

Documentation Solution Systems and Specialty Products

Premier's [Continuum of Care Committee](#) is pleased to announce new agreements for documentation solution systems and specialty products have been awarded to incumbent Briggs Medical Service Company and Affiliates dba Briggs Healthcare and to new supplier Rx Security, Inc.

This category includes items used in documentation, such as pre-printed orders, home health mandated documentation tools, binders, labels, signage and medical surgical products.

Related categories:

- Document Management Solutions: Software-based systems and solutions that organize and manage electronic and paper documents throughout an organization
- Office Supplies: Paper, toner, routine office supplies, furniture and janitorial and sanitation supplies

Considerations when purchasing documentation solution systems and specialty products:

Financial considerations	Product considerations	Roadblocks to conversion
<ul style="list-style-type: none"> • Price protection • Payment terms and early payment discounts • Shipping terms • Minimum orders 	<ul style="list-style-type: none"> • Documents and forms currently being used in your facility • Customizable options 	<ul style="list-style-type: none"> • Local relationships

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

- [Product offering](#): Chart of contracted products
- [Critical specifications](#): Supplier responses to questions asked by the committee members
- [Product review tips](#): Items to look at when comparing products in your facility
- [Supplier tiers](#), [financial highlights](#), [market highlights](#), and [terms and conditions](#) for both agreements

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

Awarded Suppliers

Ctrl + click on supplier name for more information.

Documentation Solution Systems and Specialty Products

Supplier	New contract	Expiring contract
Briggs*	PP-AC-112	PP-AC-065
Rx Security	PP-AC-113	New

* Briggs is a small business enterprise (SBE).

These agreements are effective January 1, 2016, through December 31, 2018.

There is no ASCEND® award in this category.

Portfolio Highlights

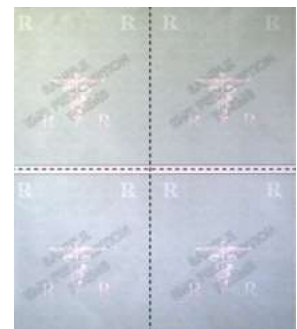
- A Participating Member Designation Form (PMDf) or [electronic price activation \(PA\)](#) is required at Tier 2 or higher with Briggs.
- A PMDF/PA is not required with Rx Security due to its single tier offering.
- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Briggs.
- Aggregation is not applicable with Rx Security due to its single tier offering.
- Pricing is firm for the term of agreement with both suppliers.
 - For products not manufactured by Briggs, prices may increase by no more than 3 percent per line item when compared to pricing during the previous year.
- [Financial analysis](#) reveals:
 - Briggs' new agreement pricing offers an overall 6.36 percent savings compared to its expiring agreement pricing.
- Briggs offers documentation materials, workflow devices, prescription pads and papers and medical products.
- Rx Security offers prescription pads and paper.
- Agreements are available to acute care, continuum of care and [Premier REACH™](#) members.

Product Offering

Product images are a representation of products included in this category. For a complete list of contracted products, please see Supply Chain Advisor® for more details. Press ctrl + click on supplier name to visit supplier websites.

	Briggs	Rx Security
Documentation – Records and charting supplies	✓	N/A
Workflow devices – Supply cabinets and workstations	✓	N/A
Prescription pads and paper	✓*	✓
Medical products – Patient identification, bed/bath safety, diagnostics (blood pressure cuffs, stethoscopes), mobility aids, thermometry, rehabilitation, personal care, orthopedic soft goods, urology and obstetric products	✓	N/A

*Briggs does not print prescription pads for the state of California.



Critical Specifications

Premier's [Continuum of Care Committee](#) considered the criteria below when making contract award decisions. These are recommended variables for evaluation in product selection. All information comes directly from supplier responses to Premier's Request for Information.

	Briggs	Rx Security
Product information		
Recalls within the last three years	No	No
Backorders within the last two years	Yes	No
Backorder notification	≤ 24 hours	24 to 48 hours
Shelf life	1 to 2 years	≥ 3 years
Supplier attributes		
ISO registered	Yes	No
Manufacturing locations	United States, China, Taiwan	Canada
Sales representatives (full-time employees)	5 to 20	5 to 20
Clinical representatives	2	0
Toll-free customer service support	8 hours per day/ 5 days per week	12 hours per day/ 5 days per week

Product Review

Product factors influencing the [Continuum of Care Committee's](#) decision to move suppliers through the contracting process focused on committee member discussions and critical specifications.

When conducting a product review in your facility, consider:

- Standard paper forms that your facility currently uses
- Training or operational materials applicable to your facility
- Necessary documentation storage
- Documentation needed by the supplier to complete a customized order – For example, a facility evacuation map will require the submission of facility blueprints
- Your facility's current strategy for using an electronic medical record (EMR) or electronic health record (EHR) system as compared to using physical forms

Consider speaking with the following influencers and decision makers:

- Materials management directors
- Health information management directors
- Personnel responsible for designing or approving custom signage and forms

To review documentation solution systems and specialty products in your facility, contact:

Briggs: Pamela Hardy, 515.327.6429, hardy.pam@briggscorp.com

RxSecurity: Krista McLellan, 800.667.9723, kmclellan@rxsecurity.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

Briggs expiring tiers (PP-AC-065)	
Total product purchases (per calendar year)	
Tier 1	Access
Tier 2	\$10,000 to < \$40,000
Tier 3	\$40,000 to < \$100,000
Tier 4	\$100,000 to < \$400,000
Tier 5	≥ \$400,000

→

Briggs new tiers (PP-AC-112)	
Total product purchases (per calendar year)	
Tier 1	< \$10,000
Tier 2	\$10,000 to < \$100,000
Tier 3	\$100,000 to < \$400,000
Tier 4	≥ \$400,000

New supplier →

Rx Security new tiers (PP-AC-113)	
Total product purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required

Financial Analysis

The financial analyses include the following:

- Incumbent new agreement pricing compared to incumbent expiring agreement pricing
- Tier differentials

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

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.

Briggs <u>new</u> agreement pricing compared to Briggs <u>expiring</u> agreement pricing (weighted)					
Tier 1/Tier 1	Tier 2/Tier 2	Tier 3/Tier 3	Tier 4/Tier 4	Tier 4/Tier 5	Overall
6.5% savings	6.0% savings	6.8% savings	6.8% savings	5.7% savings	6.36% savings

Briggs tier differentials		
Tier 1 to Tier 2	Tier 2 to Tier 3	Tier 3 to Tier 4
0.5% savings	1.2% savings	0.4% savings

Market Highlights

Market share data was not available for documentation solution systems and specialty products at time of launch.

Terms and Conditions

	Briggs	Rx Security
Diversity status	Small business enterprise	N/A
Electronic PA/PMDF	Required at Tier 2 or higher	Not required – Single tier offering
Aggregation	Allowed for multi-facility systems, GPOs and established networks of facilities	Not applicable – Single tier offering
Continuum of care/ Premier REACH	Allowed	Allowed
Local negotiation	Allowed	Allowed
Direct/distribution	Direct and through authorized distributors	Direct
Price protection	Products manufactured by Briggs: Firm for the term of agreement Products not manufactured by Briggs: With mutual consent, prices may increase by no more than 3 percent per line item when compared to pricing during the previous year	Firm for the term of agreement
Electronic payments*	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
Payment terms*	To be paid within 30 days of product delivery, invoice receipt of product acceptance, whichever is later; upon request and credit review, members may qualify for payment terms beyond 30 days	To be paid within 60 days of product delivery, invoice receipt of product acceptance, whichever is later
Early payment discount*	None	2% if paid within 30 days of product delivery, invoice receipt of product acceptance, whichever is later
Acceptance	Upon delivery; If products are damaged, seller accepts returns within 6 months of delivery date	10 business days
Minimum order*	Orders over \$300 of in-stock merchandise will be shipped freight free within the continental U.S.	None
Shipping terms*	FOB shipping point; Orders over \$300 of in-stock merchandise will be (regular ground) shipped freight free within the continental U.S.; Orders outside the continental U.S. or drop shipped will be assessed a freight charge; Orders less than \$300 may be subject to a handling fee	Net FOB destination; transportation and insurance costs paid by seller; title and risk of loss transfer to member upon delivery
Freight management*	Will accommodate at no additional cost in the event that products ship prepaid by seller and invoiced to the member	Will accommodate at no additional cost
Guaranteed delivery time*	3 to 5 business days	12 to 14 business days
Returned goods policy* See Exhibit H for details.	Authorization required; Original order must be less than 6 months old; 25% restocking fee applies	If there are product quality issues, seller will institute a full refund
Ordering instructions* See Exhibit I for details.	Phone: 800.247.2343 Fax: 800.222.1996 Website: www.briggscorp.com	Phone: 800.667.9723 Fax: 866.667.9723

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

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Sourcing Summary

Documentation Solution Systems and Specialty Products	
Committee:	Continuum of Care – all contract decisions for the Continuum of Care portfolio are decided upon by this team of dedicated professionals
Suppliers invited to participate:	<ul style="list-style-type: none"> American Diversity Briggs Medical Service Company Carstens Inc. Colortrieve Rx Security
Awarded suppliers:	<ul style="list-style-type: none"> Briggs Medical Service Company Rx Security

About the Continuum of Care Committee:

The sourcing process is overseen by the Continuum of Care Committee, composed of 18 Premier member representatives throughout all regions of the United States. The committee includes professionals with expertise in one or more non-acute classes of trade from contract administration, supply chain management and nursing, in addition to executive directors of Premier member affiliate programs.

- [Product considerations](#) were used to determine suppliers who participated in the final negotiation process. Final awards were based on offering value and savings opportunities to the members.

Information contained in this document is current as of October 1, 2015.

Why price activation/PMDF is important

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

- Member visibility to the PA/PMDF status in the Supply Chain Advisor catalog at the contract and price tier level.
- Transmission of PA/PMDF information to SpendAdvisor® and Global Healthcare Exchange (GHX).
- Price tier visibility for boarded distributors (i.e. distributors with direct access to Supply Chain Advisor 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 value analysis 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 integrated delivery network (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.