



## Construction Services



*Form and function woven together in spaces that embody the healing properties of the human touch can culminate in an area that radiates care for the patient. Integrating Premier in the earliest planning stages can lower the overall costs of any construction project. Think of us as an extension of your facility so you can think about what matters most, the patient.*

Created specifically to provide savings and support for Premier members involved in or embarking upon construction projects, the member-driven Construction Services program assists you in the planning, procurement and tracking of capital construction and renovation projects.

### PROGRAM OBJECTIVES

- ▶ Drive member savings on construction capital purchases
- ▶ Establish member supportive relationships with architects, general contractors and equipment planners
- ▶ Provide a networking and knowledge sharing forum for participating members

We provide access to industry-leading agreements, vital construction expertise, and a Web site with resources such as sample RFP verbiage and the most current Construction, IT and Clinical Equipment portfolio listing – **all complimentary to members**. We will establish relationships with your general contractor, architect and equipment planner, engage all stakeholders in the construction decision-making process and educate third parties of the benefits to the project owner when Premier agreements are utilized.

**Savings were in excess of \$1 million – about 10 percent of \$9 million in purchases, not including savings associated with the medical equipment and furnishings for the project.**

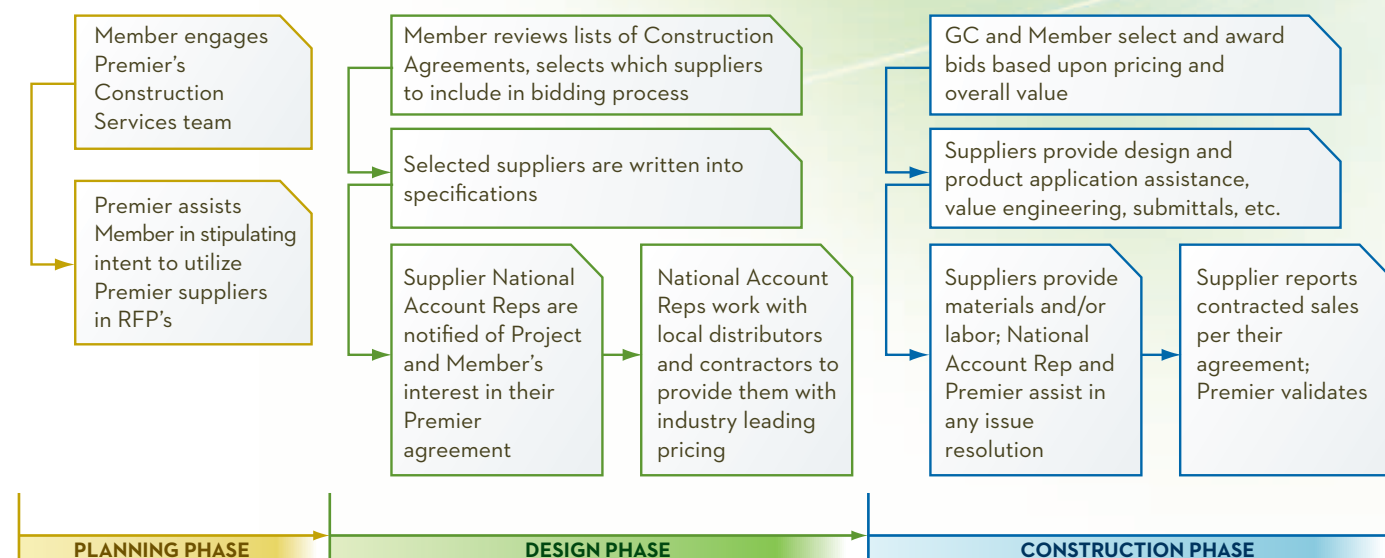
*“The decision must be made early in the design phase – that’s the critical success factor... Once the decision is made to utilize the portfolio, it’s seamless and easy.”*

Ron Connovich  
 Director of Facilities Planning and  
 Plant Operations at St. Rita’s Medical Center  
 Lima, Ohio

**SAVINGS AND SUPPORT ACTIVITIES BRINGING VALUE TO YOUR PROJECT**

- ▶ Track and report all contracted project spend
- ▶ Large order clauses – save up to 20 percent over top tier pricing
- ▶ Free shipping – on select agreements, save 5 - 7 percent
- ▶ Transparency in product cost – gain access to the true cost of the product in a contractor’s bid
- ▶ Group buy opportunities – aggregate volume from multiple projects nationwide
- ▶ Lock-in future savings – enhanced warranties and service agreements
- ▶ Assistance with supplier issue resolution
- ▶ Assist in direct purchases – up to 20 percent savings as well as potential tax benefits
- ▶ Assist in driving standardization across facilities
- ▶ Greater delivery leverage with contracted manufacturers
- ▶ Assist in all green building initiatives

**UTILIZING PREMIER AGREEMENTS IN YOUR CONSTRUCTION PROJECT**



**FACILITIES PORTFOLIO**

Premier maintains a facilities and construction portfolio featuring more than 50 product and service categories with more than 130 contracted suppliers. Categories include, but are not limited to:

**Mechanical, Electrical and Plumbing**

- ▶ HVAC equipment, controls and service
- ▶ Fire, security systems and service
- ▶ Total building control systems and service
- ▶ Switchgear, panels and electrical components
- ▶ Lighting fixtures, lamps and ballasts
- ▶ Elevators and escalators; equipment and service
- ▶ Plumbing fixtures and supplies
- ▶ Medical gas systems
- ▶ Air filtration products
- ▶ Roofing products, systems and service
- ▶ Water treatment products, systems and service

**Furniture, Fixtures and Equipment**

- ▶ Carpet and resilient flooring
- ▶ Paint and related sundries
- ▶ Door hardware and securities
- ▶ Clinical casework
- ▶ Furniture: office, lobby, patient, exam, etc.
- ▶ Clinical headwalls
- ▶ Carts (stainless steel, caster, IV Poles, etc.)
- ▶ Television systems and service
- ▶ Ice machines and dispensers
- ▶ High density mobile storage solutions
- ▶ Kitchen equipment

**Other services include:**

- ▶ Construction management – design and build
- ▶ Facilities management assistance
- ▶ Capital equipment procurement
- ▶ Engineering, application and design assistance
- ▶ Risk assessments and construction planning
- ▶ Environmental monitoring, air quality
- ▶ Capital asset inventories

**CAPITAL BUDGETING AND EQUIPMENT PLANNING SOFTWARE (ATTAINIA)**

In addition to Premier’s market-leading portfolio, Premier offers its members on-line capital budgeting, equipment planning, and capital demand aggregation tools through Attainia, the industry’s leading provider of capital budgeting and planning software.

**Members have access to:**



- ▶ **WATCH<sup>SM</sup>** – detailed information and specification sheets for more than 20,000 products from more than 1,600 suppliers in 2,400 categories with Premier’s capital and construction contracts preloaded for easy access to pricing information.
- ▶ **PLAN<sup>SM</sup>** – creates a unique, common work environment for architects, contractors, equipment planners, and other professionals involved in healthcare facility planning.
- ▶ **BUDGET<sup>SM</sup>** – manage routine annual capital budgeting processes with greater efficiency
- ▶ **PREDICT<sup>SM</sup>** – view real-time aggregated capital demand data from BUDGET<sup>SM</sup> and PLAN<sup>SM</sup>



*Premier can assist you in meeting your timeline and budget goals. Get access to the goods and services you want in your facility at a lower cost in addition to transparency into product pricing.*



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Transforming  
Healthcare  
Together®

#### PREMIER HEALTHCARE ALLIANCE

#### MALCOLM BALDRIGE NATIONAL QUALITY AWARD RECIPIENT

Premier is a performance improvement alliance of more than 2,500 U.S. hospitals and 73,000-plus other healthcare sites using the power of collaboration to lead the transformation to high quality, cost-effective care. Owned by hospitals, health systems and other providers, Premier maintains the nation's most comprehensive repository of clinical, financial and outcomes information and operates a leading healthcare purchasing network. A world leader in helping deliver measurable improvements in care, Premier has worked with the Centers for Medicare & Medicaid Services and the United Kingdom's National Health Service North West to improve hospital performance. Headquartered in Charlotte, N.C., Premier also has an office in Washington.

#### TO INTEGRATE OUR COST-EFFECTIVE SOLUTIONS INTO YOUR NEXT CONSTRUCTION PROJECT, CONTACT:

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