



Contacts: Jim Mandler, Continuum Health Partners: 212-523-7772/jmandler@chpnet.org
Brian Conway, GNYHA Ventures: 212-506-5477/conway@gnyha.org

**CONTINUUM HEALTH PARTNERS AGREES TO
GROUP PURCHASING/SUPPLY CHAIN OUTSOURCING CONTRACT
WITH GNYHA SERVICES, PREMIER, AND NEXERA**

Six-Year Deal Will Generate Significant Cost Savings for Continuum

Agreement Includes Premier's Performance Improvement Program

*In Choosing New Partner, Continuum Cites
"Business Model Most in Step with Our Corporate Philosophy"*

New York, NY, October 4, 2010 – Continuum Health Partners, Inc., a nonprofit hospital system in New York City, today announced a six-year contract with GNYHA Services and its national partner the Premier healthcare alliance for group purchasing of medical/surgical/pharmaceutical supplies and with Nexera Inc. for comprehensive outsource management of Continuum's supply chain. Both GNYHA Services and Nexera are companies of GNYHA Ventures, the business subsidiary of Greater New York Hospital Association.

Continuum's group purchasing and supply chain management are currently administered by The Broadlane Group.

The agreement, which begins on February 1, 2011 and expires on January 31, 2017, will produce significant cost savings for Continuum and its participating hospitals—Beth Israel Medical Center, St. Luke's and Roosevelt Hospitals, and Long Island College Hospital of Brooklyn—and includes GNYHA Ventures' oversight of \$300 million in annual supply chain volume and 33 outsourced employees.

Under the agreement, Continuum's hospitals will have access to QualityConnect, a Premier performance improvement program that helps providers reduce readmissions, hospital-acquired conditions and value-based purchasing penalties while addressing professional practice evaluation.

"Analyzing our current and future purchasing needs, the Continuum leadership felt the products and services offered by GNYHA Services, Nexera, and Premier give us the greatest opportunity to address ever-changing economic and operational demands," said Gail F. Donovan, Executive Vice President and Chief Operating Officer for Continuum. "Equally important, we felt that GNYHA Ventures offers a business model

that is most in step with our corporate philosophy. We are confident that under this new agreement we will achieve even greater cost savings that will in turn allow us to continue to provide high-quality, economically efficient patient care.”

“We are thrilled to have a new partner in our health care cost-reduction journey,” said GNYHA Ventures President Lee Perlman. “While the core of this agreement is our guarantee of significant cost savings for Continuum, it’s also an affirmation of our group purchasing model, which strongly emphasizes performance improvement in our hospitals.”

“We look forward to seamlessly transitioning Continuum to the full range of our cost-saving supply chain outsourcing resources, including procurement, information technology, contract management, e-commerce support, and value analysis,” said Nexera President Christopher J. O’Connor. “By outsourcing its supply chain functions to Nexera, Continuum will not only save money, but also be able to devote more time and resources to other strategic and clinical priorities.”

“It’s an honor and pleasure to welcome Continuum to the GNYHA Services/Premier family,” said Premier President and CEO Susan DeVore. “We are confident that Continuum will find tremendous value not only in both organizations’ group purchasing expertise, but also in Premier’s ability to assist our members in providing safer, more cost-effective care.”

#

About Continuum Health Partners

Continuum Health Partners was created in January 1997 as the parent company for the partnership between four distinguished voluntary hospitals: Beth Israel Medical Center-Milton and Carroll Petrie Division, Beth Israel Medical Center-Kings Highway Division, St. Luke’s Hospital and Roosevelt Hospital. Building upon the strength of these institutions, Continuum began the development of a broad-based, integrated health services network extending throughout the New York metropolitan region. Within two years, Long Island College Hospital of Brooklyn, located in the Brooklyn Heights/Cobble Hill section, and The New York Eye and Ear Infirmary, located on Second Avenue and 14th Street in Manhattan and the oldest specialty hospital in the Western Hemisphere, joined the Continuum family, broadening the influence of each member institution and the partnership as a whole.

Today, Continuum has an annual operating budget of over \$3 billion and delivers inpatient care in six major hospital facilities in Manhattan and Brooklyn. The Continuum network also encompasses ambulatory health centers and group and private practice settings throughout the New York metropolitan region. Continuum operates more than 2,700 certified beds; provides for over 650,000 days of inpatient care and over 1.3 million outpatient visits; has more than 4,500 affiliated physicians; and a work force of over 15,500 individuals, making it the sixth largest private employer in the New York metropolitan region.

About GNYHA Services

GNYHA Services was founded in 1978 and now serves more than 250 member hospitals in New York, New Jersey, and Pennsylvania. GNYHA Services was established to provide health care solutions for its hospital members. With its national partner, Premier, Inc., GNYHA Services offers an extensive variety of valuable, cost-effective products and member benefits through the GNYHA Services/Premier Purchasing Program.

About Nexera

Since its formation in 2003, Nexera has provided consulting and project management services, helping health care organizations to identify and create short and long-term opportunities for dramatic cost savings

and operational improvement. Nexera's has expertise in a variety of support services, including purchasing, receiving, distribution, inventory management, central sterile processing, OR and Cath Lab purchasing, biomedical engineering, linen and laundry management, facilities management, JIT, process improvement, cost reduction and project management. Nexera has helped health care clients save more than \$120 million by implementing innovative cost reduction and process improvement strategies and by exceptional management of the supply chain for over 5000 beds in 34 hospitals in the northeastern United States.

About GNYHA Ventures

A wholly owned, for-profit subsidiary of the Greater New York Hospital Association, GNYHA Ventures provides an array of important business services to the health care community. The subsidiaries of GNYHA Ventures provide important products and services to health care providers — and other organizations — in the metropolitan area and across the country. These services include group purchasing, consulting, performance measurement, and cash-flow enhancement.

About the Premier healthcare alliance, Malcolm Baldrige National Quality Award recipient

Premier is a performance improvement alliance of more than 2,400 U.S. hospitals and nearly 70,000 other healthcare sites working together to achieve high quality, cost-effective care. Owned by not-for-profit hospitals, 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. Headquartered in Charlotte, N.C., Premier also has offices in San Diego, Philadelphia and Washington. <http://www.premierinc.com>