categories

- [Imaging Tables](#): Patient tables and accessories used primarily for radiology-based imaging studies
- [Full Line Radiation Oncology](#): Software, hardware, equipment and services used to perform radiation therapy treatments
- [Mammography Products and Services](#): Analog and digital mammographic radiographic units, attached stereotactic biopsy systems, stand-alone biopsy systems, specimen radiography units, biopsy devices (guns), consumables and service agreements
- [MRI Ancillary Equipment and Coils](#): Ancillary equipment specifically designed for use in magnetic resonance imaging (MRI) procedures, such as patient monitoring equipment, infusion pumps, ferrous detection devices, patient entertainment/communication systems, radio frequency (RF) surface coils, related software, positioning devices and patient transfer devices
- [Tumor Localization Equipment and Related Accessories](#): Devices (such as gamma probes and wire-free localization systems) used to locate cancerous tissue for surgical excision or biopsy using markers and/or radioactive materials typically placed under imaging guidance or in radiology settings

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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

NOT FOR DISTRIBUTION



Effective March 1, 2022 through February 28, 2025

Products and Services Available

This category includes radiotherapy planning computer workstations, planning software modules, interfaces and service agreements.

Note: Elekta radiation treatment planning solutions are available through Premier contract, PP-IM-400.

How to Operationalize this Agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required due to a single tier offering.
- Service agreements are available.
- Member must sign Medical Device Installation Record Form as part of the product acceptance; see Exhibit K for details.

Contracted Supplier		
Supplier	New Contract	Expiring Contract
PHILIPS	PP-IM-438	PP-IM-391

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Aggregation Opportunities

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

Class of Trade

Agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement.
- Financial analysis reveals that Philips' new agreement pricing offers an overall 2% savings compared to its expiring agreement.
- Available direct: Philips

Supplier Contact Information

Philips Healthcare, a division of Philips North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com

Note: Supplier contact information is current as of December 1, 2021. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Computed Tomography: Capital equipment, software and service agreements for computed tomography including scanners (gantry, computers, interfaces)
- Full Line Radiation Oncology: Linear accelerators and associated products
- Molecular Imaging: Capital equipment, software and service agreements for molecular imaging including SPECT (gamma cameras), SPECT/CT, PET, PET/CT, PET/MRI
- Magnetic Resonance Imaging: MRI equipment and service agreements

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- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.



Effective September 1, 2022 through August 31, 2025

Products and Services Available

This category includes physics support services, including accreditation support, regulatory consulting, physician/clinical staff training and imaging and therapy physics support (surveys, educational services, radiation safety committee participation and professional consultation).

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Landauer.
- A PMDF/PA is not required with Atom Physics due to a single tier offering.
- A member agreement is required with Atom Physics.
- A business associate agreement may be required with Landauer.

Aggregation Opportunities

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

Class of Trade

Agreements are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Atom Physics' pricing is firm for the term of the agreement.
- Landauer's pricing is firm for 12 months; then pricing may increase annually up to 3% in aggregate.
- Financial analysis reveals Landauer's new agreement pricing has an overall 3.3% increase in diagnostics services and an overall 2.3% increase in therapy services compared to its expiring agreement.
- Atom Physics has a minimum order requirement of at least a one-week contract.
- Available direct: Atom Physics, Landauer

Supplier Contact Information

- Atom Physics Staffing LLC: Pam Arway, 303.748.5499, info@atomphysics.com
- Global Physics Solutions Inc. d/b/a Landauer Medical Physics: Mark Levandoski, 708.755.7000, mlevandoski@landauermp.com

Note: Supplier contact information is current as of May 16, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Category

Radiation Monitoring: Dosimetry services using devices (personal dosimeters) to capture the doses for individuals exposed to ionizing radiation; monitoring devices used for area/environmental surveys; readers, accessory items and service support agreements

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IM-458	New
LANDAUER®	PP-IM-439	PP-IM-395

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update May 2023: Atom Physics has been added to the agreement effective June 1, 2023.



Effective January 1, 2023 through August 31, 2025

Products and Services Available

This category includes devices (personnel dosimeters) used to capture the equivalent doses for individuals exposed to ionizing radiation, monitoring devices used for area/environmental surveys, readers, accessories and dosimetry reading and service support agreements.

How to Operationalize This Agreement

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

Aggregation Opportunities

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

Class of Trade

Landauer's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the first 12 months; thereafter an annual increase of 3% is possible.
- Financial analysis reveals Landauer's new agreement pricing has an overall 2.4% increase compared to its expiring agreement.
- Landauer's agreement is available direct.

Supplier Contact Information

Landauer Inc.: Mark Levandoski, 708.921.1734, mlevandoski@landauermp.com

Note: Supplier contact information is current as of December 18, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Category

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)

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

Contracted Supplier		
Supplier	New Contract	Expiring Contract
LANDAUER®	PP-IM-442	PP-IM-401

The current agreement with Radiation Detection Company (PP-IM-402) expires December 31, 2022.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.





Effective January 1, 2022 through December 31, 2029

Products and Services Available

This category includes medical and surgical distribution for affiliate physician practices or oncology centers that provide patient care and services in an office or office building.

How to Operationalize this Agreement

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required with McKesson.
- Members must submit a Primary Designation Form to McKesson.

Aggregation Opportunities

Aggregation is not applicable due to single tier offering.

Class of Trade

Agreement is available to physicians and oncology centers who are listed as an affiliate on the membership roster; see Exhibit K for details. Members who previously were grandfathered from PS-AS-001 who are not affiliate physician offices or oncology centers must now purchase through the Medical and Surgical Products Distribution agreement PP-DS-093.

Other Key Value and Terms

- Pricing is locally negotiated.
- Due to the customizable nature of this category, a financial analysis is not available.
- McKesson offers guaranteed savings to new McKesson customers as a value-add; see Exhibit I for details.
- McKesson requires the purchase of two stock items per month per distribution center. Purchase requirement may be met by combining member purchase orders (e.g., if one member purchases one unit of measure [UOM] per month and another member purchases one UOM per month, the minimum purchase requirement has been met).
- Primary care orders less than \$100 may incur a \$7 handling fee; see Exhibit J for details.

Supplier Contact Information

McKesson Medical-Surgical Inc., McKesson Medical-Surgical Minnesota Supply Inc. and McKesson Medical-Surgical Government Solutions LLC: Chad Brausen, 858.380.5913, chad.brausen@mckesson.com

Note: Supplier contact information is current as of April 9, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Medical and Surgical Products Distribution: Distributors of medical and surgical products, IV therapy items, janitorial and sanitation materials, suture and endomechanical products and private label goods
- Paper and Janitorial Supply Distribution: Distributors who provide janitorial and sanitary supply products and services
- Pharmacy Distribution: Distributors of pharmaceuticals who serve the United States and Puerto Rico
- Specialty Distribution – Laboratory and/or Research Products: Distributors of laboratory equipment and products, such as reagents, blood collection products and rapid kits
- Specialty Distribution – Radiology/Radiation Oncology: Distributors of lead aprons and other radiation protection products, minor equipment, imaging and radiation oncology supplies, consumables, film and other products
- Specialty Distribution – Respiratory Therapy and Anesthesia Products: Distributors of respiratory therapy and anesthesia capital equipment and disposables

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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Contracted Supplier		
Supplier	New Contract	Expiring Contract
McKESSON	PP-DS-096	PP-DS-087

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update 2024: McKesson's agreement has been extended and now expires December 31, 2029.



Procedure Trays and Needles



Effective February 1, 2022 through January 31, 2025

Products and Services Available

This category includes lumbar puncture trays, thoracentesis, paracentesis, pneumothorax, soft tissue biopsy, myelogram and arthrogram trays, procedure needles, breast biopsy needles (not vacuum-assisted and tethered devices) and specialty needles used for removal of a sample of tissue for diagnostic purposes.

The category was formerly known as Bedside Procedure Trays and Needles.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Bard and BD.
- PMDF/PA is not required with Busse due to a single tier offering.

Aggregation Opportunities

- Bard and BD allow aggregation for multi-facility systems, GPOs and established networks with both suppliers. Network facilities must independently commit to the market share required by the tier.
- Aggregation is not applicable with Busse due to a single tier offering.

Class of Trade

- Agreements with Bard and BD are available to select classes of trade; see Exhibit B-2 for details.
- Busse's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals that BD/Bard's new agreement pricing offers an overall 1.5% savings compared to its expiring agreement.
- Bard and BD offer a volume rebate as a value-add.
- Bard and BD have late payment penalties.
- Direct: BD, Bard
- Distribution: BD, Busse

Supplier Contact Information

- Bard Peripheral Vascular Inc: David Smith, 270.776.4430, david.smith@bd.com
- Becton, Dickinson and Company (BD): David Smith, 270.776.4430, david.smith@bd.com
- Busse Hospital Disposables: Zach Querci, 800.645.6526, zquerci@busseinc.com

Note: Supplier contact information is current as of May 24, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Contrast Media Injectors and Disposables: Automatic power injectors used to administer contrast media
- Custom Procedure Trays: Specifically designed packs of disposable items needed for specific surgical procedures
- Diagnostic and Interventional Radiology: Angioplasty balloons, guidewires, diagnostic catheters, guide catheters, sheaths/introducers, atherectomy devices, infusion catheters, drainage catheters and embolization products

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
 <small>has joined BD</small>	PP-NS-1573	PP-NS-1215
	PP-NS-1764	PP-NS-1214
	ES-NS-1868	New

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

BD [acquired](#) C.R. Bard in December 2017.

- In February 2022, BD's agreement was assigned to Bard.
- Effective Jan. 1, 2023, BD's agreement was split back into its own agreement.

Update May 2023: Busse has been added to the category effective July 1, 2023.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective February 1, 2022 through January 31, 2025

Related Categories (Continued)

- Regional Anesthesia Trays and Supplies: Supplies needed for the application of regional anesthesia through epidurals and spinal injections and the induction of pain management
- Safety Hypodermic Products: Products used to draw up and administer liquids or medications that have an attached safety device to prevent accidental sharps injuries
- Safety Phlebotomy: U.S. Food and Drug Administration (FDA) approved safety engineered devices used for the collection of blood specimens
- Standard Hypodermic Products: Syringes, needles, tuberculosis (TB) syringes, insulin syringes, flush syringes, heparin flush, saline flush, oral syringes and enteral syringes
- 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

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION



Effective June 1, 2023 through May 31, 2026

Products and Services Available

This category includes equipment used as a noninvasive method of assessing bladder volume and other bladder conditions to determine the amount of urine retention or post-void residual urine. Equipment is often utilized in the acute care, rehabilitation, and long-term care environments.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 with BFLY and Verathon.
- A PMDF/PA is not required with Signostics due to a single tier offering.

Aggregation Opportunities

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

Class of Trade

- Agreements with BFLY and Signostics are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Verathon's agreement is available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with BFLY and Signostics.
- Pricing is firm for 12 months with Verathon; then prices can increase annually up to 3%
- Financial analysis reveals:
 - Signostic's new agreement pricing is flat compared to its expiring agreement.
 - Verathon's new agreement pricing has an overall 2.2% increase compared to its expiring agreement.
 - BFLY is the low-cost supplier on crossed items with 54.9% of the spend
- Signostics offers a trade-in credit as a value-add; see Exhibit I for details.
- If unable to supply products:
 - BFLY and Verathon will provide payment for up to 20% of the difference in substitute product costs within 30 days of document submission.
 - Signostics will provide payment for the difference in substitute product costs within 30 days of document submission.
- BFLY offers a 2% early payment discount.
- Available direct: BFLY, Signostics, Verathon

Supplier Contact Information

- BFLY Operations Inc.: Peter Saul, 404.783.9493, psaul@butterflynetinc.com
- Signostics Inc.: Simon Kim, 425.402.4147, simon.kim@echonous.com
- Verathon Inc.: Brett Baird, 843.226.1390, brett.baird@verathon.com

Note: Supplier contact information is current as of November 14, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- 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 care agencies
- Ultrasound: Ultrasound equipment, transducer disinfection systems and service agreements

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
Butterfly	PP-NS-1782	New
signostics	PP-NS-1781	PP-NS-1357
verathon	PP-NS-1780	PP-NS-1356

Current agreements with Medline (PP-NS-1354) and Laborie (PP-NS-1355) expire May 31, 2023.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective June 1, 2023 through May 31, 2026

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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

NOT FOR DISTRIBUTION



Blood Pressure Cuffs and Accessories



Effective June 1, 2018 through May 31, 2027

Products and Services Available

This category includes sphygmomanometer (blood pressure) devices, cuffs and replacement accessories.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with GE and Kerma Medical.
- A PMDF/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 (GPOs) and established networks of facilities with GE and Kerma Medical.
- Aggregation is not applicable with Welch Allyn due to a single tier offering.

Class of Trade

- GE's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.
- Kerma Medical's agreement is available to acute care, non-acute healthcare, non-healthcare facilities, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Welch Allyn's agreement is available to select acute care and non-acute healthcare facilities; see Exhibit B-2 for details.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - GE's new agreement pricing offers an overall 6.4% savings compared to its expiring agreement pricing.
 - Kerma Medical's Tier 1 offers 20% savings compared to list price.
 - Welch Allyn's new agreement pricing offers an overall 9.3% savings compared to its expiring agreement pricing.
 - Welch Allyn is the overall low cost-supplier.
- Welch Allyn offers conversion implementation, clinical in-servicing and pre-conversion notification services as value-adds; see Exhibit J for details.
- Kerma Medical offers an early payment discount.
- Available through distribution: GE, Kerma Medical, Welch Allyn
- Available direct: GE

Supplier Contact Information

- General Electric Company by and through its GE Healthcare division: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Kerma Medical Products Inc.: Andrea Reubel-Walker, 253.475.4616, areubel@kermamedical.com
- Welch Allyn Inc.: Rick Holmes, 269.626.6055, rick.holmes@hillrom.com

Note: Supplier contact information is current as of May 1, 2023. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers

Supplier	New Contract	Expiring Contract
GE Healthcare	PP-MM-632	PP-MM-302
KERMA medical products	ES-NS-1797	New
WelchAllyn®	PP-MM-631	PP-MM-303

Kerma Medical is a minority-owned business enterprise (MBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Updates:

- All agreements in this category have been extended and now expire on May 31, 2027.
- Kerma Medical has been added to the category effective June 1, 2023.



Effective June 1, 2018 through May 31, 2027

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 Equipment: Catheter lab hemodynamic monitoring systems and electrophysiology monitoring systems
- Non-Invasive Cardiology Equipment: Electrocardiography (ECG) machines and carts, ECG management systems, Holter monitoring and stress testing products
- Pulse Oximetry and Capnography Devices: Capital equipment, disposables, sensors and cables used to measure, manage and record patient oxygenation levels
- Physiological Monitoring Systems: Physiological monitoring systems that allow patients' physiologic parameters such as respiratory rate, body temperature, noninvasive blood pressure and invasive blood pressure to be continuously monitored
- Stethoscopes: Reusable and single-patient-use stethoscopes

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION



Clinical Equipment Repair and Maintenance Services



Effective October 1, 2022 through September 30, 2025

Products and Services Available

This category includes third-party solutions for the repair and maintenance of biomedical, diagnostic and imaging medical equipment. Specialty solutions and parts only agreements are also included.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at **all tiers** with GE, MXR Imaging, and Siemens.
- A PMDF/PA is required at Tier 2 or higher with RS&A.
- A PMDF/PA is not required with Canon, DirectMed Parts, PartsSource, Philips and Sodexo due to single tier offerings.
- All suppliers may require a separate member agreement.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Canon, DirectMed Parts, GE, MXR Imaging, PartsSource, RS&A, Siemens and Sodexo.
- Philips allows aggregation for multi-facility systems.

Class of Trade

- Agreements with Canon, DirectMed Parts, GE, MXR Imaging and Philips are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Agreements with PartsSource, RS&A and Siemens are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.
- Sodexo's agreement is available to acute care, non-acute healthcare and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing and/or discount percentages are firm for the term of the agreement with Canon, DirectMed Parts, GE, MXR Imaging, RS&A and Siemens.
- Pricing is locally negotiated for PartsSource and Sodexo.
- Philips' discount percentages are firm for the term of the agreement; however, seller may adjust list prices annually up to 5% based on the Consumer Price Index.
- A financial analysis is not available due to the customizable nature of this category. Suppliers in this category have multiple pricing models including discount off market pricing, line item pricing and locally negotiated pricing.
- Sodexo has a 1% volume rebate as a value-add; see Exhibit J for details.
- DirectMed Parts, RS&A, Siemens and Sodexo offer Key Performance Indicators (KPIs).
- DirectMed Parts offers an early payment discount.
- Siemens has a late payment penalty.
- Available direct: Canon, DirectMed Parts, GE, MXR Imaging, PartsSource, Philips RS&A, Siemens, Sodexo

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-SV-364	PP-SV-232
	PP-SV-365	PP-SV-316
	PP-SV-366	PP-SV-234
	PP-SV-367	New
	PP-SV-368	PP-SV-235
	PP-SV-369	PP-SV-236
	PP-SV-370	PP-SV-315
	PP-SV-371	PP-SV-238
	PP-SV-372	PP-SV-237

The current agreement with Crothall (PP-SV-233) expires September 30, 2022.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Clinical Equipment Repair and Maintenance Services



Effective October 1, 2022 through September 30, 2025

Supplier Contact Information

- Canon Medical Systems USA Inc.: Joseph Graham, 609.703.0113, jgraham@us.medical.canon
- DirectMed Parts & Service LLC: Kenneth Sikes, 855.463.3727, ksikes@directmedparts.com
- GE Healthcare: Tom Jones, 615.579.1506, thomas.jones@med.ge.com
- MXR Imaging Inc.: David Chandre, 262.307.7149, david.chandre@merryxray.com
- PartsSource Inc.: Mike Poling, 877.497.6412, mpoling@partsource.com
- Philips Healthcare a division of Philips North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com
- RS&A Inc.: David Conrad, 800.320.4332, dconrad@rsainc.net
- Siemens Medical Solutions USA Inc.: Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com
- Sodexo Operations LLC: Daryl Stilley, 346.225.0264, daryl.stilley@sodexo.com

Note: Supplier contact information is current as of July 1, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Environmental and Facility Management Services: Third-party outsourcing of environmental services, laundry and dry cleaning, facility maintenance, construction services, emergency response consultation and patient transportation
- Facilities Management and Environmental Services Consulting Services: Suppliers that help develop and maintain services that support and improve the efficiency of facilities operations.

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Excel workbook: Due to the number of awarded suppliers in this category, an Excel workbook has been created to provide details on the product offering, critical specifications, tiers and terms and conditions for each supplier.

NOT FOR DISTRIBUTION



Effective November 1, 2022 through October 31, 2025

Products and Services Available

This is a *new* Premier category. This category includes clinical workflow products and services used by healthcare organizations seeking more seamless and impactful ways to improve patient outcomes and safety. Clinical workflow solutions offer functionalities to help improve care quality, care coordination and overall patient satisfaction while reducing the rate of medication errors and adverse drug events. The clinical workflow solutions market is segmented by data integration solutions, real-time communication systems, workflow automation solutions, care collaboration solutions and enterprise reporting and analytics solutions.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Apollo, GE and iPro.
- A PMDF/PA is not required with Memora, Philips or Siemens due to single tier offerings.
- A member agreement may be required with all suppliers to determine scope of service.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with Apollo, iPro, GE and Memora.
- Philips' agreement is allowed for multi-facility systems.
- Aggregation is not applicable with Siemens due to the locally negotiated single tier.

Class of Trade

- Agreements with Apollo, iPro, Philips and Siemens are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- GE's agreement is allowed for acute and non-acute healthcare.
- Memora's agreement is available to select classes of trade; see Exhibit B-2 for details.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals the following discounts off list price:
 - Apollo: Up to 17% savings
 - GE: Up to 7% savings
 - iPro: Up to 11% savings
 - Memora: 42% savings
 - Philips: 5% savings
 - Siemens: 10% savings
- Apollo and Memora offer an early payment discount.
- Available direct: Apollo, GE, iPro, Memora, Philips, Siemens

Supplier Contact Information

- Apollo Enterprise Imaging Corp.: Kevin Stinson, 970.283.3995, kstinson@apolloe.com
- GE Healthcare IITS USA Corp., a GE Healthcare Business: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- iPro Inc.: Jeff DeSchon, 706.602.0715 extension 3240, jeffd@ipro-inc.com
- Memora Health Inc.: Gordon Rosen, 314.495.3314, gordon@memorahealth.com
- Philips Healthcare, a division of Philips North America LLC: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IT-310	New
	PP-IT-313	New
	PP-IT-311	New
	PP-IT-312	New
	PP-IT-314	New
	PP-IT-328	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

GE's agreement is effective March 1, 2023.
Siemens' agreement is effective May 15, 2023.



Effective November 1, 2022 through October 31, 2025

Supplier Contact Information (Continued)

- [Siemens Medical Solutions USA Inc.](#): Alan Quinn, 603.502.1777, alan.d.quinn@siemens-healthineers.com

Note: Supplier contact information is current as of April 1, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Category

- [Custom Whiteboards](#): Custom whiteboards used in healthcare to improve patient, family and staff communication; in education for announcements, calendar due dates and achievement recognitions; in athletic departments to illustrate plays and post practice, game times and starting lineups; in restaurants to post menus, daily specials and employee schedules, promote happy hours and track inventory; and in corporation and government for brainstorming, communication, charts and graphs, goals and policies

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

NOT FOR DISTRIBUTION



Equipment Recycling and eWaste Management



Effective May 1, 2022 through April 30, 2025

Products and Services Available

This category includes liquidation and disposal services for excess medical equipment, including Web-enabled liquidation, as well as electronics and metal recycling. Services includes both medical and non-medical (e.g., office, IT, telecom) equipment recycling.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Cascade and DOTmed.
- A PMDF/PA is not required with Centurion, HANDLE, Surgical Product and Tekyard due to single tier offerings.
- A member agreement is required with Centurion.
- A member agreement may be required with Cascade, DOTmed, HANDLE, Surgical Product and Tekyard.

Aggregation Opportunities

All suppliers allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.

Class of Trade

Agreements are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing and fee percentages are firm for the term of the agreement with Cascade, Centurion, DOTmed, HANDLE and Tekyard.
- Surgical Product's pricing is firm for 12 months; then pricing may increase annually up to 3%.
- Financial analysis reveals:
 - Cascade's new agreement pricing has an overall 7% increase compared to its expiring agreement.
 - Centurion, DOTmed, HANDLE and Tekyard pricing is based on contingent fees.
- Centurion has online timed auction rebates as a value-add; see Exhibit I for details.
- DOTmed, HANDLE, Surgical Product and Tekyard offer early payment discounts.
- Available direct: Cascade, Centurion, DOTmed, HANDLE, Surgical Product, Tekyard

Supplier Contact Information

- Cascade Asset Management LLC: 608.222.4800, premier@cascade-assets.com
- Centurion Service Group LLC: Cecilee Jarrad, 708.761.6658, cecilee@centurionservice.com
- DOTmed.com Inc.: Matt Ulman, 212.742.1200, matt@dotmed.com
- Healthcare Asset Network Inc. dba HANDLE: Kyle Green, 602.819.9689, kyle.green@handleglobal.com
- Surgical Product Solutions LLC: Jamie Guterth, 412.221.4280, jamie@surgicalproductsolutions.com
- Tekyard LLC: Ed Calloway, 952.594.5787, ec@tekyard.com

Note: Supplier contact information is current as of January 26, 2024. For up-to-date contact information, see Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-SV-346	PP-SV-218
	PP-SV-347	PP-SV-219
	PP-SV-351	PP-SV-299
	PP-SV-348	PP-SV-220
	PP-SV-349	New
	PP-SV-350	PP-SV-222

Cascade and Centurion are small business enterprises (SBEs). Tekyard is a minority-owned business enterprise (MBE).

Current agreements with Information Systems Resources (PP-SV-221) and Wistron (PP-SV-217) expire April 30, 2022.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Equipment Recycling and eWaste Management



Effective May 1, 2022 through April 30, 2025

Related Categories

- Hard Copy Document Shredding and Media Destruction Services: Onsite and offsite shredding and the destruction of confidential hard copy paper and media (such as hard drives)
- Refurbished Capital Equipment: Capital equipment that has been refurbished or remanufactured to be re-sold, such as operating room (OR) tables, OR lights, surgical microscopes and sterilizers
- Refurbished Diagnostic Imaging Capital Equipment: Bone densitometry, computed tomography (CT), interventional x-ray, magnetic resonance imaging (MRI), mammography, mobile c-arms, nuclear medicine (SPECT, SPECT/CT; PET; PET/CT), radiography (fixed and portable), radiography fluoroscopy and ultrasound
- Waste Management Products and Services: Waste removal, regulated medical waste disposal and recycling

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

NOT FOR DISTRIBUTION



Effective May 1, 2019 through April 30, 2025

Products and Services Available

This category includes non-sterile latex, vinyl, nitrile and polyurethane gloves examination gloves used to provide barrier protection and prevent skin and mucous membrane exposure when in contact with blood or other body fluids of any patient. Medical-grade sterile gloves used for bedside procedures or other point-of-care procedures are also included.

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.

Class of Trade

- Agreements with Ansell, Halyard, IHC, J2 Medical, Medgluv, S2S and Tronex are available to acute care, non-acute healthcare and non-healthcare facilities.
- Agreements with Cardinal and Medline are available to select healthcare classes of trade; see Exhibit B-2 for details.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Ansell, Cardinal Health, Halyard, IHC, Medline and Tronex.
 - Cardinal Health, Halyard and Tronex may request price adjustments proportionate to the aggregate increase in raw materials or logistics.
- Pricing is firm for 36 months with Medgluv and S2S Global; after May 1, 2022, price adjustment will be proportionate in the aggregate to the raw materials or logistics cost increases.
- Due to numerous price changes, the original financial analysis is no longer applicable. As pricing continues to fluctuate in this space, an updated financial analysis is not available.
- J2 Medical and Medgluv offer an early payment discount.
- Halyard has a minimum order requirement of 500 cases per purchase order across all healthcare lines.
- Available through distribution: Ansell, Cardinal Health, Halyard, IHC, Medgluv, Medline, S2S Global, Tronex
- Available direct: Ansell, Halyard, J2 Medical, Medgluv, Medline, S2S Global (container shipments only), Tronex

Supplier Contact Information

- Ansell Healthcare Products LLC: Dan James, 732.345.5400, dan.james@ansell.com
- Cardinal Health 200 LLC: Caleb Jameson, 469.678.9334, caleb.jameson@cardinalhealth.com
- O&M Halyard Inc: Anna Bernstein, 865.307.0149, anna.bernstein@owens-minor.com
- Innovative Healthcare Corporation (IHC): Joel Robinson, 918.245.8400, jrobinson@ihcsolutions.com
- J2 Medical Supply Inc.: Fred Lewis, 818.585.6043, fred.lewis@j2medicalsupply.com
- Medgluv Inc: Jerry Leong, 954.586.5309, jleong@medgluv.com
- Medline Industries Inc: Derrick Fitchena, 773.771.2021, dfitchena@medline.com
- S2S Global: Brent Patterson, 855.531.7699, info@s2s-global.com
- Tronex International Inc: Edmund Tai, 973.335.2888, etai@tronexcompany.com

Note: Supplier contact information is current as of March 8, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
Ansell	PP-NS-1225	New
CardinalHealth™	PP-NS-1226	PP-NS-934
HALYARD	PP-NS-1227	PP-NS-935
INNOVATIVE HEALTHCARE CORPORATION	PP-NS-1228	PP-NS-936
J2 MEDICAL SUPPLY	SD-NS-021	New
Medgluv	PP-NS-1229	PP-NS-937
MEDLINE	PP-NS-1230	PP-NS-933
S2S GLOBAL	PP-NS-1231	PP-S2-0011
TRONEX™	PP-NS-1233	New

J2 Medical and Tronex are minority-owned business enterprises (MBEs). IHC is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Updates:

- All contracts in this category have been extended and now expire April 30, 2025.
- J2 Medical has been added to this category with a SEEDS™ agreement effective February 1, 2022.



Effective May 1, 2019 through April 30, 2025

Related Categories

- [Disposable Non-sterile Protective Apparel](#): Non-sterile disposable gowns, scrub suits, coveralls, aprons, lab coats/jackets, head gear/caps and shoe covers
- [Surgeon Gloves](#): Sterile gloves used by the surgical scrub team to provide protection to the team and sterility to the patient

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [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.
- [J2 Medical addition](#): A PDF update document providing information about new suppliers added to the category.

NOT FOR DISTRIBUTION



Healthcare Technology Assessment Resources



Effective June 1, 2023 through May 31, 2026

Products and Services Available

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

Premier offers [Capital Analytics](#) in this space.

How to Operationalize These Agreements

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

Aggregation Opportunities

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

Class of Trade

- ECRI's pricing listed on Exhibit A-3 Price List applies only to acute and non-acute healthcare; pricing for other classes of trade will be locally negotiated.
- Inmar is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- ECRI's pricing is firm for 12 months; then ECRI may implement a one-time overall price increase up to 3%. Individual services or products may increase up to 5% on a case-by-case basis.
- Inmar's pricing is firm for the term of the agreement.
- Financial analysis reveals:
 - ECRI's new agreement pricing is flat compared to its expiring agreement.
 - Inmar's new agreement pricing is flat compared to its expiring agreement.
- If unable to supply products:
 - ECRI will not offer payment for the difference in substitute product costs.
 - Inmar will provide payment for the difference in substitute product costs within 30 days of document submission.
- Inmar has a minimum order requirement of \$3,000.
- Available direct: ECRI, Inmar

Supplier Contact Information

- [Emergency Care Research Institute dba ECRI](#): Alison Maguire, 610.825.6000, amaguire@ecri.org
- [Inmar Rx Solutions Inc.](#): Paige Ivey, 336.631.7601, paige.ivey@inmar.com

Note: Supplier contact information is current as of April 25, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
ECRI	PP-SV-402	PP-SV-266
INMAR intelligence	PP-SV-403	PP-SV-267

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective December 1, 2021 through November 30, 2025

Products and Services Available

This is a *new* Premier category. This category includes information technology platforms that allow for the transmission/sharing of large data imaging files across multiple locations and software solutions.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is not required with GE, Paxera or Philips due to single tier offerings.
- A member agreement is required with all suppliers to determine scope of service.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with GE and Paxera.
- Aggregation is allowed for multi-facility systems with Philips.

Class of Trade

- Agreements with Paxera and Philips are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- GE's agreement is available to acute care providers and non-acute healthcare providers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - GE offers a 2.5% savings off list price.
 - Paxera offers a 13% savings off list price.
 - Philips offers a 30% savings off list price.
- Paxera offers a 2% early payment discount
- Available direct: GE, Paxera, Philips

Supplier Contact Information

- GE Precision Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- PaxeraHealth Corp.: Alexander Nyman, 774.414.8926, alexander.nyman@paxerahealth.com
- Philips Healthcare: Ron Sciepkko, 704.254.0682, ron.sciepkko@philips.com

Note: Supplier contact information is current as of January 27, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Enterprise Content Management: Systems that help facilities store, organize, access and manage their unstructured content, such as forms, documents, emails, media, records and policies
- Picture Archiving and Communications Systems (PACS): Software, hardware, equipment and services that are used to integrate, transmit and manage electronic clinical images from modalities

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IT-283	New
	PP-IT-274	New
	PP-IT-275	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Updates:

- Philips has been extended and expires November 30, 2025. Agreements with GE (PP-IT-283) and Paxera (PP-IT-274) expire November 30, 2024.
- Philips has been added to the category effective February 1, 2022.



Effective December 1, 2021 through November 30, 2025

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

NOT FOR DISTRIBUTION



Labels, Identification Bands and Related Products



Effective August 1, 2022 through July 31, 2025

Products and Services Available

This category includes department-specific labels, pharmacy labels, color-coded labels, printers, identification (ID) wristbands, adult and pediatric wristbands and software.

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 (GPOs) and established networks of facilities with all suppliers.

Class of Trade

- Agreements with Caresfield, IdentiPlus, Print Media, Shamrock, Typenex and Zebra are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- PDC's agreement is available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with IdentiPlus, Print Media, Shamrock, Typenex and Zebra.
 - Shamrock may request a price adjustment proportionate to the aggregate increase to manufacture, up to 3%.
- Caresfield's pricing is firm for 12 months; Caresfield may request a price adjustment proportionate to the aggregate increase or decrease to manufacture.
- PDC's pricing is firm for 12 months; then pricing may increase up to 2% on a line-item basis for each 10% increase or in aggregate cost.
- Financial analysis reveals:
 - Caresfield's new agreement pricing has an overall 11.0% increase compared to its expiring agreement.
 - IdentiPlus' new agreement pricing has an overall 5.3% increase compared to its expiring agreement.
 - PDC's new agreement pricing is flat compared to its expiring agreement.
 - Print Media's new agreement pricing offers an overall 1.7% savings compared to its expiring agreement.
 - Zebra's new agreement pricing offers an overall 0.1% savings compared to its expiring agreement.
 - IdentiPlus is the low-cost supplier at top tier on crossed items with 34% of the spend.
- Caresfield, Shamrock and Typenex have conversion rebates as value-adds; see Exhibit J for details.
- PDC and Shamrock offer value-adds; see Exhibit I for details.
- IdentiPlus, Print Media, Shamrock and Typenex offer a 2% early payment discount.
- Caresfield has a late payment penalty.
- Typenex has a minimum order requirement of two cases.
- Available through distribution: Caresfield, IdentiPlus, PDC, Print Media, Shamrock, Typenex
- Available direct: Caresfield, IdentiPlus, PDC, Print Media, Shamrock, Typenex, Zebra

Supplier Contact Information

- Caresfield LLC: Kacie Bemmels, 336.953.3694, kacie.bemmels@caresfield.com
- Artemax dba IdentiPlus: Kelly Lohman, 262.754.5456, kelly.lohman@identiplus.com
- Print Media Inc.: Robert Gonzalez, 305.884.0700, rgonzalez@printmedia-inc.com
- Precision Dynamics Corporation dba PDC IDenticard: Morgan Adams, 310.266.1810, morgan_adams@bradycorp.com
- Shamrock Scientific Specialty Systems LLC: Shirin Malik, 800.323.0249, smalik@shamrocklabels.com

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-NS-1615	PP-MM-736
	PP-NS-1619	PP-MM-735
	PP-NS-1616	PP-MM-733
	PP-NS-1618	PP-MM-737
	PP-NS-1617	New
	PP-NS-1614	New
	PP-NS-1613	PP-MM-734

IdentiPlus and Typenex are small business enterprises (SBEs). Print Media is a minority-owned business enterprise (MBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Labels, Identification Bands and Related Products



Effective August 1, 2022 through July 31, 2025

Supplier Contact Information (Continued)

- Typenex Medical LLC: Craig Searls, 630.292.8191, csearls@typenex.com
- Zebra Technologies International LLC: Kevin Healy, 224.441.6847, kevin.healy@zebra.com

Note: Supplier contact information is current as of October 27, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Asset Tracking and Management Solutions: Hardware and software used to locate and/or track tags wirelessly and accurately using radio frequency identification (RFID), real-time locating systems, Bluetooth low energy and other technologies to assist organizations in improving overall productivity, efficiency, safety and quality
- Office Supplies and Business Services: Paper, toner, break room and janitorial supplies, technology, furniture, print service and promotional products (e.g., office type labels)

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION



Effective August 1, 2023 through July 31, 2026

Products and Services Available

This category includes fiber optic, standard, light-emitting diode (LED), magnetic resonance imaging (MRI) compatible and disposable laryngoscope blades and handles used to visually examine the interior of the larynx or facilitate the insertion of an endotracheal tube during general anesthesia or cardiopulmonary resuscitation.

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, SunMed/Airlife, Teleflex and Tri-Anim.
 - A PMDF/PA is required at Tiers 2, 3, 5 and 6 for NEXT Medical
- A PMDF/PA is not required with Vyaire/Airlife due to a single tier offering.

Aggregation Opportunities

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

Class of Trade

- Flexicare's agreement is available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.
- SunMed/Airlife's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- NEXT Medical's agreement is available to all U.S. healthcare providers.
- Teleflex's agreement is available to acute care, non-acute healthcare and non-acute healthcare facilities provided products are used in professional healthcare environments by or on the order of a physician or other practitioner.
- Tri-Anim's agreement is available for acute care, non-acute care healthcare and durable medical equipment suppliers.
- Vyaire/Airlife's agreement is available to U.S. healthcare providers excluding retail pharmacies, other retail stores and contract research organizations (CROs).

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Flexicare, NEXT Medical, SunMed/Airlife, Teleflex and Tri-Anim.
- Vyaire/Airlife's pricing is firm for 12 months; then pricing may increase annually by the lesser of 3% or change in CPI Medical Equipment and Supplies.
- Financial analysis reveals:
 - Flexicare's new agreement pricing offers an overall 3.3% savings compared to its expiring agreement.
 - SunMed/Airlife's new agreement pricing offers an overall 0.5% savings compared to its expiring agreement.
 - Teleflex's new agreement pricing is flat compared to its expiring agreement.
 - Tri-Anim's new agreement pricing is flat compared to its expiring agreement.
 - Tri-Anim is the low-cost supplier on crossed items with 100% of the spend.
- SunMed/Airlife offers a conversion bonus as a value-add; see Exhibit I for details.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-OR-2204	PP-OR-1728
	PP-OR-2200	New
	PP-OR-2206	PP-OR-1729
	PP-OR-2205	PP-OR-1730
	PP-OR-2207	PP-OR-1731
	PP-OR-2209	New

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

NEXT Medical agreement was effective March 1, 2023.

Updates:

- In November 2023, SunMed's agreement was assigned to Airlife.
- In May 2023, Vyaire's respiratory and anesthesia consumable business was [acquired](#) by SunMed/AirLife

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective August 1, 2023 through July 31, 2026

Other Key Value and Terms (Continued)

- If unable to supply products:
 - Flexicare will provide payment for up to 30% of the difference in substitute product costs.
 - Teleflex will provide payment for up to 15% of the difference in substitute product costs.
 - Tri-Anim will provide payment for up to 10% of the difference in substitute product costs within 60 days of document submission.
- Available through distribution: Flexicare, NEXT Medical, SunMed/Airlife, Teleflex, Tri-Anim, Vyaire/Airlife
- Available direct: Flexicare, SunMed/Airlife, Teleflex, Tri-Anim, Vyaire/Airlife

Supplier Contact Information

- Flexicare Inc.: Justin Basdikis, 714.402.3933, justin.basdikis@flexicare.com
- NEXT Medical Products Company: John Buday, 908.722.4549, jbuday@nextmedicalproducts.com
- SunMed Group Holdings/SunMed Group Holdings LLC dba AirLife.: Kellie Vande Woude, 704.661.8744, kvandewoude@myairlife.com
- Teleflex LLC: Roland Henault, 919.971.2570, roland.henault@teleflex.com
- Tri-Anim Health Services Inc.: Thomas Wilson, 330.714.5384, thomas.wilson@tri-anim.com
- Vyaire Medical Inc/SunMed Group Holdings LLC dba AirLife.: Kellie Vande Woude, 704.661.8744, kvandewoude@myairlife.com

Note: Supplier contact information is current as of March 4, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Disposable Anesthesia Products: Disposable anesthesia products used to provide general anesthesia for patients
- Endotracheal Tubes and Related Products: Endotracheal tubes inserted through the mouth or nose into the trachea to maintain an unobstructed passageway designed to deliver oxygen or anesthesia to the lungs
- Laryngeal Mask Airways: Laryngeal mask airways channel oxygen or anesthesia gas to a patient's lungs during surgery
- Video Laryngoscopes: Video laryngoscopes used for tracheal intubation, examination and diagnosis within the oropharynx, glottis and larynx and employ digital technology such as a video camera mounted on a laryngoscope blade or a separate monitor to generate a view of the anatomical structures of the laryngopharynx

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.



Non-invasive Peripheral Vascular Equipment



Effective September 1, 2022 through August 31, 2025

Products and Services Available

This is a *new* Premier category. This category includes diagnostic vascular equipment and accessories used to perform peripheral vascular assessments in lower and upper extremities, such as ankle pressures and ankle brachial index (ABI), toe pressures and toe brachial index (TBI), transcutaneous oximetry (tcpO₂), pulse volume recording (PVR), digit pressures and skin perfusion pressure (SPP).

How to Operationalize This Agreement

A PMDF/PA is not required with Perimed due to a single tier offering.

Aggregation Opportunities

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

Class of Trade

Perimed's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Perimed. If increases in raw materials increase by 5% or more, then prices can increase annually by 4% or less per line item.
- Available direct: Perimed

Supplier Contact Information

Perimed Inc.: Alister Barrow, 617.237.7465, abarrow@perimed-instruments.com

Note: Supplier contact information is current as of September 12, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

Non-invasive Cardiology Equipment: electrocardiograph machines and carts, electrocardiography (ECG) management systems, Holter monitoring and stress testing that assist in the assessment and diagnosis of cardiac function

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

Contracted Supplier		
Supplier	New Contract	Expiring Contract
PERIMED	PP-CA-531	New

Perimed is a small business enterprise (SBE).

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.





Effective April 1, 2024 through March 31, 2027

Products and Services Available

This category includes medical scales and patient weighing systems, including digital mechanical scales, digital wheelchair scales, digital/mechanical chair scales and pediatric tray scales.

How to Operationalize These Agreements

- Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required at Tier 2 or higher with Health o meter and Seca.
- PA/PMDF is not required with CHS and Welch Allyn due to single tier offerings.

Aggregation Opportunities

- CHS, Health o meter and Seca allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.
- Welch Allyn allows aggregation for multi-facility systems under common ownership or control. Only acute care members can aggregate their owned or controlled facilities.

Class of Trade

- Agreements with CHS and Seca are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Agreements with Health o meter and Welch Allyn are available to select classes of trade; see Exhibit B-2 for details.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with CHS, Health o meter and Seca.
- Welch Allyn's pricing is firm for 12 months, then pricing may increase by the lesser of 3% or the change in the Producer Price Index (PPI): Medical Equipment & Supplies Manufacturing.
- Financial analysis reveals:
 - Health o meter's new agreement pricing is flat compared to its expiring agreement.
 - Seca's new agreement pricing has an overall 15.7% increase compared to its expiring agreement.
 - Welch Allyn's new agreement pricing has an overall 2.7% increase compared to its expiring agreement.
 - Seca is the low-cost supplier on crossed items with 45.1% of the spend.
- Health o meter and Seca offer value-adds; see Exhibit I for details.
- If unable to supply products:
 - CHS, Health o meter and Seca will provide payment for the difference in substitute product costs within 30 days of document submission.
 - Welch Allyn will provide payment for up to 20% of the difference in substitute product costs.
- Seca offers a 2% early payment discount.
- Available through distribution: Health o meter, Seca
- Available direct: CHS, Seca, Welch Allyn

Supplier Contact Information

- CHS USA Inc.: Kevin Maki, 770.631.7761, kmaki@chsltd.com
- Pelstar LLC dba Health o meter Professional Scales: Kurt Rosinski, 919.802.4898, krosinski@homscal.com
- Seca Corporation: Duane Jones, 410.818.0602, duane.jones@seca.com
- Welch Allyn Inc.: Rick Holmes, 269.626.6055, rick_holmes@baxter.com

Note: Supplier contact information is current as of January 1, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-NS-1924	New
	PP-NS-1922	PP-NS-1421
	PP-NS-1923	PP-NS-1423
	PP-NS-1921	PP-NS-1425

The current agreement with Rice Lake (PP-NS-1422) expires March 31, 2024.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective April 1, 2024 through March 31, 2027

Related Categories

- [Patient Lateral Transfer Devices](#): Non-mechanical lateral patient transfer products specifically designed to transfer patients side-to-side from one location to another
- [Patient Lifts](#): Mechanical devices used to assist healthcare workers in transferring patients from one location to another when that patient is unable to actively assist with the transfer or complete the transfer on their own

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- [Product cross reference](#): An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION



Patient Warming – Convective Warming Blankets, Resistive Warming and OR Table Pads



Effective October 1, 2021 through January 31, 2025

Products and Services Available

This category includes products used to prevent hypothermia which occurs when the patient's core temperature drops below 35 degrees Celsius (C) or 96 degrees Fahrenheit (F). Convective warming blankets forced-air warming therapy has become the standard choice for preventing hypothermia. Products in this category include warming blower units and disposable gowns and blankets, operating room (OR) table pads and units, ribbon cables, electrical pads, water blankets and pads.

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, Augustine, MSI, Smiths Medical, SourceMark and Stryker.

Aggregation Opportunities

- 3M allows aggregation for multi-facility systems (top parents on the roster), group purchasing organizations (GPOs) and established networks of facilities.
- Aggregation is allowed for multi-facility systems, GPOs and established networks of facilities with Augustine, MSI, SourceMark and Stryker.
 - SourceMark allows aggregation at Tier 4 only.
- Smiths Medical allows aggregation for multi-facility systems; aggregation is limited to owned and centrally managed facilities.

Class of Trade

- 3M's agreement is available to select classes of trade; see Exhibit B-2 for details.
- Augustine's and MSI's agreements are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Smiths Medical's and SourceMark's agreements are available to acute care and non-acute healthcare.
- Stryker's agreement is available to acute care, non-acute healthcare and non-healthcare.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - 3M's new agreement pricing offers up to a 5.11% savings compared to its expiring agreement.
 - Augustine's new agreement pricing is flat compared to its expiring agreement pricing.
 - MSI's new agreement pricing is flat compared to its expiring agreement pricing.
 - Smiths Medical's new agreement pricing has an overall 0.1% increase compared to its expiring agreement.
 - Stryker's new agreement pricing offers up to a 3.6% savings compared to its expiring agreement.
 - MSI is the low-cost supplier on crossed items.
- SourceMark offers warming units without charge via the SourceMark Placement Program; see Exhibit I for details.
- Augustine and MSI offer early payment discounts.
- Smiths Medical has a \$300 minimum order requirement.
- Available through distribution: 3M, Smiths Medical, SourceMark, Stryker
- Available direct: Augustine, MSI, Smiths Medical, SourceMark, Stryker

Contracted Suppliers

Supplier	New Contract	Expiring Contract
	PP-OR-1904	PP-OR-1547
	PP-OR-1907	PP-OR-1549
	PP-OR-1908	PP-OR-1551*
	PP-OR-1903	PP-OR-1548
	SD-OR-034	New
	PP-OR-1905	PP-OR-1550

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

*S2S Global partnered with MSI and the contract was under the S2S Global name.

The current agreement with Vyair (PP-OR-1559) expires on September 30, 2021.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Updates:

- All contracts in this category were extended and now expire January 31, 2025.
- Gentherm has terminated contract PP-OR-1906, effective Jan. 1, 2024. After Jan. 1, 2024, Gentherm products will be available through SourceMark.
- SourceMark has been added to this category with a [SEEDS™](#) agreement effective Dec. 1, 2022.



Patient Warming – Convective Warming Blankets, Resistive Warming and OR Table Pads



Effective October 1, 2021 through January 31, 2025

Supplier Contact Information

- 3M Company: Amanda Nelson, 703.728.9534, anelson3@solventum.com
- Augustine Temperature Management LLC: Shawn Perry, 253.389.0294, sperry@aug surg.com
- Medical Solutions Inc. (MSI): Shazia Brown, 800.435.7600, sbrown@msi-healthcare.com
- Smiths Medical ASD Inc.: Mark Jorgensen, 949.366.3550, mark.jorgensen@icumed.com
- SourceMark LLC: Romulus Matthews, 214.995.1085, rmatthews@sourcemarkusa.com
- Stryker Corporation: Ed Harris, 941.234.8699, ed.harris@stryker.com

Note: Supplier contact information is current as of April 26, 2024. For up-to-date contact information, see Supply Chain Advisor.

Related Categories

- Open Basin Temperature Management Products: Portable open basin equipment and proprietary accessories used to provide therapeutic temperature patient management during a surgical procedure
- OR Tables: Tables used during a surgical procedure that provides a safe and secure platform for the patient while allowing the surgeon and staff access to the surgical site
- Patient Warming – Blood and Fluid Warming: Products used to prevent and treat hypothermia by warming intravenous (IV) fluids or blood as they are infused into the patient
- Patient Temperature Management Products and Accessories: Invasive and non-invasive 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
- Temperature Monitoring Products: Devices used to monitor a patient's temperature during surgery and postoperatively

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION



Picture Archiving and Communication Systems (PACS)



Effective December 1, 2021 through November 30, 2025

Products and Services Available

This is a *new* Premier category. This category includes software, hardware, equipment and services that are used to integrate, transmit and manage electronic clinical images from imaging modalities, such as computed tomography (CT), magnetic resonance imaging (MRI), x-ray and ultrasound.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Konica Minolta.
- A PMDF/PA is not required with GE, Paxera or Philips due to single tier offerings.
- A member agreement is required with all suppliers to determine scope of service.

Aggregation Opportunities

- GE, Konica Minolta and Paxera allows aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.
- Philips allows aggregation for multi-facility systems.

Class of Trade

- Agreements with Konica Minolta, Paxera and Philips are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- GE's agreement is available to acute care and non-acute healthcare providers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
 - GE's new agreement pricing offers a 27% savings off list price.
 - Konica Minolta's new agreement pricing offers up to a 12% savings off list price.
 - Paxera's new agreement pricing offers a 13% savings off list price.
 - Philips' new agreement pricing offers a 33% savings off list price.
- Konica Minolta and Paxera offer a 2% early payment discount.
- Konica Minolta has a \$400,000 large order threshold.
- Available through distribution: Konica Minolta
- Available direct: GE, Konica Minolta, Paxera, Philips

Supplier Contact Information

- GE Precision Healthcare: Jayme Taylor, 954.234.5935, jayme.taylor@med.ge.com
- Konica Minolta Healthcare Americas Inc.: Chris Van Houten, 919.812.5131, christopher.vanhouten@konicaminolta.com
- PaxeraHealth Corp.: Alexander Nyman, 774.414.8926, alexander.nyman@paxerahealth.com
- Philips Healthcare: Ron Sciepko, 704.254.0682, ron.sciepko@philips.com

Note: Supplier contact information is current as of January 28, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-IT-282	New
KONICA MINOLTA	PP-IT-273	New
PaxeraHealth <small>Transforming Healthcare Through Innovation</small>	PP-IT-271	New
PHILIPS	PP-IT-272	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Updates:

- Agreements with Konica Minolta (PP-IT-273) and Philips (PP-IT-272) have been extended and expire November 30, 2025. Agreements with GE (PP-IT-282) and Paxera (PP-IT-271) were not extended and expire November 30, 2024.
- Philips has been added to the category effective February 1, 2022.



Effective December 1, 2021 through November 30, 2025

Related Categories

- [Enterprise Content Management](#): Systems that help facilities store, organize, access and manage their unstructured content, such as forms, documents, emails, media, records and policies
- [Image Exchange and Sharing](#): Information technology platform that allows for the transmission and sharing of large data imaging files across multiple locations and software solutions

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

NOT FOR DISTRIBUTION



Effective February 1, 2024 through January 31, 2027

Products and Services Available

The category includes products that combine software and hardware components specifically designed to create efficiency in the operating room (OR) by routing audio/visual images and controlling multiple OR devices, both surgical and non-surgical, all via a common interface.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Getinge, Olympus, Skytron and STERIS.
- A PMDF/PA is **required** at Hill-Rom's single tier.
- A PMDF/PA is not required with KARL STORZ or Stryker due to single tier offerings.

Aggregation Opportunities.

- Getinge allows aggregation for owned, leased and managed (OLM) multi-facility systems with the ability to control purchasing decisions.
- Skytron and STERIS allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.
- Aggregation is not contracted for with Hill-Rom, KARL STORZ, Olympus and Stryker.

Class of Trade

- Agreements with Getinge and KARL STORZ are available to acute care and non-acute healthcare.
- Hill-Rom's agreement is available to select healthcare classes of trade; see Exhibit B-2 for more details.
- Olympus' agreement is available to acute care, non-acute healthcare, non-healthcare (excluding veterinary and zoos), retail pharmacies and durable medical equipment suppliers
- Agreements with Skytron and STERIS are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.
- Stryker's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Other Key Value and Terms

- Hill-Rom's pricing is firm for the term of the agreement.
- Pricing is firm for 12 months with Getinge, Olympus, Skytron, STERIS and Stryker.
 - Getinge may increase pricing annually based on changes in the Consumer Price Index (CPI). If the CPI change is $\leq 2\%$, pricing remains unchanged. If the CPI change is $> 2\%$, prices can increase by no more than 50% of the CPI change.
 - Olympus may increase pricing up to 3% annually.
 - Skytron may increase pricing up to 5% annually.
 - STERIS may increase pricing once per agreement term up to the change in the Producer Price Index (PPI) or 4%, whichever is lower.
 - Stryker may increase pricing annually up to a 4% weighted average.
- KARL STORZ' pricing is firm for 18 months; then if raw material costs increase by 5% or more, pricing may increase one time up to 5% on a line-item basis.
- Hill-Rom offers a 4% to 10% discount off six Helion package configurations as a value-add; see Exhibit I for details.

Contracted Suppliers

Supplier	New Contract	Expiring Contract
GETINGE	PP-OR-2302	PP-OR-1785
Hillrom	PP-OR-2303	ES-OR-2180
STORZ KARL STORZ – ENDOSKOPE	PP-OR-2304	PP-OR-1786
OLYMPUS	PP-OR-2305	PP-OR-1787
SKYTRON	PP-OR-2306	PP-OR-1788
STERIS	PP-OR-2307	PP-OR-1789
stryker	PP-OR-2308	PP-OR-1790

Skytron is a small business enterprise (SBE).

The current agreement with FUJIFILM (PP-OR-1791) expires January 31, 2024.

Update December 2023: Hill-Rom has been added to the category effective Feb. 1, 2024.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective February 1, 2024 through January 31, 2027

Other Key Value and Terms (Continued)

- Financial analysis reveals:
 - Getinge's new agreement pricing has an overall 5.1% increase compared to its expiring agreement.
 - Hill-Rom's new agreement has an overall 22.5% increase on individual items and flat pricing on systems compared to its expiring agreement.
 - KARL STORZ' new agreement pricing has an overall 8.0% increase compared to its expiring agreement.
 - Olympus' new agreement pricing has an overall 7.0% increase compared to its expiring agreement.
 - Skytron's new agreement pricing offers an overall 1.0% savings compared to its expiring agreement.
 - STERIS' new agreement pricing has an overall 0.5% increase compared to its expiring agreement.
- Financial analysis reveals:
 - Stryker's new agreement pricing has an overall 7.2% increase compared to its expiring agreement.
 - Skytron is the low-cost supplier according to pricing scenarios.
- If unable to supply products:
 - Hill-Rom, Olympus and Stryker will not offer payment for the difference in substitute product costs.
 - Getinge will provide payment for up to 10% of the difference in substitute product costs within 60 days of document submission.
 - KARL STORZ and STERIS will provide payment for up to 10% of the difference in substitute product costs within 30 days of document submission.
 - Skytron will provide payment for up to 10% of the difference in substitute product costs.
- KARL STORZ has OR1® Systems terms and conditions, see Exhibit L for details.
- KARL STORZ has a late payment penalty.
- STERIS has a large order threshold of \$300,000.
- Stryker's Exhibit K is a Purchasing and Installation Services Agreement.
- Available direct: Getinge, Hill-Rom, KARL STORZ, Olympus, Skytron, STERIS, Stryker

Supplier Contact Information

- Getinge USA Sales LLC: Melissa Paquee, 862.228.5178, melissa.paquee@getinge.com
- Hill-Rom Company Inc.: Rick Holmes, 269.626.6055, rick_holmes@baxter.com
- KARL STORZ Endoscopy-America Inc.: Nick Smith, 206.970.9012, nick.smith@karlstorz.com
- Olympus America Inc.: Scott Matson, 817.233.3777, scott.matson@olympus.com
- Skytron LLC: Scott Martin, 616.340.3438, smartin@skytron.us
- STERIS Corporation: Patrick Donahue, 919.522.9352, patrick_donahue@STERIS.com
- Stryker Sales LLC acting through Stryker Communications Inc.: Ed Harris, 941.234.8699, ed.harris@stryker.com

Note: Supplier contact information is current as of December 20, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Surgical Endoscopy – Flexible: Flexible equipment and scopes that are used to see and record images from inside the body for gastrointestinal and pulmonary procedures
- Surgical Endoscopy – Rigid: Devices that combine the use of digital cameras, wireless instrumentation and rigid equipment, scopes that provide the surgeon with information from the sterile field for the precise location of surgical targets for neurosurgical, spine, ear, nose and throat (ENT) and other surgical procedures as indicated
- Surgical Navigation: Technologies that combine the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with information from the sterile field for the precise location of surgical targets
- Surgical Video Visualization Systems: Products that allow the viewing of live, color images of the interior of the body during diagnostic, therapeutic and surgical endoscopic procedures



Effective February 1, 2024 through January 31, 2027

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- [Executive summary](#): A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- [Value analysis toolkit](#): A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

NOT FOR DISTRIBUTION



Effective October 1, 2022 through September 30, 2025

Products and Services Available

This category includes products used to draw up and administer liquids or medications via intra-dermal, subcutaneous, intra-muscular or intravenous (IV) and that have an attached safety device to prevent accidental sharps injuries. This also includes but not limited to insulin safety syringes, safety pen needles and Tuberculin safety syringes.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with BD, Cardinal Health, Embecta, ICU Medical, MYCO Medical and Sol-Millennium.
- A PMDF/PA is not required with HTL-STREFA and RTI due to single tier offerings.

Aggregation Opportunities

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

- BD and Embecta require GPO facilities to independently commit to the market share required by the tier.

Class of Trade

- Agreements with HTL-STREFA and Sol-Millennium are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Agreements with BD, Cardinal Health and Embecta are available to select healthcare classes of trade; see Exhibit B-2 for details.
- ICU Medical's agreement is available to acute care and non-acute healthcare facilities.
- MYCO Medical's agreement is available to acute care, non-acute healthcare, select non-healthcare, retail pharmacies and durable medical equipment suppliers; see Exhibit B-2 for exclusions.
- RTI's agreement is available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Cardinal Health, Embecta, HTL-STREFA, ICU Medical and MYCO Medical.
- BD's pricing is firm for 12 months; then prices may increase once every 12 months not to exceed 3% in the aggregate.
- RTI's pricing is firm for the term of the agreement unless economic circumstances warrant an increase; then price increases will not exceed 3% on a line-item basis in a 12-month period; limited to two increases during the term.
- Sol-Millennium's pricing is firm for 12 months; then potential adjustments may occur on mutual agreement.
- Financial analysis reveals:
 - BD's new agreement pricing has an overall 15.9% increase compared to its expiring agreement.
 - Cardinal Health's new agreement pricing is flat compared to its expiring agreement.
 - ICU Medical's new agreement pricing has an overall 3.9% increase compared to its expiring agreement.
 - RTI's new agreement pricing has an overall 6.4% increase compared to its expiring agreement.
 - RTI is the low-cost supplier on crossed items with 1.3% of the spend.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
BD	PP-NS-1630	PP-NS-1262
CardinalHealth™	PP-NS-1631	PP-NS-1263
embecta™	PP-NS-1841	New
HTL-STREFA high tech lab	PP-NS-1636	New
icumedical human connections	PP-NS-1633	PP-NS-1264*
MYCO MEDICAL	PP-NS-1632	New
RETRACTABLE TECHNOLOGIES, INC.	PP-NS-1634	PP-NS-1265
SOL-MILLENNIUM® Building a Healthier Tomorrow	PP-NS-1635	New

MYCO Medical is a minority-owned business enterprise (MBE). RTI is a small business enterprise (SBE).

*ICU Medical [acquired](#) Smiths Medical in January 2022.

The agreement with Remcoda (ES-NS-1835) expired February 28, 2024.

Updates:

- BD [divested](#) its Embecta diabetes care business. Embecta has been added to the category effective Nov. 1, 2023.
- BD has been added to the category effective Dec. 1, 2022.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective October 1, 2022 through September 30, 2025

Other Key Value and Terms (Continued)

- HTL-STREFA, MYCO Medical, RTI and Sol-Millennium offer an early payment discount.
- Embecta has a \$5,000 minimum order requirement.
- HTL-STREFA and RTI have a minimum order requirement of one case.
- Available through distribution: BD, Cardinal Health, Embecta, HTL-STREFA, ICU Medical, MYCO Medical, RTI, Sol-Millennium
- Available direct: HTL-STREFA, ICU Medical, RTI, Sol-Millennium

Supplier Contact Information

- Becton, Dickinson and Company (BD): Zachary Moore, 901.302.0504, zachary.moore@bd.com
- Cardinal Health 200 LLC: Caleb Jameson, 469.678.9334, caleb.jameson@cardinalhealth.com
- Embecta Medical II LLC: Arpan Gandhi, 214.288.3861, arpan.gandhi@embecta.com
- HTL-STREFA Inc.: Brian Crowell, 980.622.8989, brian.crowell@htl-strefa.com
- ICU Medical Sales Inc.: Mark Jorgensen, 949.212.5657, mjorgensen@icumed.com
- MYCO Medical Supplies Inc.: Sam Kumar, 919.460.2535, skumar@mycomedical.com
- Retractable Technologies Inc. (RTI): Patti King, 214.908.4570, rti.king@retractable.com
- Sol-Millennium Medical Inc.: Mike Stankiewicz, 847.951.5611, mstankiewicz@sol-m.com

Note: Supplier contact information is current as of April 3, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Safety IV Catheters: IV start catheters equipped with a safety device to prevent accidental needle sticks
- Sharps Disposal Containers: Canisters for sharps medical waste and the related accessories such as wall mountings and brackets
- Standard Hypodermic Products: Non-safety products used to draw up and administer medications via oral, intradermal, subcutaneous, intramuscular or intravenous injection

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.



Effective October 1, 2022 through September 30, 2025

Products and Services Available

This category includes intravenous (IV) start catheters with a safety device to prevent accidental needlesticks.

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, BD, ICU Medical and S2S Global.
- A PMDF/PA is not required with RTI due to single tier offering.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with all suppliers.
 - B. Braun and BD require facilities to independently commit to the market share required by the tier.

Class of Trade

- Agreements with B. Braun and ICU Medical are available to acute care and non-acute healthcare facilities.
- BD is available to select healthcare classes of trade; see Exhibit B-2 for details.
- Agreements with RTI and S2S Global are available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with ICU Medical and S2S Global.
- B. Braun's agreement is firm for the term of the agreement unless there is an unusual increase in cost ($\geq 20\%$).
- BD's pricing is firm for 12 months; then prices may increase once every 12 months not to exceed 3% in the aggregate.
- RTI's pricing is firm for the term of the agreement unless economic circumstances warrant an increase; then price increases will not exceed 3% on a line-item basis in a 12-month period; limited to two increases during the term.
- Financial analysis reveals:
 - B. Braun's new agreement pricing has an overall 4.9% increase compared to its expiring agreement.
 - BD's new agreement pricing has an overall 3.2% increase compared to its expiring agreement.
 - ICU Medical's new agreement pricing has an overall 0.7% increase compared to its expiring agreement.
 - RTI's new agreement pricing is flat compared to its expiring agreement.
 - RTI is the low-cost supplier on crossed items with 14.1% of the spend.
- B. Braun has an Introcan Safety rebate as a value-add; see Exhibit I for details.
- Available through distribution: B. Braun, BD, ICU Medical, RTI, S2S Global
- Available direct: ICU Medical, RTI, S2S Global (container shipments only)

Supplier Contact Information

- B. Braun Medical Inc.: Bill Miller, 513.659.3926, bill.miller@bbraunusa.com
- Becton, Dickinson and Company (BD): Zachary Moore, 901.302.0504, zachary.moore@bd.com
- ICU Medical Sales Inc.: Mark Jorgensen, 949.212.5657, mjorgensen@icumed.com
- Retractable Technologies Inc. (RTI): Patti King, 214.908.4570, rti.king@retractable.com
- S2S Global: Brent Patterson, 855.531.7699, info@s2s-global.com

Note: Supplier contact information is current as of August 25, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
B. BRAUN	PP-NS-1627	PP-NS-1271
BD	PP-NS-1626	PP-NS-1272
icumedical	PP-NS-1628	PP-NS-1273 PP-NS-1275*
RETRACTABLE TECHNOLOGIES, INC.	PP-NS-1673	PP-NS-1274
S2S GLOBAL	PP-NS-1629	New

RTI is a small business enterprise (SBE).

*ICU Medical [acquired](#) Smiths Medical in January 2022.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update October 2022: BD has been added to the category effective Dec. 1, 2022.



Effective October 1, 2022 through September 30, 2025

Related Categories

- IV Site Management and Accessories: Kits and products used to start and maintain the integrity of an IV insertion site
- IV Therapy Portfolio: Includes the categories of Infusion Devices and Device-dedicated Sets; Infusion Sets and Accessories; Needleless Connectors; IV Fluids, Bag-based Drug Delivery and TPN Macronutrients; and Pharmacy Capital Equipment and Admixture Supplies
- Safety Hypodermic Products: Safety products used to draw up and administer medications via injection
- Standard Hypodermic Products: Non-safety products used to draw up and administer medications via injection

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION



Sharps Disposal Containers



Effective May 1, 2020 through April 30, 2025

Products and Services Available

This category includes canisters designed for the safe containment of sharps medical waste, including mixed waste containers for pharmacy waste, chemotherapy waste and biohazard waste that are meant to be disposable and related accessories such as wall mountings and brackets.

How to Operationalize These 60-month 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.

Class of Trade

Restrictions apply to the agreements with BD and Cardinal. See each supplier's Exhibit B-2 for details.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with both suppliers.
- Financial analysis reveals:
 - BD's new agreement pricing offers an average of 6.9 percent increase compared to its expiring agreement pricing.
 - Cardinal's new agreement pricing has a 0.9 percent increase compared to its expiring agreement pricing.
- Cardinal offers a quick start rebate program as a value-add.
- Available through distribution: BD, Cardinal

Supplier Contact Information

- **Becton, Dickson and Company:** Zachary Moore, 907.302.0504, zachary.moore@bd.com
- **Cardinal Health 200 LLC:** Caleb Jameson, 469.678.9334, caleb.jameson@cardinalhealth.com



Note: Supplier contact information is current as of June 16, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- **Instrument Containers:** Containers used for storage and sterilization of surgical instruments
- **Waste Management Products and Services:** Consulting, waste audits, collection, hauling, incineration, landfill, pharmaceutical disposal, regulated medical waste disposal, reusable sharps container services, recycling, bioremediation and other waste streams

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- **Executive summary:** A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- **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.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-NS-1343	PP-NS-1002
	PP-NS-1342	PP-NS-1001

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in PremierConnect®.



Soaps, Lotions and Waterless Hand Rinses



Effective May 1, 2024 through April 30, 2027

Products and Services Available

This category includes cleansing products, such as alcohol rubs, hand rinses, foams, sprays and lotions, as well as lotions that are intended for moisturizing purposes only.

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, Buckeye, Ecolab, Georgia-Pacific, GOJO and Kimberly-Clark.
- A PMDF/PA is not required with PDI due to a single tier offering.
- A PMDF/PA is required at **all tiers** with SC Johnson.

Aggregation Opportunities

All suppliers allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.

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

Class of Trade

- Agreements with 3M, GOJO and SC Johnson are available to select healthcare classes of trade; see Exhibit B-2 for details.
- Agreements with Buckeye and PDI are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Ecolab's agreement is available to acute care and surgery centers.
- Agreements with Georgia-Pacific and Kimberly-Clark are available to acute care, non-acute healthcare, non-healthcare and retail pharmacies.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with Georgia-Pacific, GOJO and PDI.
- Pricing is firm for 12 months with 3M, Ecola, Kimberly-Clark and SC Johnson.
 - 3M's pricing may increase annually by the lesser of the change in the Consumer Price Index (CPI) or 10% in the aggregate.
 - Ecolab's pricing may increase annually by the sum of 60% of the change in the CPI and 40% of the change in the Producer Price Index (PPI).
 - Kimberly-Clark's pricing may increase annually up to 5% in the aggregate.
 - SC Johnson's pricing may increase annually up to 2.5%
- Buckeye's pricing is firm for six months; then pricing may increase every six months based on IHS/Chemical Market Associates (CMAI) resin index.
- Financial analysis reveals:
 - 3M's new agreement pricing has an overall 4.1% increase compared to its expiring agreement.
 - Buckeye's new agreement pricing has an overall 9.2% increase compared to its expiring agreement.
 - Ecolab's new agreement pricing has an overall 14.7% increase compared to its expiring agreement.
 - Georgia-Pacific's new agreement pricing has an overall 19.3% increase compared to its expiring agreement.
 - GOJO's new agreement pricing has an overall 21.5% increase compared to its expiring agreement.
 - Kimberly-Clark's new agreement pricing has an overall 5.1% increase compared to its expiring agreement.
 - SC Johnson's new agreement pricing has an overall 8.7% increase compared to its expiring agreement.
 - SC Johnson is the low-cost supplier on crossed items with 23.4% of the spend.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-NS-1967	PP-NS-1465
	PP-NS-1968	PP-NS-1461
	PP-NS-1969	PP-NS-1459
	PP-NS-1970	PP-NS-1462
	PP-NS-1971	PP-NS-1458
	PP-NS-1972	PP-NS-1463
	PP-NS-1973	New
	PP-NS-1974	PP-NS-1460

Buckeye is a small business enterprise (SBE). GOJO is a woman-owned business enterprise (WBE).

The current agreement with Medline (PP-NS-1464) expires April 30, 2024.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Soaps, Lotions and Waterless Hand Rinses



Effective May 1, 2024 through April 30, 2027

Other Key Value and Terms

- GOJO offers no-charge dispenser installation or reimbursement as a value-add; see Exhibit I for details.
- SC Johnson offers a 5% conversion rebate as a value-add; see Exhibit J for details.
- If unable to supply products:
 - 3M will provide payment for up to 10% of the difference in substitute product costs.
 - Buckeye, Georgia-Pacific, GOJO and PDI will provide payment for the difference in substitute product costs.
 - Ecolab will provide payment for up to 15% of the difference in substitute product costs.
 - Kimberly-Clark and SC Johnson will not offer payment for the difference in substitute product costs.
- PDI offers a 1% early payment discount.
- Ecolab orders less than 250 pounds are subject to minimum order charges.
- PDI has a 100-case minimum order requirement.
- SC Johnson has a \$500 minimum order requirement.
- Available through distribution: 3M, Buckeye, Ecolab, Georgia-Pacific, GOJO, Kimberly-Clark, PDI, SC Johnson
- Available direct: Ecolab, PDI, SC Johnson

Supplier Contact Information

- 3M Healthcare US Opco LLC: Amanda Nelson, 651.382.5977, anelson3@solventum.com
- Buckeye International Inc.: Scott Rapplean, 314.691.2986, srapplean@buckeyeinternational.com
- Ecolab Inc.: Susan Revell, 817.262.3740, susan.revell@ecolab.com
- Georgia-Pacific Consumer Products LP: Kristen Kempe, 214.686.7048, kristen.kempe@gapac.com
- GOJO Industries Inc.: Loretta Ilges, 314.374.9149, ilgesl@gojo.com
- Kimberly-Clark Professional a division of Kimberly-Global Sales LLC: Julie Dreihaupt, 770.598.6853, julie.dreihaupt@kcc.com
- Professional Disposables International (PDI) Inc.: Christine Skok, 845.521.4991, christine.skok@pdihc.com
- SC Johnson Professional USA Inc.: James Lynn, 980.301.5079, james.lynn@scj.com

Note: Supplier contact information is current as of May 10, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Housekeeping and Laundry Products: Chemical products and accessories related to general housekeeping, cleaning and disinfecting, and laundry
- Paper and Janitorial Supply Distribution: Distributors of janitorial and sanitation products, including soaps and lotions
- Personal Care Kits and Components: Individual products packaged in a kit as part of the patient admission process
- Skin Integrity: Skin Cleanser, Barrier and Lotion Products: Skin cleansers, moisturizers, protectants, barrier wipes lotions and sprays, antifungals, perineal washes and body wash
- Surgical Hand Preps: Solutions, devices and accessories used by surgical staff to disinfect their hands prior to starting surgical procedures

Full Launch Content and Additional Resources Available in Supply Chain Advisor

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- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.



Effective January 1, 2024 through December 31, 2026

Products and Services Available

This category includes flexible equipment, accessories and scopes that provide the surgeon with information from the sterile field for precise locations of surgical targets for gastrointestinal (GI), pulmonary and other specialty surgical procedures as indicated.

How to Operationalize these Agreements

- Electronic price activation (PA) or a Participating Member Designation Form (PMDF) is required at Tier 2 or higher with FUJIFILM, Olympus and PENTAX Medical.
 - Olympus requires historic annual spend on PMDF submission. A separate service agreement may be required.
- A member agreement is required with PENTAX Medical for aggregation.

Aggregation Opportunity

- FUJIFILM and PENTAX Medical allow aggregation for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities.
 - PENTAX Medical's aggregation is achieved through the completion of member agreement.
- Olympus allows aggregation for multi-facility systems and GPOs for Tier 5 only. IDN and GPO facilities must independently commit to the market share required by the tier.

Class of Trade

- FUJIFILM's agreement is available to acute care and non-acute healthcare.
- Olympus' agreement is available to acute care, non-acute healthcare, non-healthcare (excluding veterinary and zoos), retail pharmacies and durable medical equipment suppliers.
- PENTAX Medical's agreement is available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with FUJIFILM and PENTAX Medical.
- Olympus' pricing is firm for 12 months; then pricing may increase up to 3% annually.
- Financial analysis reveals Olympus' new agreement pricing has an overall 2.2% increase compared to its expiring agreement.
- PENTAX Medical allows combining purchases across agreements to meet Tier 2 requirements as a value-add; see Exhibit I for details.
- If unable to supply products:
 - FUJIFILM will provide payment for up to 15% of the difference in substitute product costs within 30 days of document submission.
 - Olympus will not offer payment for the difference in substitute product costs.
 - PENTAX Medical will provide payment for the difference in substitute product costs within 30 days of document submission.
- PENTAX Medical offers a 2% early payment discount.
- Available direct: FUJIFILM, Olympus, PENTAX Medical

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
FUJIFILM	ES-OR-2378	New
OLYMPUS	PP-OR-2312	PP-OR-1774
PENTAX MEDICAL	ES-OR-2376	New

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

Update March 2024: FUJIFILM and PENTAX Medical have been added to the category effective March 15, 2024, through March 15, 2025.



Effective January 1, 2024 through December 31, 2026

Supplier Contact Information

- FUJIFILM Healthcare Americas Corporation – Endoscopy Division: Deb Wilsey, 843.324.1661, dwilsey@fujifilm.com
- Olympus America Inc.: Scott Matson, 817.233.3777, scott.matson@olympus
- Pentax of America Inc. dba PENTAX Medical: Jon Murphy, 678.591.7443, jon.murphy@pentaxmedical.com

Note: Supplier contact information is current as of March 27, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Gastrointestinal Endoscopy Products: Disposable products used to treat diseases that affect the gastrointestinal/pulmonary tracts, including stone removal, treatment of gastroesophageal reflux disease (GERD) and taking samples
- Surgical Endoscopy – Rigid: Devices that combine the use of digital cameras, wireless instrumentation and rigid equipment, scopes that provide the surgeon with information from the sterile field for the precise location of surgical targets for neurosurgical, spine, ENT and other surgical procedures as indicated
- Surgical Video Visualization Systems: Products that allow the viewing of live, color images of the interior of the body during diagnostic, therapeutic and surgical endoscopic procedures

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- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

NOT FOR DISTRIBUTION



Effective January 1, 2024 through December 31, 2026

Products and Services Available

This category includes rigid equipment accessories and scopes that provide the surgeon with information from the sterile field for precise locations of surgical targets for neurosurgical, spine, ear, nose and throat (ENT), orthopedic and other specialty surgical procedures as indicated.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with FUJIFILM, KARL STORZ and Olympus.
 - Olympus requires historic annual spend on PMDF/PA submission.
- A PMDF/PA is not required with Richard Wolf, Smith & Nephew and Stryker due to single tier offerings.

Aggregation Opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with FUJIFILM, Richard Wolf and Smith & Nephew.
- Olympus allows aggregation for multi-facility systems and GPOs. IDN and GPO facilities must independently commit to the market share required by the tier.
- Aggregation is not contracted for with KARL STORZ and Stryker.

Class of Trade

- Agreements with FUJIFILM, KARL STORZ, Richard Wolf and Smith & Nephew are available to acute care and non-acute healthcare.
- Olympus' agreement is available to acute care, non-acute healthcare (excluding veterinary and zoos), non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Stryker's agreement is available to acute care, non-acute healthcare and non-healthcare facilities.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with FUJIFILM and Richard Wolf.
- Pricing is firm for 12 months with Olympus, Smiths & Nephew and Stryker.
 - Olympus' pricing may increase annually up to 3%.
 - Smith & Nephew's pricing may have potential adjustments based on mutual agreement.
 - Stryker's pricing may increase annually up to a weighted average of 3%.
- KARL STORZ' pricing is firm for 18 months, then if raw materials pricing increases by 5% or more, pricing may increase one time up to 5% on a line-item basis.
- Financial analysis reveals:
 - KARL STORZ' new agreement pricing is flat compared to its expiring agreement.
 - Olympus' new agreement pricing offers an overall 0.3% savings compared to its expiring agreement.
 - Richard Wolf's new agreement pricing has an overall 8.3% increase compared to its expiring agreement.
 - Smith & Nephew's new agreement pricing is flat compared to its expiring agreement.
 - Stryker's new agreement pricing has an overall 5.5% increase compared to its expiring agreement.
 - Richard Wolf is the low-cost supplier on crossed items with 51.8% of the spend.
- If unable to supply products:
 - FUJIFILM will provide payment for up to 15% of the difference in substitute product costs within 30 days of document submission.
 - KARL STORZ and Richard Wolf will provide payment for up to 10% of the difference in substitute product costs within 30 days of document submission.
 - Olympus, Smith & Nephew and Stryker will not offer payment for the difference in substitute product costs.

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-OR-2318	New
	PP-OR-2313	PP-OR-1781
	PP-OR-2314	PP-OR-1782
	PP-OR-2315	PP-OR-1783
	PP-OR-2316	PP-OR-1780
	PP-OR-2317	PP-OR-1779

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.



Effective January 1, 2024 through December 31, 2026

Other Key Value and Terms (Continued)

- Richard Wolf has a \$20,000 large order threshold.
- Richard Wolf has a minimum order requirement of \$250.
- Available through distribution: Stryker
- Available direct: FUJIFILM, KARL STORZ, Olympus, Richard Wolf, Smith & Nephew, Stryker

Supplier Contact Information

- FUJIFILM Healthcare Americas Corporation – Endoscopy Division: Deb Wilsey, 843.324.1661, dwilsey@fujifilm.com
- KARL STORZ Endoscopy-America Inc.: Nick Smith, 206.970.9012, nick.smith@karlstorz.com
- Olympus America Inc.: Scott Matson, 817.233.3777, scott.matson@olympus.com
- Richard Wolf Medical Instruments Corp.: Marlen Michalke, 972.412.1223, mmichalke@richardwolfusa.com
- Smith & Nephew Inc.: Darin McGhee, 619.252.4396, darin.mcgee@smith-nephew.com
- Stryker Sales LLC acting through its Endoscopy Division: Ed Harris, 941.234.8699, ed.harris@stryker.com

Note: Supplier contact information is current as of September 30, 2023. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Gastrointestinal Endoscopy Products: Disposable products used to treat diseases that affect the gastrointestinal/pulmonary tracts
- Surgical Endoscopy – Flexible: Flexible equipment and scopes that are used to see and record images from inside the body for gastrointestinal and pulmonary procedures
- Surgical Video Visualization Systems: Products that allow the viewing of live, color images of the interior of the body during diagnostic, therapeutic and surgical endoscopic procedures

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.



Effective February 1, 2024 through January 31, 2027

Products and Services Available

The category includes technology that combines the use of digital cameras, wireless instrumentation and intuitive software that provides the surgeon with information from the sterile field for the precise location of surgical targets for neurosurgical, spine, ear, nose and throat (ENT) and other surgical procedures as indicated.

How to Operationalize this Agreement

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

Aggregation Opportunity

Aggregation is not contracted for with Stryker.

Class of Trade

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

Other Key Value and Terms

- Pricing is firm for 12 months, then pricing may increase annually up to a 4% weighted average.
- Financial analysis reveals Stryker's new agreement pricing has an overall 7.6% increase compared to its expiring agreement.
- If unable to supply products, Stryker will not offer payment for the difference in substitute product costs.
- Available direct: Stryker

Supplier Contact Information

Stryker Sales LLC acting through its Instruments Division: Ed Harris, 941.234.8699, ed.harris@stryker.com

Note: Supplier contact information is current as of January 9, 2024. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- OR Integration and Automation Systems: Products that combine software and hardware components that are specifically designed to create efficiency in the operating room (OR) by routing audio/visual (A/V) images and control multiple OR devices, both surgical and non-surgical, all via a common interface
- Surgical Endoscopy – Flexible: Flexible equipment and scopes that are used to see and record images from inside the body for gastrointestinal and pulmonary procedures
- Surgical Endoscopy – Rigid: Rigid equipment accessories and scopes that provide the surgeon with information from the sterile field for precise locations of surgical targets for neurosurgical, spine, ear, nose and throat (ENT), orthopedic and other specialty surgical procedures as indicated.
- Surgical Instrument Tracking and OR Efficiency Systems: Surgical instrument tracking systems and other technologies that assist organizations to improve quality, efficiency and safety
- Surgical Video Visualization Systems: Products that allow the viewing of live, color images of the interior of the body during diagnostic, therapeutic and surgical endoscopic procedures

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.

Contracted Supplier		
Supplier	New Contract	Expiring Contract
stryker	PP-OR-2311	PP-OR-1792

Olympus' agreement PP-OR-1793 was terminated effective September 30, 2023.

For committed program information, visit the [Performance Groups Portal](#) or [portfolio books page](#) in the Supply Chain News community.

S2S GLOBAL PORTFOLIO SUMMARY GRID

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.

Visit www.s2s-global.com for additional information about the PremierPro™ portfolio of products and services.

PRODUCTS

S2S GLOBAL PRODUCT SEGMENT	PREMIER CONTRACT CATEGORY	PREMIER SERVICE LINE	PRODUCTS INCLUDED	PREMIER CONTRACT NUMBER(S)	START DATE	END DATE
APPAREL	Disposable Non-sterile Protective Apparel	Nursing Services	Cover Gowns, Isolation Gowns, Lab Coats/Jackets, Disposable Scrubs, Coveralls, Aprons, Bouffant Caps, Shoe Covers	AD-NS-1191 PP-NS-1191	07/01/22 12/01/18	11/30/27 11/30/27
BATTERIES	Batteries and Battery Products	Facilities and Environmental Services	Alkaline Batteries, Button Cell Lithium Batteries	AD-FA-950 PP-FA-950 SP-FA-950	07/01/22 12/01/21 12/01/21	11/30/24 11/30/24 11/30/24
DIAGNOSTICS	Safety Phlebotomy	Clinical Laboratory Services	Blood Transfer Products, Safety Lancets	AD-LA-604 PP-LA-604	07/01/22 12/01/21	11/30/24 11/30/24
	Stethoscopes	Nursing Services	Stethoscopes	AD-NS-1551 PP-NS-1551 SP-NS-1551	07/01/22 12/01/21 01/01/24	11/30/24 11/30/24 11/30/24
	Disposable Vaginal Speculums	Nursing Services	Vaginal Specula	AD-NS-1249 PP-NS-1602	07/01/22 07/01/22	06/30/25 06/30/25
EXAM GLOVES	Exam Gloves	Nursing Services	Nitrile, Vinyl and Latex Exam Gloves, Glove Box Holders	AD-NS-1231 PP-NS-1231 SP-NS-1869	07/01/22 05/01/19 11/01/23	04/30/25 04/30/25 04/30/25
FACE PROTECTION	Surgical and Isolation Masks	Surgical Services	Surgical and Isolation Masks, Procedure Masks, Mask Box Holders, Protective Eye Wear	AD-OR-2135 PP-OR-2135	01/01/23 01/01/23	12/31/25 12/31/25
FALL MANAGEMENT FOOTWEAR	Fall Management Footwear	Nursing Services	Slipper Socks	AD-NS-1820 PP-NS-1820 SP-NS-1820	08/01/23 08/01/23 08/01/23	07/31/26 07/31/26 07/31/26
FOODSERVICE	Foodservice Disposables	Food and Nutrition	Gloves in US Foods labels	PP-DI-2130	07/01/23	06/30/26
INCONTINENCE	Incontinence Products	Nursing Services	Adult Briefs, Protective Underwear, Underpads, Knit & Mesh Pants, Maternity Pads, Washcloths, Wipes	AD-NS-1843 PP-NS-1843 SP-NS-1843	10/01/23 08/01/23 10/01/23	07/31/26 07/31/26 07/31/26
MEDICATION DELIVERY	Safety IV Catheters	Nursing Services	ClearSafe, TrueSafe, and NanoCath	AD-NS-1629 PP-NS-1629	12/01/22 10/01/22	09/30/25 09/30/25
	Standard Hypodermic Products	Nursing Services	Flush Syringes	PP-NS-1977	03/01/24	09/30/25

PRODUCTS (continued)

S2S GLOBAL PRODUCT SEGMENT	PREMIER CONTRACT CATEGORY	PREMIER SERVICE LINE	PRODUCTS INCLUDED	PREMIER CONTRACT NUMBER(S)	START DATE	END DATE
MOBILITY AIDS	Mobility Aids	Nursing Services	Canes, Walkers, Crutches	AD-NS-1492	07/01/22	07/31/24
				PP-NS-1492	08/01/21	07/31/24
				SP-NS-1492	08/01/21	07/31/24
OR PRODUCTS	Lap Sponges, OR Towels and Specialty Sponges	Surgical Services	Lap Sponges, OR Towels	PP-OR-2276	12/01/23	11/30/26
PATIENT CARE	Patient Lateral Transfer Devices	Nursing Services	Air Transfer Mats, REMUV™ Mats, MUV™ Boards, Skin Integrity Pads	AD-NS-1506 PP-NS-1506 SP-NS-1506	07/01/22 08/01/21 08/01/21	07/31/24 07/31/24 07/31/24
	Cohesive Bandages	Nursing Services	Cohesive Bandages	AD-NS-1677 PP-NS-1677 SP-NS-1677	02/01/23 02/01/23 08/01/23	01/31/26 01/31/26 01/31/26
	Laboratory Specimen Collection	Clinical Laboratory Svcs	Disposable Tourniquets	AD-LA-594 PP-LA-594	07/01/22 12/01/21	11/30/24 11/30/24
	Personal Care Kits and Components	Nursing Services	Patient Belongings Bags	AD-NS-1516 PP-NS-1516	07/01/22 08/01/21	07/31/24 07/31/24
	Pressure Infusion Bags	Nursing Services	Pressure Infusion Bags	AD-NS-1525 PP-NS-1525 SP-NS-1525	07/01/22 09/01/21 09/01/21	08/31/24 08/31/24 08/31/24
SURGICAL GLOVES	Surgeon Gloves	Surgical Services	Polyisoprene, Neoprene, Hybrid and Latex Surgical Gloves, Specialty Surgical Gloves	AD-OR-2039 PP-OR-2039	07/01/22 05/01/22	04/30/25 04/30/25
ORTHOPEDIC SOFT GOODS	Orthopedic Soft Goods	Nursing Services	Cervical Collars, Shoulder Wraps and Slings, Wrist Splints, Lumbo Sacral Support, Ankle Boots, Knee Braces and Immobilizers	AD-NS-1539 PP-NS-1539 SP-NS-1539	07/01/22 12/01/21 12/01/21	11/30/24 11/30/24 11/30/24
	Orthopedics: Cold Therapy Products	Nursing Services	Hot/Cold Temperature Therapy	AD-NS-1545 PP-NS-1545	07/01/22 12/01/21	11/30/24 11/30/24

SERVICES

PURCHASED SERVICES	Sterile Reprocessing	Purchased Services	PremierPro Reprocessing Services	PP-SV-256 AD-SV-256	07/01/22 02/01/20	01/31/25 01/31/25
	Surgical Instrument and Scope Repair	Purchased Services	PremierPro Equipment Repair Powered by Agiliti	PP-OR-1974	02/01/22	01/31/25

- 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.

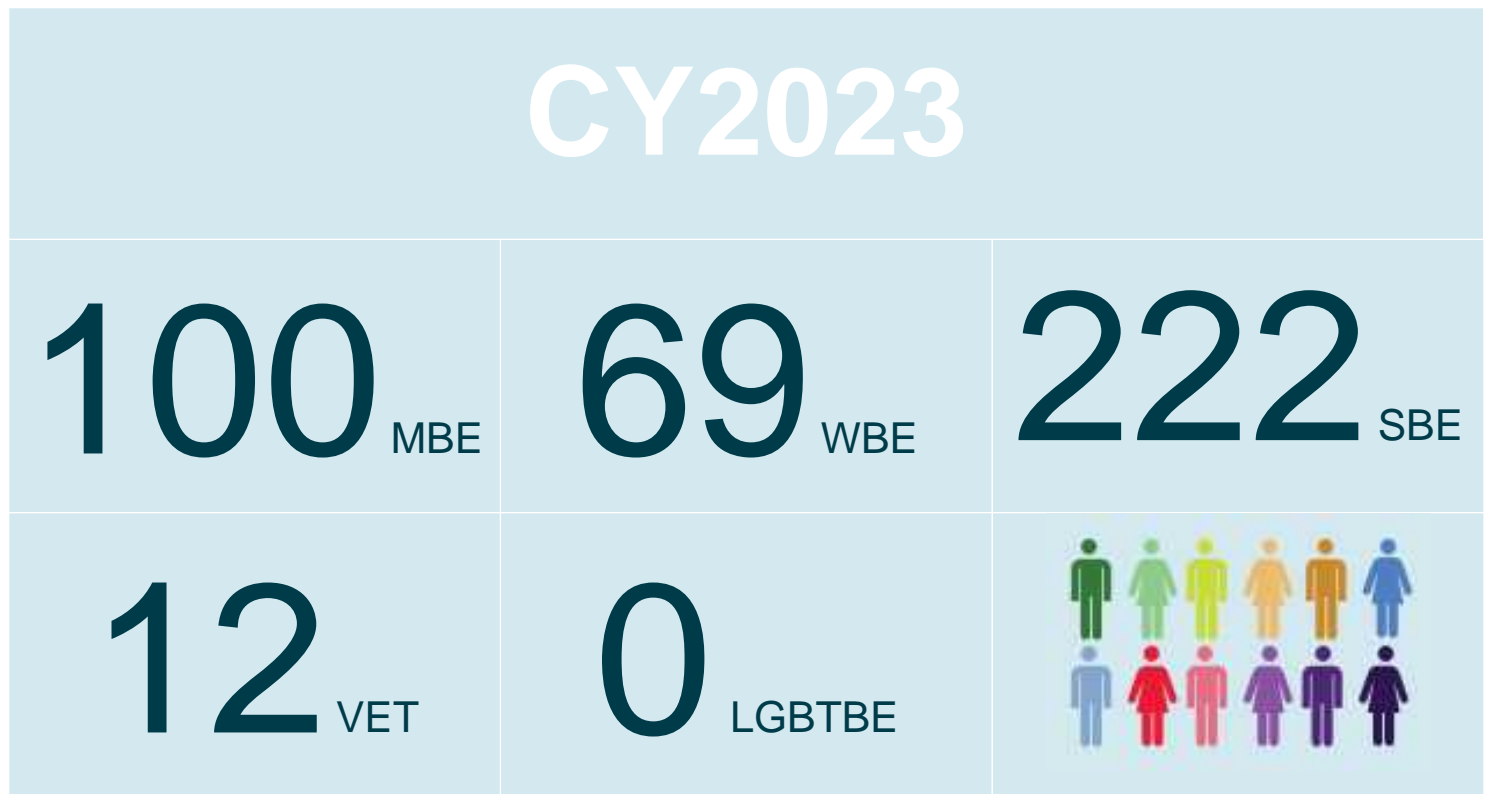


Supplier Diversity

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), **lesbian/gay/bisexual/transgender-** (LGBTBE) 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 2023, Premier members spent \$800,000 on products and services from diverse suppliers.



Sourcing Education and Enrichment for Diverse and Small Suppliers (SEEDS)

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.







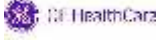








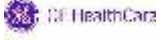








Contract language protection for members looking to do business with diverse suppliers

Premier members may choose to purchase from certified diversity suppliers, but they are still obligated to meet the tier requirements with each respective supplier from whom they purchase.

Supplier Diversity in the Supply Chain News Community

The [Supplier Diversity](#) page features a rolling feed of updates on SEEDS contract launches, webinars and industry updates related to diversity. An [active diverse supplier contract list](#) is an added resource to enhance or develop supplier diversity initiatives at member sites.

Premier members have access to contracts featuring pre-negotiated terms and conditions, market-leading discounts on contrast media agents, injectors and disposables and value-laden service plans. For detailed information on these agreements, visit Supply Chain Advisor.

<u>Contrast Media Barium</u>								
		PP-IM-472			PP-IM-473			
<u>Contrast Media Injectors and Disposables</u>								
	PP-IM-474	PP-IM-475	PP-IM-476	PP-IM-478	PP-IM-477	PP-IM-479	PP-IM-480	
<u>Contrast Media MR</u>								
		PP-IM-465	PP-IM-464		PP-IM-468	PP-IM-466	PP-IM-467	
<u>Contrast Media Ultrasound</u>								
			PP-IM-469		PP-IM-470	PP-IM-471		
<u>Contrast Media X-ray</u>								
		PP-IM-460	PP-IM-459	PP-IM-495	PP-IM-463	PP-IM-461	PP-IM-462	PP-IM-489

Compare supplier offerings in a given category:

See the value analysis toolkits in Supply Chain Advisor for the category you are interested in. All toolkits include:

- Basic category information and industry guidelines
- Supplier products/services within the category
- Responses from suppliers around key criteria
- Market highlights

Leverage Premier resources to obtain your best value.

Resources include:

- Value analysis toolkits
- Product/service comparisons
- [Category education page](#)
- Portfolio advisors and subject matter experts

Have questions regarding these agreements? Reach out to Premier’s subject matter expert:

At Premier, our portfolio advisors and subject matter experts aid members in product/service identification and selection by developing tools and resources to help members evaluate products and clinical practice. By acting as a technical consultant, the portfolio advisors and subject matter experts conduct product/service line and cost analysis to help members improve utilization, clinical and financial outcomes and optimize Premier agreements.

Janice Buchholz, Director, Imaging and Radiation Oncology

janice_buchholz@premierinc.com

We are pleased to announce Premier's new diagnostic imaging equipment portfolio, spanning October 2015 through December 2024, and now featuring all of the market-leading manufacturers within most of the modalities that they participate. Awarded suppliers include incumbents Agfa, Carestream, FUJIFILM/Sonosite, General Electric (GE), Hologic, Konica Minolta, Mindray/Zonare, Siemens and Toshiba, as well as new additions such as Philips Healthcare, Hitachi Medical Systems and Samsung Electronics, among others.

Imaging capital procurement is by nature a highly transactional business, subject to a large degree of local negotiation. Experience has shown that imaging capital suppliers will not commit to a "one price fits all" price point for single transaction events, preferring to negotiate a price and total value proposition that matches the opportunity presented by a given customer. Unless and until this paradigm is broken, the best negotiating weapon for the customer is competitive friction. The greater the competitive threat, the greater the potential of losing a deal, and therefore the greater likelihood of receiving enhanced value from a supplier. With this in mind, and in the absence of value commensurate with limiting the number of awarded suppliers, Premier's Imaging and Radiation Oncology Committee voted to maximize competitive friction and provide members with optimal negotiating leverage by awarding to a large percentage of suppliers participating in the latest sourcing event.

Members are encouraged to use this advantage when procuring imaging capital. Conduct an event that includes multiple candidates – an environment made easier with our new, inclusive award scenario. Coupled with traditional strategies that capture the attention of suppliers – commitment and volume – competitive friction will compel suppliers to offer more value.

Adherence to the following strategies should ensure the best available value is captured from this contract portfolio:

- **Guarantee commitment:** Suppliers respond to guaranteed commitment from customers. Most of our contracts' highest tiers offer greatest value in return for such a commitment. One strategy successfully employed by some members is to sign a commitment agreement with a supplier that guarantees that any purchases made by that member or IDN during the term of the agreement will be made from that supplier. It can be for a single modality or multiple modalities (if the supplier competes in more than one modality market). A concurrent volume guarantee, while not absolutely necessary, can extract even more value in return from the supplier. Regardless, suppliers covet the opportunity to lock in business with a customer for the time and expense savings it offers them.
- **Aggregate volume:** The larger the order, the greater the opportunity to elicit more value from the supplier. Suppliers translate the productivity efficiencies achieved by fulfilling larger orders into greater savings to the customer. Combining purchases for multiple systems within a modality or multiple systems across multiple modalities from a single supplier on a single purchase order will achieve this end. Aggregating volume across multiple facilities within an IDN or an aggregation group will raise the stakes even higher and generate even greater savings. Leveraging your GPO to aggregate volume across disparate facilities and conduct a group buy event with a single supplier in turn maximizes the collective purchasing power of the GPO membership. The challenge here is getting agreement from multiple parties on a single supplier – not a simple challenge given the variety of supplier/product preferences, unique applications, standardization initiatives, service considerations, etc. that go into an imaging system purchase decision. Premier intends to coordinate various group buy opportunities with select suppliers throughout the term of these new agreements.
- **Create competition:** This strategy applies to the first two already mentioned above, but even more so for those content with treating each purchase as a single transactional event. In these situations the only motivating factor for suppliers to quote aggressively is the risk of losing the deal. Premier's new portfolio of diagnostic imaging contracts now, for the first time, provides members the opportunity to pit all major manufacturers against one another to ensure maximum value is offered. Soliciting quotes from all potential candidates gives customers the upper hand when negotiating a deal, especially when suppliers know they are being compared to their competitors. All that is required of the customer is the ability to match what is being quoted to what their true clinical and technical needs are, so that they can fairly compare offers and ensure against frivolous spending on unnecessary functionality or performance.

Resources are available to Premier members – in the form of a dedicated imaging portfolio advisor – to assist in reviewing quotes, comparing quoted system configurations to confirm like functionality and performance and ensuring conformance with contract pricing, terms and conditions. These services are available at no charge to members. Members interested in a more comprehensive capital acquisition support program (encompassing all types of capital) can consider subscribing to MEMdata's Performer Elite eRFP service.

Because of the sporadic and transactional nature of imaging capital procurement, many of the recommended rules of engagement are often overlooked or bypassed by members for the sake of expediency. For this reason we offer as a reference the following checklist of actions to take to ensure the best possible outcome is achieved when procuring imaging capital:

- Define your customer needs (“must haves” versus “nice to haves”) for an imaging system before soliciting input from manufacturers about their products. This will protect you from over-spending on capabilities that look impressive, but are not required to meet your intended application.
- Solicit quotations from all suppliers with products available that can potentially meet your needs – unless you have already decided to standardize on a single supplier. If the latter, negotiate a committed agreement to extract greater value from the supplier, and treat as a “member agreement” in accordance with the terms of that supplier’s Premier contract.
- Ensure every quote received references that supplier’s Premier contract with either a reference to Premier as the governing GPO or a reference to the actual contract number PP-IM-XXX to ensure Premier terms and conditions are used as the controlling document. All Premier contracts allow for local negotiations, so accepting better than contract pricing should not preclude the supplier from reporting the sale under the Premier contract.
- Check that post-warranty service support is addressed within the quote. Whether you will depend on full support from the manufacturer, have an in-house biomedical service program, or out-source from a third-party service provider, it is likely that some level of service will be required from the manufacturer. Your best opportunity to negotiate maximum value for this service is prior to purchasing, when the supplier is at its most vulnerable. In order to lock in this business, most suppliers offer greater discounts on service if ordered at the point-of-sale of the equipment. This is an often overlooked opportunity to extract even more value from a supplier, resulting in significant cost savings for the customer over the life of the equipment.
- Review the supplier’s standard terms and conditions of sale that are routinely attached to their quote – and recognize that the Premier contract terms and conditions will control if there is any conflict between the two.
- Engage your Premier Region Director and/or Imaging Portfolio Advisor early on in the process. They can help with issues such as ensuring all of the above steps are addressed, all potential options are considered, any current or pending supplier promotions or group buy events are known of and represented in the quote, competing quotes are comparably configured and competitively priced.

Achieving the best value

Diagnostic imaging equipment is one of the most costly capital expenditures for healthcare organizations. There are many factors to consider before purchasing, such as clinical utilization, safety, workflow and total cost of ownership, which includes consumable supplies and yearly service/maintenance agreements. The following are tips and resources to help you optimize your diagnostic imaging purchases using the Premier contract portfolio:

Contract utilization tips

- Make sure the supplier has referenced the Premier agreement on the quotation to ensure adherence to Premier contract terms and pricing.
- Write the Premier contract number on the purchase order. When you’re ready to purchase, make sure the appropriate contract number is written on the P.O. and request that the supplier report the sale to Premier. This will ensure that the sale is pursuant to the Premier contract and that purchase volume is appropriately credited to the Premier member.
- Consider using the many Premier resources listed below to bring additional value.

Premier resources

- Supply Chain Advisor® (SCA): Login to SCA to review information regarding each of the agreements, including comprehensive terms and conditions, warranties, up-time guarantees, and separate pricing exhibits for equipment, service and parts.
- Premier portfolio advisor: Prior to making a final purchasing decision, Premier’s imaging team can help members review quotes to ensure the correct price and any additional value that’s built into the Premier agreement, including terms and conditions are appropriately credited. Submit imaging equipment and service quotes for price validation and “apples to apples” equipment configuration analyses to diagnosticimaging support@premierinc.com.
- Premier Group Buy program: Review the [Premier Group Buy program](#) for upcoming events. The program offers members enhanced options for market-leading pricing opportunities for specific imaging modalities from contracted suppliers.
- Premier related categories: In addition to the diagnostic imaging equipment categories, Premier has extensive contracts for other products and supplies within the Imaging and Radiation Oncology portfolio, including contrast media, radiopharmaceutical products and distribution, magnetic resonance imaging (MRI)-compatible equipment and radiation monitoring services. For additional information, please contact your Premier representative or the Premier Solution Center at 877.777.1552 or solutioncenter@premierinc.com.



Premier members have access to contracts featuring pre-negotiated terms and conditions, market-leading discounts on high-energy positron emission tomography (PET) isotopes and radiopharmaceuticals and value-laden service plans. For detailed information on these agreements, visit Supply Chain Advisor.

<u>PET Isotopes</u>	 CardinalHealth™ PP-IM-444	 JUBILANT DRAXIMAGE PP-IM-445	 PETNET Solutions PP-IM-446	 SOFIE From start to clinic PP-IM-447	 Telix PP-IM-496
<u>Radiopharmaceutical Products – Distributors</u>	 CardinalHealth™ PP-IM-451	 JUBILANT DRAXIMAGE PP-IM-452	 RLS PP-IM-453		
<u>Radiopharmaceutical Products – Manufacturers</u>	 BRACCO PP-IM-450	 CURIUM™ PP-IM-449	 FOSUN PHARMA PP-IM-493	 FRESENIUS KABI PP-IM-494	 LANTHEUS PP-IM-448

Compare supplier offerings in a given category:

See the value analysis toolkits in [Supply Chain Advisor](#) for the category you are interested in. All toolkits include:

- Basic category information and industry guidelines
- Supplier products/services within the category
- Responses from suppliers around key criteria
- Market highlights

Leverage Premier resources to obtain your best value.

Resources include:

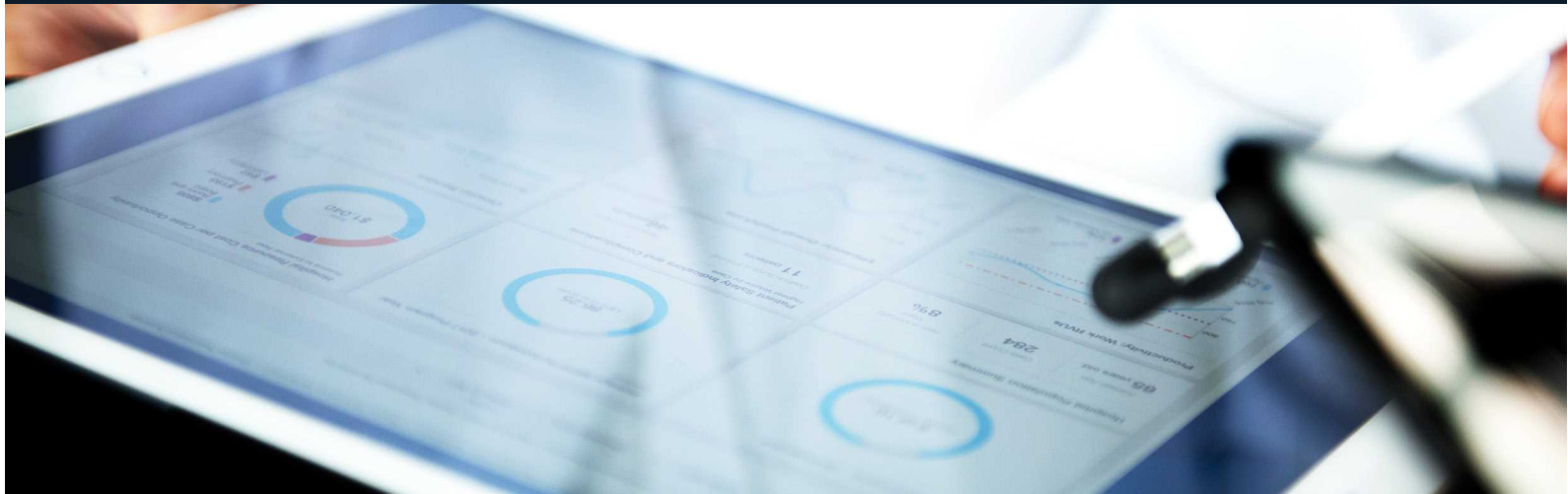
- Value analysis toolkits
- Product/service comparisons
- Portfolio advisors and subject matter experts

Have questions regarding these agreements? Reach out to Premier’s subject matter expert:

At Premier, our portfolio advisors and subject matter experts aid members in product/service identification and selection by developing tools and resources to help members evaluate products and clinical practice. By acting as a technical consultant, the portfolio advisors and subject matter experts conduct product/service line and cost analysis to help members improve utilization, clinical and financial outcomes and optimize Premier agreements.

Janice Buchholz, Director, Imaging and Radiation Oncology

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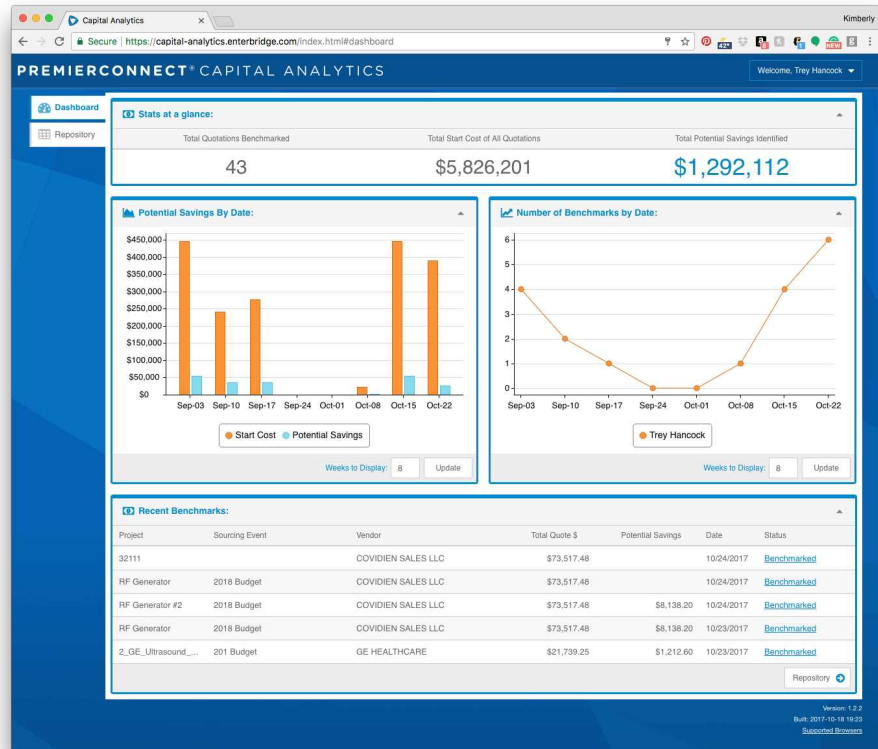


Easily Analyze Your Capital Purchases

Put the power of capital equipment price benchmarking in the hands of your staff.

No more wondering if you are receiving a fair market price. No more waiting days for your analysis to be conducted by someone else and provided back to you.

PREMIERCONNECT®
CAPITAL ANALYTICS
 Providing real-time insights at the line item level.





Premier's benchmarking application allows you to:

1

Upload price quotes electronically and easily.

2

Receive instant analysis of how your price compares to others in the market.

3

Identify the true cost of equipment with real-time line item pricing and detailed reports displaying all components of an equipment proposal.

4

Eliminate the need for paper files and spreadsheets with a cloud-based central repository of all price quotes and purchase order history.

5

Track all your capital spending against your annual budget for increased visibility across your system.

Learn More

To learn more about how Premier's Capvian team can support your needs, please email CapvianSales@premierinc.com

About Premier

Premier Inc. (NASDAQ: PINC) is a leading healthcare improvement company, uniting an alliance of more than 4,400 U.S. hospitals and health systems and approximately 225,000 other providers and organizations to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and consulting 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. Headquartered in Charlotte, NC, Premier is passionate about transforming American healthcare. Please visit Premier's news and investor sites on www.premierinc.com: as well as Twitter, Facebook, LinkedIn, YouTube, Instagram and Premier's blog for more information about the company.





Capvian™

Industry- leading design-to-procure solution set for Capital Equipment, including capital equipment planning, capital analytics and capital sourcing support.

Premier has one of the largest databases for capital analytics and benchmarking in the industry with over \$4 billion in benchmarked spend and over 184,000 unique pieces of capital.

Equipment Planning:

Providing a comprehensive assessment of your equipment needs.

- Technology and industry experts
- Cloud based planning software
- Capital equipment budgeting
- AutoCAD/ Revit drafting and space planning

Capital Analytics:

Put the power of capital equipment price benchmarking in the hands of your staff.

- Cloud based repository for all price quotes and PO history
- Identify the true cost of equipment with line-item pricing and detailed reports
- Receive analysis of how your price compares to others in the market

Capital Sourcing Support:

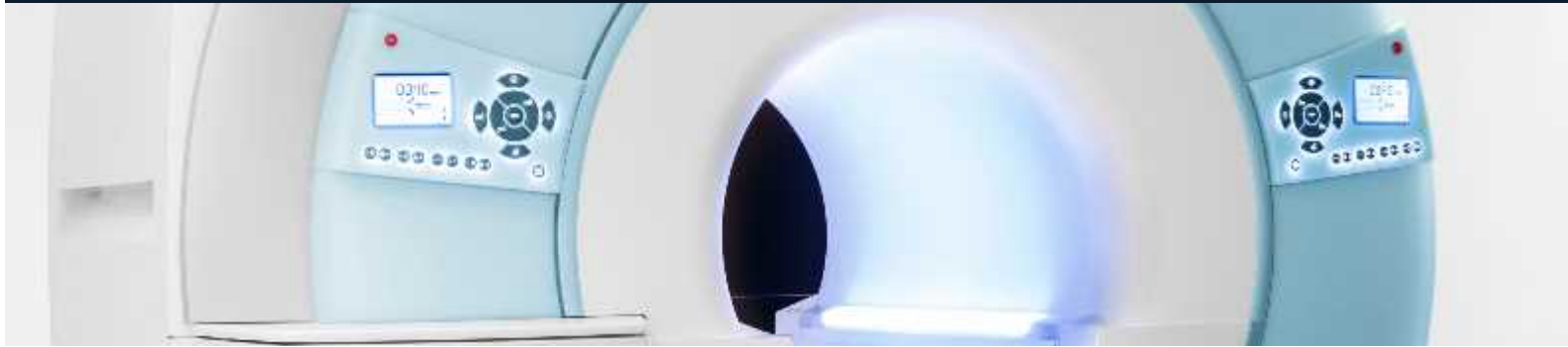
Leverage competitive data to drive your capital purchasing decisions.

- Electronic Request for Proposal (eRFP): support service that identifies multiple options and competitive prices for all equipment needs
- Price Benchmarking (PriceGuard™): pricing service that provides a comprehensive review of your capital equipment quotations
- Capital Budget Review: pricing evaluation for more accurate planning
- Contract matching: identify Premier contracted vendors

To learn more about how Capvian™ can help you plan, acquire and track your capital needs, contact

CapvianSales@premierinc.com.

Capvian is a comprehensive suite of solutions and services that helps members as they plan, build and maintain their facilities. From contracts that support facility operations and maintenance to industry leading capital pricing, equipment planning, capital price benchmark analytics and advisors, Premier helps ensure that members are operating efficiently and effectively to reach the best price possible on services and products. To learn more about how the Capvian can support your needs, please email CapvianSales@premierinc.com.



Capital Equipment Procurement Support

Leverage competitive data to drive your capital purchasing decisions

Capital equipment is a large-spend category that can be challenging because some products are purchased infrequently, technology changes rapidly and there is significant pricing variation. Making the right choices for planning and acquiring capital equipment is critical.

Capvian serves as an extension of your sourcing team, equipping you with the help you need when sourcing capital. We leverage data, competition and volume to drive savings. Our robust database provides you with market history for equipment price points and helps you identify saving options.

The Capvian team can support or fully manage your capital sourcing process. Our services and software include:

1. Electronic Request for Proposal (eRFP): Support service that identifies multiple options and competitive prices for all equipment needs.
2. Price Benchmarking (PriceGuard™): Pricing service that provides a comprehensive review of your capital equipment quotations.
3. Capital Budget Review: Pricing evaluation for more accurate planning.
4. Contract matching: Identify Premier contracted vendors.

The decision-making process in purchasing capital can be a challenge. Having a partner that can provide immediate assistance in the decision process relative to pricing is an invaluable resource to have. With all that materials professionals have on their plates, it is a joy to have a partner that you can lean on with a proven history and expertise as it relates to capital buying and pricing.

— Kenyetta Keys, Senior Director, Supply Chain and Support Services, Doctors Community Hospital

Learn More

To learn more about how Premier's Capvian team can support your needs, please email CapvianSales@premierinc.com

IMAGING CLINICAL DECISION SUPPORT (CDS)

HELPING CREATE SAVINGS, QUALITY IMPROVEMENTS AND MEET PAMA MANDATE

Imaging utilization management (UM) is generally slow and expensive under the traditional prior authorization process. The best and most cost-effective opportunity to address this problem is at the point of care. **Introducing ImagingGuide.**

This AI-backed tech offers guidance in the electronic health record (EHR) with highly targeted CDS that helps select the right imaging decision at the right time for both inpatient and outpatient care. With this technology, providers can reduce unnecessary imaging that offers little to no clinical benefit to patients, all while improving patient care outcomes and reducing costs. And what's more, ImagingGuide is designed to document Appropriate Use Criteria (AUC) and satisfy the PAMA mandate requirements, if a payment penalty goes into effect.

WHY IMAGINGGUIDE?

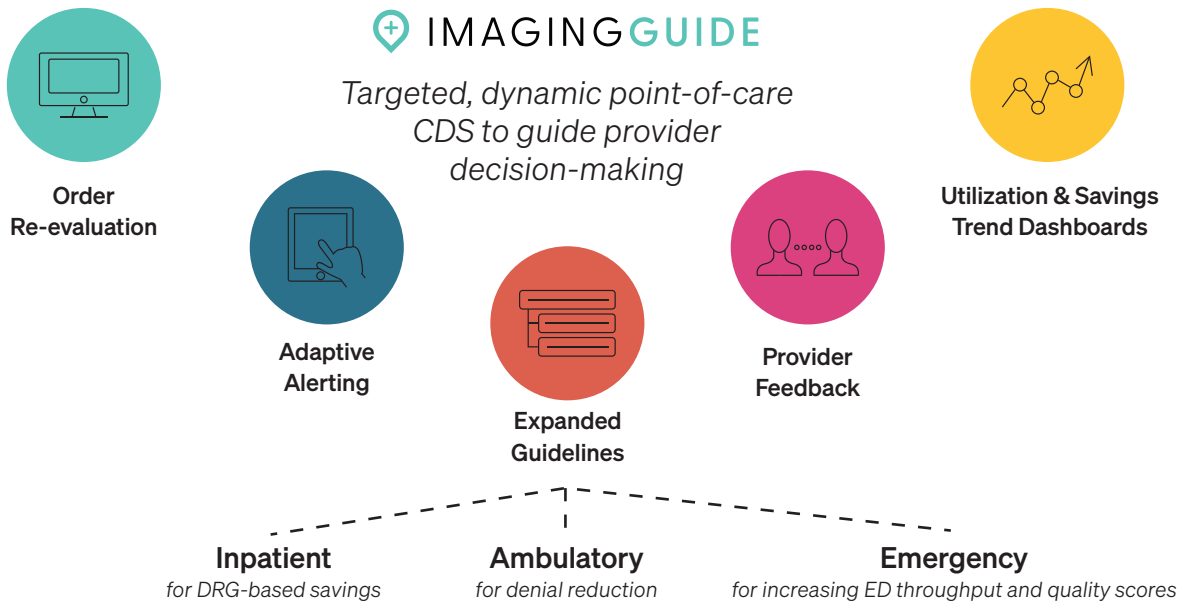
- 1. Improve Inpatient Reimbursement**
Improve reimbursement based on diagnosis related groups.
- 2. Improve Outpatient Imaging**
Reduce care requests likely to be denied by health plans and benefits managers.
- 3. Meets AUC/PAMA Compliance**
Embedded CDS tool designed to comply with Centers for Medicare and Medicaid Services mandate as well as offer imaging utilization management benefits.

“We knew the architecture of their PAMA (imaging) solution, and it was designed to be minimalist as it pertained to acquiring data from the user. We thought it was a major advantage for us.”

- Dr. Mark Binstock
MD, MPH, Chief Medical Officer, Bon Secours Mercy Health



IMAGINGGUIDE: MOVING BEYOND THE MANDATE



HELPING REDUCE UNNECESSARY IMAGING, IMPROVE PATIENT OUTCOMES AND REDUCE COSTS

- 1. Adaptive Alerting**
 - a. Adjusts CDS guidance based on analytics to help target the most impactful ordering situations.
 - b. Uses natural language processing to read data and help suppress nuisance alerts.
 - c. Understand provider ordering patterns via machine learning to display the highest impact CDS only, and more.
- 2. Order Re-Evaluation After Note Completion**

Reassessment of rules after the point of order entry and alerting to help understand what providers document after interacting with the Stanson app; designed to provide increasingly meaningful CDS from what is learned on re-evaluation.
- 3. Provider Feedback When It Counts**

Provider-centric, peer-comparison feedback in decision support designed to enable providers to understand and compare their performance.
- 4. Expanded Guidelines for All Imaging Areas**

Offers a growing CDS library of imaging UM alerts for all imaging areas and settings (AMB, IP, ED), not just the Priority Clinical Areas. Supports savings and quality improvements identified by literature and real-world insights in provider and payer organizations.
- 5. Utilization & Savings Trend Dashboards**

Designed to enable governance by displaying trending utilization, outlier, and savings metrics.
- 6. Expandable Imaging Technology**

ImagingGuide is foundational tech that can be used in combination with Stanson's AuthAssist and ImagingAssure solutions, which are technologies supporting electronic submission and expedited prior authorization reviews.

[Learn More](#)

For more information, visit us at pinc-ai.com/stanson-health/pama/

About the PINC AI™ Platform

PINC AI™ is the technology and services platform of Premier Inc. (NASDAQ: PINC). With more than 20 years' worth of cost, quality and operational data gleaned from 45 percent of U.S. hospital discharges, 812 million hospital outpatient and clinic encounters and 131 million physician office visits, the PINC AI™ platform provides actionable intelligence to help advance industry research, support improved financial performance and outcomes, and enable success in new, alternative payment models. PINC AI™ offerings rely on advanced analytics to identify improvement opportunities, consulting services for clinical and operational design, and workflow solutions to hardware sustainable change. The PINC AI™ platform is also the data engine powering Premier's newest brands – Remitra™ and Contigo Health®. With a leading network of provider organizations, the PINC AI™ platform accelerates ingenuity and serves as a large-scale innovation catalyst in healthcare. PINC AI™ offerings and capabilities can be followed on Twitter and LinkedIn.



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Innovative Solutions Value-based Contracting

The nation’s changing healthcare environment is driving healthcare systems to find new ways to improve their performance. Innovative solutions **align member’s organizational priorities with the supplier’s value proposition**. Premier is propelling this paradigm shift by partnering providers with suppliers willing to tie the value of using their product or service to a measurable improvement in quality, outcomes, or cost containment. This is value-based contracting.

Our Objective:

- + Enable our members and their patients to realize the quadruple aim: improve clinician experience, better outcomes, lower costs, and improved patient experience.
- + Translate the complexity of value-based agreements by working with suppliers to make offerings simpler, more robust and ultimately more actionable for members.

Member Benefits

Organizational Goal Alignment

- + Achieving Quality Outcomes
- + Providing Cost Effective Care
- + Increasing Patient Satisfaction
- + Improving Staff Satisfaction

Clinical Practice Optimization

- + Increasing Capacity / Throughput
- + Decreasing Length of Stay
- + Improving Resource Utilization
- + Reducing Clinical Variation
- + Preventing Falls and Infection

Our Solutions

Evidence-Based Care Discount

Rebate/Discount off the purchase price if, after a provider implements an evidence-based care practice/ protocol, the defined clinical outcome is not achieved.

Product or Service Guarantee

Reimburse the purchase price of a product if it fails.

- Reimbursement in the event of a quality or performance failure
- Refund tied to the aggregate cost of the product to the member

Risk Share by Product

These contracts reimburse providers for another, added cost in the system as a result of a poor outcome, as opposed to the actual cost of the product.

- Costs could included readmission penalties, unreimbursed tests, etc.

Let’s Talk

Anita Mouroutsos
Vice-President, Strategic Supplier Engagement
anita_mouroutsos@premierinc.com

About Premier Inc.

Premier Inc. (NASDAQ: PINC) is a leading healthcare improvement company, uniting an alliance of more than 4,350 U.S. hospitals and health systems and nearly 300,000 other providers and organizations to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and consulting 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. Headquartered in Charlotte, NC, Premier is passionate about transforming American healthcare. Please visit Premier’s news and investor sites on www.premierinc.com, as well as Twitter, Facebook, LinkedIn, YouTube, Instagram and Premier’s blog for more information about the company.



CREATE RESILIENCE AND MAINTAIN THE QUALITY OF CARE FOR YOUR COMMUNITY

SUPPLY DISRUPTION MANAGER

WHAT LEVEL OF RISK ARE YOU PREPARED TO TAKE WHEN VITAL SUPPLIES ARE UNAVAILABLE?

Predict shortages and prepare to continue operations.

PREDICT RISK

- + Know when the products your health system needs are anticipated to become unavailable.
- + Equip your team with predictive technology for the ability to understand where shortages are going to occur.

IDENTIFY ALTERNATIVES

- + Identify supplies that are at risk and understand the level critical to operations.
- + View key substitution options and their level of risk.

SAVE TIME AND RESOURCES

- + Save time and resources through partnership with Premier, enabling clinically appropriate alternatives.
- + Gain the peace of mind that your hospital or health system is prepared for times of uncertainty.

HOW IT WORKS

1. Connect your Enterprise Resource Purchase solution to PINC AI™ Supply Disruption Manager for daily automated data submissions.
2. Receive automatic alerts related to the critical items you use most that are at risk for shortage or unavailability.
3. Act with predictive data by understanding which shortages you need to be aware of and make decisions to prepare for the future.
4. Sustain your momentum with an Advisory Services partnership for a comprehensive contingency plan.

LEARN MORE

For more information about Supply Chain Optimization with PINC AI™, contact your Premier Account Manager or solutioncenter@premierinc.com.

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Imaging and Radiation Oncology Portfolio Advisors



Josh Hilton, CNMT, PET, R.T. (N) (CT) (ARRT)

Certified Nuclear Medicine Technologist
Certified Positron Emission Tomography Technologist
Registered Technologist (American Registry of Radiologic Technologists) Nuclear Medicine and Computed Tomography

Prior to joining Premier, Josh's experience included more than 14 years in the diagnostic imaging setting, with experience as a clinical technologist and with outpatient imaging center management, as well as equipment applications training and sales. He has held various roles, both at clinical sites and diagnostic imaging supplier

Affiliations

- American College of Radiology
- Society of Nuclear Medicine
- Radiologic Society of North America
- Society of Nuclear Medicine, southeastern chapter



Janice Buchholz, R.T. (R) (CV) AAPC

Certified Radiologic Technologist (Registered by American Registry Radiologic Technologists)
Certified Interventional and Cardiovascular Technologist (ARRT)
Certified Medical Coder (AAPC)

Prior to joining Premier, Janice's experience includes more than 25 years of interventional and cardiovascular radiography. Previous roles also included clinical sourcing for radiology and nuclear medicine and cardiac catheterization laboratory disposable contracts as well conversion specialist for those products where she was a cardiac catheterization lab systems coordinator.

Affiliations

- American College of Radiology
- Radiologic Society of North America
- American Academy of Professional Coders

What We do – These services are provided to Premier members at no charge

- Develop tools and resources to help Premier members evaluate radiology contrast media
- Perform detailed radiation oncology capital quotation analysis for Premier members, providing feedback pricing, technical specifications and clinical comparisons
- Consult on technical and clinical needs and assists in product selection
- Provide analysis services and conversion opportunity assessments for radiopharmaceuticals and contrast media

Contact

If you are interested in working with Josh or Janice, please reach out to your Premier representative for more information.



Digital Communities and Additional Resources

Premier's digital communities surface 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. 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 these communities, visit: <https://pincai.premierinc.com/>.**

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 News community

The [Supply Chain News](#) community features a rolling feed with updates on contract launches, recalls, shortages, webinars, supplier promotions and industry updates. Content is organized according to Premier's service lines making service-line specific information quick and easy to find.

Disaster Preparedness and Response community

Premier's Disaster Response Team (DRT) creates prevention plans instead of reaction plans. The [Disaster Preparedness and Response](#) community contains disaster training protocols, checklists, playbooks and supplier resources to help members prepare in advance of a disaster. The DRT is virtually deployed across the nation to ensure preparation, response and recovery from anywhere in the country and does not replace the member's responsibility to maintain disaster protocols as defined by Centers for Medicare and Medicaid Services (CMS).

Premier Solution Center

The Premier Solution Center is a central point of contact for all Premier-related questions. Its phone lines are staffed weekdays from 7 a.m. to 7 p.m. CT. Toll-free: 877.777.1552. Email: solutioncenter@premierinc.com.

Supply Chain Advisor®

Supply Chain Advisor is Premier's online automated contract management system that has a catalog, electronic price activation, news/resources and the ability to manage all contracts, including regional/local agreements, in one place.

- **Catalog:** Electronic repository of all of Premier's contract information. It includes details on suppliers, contracts, products, price tiers and updates. The catalog also includes cross reference information for many items that are not on Premier contract in order to find functionally equivalent/alternative items that are on contract.
- **Price activation:** Electronic Letter of Commitment (eLOC) approach is an interactive process in which members and suppliers can reach agreement on tier pricing and sign a contract online. Contracts can be activated centrally (i.e. at a network level) and individually (i.e. at a hospital level).
- **Contract management:** Premier enables members to store their own regionally/locally negotiated agreements in its catalog. By following a simple process, hospitals can load business partner information, a contract summary and product and price data.

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 in the Supply Chain News community. The information contained in this document is current at time of the publication. For up-to-date contract details, please log on to Supply Chain Advisor. Service line portfolio books are published quarterly. For questions about the book please contact contractlaunch@premierinc.com