

Patient Lifts and Lateral Transfer Devices

Premier's [Materials Management Committee](#) is pleased to announce new agreements for the Patient Lifts and Lateral Transfer Devices category have been awarded to ArjoHuntleigh Inc., EZ Way Inc., Handicare USA, HoverTech International, Joerns Healthcare LLC, McAuley Medical, Inc., Tollos Inc., Wy'East Medical.

This category includes:

- 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.
- Non-mechanical and mechanical lateral patient transfer products specifically designed to transfer patients laterally or using side-to-side movements from one location to another.
- Mechanical devices used to transfer patients from automobiles to wheelchairs and back.

Related categories:

- Bathing Systems: Shower trolleys and chairs.
- Mobility Aids: Canes, walkers and bath and toilet assists.

Considerations when purchasing patient lifts and lateral transfer devices:

Financial considerations	Safety and patient satisfaction	Roadblocks to conversion
<ul style="list-style-type: none"> • Warranties • Safe patient handling programs • Installation • Service agreements • Disposable versus reusable slings 	<ul style="list-style-type: none"> • Features designed for patient safety and comfort • Healthcare worker safety • OSHA's ergonomic guidelines for reducing back injuries • Safe patient handling legislation • Infection control and cleaning requirements 	<ul style="list-style-type: none"> • Slings that are proprietary • Capital budget constraints • Space constraints/ room and hall dimensions.

The following tools and resources within this toolkit are designed to assist you through the value analysis process:

- [Clinical information](#): Overview of patient lifts and lateral transfer devices
- [Product offering](#): Basic overview of products available in this category
- [Critical specifications](#): Supplier responses to questions reviewed by the committee members
- [Product review tips](#): Items to look at when considering products
- [Pricing tiers](#), [financial highlights](#), [value-adds](#), [market highlights](#) and [terms and conditions](#)

Additional resources:

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

Awarded Suppliers

Ctrl + click on supplier name for more information.

Patient Lifts and Lateral Transfer Devices		
Supplier	New contract	Expiring contract
ArjoHuntleigh	PP-MM-339	PP-NS-709
EZ Way*	PP-MM-355	PP-NS-714
Handicare* (RoMedic)	PP-MM-356	PP-NS-718
HoverTech*	PP-MM-340	PP-NS-716
Joerns	PP-MM-353	PP-NS-711
McAuley Medical*	PP-MM-354	PP-NS-717
Tollos (T.H.E. Medical)	PP-MM-342	PP-NS-710
Wy'East*	PP-MM-352	New

*EZ Way, Handicare, HoverTech, McAuley Medical, and Wy'East are small business enterprises (SBEs)

Current agreements with Guldmann (PP-NS-715), Hill-Rom (PP-NS-712), and Smart Medical (PP-NS-719 now known as Sage) expire July 31, 2015.

Handicare was [previously known](#) as RoMedic.

These agreements are effective August 1, 2015, through July 31, 2018.

There is no ASCEND® award in this category.

Portfolio Highlights

- A Participating Member Designation Form (PMDF) or [electronic price activation \(PA\)](#) is required for Tier 2 or higher for all suppliers except McAuley who only offers one tier.
- Aggregation is available with for multi-facility systems, GPOs and established networks for all suppliers offering more than one tier.
- All suppliers except Joerns offer an early payment discount.
- ArjoHuntleigh, EZ Way, HoverTech, Joerns, McAuley, Tollos and Wy'East all offer value adds.
- Agreements are available to acute care, continuum of care and [Premier REACH™](#) members.

Clinical Information

Patient lifts and lateral transfer devices enable safe lifting and transferring of patients, especially weak, obese or disabled patients with minimal effort. They are especially important in the healthcare industry, where back injuries, often due to overexertion, occur frequently. Healthcare workers sustain 4.5 times more overexertion injuries than any other type of worker. According to the [Bureau of Labor Statistics](#), six of the top ten professions at greatest risk for back injury are: nurse's aides, licensed practical nurses, registered nurses, health aides, radiology technicians and physical therapists. Greater than one third of back injuries among nurses are attributed to handling patients and the frequency with which they are required to manually move patients.

In 2002 the [Occupational Safety and Health Administration \(OSHA\)](#) released ergonomic guidelines for nursing homes to help them reduce the number and severity of work-related musculoskeletal disorders that occur in their facilities. OSHA recommends that manual lifting of patients be eliminated when feasible. Providing a safer and more comfortable workplace can result in the additional benefits of: reduced staff turnover, reduced training and administrative costs, reduced absenteeism, increased productivity, improved employee morale and increased resident and patient comfort.

Eleven states have enacted "[safe patient handling](#)" legislation, which requires that caregivers move patients in a way that does not cause strain or injury.

Additional educational resources:

- Prevent injuries among nurses with patient-lifting devices, policies: report. *Safety + Health Magazine*. (2015, June 24). Retrieved from <http://www.safetyandhealthmagazine.com/articles/12555-prevent-injuries-among-nurses-with-patient-lifting-devices-policies-report>
- Safe patient handling and mobility. *Nursing World*. (2015, June). Retrieved from <http://www.nursingworld.org/MainMenuCategories/Policy-Advocacy/State/Legislative-Agenda-Reports/State-SafePatientHandling>
- Safe Patient Handling and Mobility standards and related resources provided at www.anasphm.org. Please note that a subscription is required.

Product Offering

Products listed below are a representation of products included in this category. For a complete list of contracted products, please see Supply Chain Advisor® for more details.

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley Medical	Tollos	Wy'east Medical
Patient lifts								
Active lifts	✓	✓	✓	N/A	✓	N/A	✓	✓
Passive lifts	✓	✓	✓	✓	✓	N/A	✓	✓
Ceiling lifts	✓	✓	✓	N/A	✓	N/A	✓	✓
Bariatric ceiling lifts	✓	✓	✓		✓	N/A	✓	✓
Bariatric mobile lifts	✓	✓	✓		✓	N/A	✓	✓
Mobile lifts	✓	✓	✓	N/A	✓	✓	✓	✓
Slings								
Slings	✓	✓	✓	Inflatable only	✓	N/A	✓	✓
Reusable slings	✓	✓	✓	N/A	✓	N/A	✓	✓
Disposable slings (single use)	✓	✓	✓	✓	✓	N/A	✓	✓
Sheets and sliding boards								
Reusable sheets	✓	✓	✓	N/A	✓	✓	✓	✓
Disposable sheets	✓	✓	✓	✓	✓	N/A	✓	✓
Sliding boards	N/A	✓	✓	N/A	✓	✓	✓	N/A
Accessories	✓	✓	✓	N/A	✓	✓	✓	✓
Lateral transfer devices								
Inflatable mattress	N/A	N/A	N/A	✓	N/A	N/A	N/A	N/A
Lateral transfer board	N/A	N/A	✓	N/A	N/A	✓	N/A	N/A
Lateral transfer pad: air assisted	✓	N/A	N/A	✓	✓	✓	N/A	N/A
Repositioning aid	N/A		N/A	✓	N/A	✓	N/A	N/A
Roller boards	N/A	✓	N/A	N/A		✓	✓	N/A
Sliding sheets	✓	✓	✓	✓	✓	✓	✓	✓
Standing aid: non-powered	✓	✓	✓	N/A	✓	N/A	✓	✓
Standing aid: powered	N/A	✓	✓	N/A	✓	N/A	✓	✓
Vehicle extractor	N/A	✓	N/A	N/A	N/A	N/A	✓	N/A

Product Offering: ECRI Review

The following information is provided by [ECRI](#), an independent nonprofit organization that researches approaches to improving patient care.

Supplier Name	Mobile Lifts	Ceiling Lifts	Slings	Lateral & Other Transfer Aids	Overall	Summary
ArjoHuntleigh					Neutral	Sound products, notable features. No stand out products.
EZ Way (SBE)					Neutral	Adequate feature set for mobile and ceiling lifts. Slings- strong feature set. Wide range of transfer devices
Handicare USA (SBE)					Neutral	Variety of mobile and ceiling lifts. Large breadth of slings. Variety of transfer devices with some limitations
HoverTech (SBE)					Neutral	Air-assisted transfer devices only.
Joerns					Strong	Variety of mobile and ceiling lifts- some with exceptional features. 1 exceptional sling. Variety of transfer aids
McAuley Medical (SBE)					Neutral	Only transfer aids.
Tollos					Strong	Mobile and ceiling lifts with strong feature set. Large variety of slings and lateral transfer devices.
Wy'east Medical (SBE)					Neutral	Mobile lift with limited features. No ceiling lifts (distribute for Prism). Limited slings and lateral transfer devices.

Color Scale: Green = Strong, Red = Weak, White = Neutral, Gray = N/A

Critical Specifications

The Premier [Materials Management Committee](#) reviewed the following specifications while evaluating suppliers during the sourcing process. All information comes from supplier responses or supplier websites.

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Product information								
Products cleared by FDA	Yes	Yes	Exempt	Yes	Exempt	Yes	Yes	Yes
Recalls during the past 3 years	Yes	No	No	No	No	No	No	No
Backorders during the past 2 years	Yes	No	No	No	No	No	No	No
Latex packaging	None	None	None	None	None	None	None	None
Free ergonomic assessment	Available	Available	Available	Available	Available	Available	Available	Available
Meets safe patient handling requirements	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Pediatric specific products	Available	Not specific but can be used with pediatrics	Available	Not available	Not specific but can be used with pediatrics	Not specific but can be used with pediatrics	Available	No
Pediatric specific groups	Children and adolescents	Children and adolescents	Children and adolescents	Not applicable	Children and adolescents	Not applicable	Children and adolescents	Not applicable
Bariatric specific products	Available	Available	Available	Available	Available	Available	Available	Available
Bariatric weight limit	Between 750 and 1,000 pounds	Between 750 and 1,000 pounds	> 1,000 pounds	> 1,000 pounds	Between 750 and 1,000 pounds	> 1,000 pounds	Between 750 to 1,000 pounds	> 1,000 pounds
Number uses/laundries reusable slings can be cleaned	Slings should be laundered and cared for per instructions	Recommend replacement after a year	Slings should be laundered and cared for per instructions	Not applicable, single-use only	Recommend replacement after a year	N/A	Two to three years on average	Two years
Universal or proprietary slings	Proprietary	Proprietary	Universal	N/A; suppliers products do not use slings	Proprietary	N/A	Universal	Universal

Critical Specifications (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Product information								
Number of sling models available	4	4	14	1	4	N/A	6	5
Mobile lifts compatible with stretchers or beds	Yes	Yes	Yes	Yes	Yes	N/A	Yes	Not compatible with Stryker Zoom
Products meet or exceed legislative Safe Patient Handling requirements	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Shelf life	> 3 years	> 3 years	N/A	> 3 years	1 to 2 years	> 3 years	> 3 years	> 3 years
Supplier attributes								
ISO registered	Yes	No	Yes	No	Yes	FDA distributor	Yes	No
Online ordering	Order placement	Offered through DSSI	Order placement, confirmation and tracking	Order placement, confirmation and tracking	Order placement, confirmation and tracking	Order placement and confirmation	Order placement	Order placement, confirmation and tracking
Out of stock/backorder notification	< 24 hours	< 24 hours	< 24 hours	48 to 72 hours	< 24 hours	< 24 hours	< 24 hours	< 24 hours
Emergency inventory	None	Yes	None	Yes	Yes	Yes	None	No
Field staff competencies	Provided upon request	Provided upon request	Provided upon request	Provided upon request	Provided upon request	Provided upon request	Provided upon request	Provided upon request
Subscribe to outside credentialing agency	Vendor Clear, Vendormate, Status Blue, Reprax	Rep Trax, Vendormate, VCS, and Verirep.	No	No	No	All agencies	Vendormate, VCS and Reprax	Vendormate, VCS and Reprax

Critical Specifications (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Supplier attributes (continued)								
Clinical staff education	In-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaires	CEUs, in-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaire, at home education materials	CEUs, in-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaire, at home education materials	CEUs, in-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaires	CEUs, in-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaire, at home education materials	CEUs, in-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaire, at home education materials	CEUs, in-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaires, at home materials	In-house conferences/seminars, in-house training products, online webinars/interactive training, online education materials and questionnaire, at home education materials
Sales representatives (full-time employees)	61 to 80	21 to 40	5 to 20	61 to 80	61 to 80	<5	61 to 80	5 to 20
Clinical representatives (full-time employees)	11 to 20	0	1 to 4	1 to 4	5 to 10	1 to 4	5 to 10	0
Toll free call center	8 hours per day, 5 days per week	24/7	8 hours per day, 5 days per week	8 hours per day, 5 days per week	24/7	8 hours per day, 5 days per week	24/7	8 hours per day, 5 days per week

Product Review

Product factors influencing the [Materials Management Committee's](#) decision to move suppliers through the contracting process focused on [critical specifications](#), whether the supplier's products were appropriate to this category, and conversation among committee members experienced with both the category products and suppliers.

When conducting a product review in your facility, consider:

- Facility's capital budget
- Needs of the facility for products
- Permanent fixtures vs. mobile lifts including the need for such devices and the cost
- What clinical training will be needed
- Ease of use
- Footprint of equipment and the storage size needed when not in use
- How easy it is to maintain the product
- Any capital that is already installed in the facility and any proprietary products that must be used with the capital
- If the slings are proprietary to the capital
- Number of uses per sling or product
- Cleaning requirements and if cleaning can be done in house or will need to be outsourced
 - Water temperature
 - Type of cleaning products that can be used
 - Drying requirements
- Weight restrictions of the product
- Any state mandated safe handling processes

Influencers and decision makers for this category:

- Materials managers and directors
- Facilities managers and directors
- Nursing managers
- Risk managers

To review patient lifts and lateral transfer devices in your facility, contact:

ArjoHuntleigh: Geoff Roher, 717.514.7979, Geoffrey.rohrer@arjohuntleigh.com

EZ Way: Mary Landhuis, 712.542.1810, mlandhuis@ezlifts.com

Handicare: Fiona Robertson, 802.647.2020, Fiona.robertson@handicare.com

HoverTech: Stacey Bailey, 800.471.2776, sbailey@hovermatt.com

Joerns: Collin Sanders, 800.826.0270 x1102, Collin.sanders@joerns.com

McAuley Medical: John McAuley, 352.399.6816, john@mcauleymedical.com

Tollos: Christina Modeski, 705.716.2028, cmodeski@tollos.com

Wy'East: Susan Ahmann, 503.657.3101 x216, susana@weeastmed.com

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

Supplier Tiers

ArjoHuntleigh expiring agreement tiers (PP-NS-709)

Total product purchases (per <i>contract</i> year)	
Tier 1	< 50% participation
Tier 2	50% to < 80% participation
Tier 3	≥ 80% participation
Tier 4	≥ 80% participation AND ≥ \$750,000



ArjoHuntleigh new agreement tiers (PP-MM-339)

Total product purchases (per <i>calendar</i> year)	
Tier 1	Member access tier
Tier 2	\$50,000 to <\$100,000 OR 50% participation
Tier 3	≥\$100,000 OR 80% participation
Tier 4	≥\$250,000 AND 80% participation

EZ Way expiring agreement tiers (PP-NS-714)

Total product purchases (per <i>calendar</i> year)	
Tier 1	< \$100,000 OR < 60% participation
Tier 2	≥ \$100,000 OR ≥ 60% participation



EZ Way new agreement tiers (PP-MM-355)

Total product purchases (per <i>calendar</i> year)	
Tier 1	<\$35,000
Tier 2	≥\$35,000

Handicare (Formerly Romedic PP-NS-718)

Total product purchases (per <i>calendar</i> year)	
Tier 1	Access Tier



Handicare new agreement tiers (PP-MM-356)

Total product purchases (per <i>calendar</i> year)	
Tier 1	<\$100,000
Tier 2	\$100,000 to <\$200,000 OR 80% participation
Tier 3	\$200,000 to <\$300,000 OR 90% participation
Tier 4	≥\$300,000 OR 100% participation

HoverTech expiring agreement tiers (PP-NS-716)

Total product purchases (per <i>calendar</i> year)	
Tier 1	< \$25,000
Tier 2	\$25,000 to < \$75,000
Tier 3	\$75,000 to < \$300,000 OR ≥ 75% participation
Tier 4	≥ \$300,000



HoverTech new agreement tiers (PP-MM-340)

Total product purchases (per <i>calendar</i> year)	
Tier 1	< \$25,000
Tier 2	\$25,000 to < \$75,000
Tier 3	\$75,000 to < \$300,000 OR ≥75% participation
Tier 4	≥\$300,000

Joerns expiring agreement tiers (PP-NS-711)

Total product purchases (per <i>calendar</i> year)	
Tier 1	< \$100,000
Tier 2	\$100,000 to < \$400,000
Tier 3	≥ \$400,000



Joerns new agreement tiers (PP-MM-353)

Total product purchases (per <i>calendar</i> year)	
Tier 1	< \$100,000
Tier 2	\$100,000 to < \$250,000
Tier 3	≥\$250,000

Supplier Tiers (continued)

McAuley <u>expiring</u> agreement tiers (PP-NS-717)	
Total product purchases (per calendar year)	
Tier 1	Premier Tier



McAuley <u>new</u> agreement tiers (PP-MM-354)	
Total product purchases (per calendar year)	
Tier 1	Access tier

Tollos (formerly T.H.E. Medical) <u>expiring</u> agreement tiers (PP-NS-710)	
Total product purchases (per calendar year)	
Tier 1	< \$100,000 OR < 70% participation
Tier 2	≥ \$100,000 OR ≥ 70% participation



Tollos <u>new</u> agreement tiers (PP-MM-342)	
Total product purchases (per calendar year)	
Tier 1	< 50% participation
Tier 2	50% to < 90% participation
Tier 3	>90% participation OR \$100,000 to < \$300,000
Tier 4	≥\$300,000

Wy'east	
New supplier	



Wy'east <u>new</u> agreement tiers (PP-MM-352)	
Total product purchases (per calendar year)	
Tier 1	< \$150,000
Tier 2	\$150,000 to < \$300,000
Tier 3	≥\$300,000

Financial Analysis

The financial analysis includes the following:

- Incumbent new agreement pricing compared to incumbent expiring agreement pricing
- Supplier pricing compared to market share leader for slings, sheets and sliding boards
- Supplier pricing compared to market share leader for air assisted lateral transfers
- Tier differentials
- Scenario comparison

Cross-reference performed by product planning staff and validated by suppliers.

Calculations are based upon overall Premier utilization. **Individual savings will vary.**

Note: Weighted financial analysis considers the impact of each product increase/decrease in proportion to the aggregated Premier member purchase volume. Non-weighted financial analysis considers every product equally regardless of volume purchased.

When conducting an analysis, product quantity values are adjusted to represent the total number of consumable units for unit of measures (UOM). Using the same quantity of measurement values creates consistency for all calculations within a category.

ArjoHuntleigh <u>new</u> agreement pricing compared to ArjoHuntleigh <u>expiring</u> agreement pricing (weighted)				
New Tier 1/ Old Tier 1	New Tier 2/ Old Tier 2	New Tier 3/Old Tier 3	New Tier 4/Old Tier 4	Overall
8.5% savings	5.7% savings	6.8% savings	5.9% savings	7.5% savings
ArjoHuntleigh's expiring tiers were based on participation per contract year. Their new tiers are based on dollars and participation spent per calendar year. Please consider your current participation level and dollar amounts when assessing tier shifts between the expiring and new agreement.				

EZ Way <u>new</u> agreement pricing compared to EZWay <u>expiring</u> agreement pricing (weighted)			
New Tier 1/ Old Tier 1	New Tier 1/ Old Tier 2	New Tier 2/Old Tier 2	Overall
11.9% increase	8.3% increase	13.2% increase	11% increase
EZ Way's expiring tiers were based on participation amounts and dollars spent per calendar year. Their new agreement is only based on dollars spent per calendar year. Please consider your current participation level and dollar amounts when assessing tier shifts between the expiring and new agreement.			

Handicare <u>new</u> agreement pricing compared to Handicare <u>expiring</u> agreement pricing (weighted)				
New Tier 1/ Old Tier 1	New Tier 2/ Old Tier 1	New Tier 3/ Old Tier 1	New Tier 4/Old Tier 1	Overall
3.5% increase	2.6% increase	1.6% increase	0.3% savings	1.7% increase
Handicare's expiring agreement had only a single access tier.				

Hoverttech <u>new</u> agreement pricing compared to Hoverttech <u>expiring</u> agreement pricing (weighted)				
Tier 1/Tier 1	Tier 2/Tier 2	Tier 3/Tier 3	Tier 4/Tier 4	Overall
Flat	Flat	Flat	Flat	Flat

Financial Analysis (continued)

Joerns <u>new</u> agreement pricing compared to Joerns <u>expiring</u> agreement pricing (weighted)			
New Tier 1/ Old Tier 1	New Tier 2/ Old Tier 2	New Tier 3/Old Tier 3	Overall
0.2% increase	0.8% increase	0.8% increase	0.6% increase

McAuley <u>new</u> agreement pricing compared to McAuley <u>expiring</u> agreement pricing (weighted)	
Tier 1/Tier 1	
Flat	

Tollos <u>new</u> agreement pricing compared to Tollos <u>expiring</u> agreement pricing (weighted)					
New Tier 1/ Old Tier 1	New Tier 2/ Old Tier 1	New Tier 2/ Old Tier 2	New Tier 3/Old Tier 2	New Tier 4/Old Tier 2	Overall
2.8% savings	5.1% savings	2.9% increase	0.4% increase	2.1% savings	1.4% savings

Supplier compared to the market share leader – ArjoHuntleigh as the base (weighted) Slings, sheets and sliding boards					
	Tier 1/Tier 1	Tier 2/Tier 2	Tier 3/Tier 3	Tier 4/Tier 4	Overall (not weighted by tier)
EZ Way	1.5% more favorable	1.4% more favorable	0.8% less favorable	3.2% less favorable	0.3% less favorable
Handicare	3.7% more favorable	1.3% more favorable	Flat	0.4% less favorable	1.1% more favorable
Joerns	19.9% more favorable	21.1% more favorable	22.4% more favorable	20.6% more favorable	21.0% more favorable
McAuley	9.9% more favorable	6.8% more favorable	4.7% more favorable	2.4% more favorable	6.0% more favorable
Tollos	11.5% more favorable	10.8% more favorable	11.0% more favorable	8.9% more favorable	10.5% more favorable
Wy'East	24.9% more favorable	24.4% more favorable	24.3% more favorable	22.5% more favorable	24.0% more favorable

Note: Hovertech only has an inflatable sling and does not cross to Arjo.

Supplier compared to the market share leader – HoverTech as the base (weighted) Air assisted lateral transfer devices					
	Tier 1/Tier 1	Tier 2/Tier 2	Tier 3/Tier 3	Tier 4/Tier 4	Overall (not weighted by tier)
ArjoHuntleigh	21.2% less favorable	25% less favorable	25.6% less favorable	28.3% less favorable	24.9% less favorable
McAuley	13.1% more favorable	7.9% more favorable	3.4% more favorable	0.3% more favorable	6.2% more favorable
Tollos	7.7% more favorable	7.1% more favorable	6.6% more favorable	3.6% more favorable	6.2% more favorable

Note: EZ Way, Handicare, Joerns and Wy'East do not offer these products.

Financial Analysis (continued)

Supplier <u>new</u> agreement tier differentials (non-weighted)			
Supplier	Tier 1 to Tier 2	Tier 2 to Tier 3	Tier 3 to Tier 4
ArjoHuntleigh	3.1% savings	2.7% savings	2% savings
EZ Way	3.2% savings	N/A	N/A
Handicare	1% savings	1% savings	2% savings
HoverTech	4.4% savings	4.3% savings	3% savings
Joerns	4.7% savings	3.8% savings	N/A
Tollos	1.4% savings	2.4% savings	2.5% savings
Wy'East	2.6% savings	2.1% savings	N/A

Note: Tier differential unavailable with McAuley due to single tier offering.

Pricing scenarios were used to aid the member committee in their award decision. **Overall** scenario descriptions and rankings based on top-tier pricing and the products compared are provided below.

- **Scenario:** 1 patient lift with 1 hanger bar, and 3 reusable general-use slings. One in each of the following sizes: adult small, adult large, and the largest size used with this model. These slings must be machine washable and includes "generic" as well as proprietary consumable items.
 - **Note:** This scenario does not include service. Service agreements with suppliers may affect the overall price of products and should be considered when making purchasing decisions.

Supplier	Scenario without service					
	Mobile 350 lbs	Mobile 660 lbs	Mobile 750 lbs	Sit to Stand	Ceiling 550 lbs	Ceiling Bariatric
ArjoHuntleigh	4	2	N/A	3	1	6
EZ Way	5	N/A	4	5	N/A	5
Handicare	3	N/A	3	4	N/A	2
Joerns	1	1	2	1	N/A	1
Tollos	2	N/A	1	2	N/A	3
Wy'East	6	N/A	N/A	N/A	N/A	4

Note: HoverTech and McAuley do not offer these items.
Suppliers are ranked lowest cost (1) to highest cost. If the supplier does not offer the product, the cell is marked as N/A.

Value-adds

Supplier value-add programs See Exhibit J Value-adds in Supply Chain Advisor for more details	
ArjoHuntleigh	Demonstrator equipment for sale: Demonstrator equipment will receive discounts of 5-30% Premier pricing depending on the age and type of demo equipment available for sale. The discount is stated and reflected in demonstrator equipment sale quote produced by the account executive.
EZ Way	<ul style="list-style-type: none"> • 2 free batteries with the purchase of a Smart Lift or Smart Stand • 1 free charger with the purchase of a Smart Lift or Smart Stand • One free Medium Deluxe Sling with the purchase of each EZ Way Smart floor lift • One free Medium Deluxe Harness with the purchase of each EZ Way stand • One free EZ Out Sling with the purchase of each EZ Out • One free Light Lift sling with the purchase of each Light Lift • No charge consultation on ceiling lift installations • Free equipment removal for old equipment • Unlimited free training throughout lifetime of ownership • Free loaner parts program
HoverTech	<ul style="list-style-type: none"> • Free capital: One air supply and storage cart (valued at \$1,380) will be provided when a member commits to purchase a minimum of 5 boxes (50 units) of single patient HoverMatt® Transfer Mattresses per year under the placement program. • Extended warranty: Extended warranty to 2 years for all HoverMatt® transfer components, mattresses and air supplies. • Trade-in/conversion program: Members wishing to convert from a competitor's product will receive a \$100 discount per piece as trade-in on capital goods. Credits will be applied on a one-to-one purchase ratio. • No charge loaner: Members who are sending in products for repair will receive a loaner at no charge.
Joerns	Contact your Joerns representative to learn more. <ul style="list-style-type: none"> • Free slings • Free assessments • Warranties • Safe patient handling program • Sling management program
McAuley	<ul style="list-style-type: none"> • 50% discount off of Safe Patient Handling Educational conference admission (List \$195 ea; 4 CEU). • Buy 9 of the same model rollboard and receive the 10th one of that same model for free.
Tollos	<ul style="list-style-type: none"> • Mock Up Room: Installation of a ceiling lift room for demo purposes (for orders of over 25 units). Normal cost would be \$10,000 plus. • A.C.T. (Achieve Compliance with Training): Included with equipment purchase and/or contract at no additional cost. The ACT program helps to create a safe lifting environment and reducing staff injuries. Cost of diligent or prevent is \$50,000 to \$450,000 depending up numbers of staff. Tollos is included at no charge. • iQ Technology: Measures unit compliance by providing lift cycle data on a digital display or downloading it to a customized graphical user interface. This can save 1-2 days per month of staff time and accelerate accreditation support for estimated savings of \$3,500-\$5000/year • Three year warranty on large deals: Three year warranty is 2-3 times longer than the competition and can save \$900 every three years.

Value-adds (continued)

Tollos (continued)	<ul style="list-style-type: none"> • Extended Battery Warranty on Ceiling lifts: Ceiling lifts with continuous charging system can have an extended battery life versus 6 months to one year for competition. Savings of \$200 over life. • Off the Shelf Batteries: Tollos batteries are non-proprietary and can be purchased at most battery warehouses. • Guaranteed ROI on Large Ceiling Lift Orders: Tollos will offer guarantees on large ceiling lift implementations measured by injury reductions, staff productivity gains, reductions in FAPU and VAP. Tollos projects a system supported ceiling program in critical care units will produce an ROI of under one year and Tollos will guarantee this through cash back, rebate programs provided facility mandates training and a no-lift program.
Wy'East	<ul style="list-style-type: none"> • Aerial Maximum Assist Patient Lift purchase includes: <ul style="list-style-type: none"> ○ Complimentary case of disposable slings –Part # 51561 ○ \$280.00 value at no charge • Summit Moderate Assist Standing Aid purchase includes: <ul style="list-style-type: none"> ○ Complimentary medium and large multi-use belt sling-part # 51704 Med, 51717 LG ○ \$600.00 value at no charge • Totalift Transfer chair purchase includes: <ul style="list-style-type: none"> ○ Complimentary patient tray –part # 50102300 ○ Complimentary head rest-part # 51084 ○ \$525.00 value at no charge • Ceiling lift purchase includes: <ul style="list-style-type: none"> ○ Complimentary case of disposable repositioning slings –Part # 51411 ○ \$340.00 value at no charge • Pink Slip Transfer System Purchase includes: <ul style="list-style-type: none"> ○ Complimentary acrylic dispenser will be provided to new Pink Slip customers for the first 6 months of ordering ○ \$200.00 value at no charge

Terms and Conditions

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Diversity status	No	SBE	SBE	SBE	No	No	No	SBE
Electronic PA/PMDF	Required for Tier 2 or higher	Required for Tier 2	Required for Tier 2 or higher	Required for Tier 2 or higher	Required for Tier 2 or higher	Single tier	Required for Tier 2 or higher	Required for Tier 2 or higher
Aggregation	Multi-facility systems, GPOs and established networks	Multi-facility systems, GPOs and established networks	Multi-facility systems, GPOs and established networks	Multi-facility systems, GPOs and established networks	Multi-facility systems, GPOs and established networks	Single tier	Multi-facility systems, GPOs and established networks	Multi-facility systems, GPOs and established networks
Continuum of care/ Premier REACH	Allowed	Allowed	Allowed	Allowed	Allowed	Allowed	Allowed	Allowed
Area of coverage	United States, Puerto Rico, Canada	United States, Puerto Rico, Canada	United States, Puerto Rico, Canada	United States, Puerto Rico, Canada	United States, Puerto Rico, Canada	United States, Puerto Rico, Canada	United States, Puerto Rico, Canada	United States, Puerto Rico, Canada
Local negotiation	Allowed	Allowed	Allowed	Allowed	Allowed	Allowed	Allowed	Allowed
Direct/distribution	Direct and distribution	Direct and distribution	Direct and distribution	Direct and distribution	Direct and distribution	Direct and distribution	Direct and distribution	Direct and distribution
Price protection	Firm for the term of the agreement.	Firm for the term of the agreement.	Firm for the term of the agreement.	Firm for the term of the agreement.	Firm for the term of the agreement.	Firm for the term of the agreement.	Firm for the term of the agreement.	Firm for the term of the agreement.
Electronic payment*	Electronic fund transfers, purchase cards and credit cards allowed at no additional cost.	Electronic fund transfers, purchase cards and credit cards allowed at no additional cost.	Electronic fund transfers, purchase cards and credit cards allowed at no additional cost.	Electronic fund transfers, purchase cards and credit cards allowed. Certain methods of payment that require fees beyond the seller's normal business practices and greater than 3% of the merchant fee will be added as a separate line on the member's invoice.	Electronic fund transfers, purchase cards and credit cards allowed at no additional cost Electronic fund transfers, purchase cards and credit cards allowed at no additional cost	Electronic fund transfers, purchase cards and credit cards allowed at no additional cost.	Electronic fund transfers, purchase cards and credit cards allowed at no additional cost.	Electronic fund transfers, purchase cards and credit cards allowed at no additional cost.

*For orders through distributors, terms are negotiated between authorized distributor and member.

Terms and Conditions (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Payment terms*	<p>Products requiring installation: 50% due within 30 days of delivery or receipt of invoice, whichever is later. Balance due within 30 days of acceptance.</p> <p>Products not requiring installation: Full payment due within 45 days of acceptance or receipt of invoice, whichever is later.</p>	<p>Products requiring installation: 50% due within 60 days of delivery or receipt of invoice, whichever is later. Balance due within 30 days of acceptance.</p> <p>Products not requiring installation: Full payment due within 60 days of acceptance or receipt of invoice, whichever is later.</p>	<p>Products requiring installation: 50% due within 60 days of delivery or receipt of invoice, whichever is later. Balance due within 30 days of acceptance.</p> <p>Products not requiring installation: Full payment due within 60 days of acceptance or receipt of invoice, whichever is later.</p>	<p>Products not requiring installation: Full payment due within 45 days of acceptance or receipt of invoice, whichever is later.</p>	<p>Products requiring installation: 50% due within 30 days of delivery or receipt of invoice, whichever is later. Balance due within 30 days of acceptance.</p> <p>Products not requiring installation: Full payment due within 30 days of acceptance or receipt of invoice, whichever is later.</p>	<p>Products requiring installation: 50% due within 60 days of delivery or receipt of invoice, whichever is later. Balance due within 30 days of acceptance.</p> <p>Products not requiring installation: Full payment due within 30 days of acceptance or receipt of invoice, whichever is later.</p>	<p>Products requiring installation: 50% due within 60 days of delivery or receipt of invoice, whichever is later. Balance due within 30 days of acceptance.</p> <p>Products not requiring installation: Full payment due within 60 days of acceptance or receipt of invoice, whichever is later.</p>	<p>Products requiring installation: 50% due within 60 days of delivery or receipt of invoice, whichever is later. Balance due within 30 days of acceptance.</p> <p>Products not requiring installation: Full payment due within 60 days of acceptance or receipt of invoice, whichever is later.</p>
Early payment discount*	1% net 15	2% net 30	2% net 30	1% net 20	None	2% net 10	2% net 30	2% net 30
Minimum order*	None	None	None	None	None	None	None	None
Large order threshold*	None	\$100,000	None	\$175,000 single order. Discount will be negotiated.	\$500,000 floor lifts. \$750,000 ceiling lifts.	\$100,000	None	\$175,000

*For orders through distributors, terms are negotiated between authorized distributor and member.

Terms and Conditions (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Acceptance/rejection*	When seller and member in good faith agree in writing that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 30 days after the date of successful installation.	When seller and member in good faith agree that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 90 days after the date of successful installation.	When seller and member in good faith agree in writing that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 90 days after the date of successful installation.	When seller and member in good faith agree that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 90 days after the date of successful installation.	When seller and member in good faith agree that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 90 days after the date of successful installation.	When seller and member in good faith agree in writing that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 90 days after the date of successful installation.	When seller and member in good faith agree in writing that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 45 days after the date of successful installation.	When seller and member in good faith agree in writing that products operate according to specifications and are completely ready for clinical use. Rejection must occur within 90 days after the date of successful installation.
Shipping terms*	FOB destination, transportation and insurance paid by seller. Title and risk transfer to member upon delivery.	FOB destination, transportation and insurance prepaid and added by seller. Title and risk transfer to member upon delivery.	FOB destination, transportation and insurance paid by seller. Title and risk transfer upon delivery.	FOB destination, transportation and insurance paid by seller. Title and risk transfer to member upon delivery.	FOB origin, transportation and insurance paid by seller.	FOB destination, transportation and insurance paid by seller. Title and risk transfer to member upon delivery.	FOB destination, prepaid and added to invoice as a separate line item with costs of transportation and insurance paid for by the member. Title and risk transfer upon delivery to the member.	FOB destination, transportation and insurance paid by seller. Title and risk transfer to member upon delivery.

*For orders through distributors, terms are negotiated between authorized distributor and member.

Terms and Conditions (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Guaranteed delivery time*	<p>Consumables: 7 days Non-installed lifts in small quantities of less than 5: 14 days</p> <p>Fixed Ceiling Lift components and orders greater than 5: Varies by Product/ project or negotiated/ agreed upon by seller and member</p>	2-10 business days	<p>Consumables: 7 days Non-installed lifts in small quantities of less than 5: 14 days</p> <p>Fixed Ceiling Lift components and orders greater than 5: Varies by Product/ project or negotiated/ agreed upon by seller and member</p>	10 days after receipt of order (ARO) for disposables, 20 days ARO for reusable and 30 days ARO for orders over \$100,000.	7-10 days	14 days	<p>Consumables: 7 days Non-installed lifts in small quantities of less than 5: 14 days</p> <p>Fixed Ceiling Lift components and orders greater than 5: varies by product/ project or negotiated/ agreed upon by seller and member</p>	14 days
Freight management*	Will accommodate at no additional cost.	Member will be responsible for all freight charges.	Will accommodate at no additional cost.	Will accommodate at no additional cost.	Seller will coordinate with member to determine if the freight program will be accommodate at no cost or if a reasonable administrative fee will be applied.	Will accommodate at no additional cost.	Will accommodate at no additional cost.	Will accommodate at no additional cost.

*For orders through distributors, terms are negotiated between authorized distributor and member.

Terms and Conditions (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Installation*	<p>Included in price of product. Seller is responsible for performing all tasks including assembly, calibration and testing products.</p> <p>Products requiring custom installation, the costs will be quoted separately based on member's requirements.</p>	<p>Included in price of product. Seller is responsible for performing all tasks including unpacking, removing of packing material, assembly and calibration.</p>	<p>Products requiring custom installation, the costs will be quoted separately based on member's requirements.</p> <p>For products not requiring installation, seller responsible for performing all tasks including unpacking, removing of packing material, assembly and calibration.</p>	<p>Included in price of product. Seller is responsible for performing all tasks including calibration and testing products.</p>	<p>Included in price of product. Seller is responsible for performing all tasks including unpacking, removing of packing material, assembly and calibration.</p>	<p>Included in price of product. Seller is responsible for performing all tasks including unpacking, removing of packing material, assembly and calibration.</p>	<p>Included in price of product. Seller is responsible for performing all tasks including unpacking, removing of packing material, assembly and calibration.</p>	<p>Included in price of product. Seller is responsible for performing all tasks including unpacking, removing of packing material, assembly and calibration.</p>
Trade-ins	<p>Allowed and will be deducted off the net price.</p>	<p>Allowed and will be deducted off the net price.</p>	<p>Allowed and will be deducted off the net price.</p>	<p>Allowed and will be deducted off the net price.</p>	<p>Allowed and will be deducted off the net price.</p>	<p>Allowed and will be deducted off the net price.</p>	<p>Allowed and will be deducted off the net price.</p>	<p>Allowed and will be deducted off the net price.</p>
User training	<p>Provided at no additional cost</p>	<p>Provided at no additional cost</p>	<p>Provided at no additional cost</p>	<p>Provided at no additional cost</p>	<p>Provided at no additional cost</p>	<p>Provided at no additional cost</p>	<p>Provided at no additional cost for all shifts if the member order was over \$150,000. If the order was less than \$10,000 no on-site training will be provided unless agreed to by seller.</p>	<p>Provided at no additional cost</p>

*For orders through distributors, terms are negotiated between authorized distributor and member.

Terms and Conditions (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Biomedical training	Provided at no additional cost for one person, excluding travel, room and board. Additional attendees allowed based on rates designated on the A-3.	Provided at no additional cost for one person, including travel, room and board. Additional attendees allowed based on rates designated on the A-3.	Provided at no additional cost for unlimited people, excluding travel, room and board.	Not contracted for.	Provided at no additional charge for one person.	Provided at no additional cost for one person, including travel, room and board. Additional attendees allowed based on rates designated on the A-3.	Factory service school training provided at no charge. Travel, room and board is at member's expense.	Provided at no additional cost for one person, including travel, room and board. Additional attendees allowed based on rates designated on the A-3.
Demonstration models	Provided along with any consumables at no charge for a mutually agreed upon time period.	Provided along with any consumables at no charge for a mutually agreed upon time period.	Provided along with any consumables at no charge for a mutually agreed upon time period.	Provided along with any consumables at no charge for a mutually agreed upon time period.	Provided along with any consumables at no charge for a mutually agreed upon time period.	Provided along with any consumables at no charge for a mutually agreed upon time period.	Provided along with any consumables at no charge for a mutually agreed upon time period.	Provided along with any consumables at no charge for a mutually agreed upon time period.
Replacement parts	Seller will make reasonable efforts to provide replacement parts within 72 hours of the member's request. Parts will be provided for at least 7 years.	Shipped within 24 hours of members request and will be provided for at least 7 years.	Shipped within 24 hours of members request and will be provided for at least 7 years.	Available for 7 years	Replacement parts for products that represent 90% of common replacement parts will be provided within 24 to 48 hours of the members request and will be provided for at least 7 years.	Shipped within 24 hours of members request and will be provided for at least 7 years.	Shipped within 48 hours of members request and will be provided for at least 7 years.	Shipped within 24 hours of members request and will be provided for at least 7 years.
Downtime protection	96% measured every 6 months. Term of service agreement or warranty will be extended 1 month for each 1% not achieved.	96% measured every 6 months. Term of service agreement or warranty will be extended 1 month for each 1% not achieved.	96% measured every 6 months. Term of service agreement or warranty will be extended 1 month for each 1% not achieved.	Not contracted for	96% measured every 6 months. Term of service agreement or warranty will be extended 1 month for each 1% not achieved.	96% measured every 6 months. Term of service agreement or warranty will be extended 1 month for each 1% not achieved.	96% measured every 6 months. Term of service agreement or warranty will be extended 1 month for each 1% not achieved.	96% measured every 6 months. Term of service agreement or warranty will be extended 1 month for each 1% not achieved.
Operating software	Included in price of products	Included in price of products	Included in price of products	Not contracted for	Included in price of products	Included in price of products	Included in price of products	Included in price of products

*For orders through distributors, terms are negotiated between authorized distributor and member.

Terms and Conditions (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Diagnostic software	Provided at request of member to maintain or repair product	Provided at request of member to maintain or repair product	Provided at request of member to maintain or repair product	Not contracted for	Provided at request of member to maintain or repair product	Provided at request of member to maintain or repair product	Provided to certified users at members' cost for the purpose of maintaining and repairing the product.	Provided at request of member to maintain or repair product
DICOM conformance	Provided upon request of member	Provided upon request of member	Provided upon request of member	Not contracted for	Provided upon request of member	Provided upon request of member	Provided upon request of member	Provided upon request of member
HL7 compliance	Products will be capable of bi-directional communication	Products will be capable of bi-directional communication	Products will be capable of bi-directional communication	Not contracted for	Products will be capable of bi-directional communication	Products will be capable of bi-directional communication	Not contracted for.	Products will be capable of bi-directional communication
Additional warranties: Exhibit G	Warranty begins at the date of installation or 60 days after shipment and will be warranted for 12 months. Extended coverage available for lifting equipment. See Ex G for details.	N/A	N/A	Products free from defects in materials and workmanship for 2 years.	N/A	N/A	Additional 6 month warranty of lift purchases. See Ex G for details.	Additional warranties can be provided thru a service agreement.

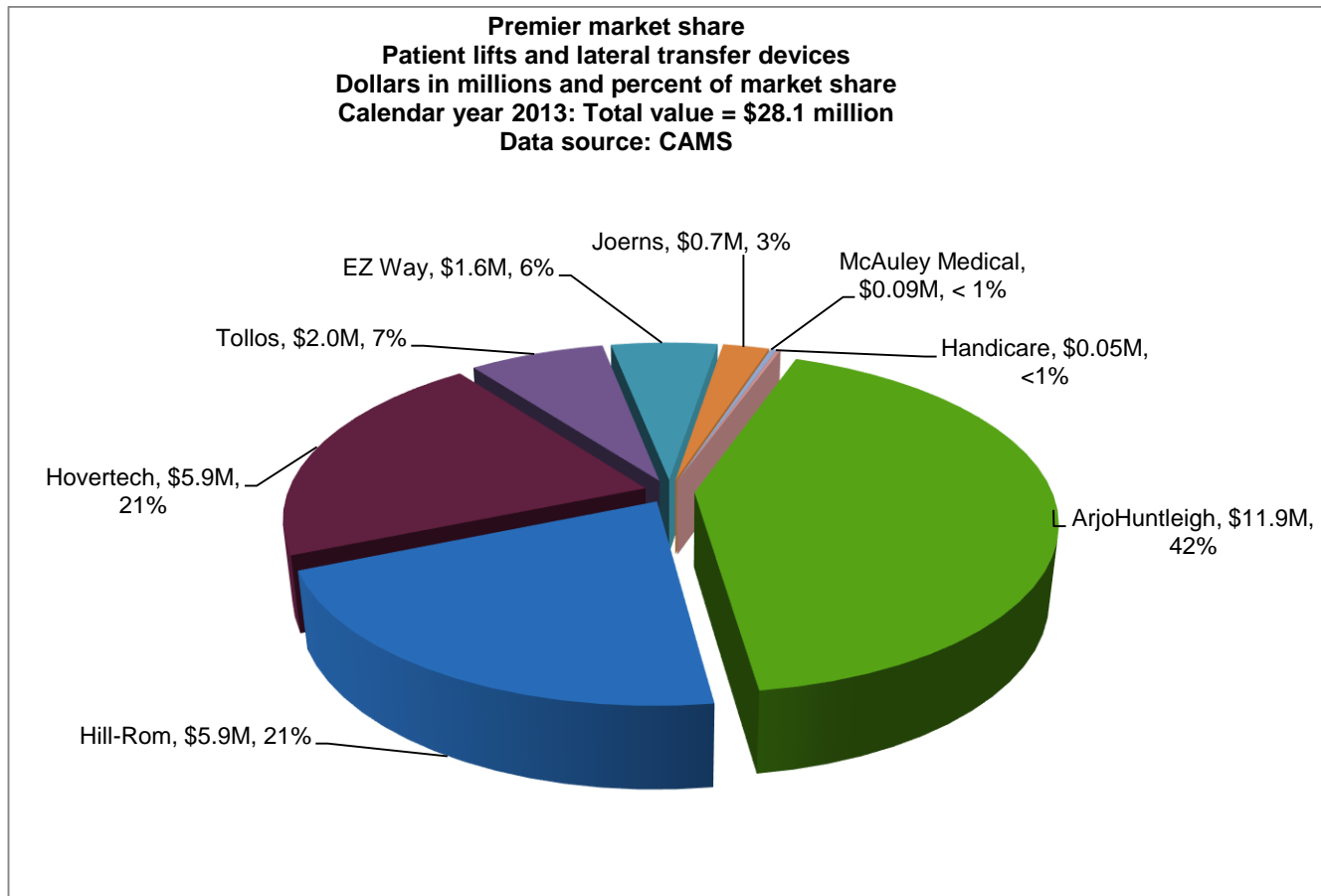
*For orders through distributors, terms are negotiated between authorized distributor and member.

Terms and Conditions (continued)

	ArjoHuntleigh	EZ Way	Handicare	HoverTech	Joerns	McAuley	Tollos	Wy'East
Returned goods policy: Exhibit H	Prior authorization may be obtained by calling 800.323.1245. Credit will be issued within 30 days, less a restocking fee not to exceed 15%.	Call 800.627.8940 to request a return	Prior authorization may be obtained by calling 866.276.5438. member will pay freight and no returns are granted after 30 days.	Prior authorization may be obtained by calling 800.471.2776. Items must be returned within 90 days of invoice date. And must be in resalable condition.	Prior approval required. 30 day return policy on unopened, unused products. All returns must be shipped FOB sellers warehouse. Returns are subject to a service charge of 30%. Used and custom products may not be returned.	Prior authorization may be obtained by calling 888.399.7287.	Prior authorization may be obtained by calling 888.363.7724. No restocking fees for items that are returned within 15 days that are unopened and undamaged. 15% restocking fee will be assessed for items returned within 60 days that not in original shipping condition and the member will have to pay shipping cost. Items returned past 60 days will be charged a 25% restocking fee. No returns are allowed for custom products, opened disposable products or slings.	Prior authorization may be obtained by calling 800.255.3126. Seller reserves the right to charge a restocking fee depending on the circumstances of the return.
Ordering*: Exhibit I	Phone: 888.223.1218 Fax: 630.576.5017 Email: us.cc@arjohunthleighb.com	Phone: 800.627.8940 Fax: 712.542.1899 Email: sales@ezlifts.com	Phone: 866.276.5438 Fax: 610.266.5266 Email: customerservice.usa@handicare.com	Fax: 610.694.9601 Email: info@hovermatt.com	Purchase orders may be sent via phone or fax. Any orders shipped COD will be charged a \$20 handling fee.	Phone: 888.399.7287 Fax: 603.227.7286 Email: heidi@mcauleymedical.com	Fax: 888.363.7708 Email: customerservice@tollos.com	Fax: 503.657.6901 Email: susana@weeastmed.com

*For orders through distributors, terms are negotiated between authorized distributor and member.

Market Highlights



Sourcing Summary

Patient Lifts and Lateral Transfer Devices	
Committee	Materials Management – All contract decisions for the Materials Management portfolio are decided upon by this team of dedicated professionals.
Sourcing process	eRFP (electronic request for proposal)
Suppliers invited to participate	<ul style="list-style-type: none"> ArjoHuntleigh Inc. Atlas Lift Tech LLC Barton Medical Corporation dba Human Care CalFirst National Bank Clintek Medical Solutions Ergolet Inc. Ergosafe Products LLC dba Prism Medical Services EZ Way Inc. GF Health Products Inc. GoodHealth Medical Products Guldmann Inc. Handicare USA Hill-Rom Company Inc. HoverTech International Joerns Healthcare Inc. JZ Imaging & Consulting Inc. McAuley Medical Inc. McRoberts Security Technologies Inc. Medline Industries Inc. Met Medical Nasco Enterprises Inc. Scrip Companies dba ProMed Products Xpress Skytron LLC Smart Medical Technology Inc. Superior Surgical Tollos Inc. Victory Medical Equipment and Supplies Inc. Wy'East Medical Corporation
Awarded suppliers	<ul style="list-style-type: none"> ArjoHuntleigh Inc EZ Way Inc. Handicare USA HoverTech International Joerns Healthcare Inc. McAuley Medical Inc. Tollos Inc. Wy'East Medical Corporation

About the Materials Management Committee

The Materials Management Committee consists of 17 distinguished representatives with different leadership roles within the hospital environment, such as contracting, purchasing, human resources, supply chain, clinical roles, biomedical engineers and procurement. Average experience of the committee members is 24 years. The committee member facilities are in all regions of the U.S. and include both rural and urban settings, as well as several teaching facilities. In total, these facilities represent more than 35,000 beds.

- Premier used an eRFP process when sourcing this portfolio. RFIs (requests for information) were sent to the vendors listed in the table above.
- Vendors moving to the final bid process successfully met the Materials Management Committee's primary areas of focus for this category.

Information contained in this document is current as of July 31, 2015.

Why price activation is important

In addition to ensuring member and supplier agreement for both appropriate price tier(s) and applicable facilities, price activation (PA) also enables:

- Member visibility to the PA status in the Supply Chain Advisor catalog at the contract and price tier level.
- Transmission of PA information to SpendAdvisor® and GHX.
- Price tier visibility for boarded distributors (i.e. distributors with direct access to SCA on all contracts where they were selected as a distributor).

Questions

For questions about these agreements, please contact your local Premier representative or the Premier Solution Center at 877.777.1552 or solutioncenter@premierinc.com. Pricing and other contract information may be accessed through Premier's Supply Chain Advisor catalog at <https://premierconnect.premierinc.com>.

Value analysis toolkits: The goal of the VA toolkits is to expedite value analysis processes of Premier supplier offerings within member facilities by leveraging the existing work already completed by the Premier member committees as part of the standard negotiations process. Certain contracted products and/or services may still require a trial within your IDN, regional collaborative or facility. While some members may still choose to complete ad hoc value analysis work at their facility, we hope that these enhanced documents will give you the critical information gathered in our in-depth sourcing process as well as related resources to move you to trial more efficiently.

As in your own facilities, depth of material will depend on who was awarded, their market share, healthcare-associated conditions and concerns commonly associated with procedures in which the product/service is used, and the ability to share member conversion/usage experiences.