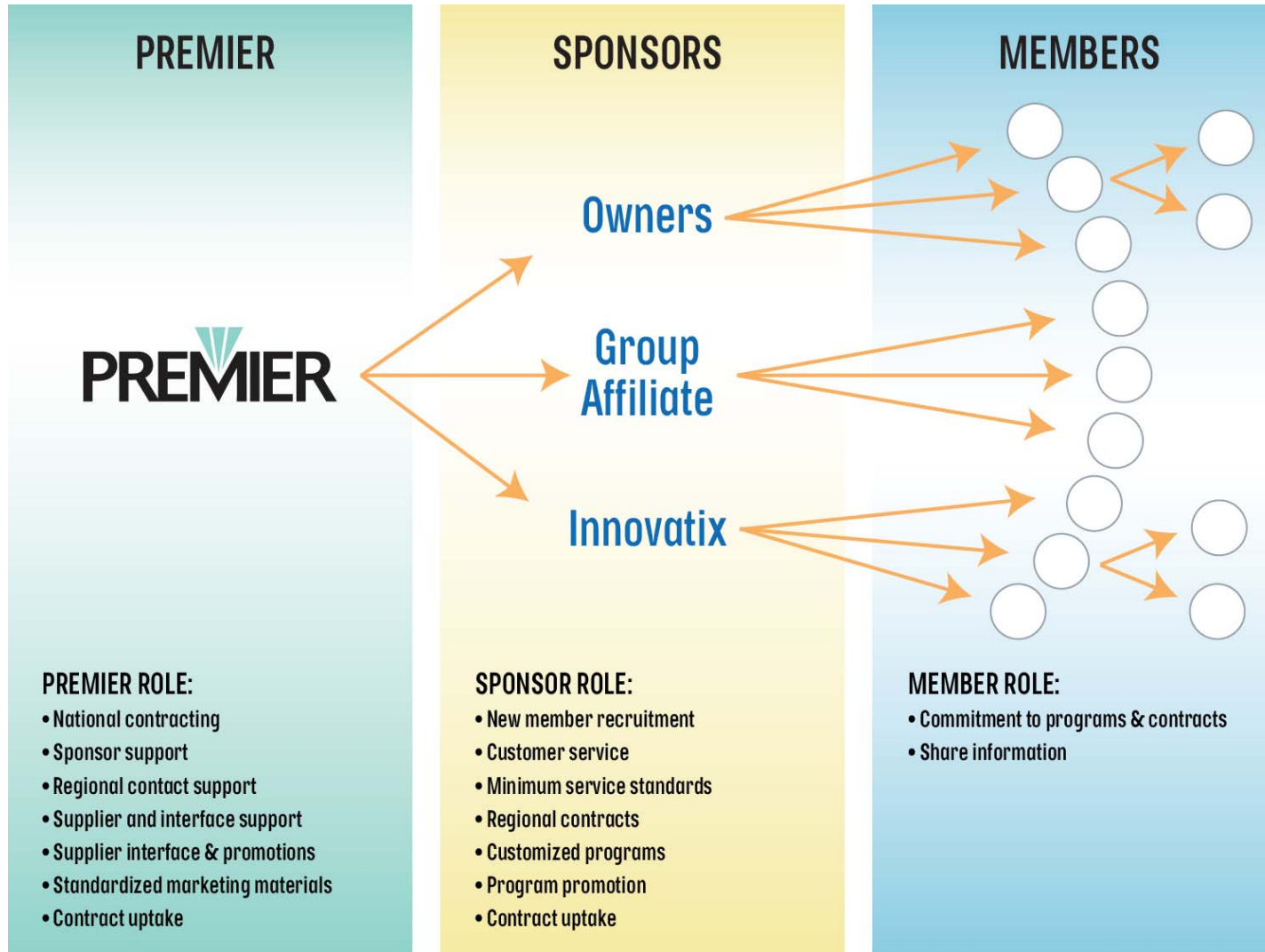


Member Relationships

- New members join Premier through affiliation with a “sponsor”
- A sponsor is defined as a Premier owner, group affiliate, direct affiliate or third party GPO that has the right to access Premier’s group purchasing portfolio
- A member is defined as any entity rostered with Premier



Premier Membership Relationships



Premier Membership Relationships

PREMIER

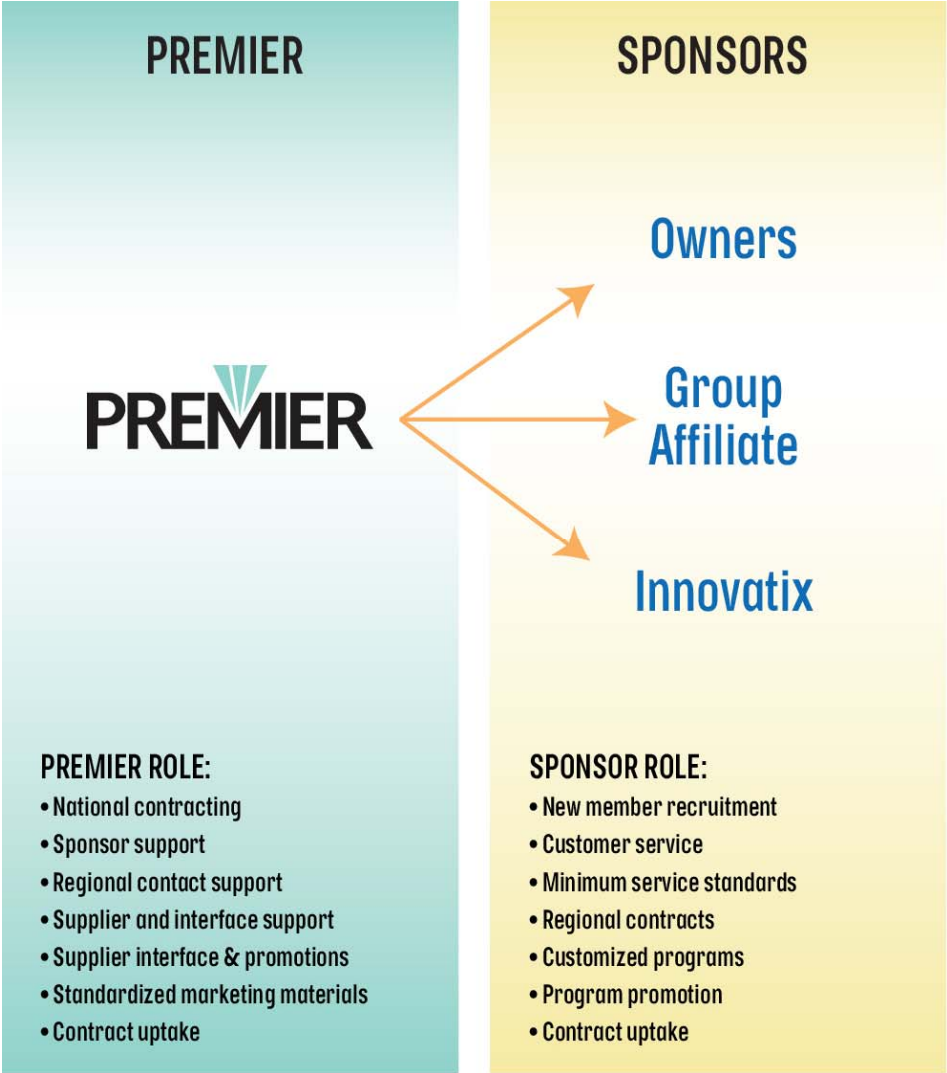


PREMIER ROLE:

- National contracting
- Sponsor support
- Regional contact support
- Supplier and interface support
- Supplier interface & promotions
- Standardized marketing materials
- Contract uptake



Premier Membership Relationships



Premier Membership Relationships

