

The Premier Product Portal



Introducing products and technology to Premier

Premier is dedicated to helping its members improve clinical and operational performance. A primary mechanism to achieve this is to facilitate the introduction of products and services that help hospitals and other healthcare organizations improve quality and reduce costs.

Premier's product portal — the front door for suppliers to begin the process of introducing their products and services to Premier — is designed to make it easier and more effective to initiate a dialogue. To support this function, our Web site details important information about our sourcing processes for products, services and new technology.

The product portal is a central data repository of all supplier inquiries. It allows our Product Planning staff to identify potential new contracting opportunities as well as access information about products and services offered through existing group purchasing agreements. This database also links suppliers to Premier's contract bid calendar and the appropriate product evaluation cycle.

PREMIER'S PRODUCT PORTAL PROCESS

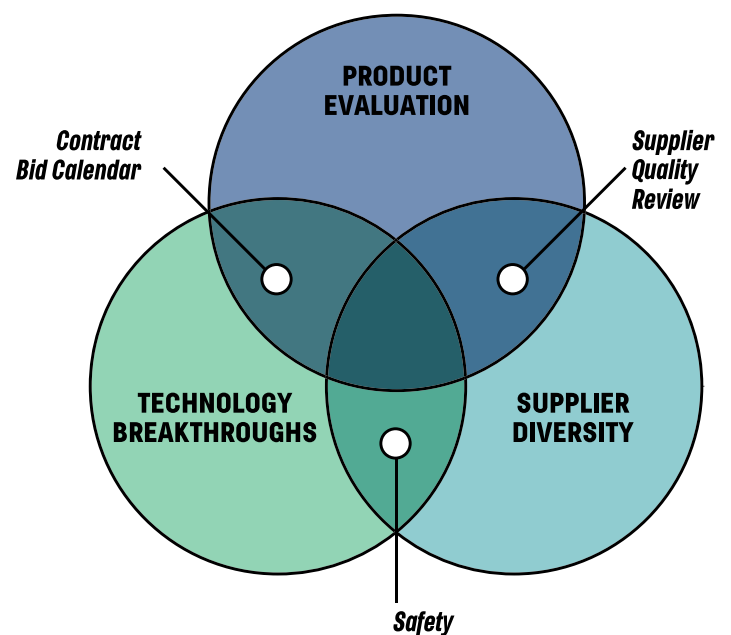
Premier considers a number of criteria when identifying, reviewing, and selecting a new product or technology — among them quality, safety, clinical impact, cost effectiveness, physician preference, environmental impact, supplier diversity, breakthrough potential and member input.

Premier's product planning process is designed to be:

- **Standardized, but flexible.** Many factors go into the ultimate selection of a product for contract. The best available clinical and market knowledge, as well as expert review, give Premier and its member hospitals the information needed to make sound product decisions.
- **Transparent.** Premier's ultimate goal is to assure that all suppliers and products are considered and evaluated in a consistent, timely and fair manner, regardless of the size of a company, the breadth of its product line or its relationship with Premier.

- **Member-driven.** Premier relies on the input of its members for decisions regarding new product categories and individual contracts. Member-based committees comprised of clinicians and others regularly meet to review new products and proposed contracts.
- **Diversity friendly.** Partnering with Premier does not necessarily mean a vendor must be capable of supplying products nationally. Opportunities exist for suppliers who are regional and in some cases local in scope. Premier encourages interest from diverse suppliers including small businesses, and especially those owned by women and minorities.
- **Ethically driven.** Premier fully endorses and supports the healthcare group purchasing industry Code of Conduct, which underscores the commitment of our organization to help healthcare providers deliver the best in quality healthcare at a reasonable cost, and to do so in a way that is ethical and fair to all participants in the healthcare marketplace.

Product Portal



PROGRAMS SUPPORTING THE PRODUCT PLANNING PROCESS

Supplier Quality Review

Supplier performance is critical to Premier member hospitals and the patients they serve. Quality controls in manufacturing, regulatory compliance, customer service, delivery, financial stability, e-commerce capabilities and investment in product research and development are equally important to the products offered to the Premier membership.

Manufacturers of healthcare-related products are expected to complete the Supplier Qualification Review process, as it is important in establishing mutually satisfying and profitable supplier/customer relationships.

Safety

Through a multitude of endeavors, the Premier Safety Institute recognizes and embraces its role in helping to improve safety — not just among our member hospitals, but throughout the healthcare industry. The Institute assembles and distributes timely information and technical resources that help busy healthcare professionals effectively tackle the challenge of preventing medical errors and fostering a safe and healthy healthcare environment for everyone — from patients and workers to the public.

Breakthrough Technology

Premier’s Technology Breakthroughs process provides a mechanism for new or existing contracted suppliers to introduce breakthrough products that noticeably improve the quality, process, and/or outcome of care across all Premier agreements.

Supplier Diversity

Premier supports, encourages and facilitates procurement from diverse suppliers for our own enterprise purchases and those of our purchasing program members. Contracted suppliers in turn are encouraged to support and procure from diverse sources as well.

GETTING STARTED

An important first step in developing a relationship with Premier is to introduce your product to us by completing Premier’s Web-based Product Introduction Form located on the Product Portal at www.premierinc.com/suppliers.

This is your company’s opportunity to define either multiple product lines that you want to include in the contracting process or even a single item that you wish to provide. Once completed, you will receive a confirmation receipt by electronic mail. Note that all product evaluations are performed in coordination with Premier’s contract bid cycle. The bid calendar may be accessed on the portal Web site.

Premier relies on the input of its members for decisions regarding new product categories and individual contracts. Member-based committees comprised of clinicians and others regularly meet to screen new product offerings and identify future product categories.

NEED MORE INFORMATION?

For more information about Premier’s Product Portal, call 630 891 4701, e-mail product_portal@premierinc.com or visit www.premierinc.com/suppliers.

