



Transforming
Healthcare
Together®

ProviderSelect®:MD

PREMIER

Premier's solution for controlling costs and
accelerating performance in physician offices



PROGRAM OVERVIEW

Effectively managing physician office operating expenses can make the difference between just getting by and thriving financially. Operating expenses are inclusive of those incurred in running a business. These expenses include variable cost items such as medical supplies, pharmaceutical supplies (including vaccines), office supplies and purchased services to name a few. The better managed the physician office operating expenses, the more profitable the practice.

ProviderSelect®: MD is the nation's largest physician's group purchasing program. Our comprehensive contracts and services have empowered physician practices by:

- » Reducing clinical and non-clinical costs
- » Facilitating contract optimization
- » Improving administrative functions

WHAT MAKES US DIFFERENT

Through our exclusive physician program, ProviderSelect: MD, we offer measurable savings and unprecedented opportunity for your physician practice to control and reduce supply-procurement cost and related operating expenses.

SIZE MATTERS: Premier is the nation's largest group purchasing organization – leveraging its volume to bring your physician practice the best contract price

PURCHASING FLEXIBILITY: Providing choice for each physician practice to select products and services critical to specific needs

SAVINGS: Demonstrated an aggregated savings of 15% for most physician practices

SERVICE: We're there when you need us – local and national support from Premier and its suppliers is only a click or phone call away

PORTFOLIO FEATURES

Premier's ProviderSelect: MD program offers a comprehensive portfolio of market-leading suppliers that will improve your practice's financial performance and improve the operational efficiency of your practice. This program was designed specifically for the independent physician practices and medical groups who are seeking trusted and creative ways to maximize cost-efficiencies while delivering quality patient care.

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MEDICAL/SURGICAL/LABORATORY SUPPLIES: Anchored by our distribution agreement with McKesson Medical Surgical, ProviderSelect: *MD* offers each physician practice the best contracts from Premier and McKesson Medical Surgical. Whether you are an existing or new customer of McKesson Medical Surgical, your participation in the ProviderSelect: *MD* program will provide unique benefits beyond the great price and service you are already getting from McKesson. ProviderSelect: *MD* and McKesson Medical Surgical will work together to ensure you receive the maximum savings achieved through contract utilization and standardization and inventory management, by controlling and reducing supply cost.

PHARMACY: ProviderSelect: *MD* members who elect to participate in the pharmacy program will benefit from our unique “one stop shop” distribution agreement with McKesson Medical Surgical. This agreement allows McKesson Medical Surgical to access Premier’s pharmacy contracts and extend the contracted cost to your physician practice. The pharmacy portfolio includes a comprehensive list of pharmaceuticals including brand names, generics and vaccines. This program also allows the flexibility to order vaccines directly from the manufacturer if necessary.

OFFICE PRODUCTS AND EQUIPMENT: ProviderSelect: *MD* offers a wide range of contracts that allow the physician practice choice and variety in this product mix. Access more than 40 contracts including:

- » Custom forms, printing and promotional
- » General office supplies
- » Copiers and fax machines
- » Computer supplies (employee purchasing options – a staff benefit)

- » Filing supplies and systems
- » Uniforms
- » Exam room furniture
- » Practice Administration – Another feature of this program is access to practice administration contracts. Unlike many group purchasing organizations that only provide contracts in medical/surgical categories, ProviderSelect: *MD* offers valuable contracts with additional savings in the areas of:
 - ▶ Express shipping
 - ▶ Magazine subscriptions
 - ▶ Insurance services
 - ▶ Background check services
 - ▶ Cellular telephone (employee purchasing options – a staff benefit)

PARTICIPATION: Joining the ProviderSelect: *MD* program is easy and risk-free. Just complete the simple membership application and only use those contracts that are right for you. Start improving your operating expenses, join the ProviderSelect: *MD* program today.

FOR MORE INFORMATION
about the ProviderSelect: *MD* program or
specific contracts, products and services,
please contact Premier's Solution Center at 877.777.1552
or solutioncenter@premierinc.com.

Frequently Asked Questions

Who is Premier Inc.?

2006 Malcolm Baldrige National Quality Award recipient.

The Premier healthcare alliance is more than 2,200 U.S. hospitals and 63,000-plus other healthcare sites working together to improve healthcare quality and affordability. 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 works with the Centers for Medicare & Medicaid Services and the United Kingdom's National Health Service North West to improve hospital performance. Premier has offices in San Diego, Charlotte, N.C., Philadelphia and Washington.

What is the Continuum of Care program?

Premier's Continuum of Care program is a unique program designed for non-acute care sites owned/leased/managed or strategically aligned with a Premier affiliate. Participating classes of trade include: surgery centers, home health care, long term care, imaging centers, and physician practices/medical groups. This program offers members:

Flexible model – Designed to meet the supply chain needs of non-acute care providers of any size

Superior savings – The most comprehensive portfolio with unparalleled savings in more product categories

Outstanding support – Customized customer service to meet the needs of each individual provider

How can I participate?

Program participation and access to the portfolio begins when the physicians practice chooses ProviderSelect: MD as the group purchasing organization of choice. Once the simple membership application is completed and returned to Premier, your unique membership code is created in just a few days.

Is there a Web site for this program and how do I access it?

Yes. You may get more information by visiting www.premierinc.com/providerselectmd.

How does Premier select its distributors?

McKesson Medical Surgical is the exclusive distribution partner for medical, surgical, lab and pharmacy supplies for ProviderSelect: MD. Access to this contract portfolio begins when the application is received and notification is sent to McKesson. No additional action is required.

If you have any questions or would like to speak to a local representative about McKesson or other distribution categories such as office supplies, housekeeping, maintenance, repair or operations, please contact Premier's Solution Center at 877.777.1552 or solutioncenter@premierinc.com.

How do I place an order with a distributor or supplier?

Before placing your first order, your practice will need to verify that your account is "set up" and that the contract pricing is available through the distributor or direct from the supplier. Note: most medical, surgical, lab, and pharmaceuticals must be ordered from McKesson Medical Surgical, but a few must be ordered directly from the supplier. You should always reference your membership with Premier with all contracted distributors and suppliers to ensure you are getting the correct contract price for each purchase.

Where can I see a product list?

For a list of contracted products offered, you will need to contact each supplier or check with your local McKesson Medical Surgical representative.

What is a PMDF and how do I know if a manufacturer requires one to access contract pricing?

"PMDF" is an acronym for Premier Member Designation Form. These are documents required by suppliers that each practice must sign before contract pricing can be extended through McKesson Medical Surgical. PMDFs generally help the suppliers identify a designated group purchasing organization and/or may require a specific commitment from the practice in terms of annual dollar or percent commitment between the practice and the supplier.

NOTE: Not all suppliers require a PMDF. Contact Premier's Solution Center at 877.777.1552 to learn more about those contracts that require additional paperwork.

When can we expect our contract pricing to be available through McKesson Medical Surgical?

Once your membership has been announced by Premier to all contracted distributors and suppliers, it may take up to 30-45 days to get the pricing "loaded" for your account. To ensure that your pricing is loaded to your account, you should work closely with your McKesson Medical Surgical representative. In the event that additional paperwork (PMDF) is required, please contact Premier's Solution Center to receive current copies for completion.



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