REDUCING HOSPITAL-ACQUIRED CONDITIONS
A FAMILY OF INDUSTRY EXPERTS

You may know us as GNYHA, GNYHA Ventures, GNYHA Services, or Nexera, but it is important to know that they all belong to a larger family of affiliated companies. As a member of one or more of these organizations, you have access to best-in-class healthcare resources and business solutions powered by seven companies with industry expertise. We offer services that span the continuum of care—services that are imperative to success in the new healthcare environment.

Our Targeted Solution Sets offer a comprehensive view of the products, services, informatics, and other solutions provided by our family of companies to help members address specific issues or service areas*. Your GNYHA Ventures representative can work with you to assess which options best serve your needs.

As always, it is an honor for all of our companies to serve you.

*Many products or services included in this document are offered by or through Premier, Inc. or its affiliates (collectively, "Premier"). GNYHA and its affiliates have various business relationships with Premier, including a partial ownership interest in Premier.

*GNYHA members who are not members of the GNYHA Services/Premier GPO have access to the contract portfolio through GNYHA Services direct agreements, identified through contract numbers beginning with GNYHA-.
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Significant progress has been made to reduce hospital-acquired conditions (HACs), with reports estimating that the steps hospitals have taken to reduce adverse events resulted in 50,000 fewer patient deaths and 1.3 million fewer HACs between 2011 and 2013. However, a 2015 superbug outbreak related to specialty endoscopes has brought the issue of HACs to the fore once again, raising concerns from patients, providers, and government oversight agencies.

GNYHA Ventures, our affiliated businesses GNYHA Services and Nexera, and Premier, our national group purchasing partner, have developed a portfolio of solutions that can help your facility reduce HACs and avoid payment penalties. In the pages that follow, we detail a number of both free and fee-based (indicated with $) solutions offered through trusted industry experts and carefully vetted suppliers who understand what tools are needed to prevent HACs.

An FAQ section about this issue is included on the following pages for your reference.
WHAT IS THE DEFINITION OF AN HAC?

HACs are medical conditions or complications that a patient develops during a hospital stay, which were not present at admission. These conditions

- are high cost and/or high volume;
- result in the assignment of a case to a Medicare Severity Diagnosis Related Group that has a higher payment when present as a secondary diagnosis; and
- could have reasonably been prevented through the application of evidence-based guidelines.¹

WHAT CONDITIONS ARE CONSIDERED TO BE HACS?

The Centers for Medicare and Medicaid Services (CMS) has identified the following as HACs:

- Foreign Object Retained After Surgery
- Air Embolism
- Blood Incompatibility
- Stage III and IV Pressure Ulcers
- Falls and Trauma
  - Fractures
  - Dislocations
  - Intracranial Injuries
  - Crushing Injuries
  - Burn
  - Other Injuries
- Manifestations of Poor Glycemic Control
  - Diabetic Ketoacidosis
  - Nonketotic Hyperosmolar Coma
  - Hypoglycemic Coma
  - Secondary Diabetes with Ketoacidosis
  - Secondary Diabetes with Hyperosmolarity
- Catheter-Associated Urinary Tract Infection (CAUTI)
- Vascular Catheter-Associated Infection
- Surgical Site Infection (SSI), Mediastinitis, Following Coronary Artery Bypass Graft (CABG)
- SSI Following Bariatric Surgery for Obesity
  - Laparoscopic Gastric Bypass
  - Gastroenterostomy
  - Laparoscopic Gastric Restrictive Surgery
- SSI Following Certain Orthopedic Procedures
  - Spine
  - Neck
  - Shoulder
  - Elbow
- SSI Following Cardiac Implantable Electronic Device (CIED)
- Deep Vein Thrombosis (DVT)/Pulmonary Embolism (PE) Following Certain Orthopedic Procedures:
  - Total Knee Replacement
  - Hip Replacement
- Iatrogenic Pneumothorax with Venous Catheterization²
WHAT IS THE HAC REDUCTION PROGRAM?

The 2010 Patient Protection and Affordable Care Act established the HAC Reduction Program to encourage hospitals to reduce HACs. Hospital performance is determined based on a hospital’s Total HAC Score, which can range from 1 to 10. The higher a hospital’s Total HAC Score, the worse the hospital performed under the HAC Reduction Program. The score is based on hospital performance on three quality measures within two domains.³

### FY 2016 HAC Reduction Program

**Domain Weighting and Measures**  (Payment adjustment effective for discharges from October 1, 2015 – September 30, 2016)

<table>
<thead>
<tr>
<th>Domain 1</th>
<th>Performance Period</th>
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<tbody>
<tr>
<td>(AHRQ Patient Safety Indicators)</td>
<td>July 1, 2012 – June 30, 2014</td>
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</table>

<table>
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<tr>
<th>AHRQ* PSI Measure</th>
<th>Score 1-10</th>
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<tbody>
<tr>
<td>PSI-03: Pressure Ulcers</td>
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<tr>
<td>PSI-06: Iatrogenic Pneumothorax</td>
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<td>PSI-07: Central Venous Catheter-related Bloodstream Infections</td>
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<td>PSI-08: Postoperative Hip Fracture</td>
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<tr>
<td>PSI-12 Postoperative Pulmonary Embolism or Deep Venous Thrombosis</td>
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<tr>
<td>PSI-13 Postoperative Sepsis</td>
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<tr>
<td>PSI-14 Postoperative Wound Dehiscence</td>
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<td></td>
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<tr>
<td>PSI-15 Accidental Puncture or Laceration</td>
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<table>
<thead>
<tr>
<th>Domain 2</th>
<th>Performance Period</th>
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<tbody>
<tr>
<td>(CDC NHSN Measures)</td>
<td>January 1, 2013 – December 31, 2014</td>
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</table>

<table>
<thead>
<tr>
<th>CDC NHSN* Measures</th>
<th>Average Score 1-10</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>CLABSI SIR rate</td>
<td>1-10</td>
<td></td>
</tr>
<tr>
<td>CAUTI SIR rate</td>
<td>1-10</td>
<td></td>
</tr>
<tr>
<td>SSI Colon Abdominal Hysterectomy</td>
<td>1-10†</td>
<td></td>
</tr>
</tbody>
</table>

*Centers for Disease Control and Prevention National Healthcare Safety Network
†There will be one SSI measure score that will be a weighted average based on predicted infections for both procedures.

The CMS calculates the HAC data from the claims hospitals submit for beneficiaries enrolled in Original Medicare. All measures are risk-adjusted and endorsed by the National Quality Forum. Risk factors such as the patient’s age, gender, and comorbidities are considered in the calculation of the measure rates so that hospitals serving a large proportion of sicker patients are not unfairly penalized. In accordance with the statute, a review and correction process allows hospitals to review their measure, domain, and Total HAC scores.

For fiscal year 2016, a third CDC NHSN-developed healthcare-associated infection measure, Colon and Abdominal Hysterectomy Surgical Site Infections, will be added toDomain 2.⁴
WHAT ARE THE PAYMENT PENALTIES FOR HACS?

The HAC Reduction Program imposes a 1% payment reduction to Medicare payments for hospitals that rank in the lowest quartile of all national inpatient prospective payment system (IPPS) hospitals on selected HAC measures. This total is applied to the Total Medicare Payment.

In fiscal year 2015, more than 700 hospitals were affected, with a total of $373 million in penalties. The majority of hospitals penalized were large teaching hospitals in urban areas.

In order to avoid the payment penalties, hospitals must improve their scores by reducing HACs.

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**Percent of Hospitals Penalized by Type for FY 2015**

<table>
<thead>
<tr>
<th>Type</th>
<th>Penalized Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rural</td>
<td>13.2</td>
</tr>
<tr>
<td>Large Urban</td>
<td>26.6</td>
</tr>
<tr>
<td>Bed Size Under 100</td>
<td>23.9</td>
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<tr>
<td>Bed Size Over 500</td>
<td>42</td>
</tr>
<tr>
<td>Non Teaching</td>
<td>17</td>
</tr>
<tr>
<td>Large Teaching</td>
<td>56.4</td>
</tr>
</tbody>
</table>

SOURCE: FY 2015 IPPS FINAL RULE FEDERAL REGISTER, PAGE 50432. THIS IS A PRELIMINARY ESTIMATE.
GREATER NEW YORK HOSPITAL ASSOCIATION

The Greater New York Hospital Association (GNYHA) provides overarching recommendations for Medicare’s suite of quality programs, including the acute IPPS final rule requirements and the HAC Reduction Program. Over the past two years, GNYHA has conducted extensive research on the program components for which the CMS has flexibility (i.e., selection of the HAC measures, the methodology for assigning points for individual measure scores, and identification of hospitals with adequate data for measurement).

GNYHA is concerned that the HAC methodology disproportionately penalizes large teaching hospitals; we continue to work with other hospital associations to develop proposals to address this concern on behalf of our collective members. GNYHA thoroughly reviews all proposed changes to the IPPS and provides members with additional details and analysis, including hospital-specific fiscal impacts.

GNYHA has advocated eliminating the standalone HAC program and urged the CMS to work with stakeholders to identify alternative approaches to the current HAC program that would address concerns about the equity in the current program.

Types of Resources Available:
- Advocacy Support
- Member Letters
- Events
- Position Papers
- Research
- Publications
GREATER NEW YORK HOSPITAL ASSOCIATION

GNYHA provides its members with a range of advisory support for different conditions, including pressure ulcers, CAUTIs, CLABSIs, and *Clostridium difficile* (*C. difficile*).

Types of Resources Available:
- Toolkits
- Videos
- Collaboratives
- Research

PREMIER SAFETY INSTITUTE®

Established in 1999, the Premier Safety Institute provides subject matter expertise, guidance, and resources, as well as coordinates safety-related activities among national organizations, Premier alliance members, Premier staff, contracted suppliers, and the community.

The Premier Safety Institute has information on over 30 different safety topics, ranging from antimicrobial stewardship to tubing misconnections.

Types of Resources Available:
- Safety Share® newsletter
- Research
- Publications
- White papers
- Videos
- Workbooks
TRACER ENHANCED SURGICAL SAFETY PROGRAM

GNYHA has worked with a number of member hospitals to conduct surgical tracers, which use evidence-based practices and includes an on-site observational review process designed to build on hospitals’ existing strengths in surgical safety. Before conducting the tracer, GNYHA staff meets with hospital surgical, quality, and infection control teams to discuss current practices and improvement goals. GNYHA staff conducts the tracer in conjunction with hospital staff and tracks patients through the surgical care delivery process, collects information, and observes all phases of care.

The information collected helps the hospital team and GNYHA identify opportunities for improvement in surgical care processes. Each tracer is uniquely tailored for a hospital’s identified needs and evaluates the adherence to internal policies; implementation of evidence-based best practices; communication between surgical staff, departments, programs, and service lines; and the physical environment as it relates to the safety of surgical patients. GNYHA is also working on a tracer methodology that can be applied to other hospital-acquired conditions and will begin offering this support soon.

STOP SEPSIS COLLABORATIVE

GNYHA and the United Hospital Fund (UHF) launched the STOP (Strengthening Treatment and Outcomes for Patients) Sepsis Collaborative in 2009 to support hospitals’ efforts to: improve care and reduce mortality, implement standardized processes for the recognition and treatment of sepsis, and to enhance communication and patient flow between the emergency department and other areas of the hospital.

GNYHA continues to support hospitals’ efforts through peer-to-peer collaboration about how to optimize early sepsis identification and treatment, and how to sustain and spread the achievements made during the STOP Sepsis Collaborative. GNYHA also assists hospitals’ efforts to meet the requirements of the New York State sepsis regulations.

Types of Resources Available:
- Toolkits
- Template Tools, Protocols, and Checklists
- Measurement Strategy & Assessments
- Member Letters
- Meeting Materials
ANTIMICROBIAL STEWARDSHIP OFFERINGS

Antimicrobials are vital in treating infectious diseases; however, the current trends of use have triggered a cause for alarm. The CDC estimates that 20% – 50% of all antibiotics prescribed in U.S. hospitals are considered inappropriate, resulting in the growth of antibiotic-resistant organisms. Resistant organisms have been the cause of more than 2 million infections and about 23,000 deaths each year.

GNYHA Services Pharmacy Antimicrobial Stewardship Forum

The GNYHA Services Pharmacy Antimicrobial Stewardship Forum provides an opportunity to discuss and share ideas on antimicrobial stewardship programs, including implementation, interventions, and outcome measurement, trends in antibiotic therapy, and resistance as well as other infectious disease-related topics.

Types of Resources Available:
- Meeting Materials
- Toolkits
- Continuing Education

Antimicrobial Stewardship Certificate Program

GNYHA and the UHF offer a two-day Antimicrobial Stewardship Certificate Program for infectious disease pharmacists and physicians from member hospitals. GNYHA and UHF recently launched a new program to manage antibiotic use in hospitals in collaboration with the New York State Council of Health-system Pharmacists. The program components emphasize employing a multidisciplinary team approach to ensure the proper use of antimicrobials and to ultimately reduce illness caused by multidrug-resistant organisms.

Types of Resources Available:
- Toolkits
- Certificate
- Member Letters
- Publications
INFECTION PREVENTION COACH TRAINING PROGRAM

The GNYHA Infection Prevention Coach (IPC) Training Program is a training and staff empowerment program that develops strategies to improve communication, teamwork, and workflow in an effort to create a culture in which healthcare workers understand their valuable role in eliminating infections. With grant support from the New York State Department of Health, the IPC Training Program expanded on previous success in collaboration with 1199 SEIU, with a particular focus around stopping the spread of hospital-acquired infections like *C. difficile* and the flu. The program complements GNYHA’s work with members around building a culture of safety, promoting leadership, and reducing hospital-acquired conditions.

Types of Resources Available:
- Training Exercises
- Member Letters & Bulletins
- Publications
- Videos
- Slide decks

NEXERA’S FLEXIBLE ENDOSCOPE REPROCESSING ASSESSMENT & TRAINING PROGRAM ($)

Situated between the OR and infection prevention, sterile processing plays a critical role in patient safety and preventing surgical site infections, which account for 31% of all hospital-acquired infections.

New certification requirements emerging in states across the country have pushed sterile processing to the forefront of the infection prevention conversation, particularly in the wake of the HAC Reduction Program.

Nexera offers a 12-week certification preparatory course specifically designed to help existing managers, technicians, and other individuals who want to work in sterile processing prepare for an accredited certification exam.

PREMIER’S QUEST® COLLABORATIVE ($)

QUEST (Quality, Efficiency, Safety, and Transparency) is one of the most comprehensive hospital collaboratives in the nation. Including approximately 350 members, QUEST has become one of the only initiatives to help healthcare organizations deliver the best possible care to each patient, every time. QUEST members have avoided approximately 160,000 hospital deaths and saved $13.2 billion since its inception in 2008. Using its suite of quality applications, QUEST enables hospitals to reduce readmissions and HACs.

Types of Resources Available:
- Case Studies
- White Papers
- Presentations
- Data and Research
QUALITY

**QualityAdvisor™ ($)**

The QualityAdvisor app integrates quality, safety, and financial data to help facilities make better decisions in care delivery to patients. Powered with this knowledge, it is easy to identify opportunities for quality improvement and cost reduction.

QualityAdvisor empowers facilities to improve patient care by:
- benchmarking your clinical and financial outcomes against your peers;
- comparing your performance internally and externally so you can make the best decisions possible;
- identifying care practice variations;
- reducing mortality, complications, readmissions, and HACs;
- monitoring ongoing efforts to improve quality, resource utilization, and efficiency; and
- fulfilling regulatory requirements, including Ongoing Professional Practice Evaluation.

QualityAdvisor shows individual patient details and offers both 3M® APR-DRG and CareScience® Analytics risk methodologies to analyze outcomes. Its new PSI-90 Composite analysis allows you to calculate the composite measure for total inpatient population and compare composite performance against the CMS FY15 Value-Based Purchasing Achievement Threshold and Benchmark values.

**Quality Measures Reporter™ ($)**

Premier’s clinical data management app allows you to analyze the effect of quality measures on patient outcomes and cost. It compares quality performance against national benchmarks so you can maximize value-based purchasing reimbursement and capture and review performance measures in real-time to reveal performance improvement opportunities.

Currently used by more than 500 Premier members, it supports multiple national and state quality initiatives including:
- The Joint Commission core measures, including the National Hospital Quality Measures and The Joint Commission Advanced Certification for Heart Failure
- The CMS
- The American Heart Association's Get with the Guidelines® programs for both stroke and heart failure
SAFETY

**TheraDoc® ($)**

TheraDoc’s suite of software applications brings together disparate data from a hospital’s source systems, helps alert clinicians to potential risks, and empowers them with knowledge to improve clinical outcomes, lower costs, and strengthen regulatory compliance. Founded in 1999 by a group of clinicians and medical informatics experts, TheraDoc was one of the pioneers of electronic clinical surveillance and has remained at the forefront of advances in this technology.

**Infection Control Assistant™**

TheraDoc’s Infection Control Assistant is an easy-to-use, customizable application that helps infection prevention teams

- identify and confirm valid HACs in a matter of seconds;
- spot trends that could be missed manually;
- speed up interventions to keep patients safer; and
- simplify reporting and compliance.

It has been ranked as the top product by KLAS in the Infection Control & Monitoring software category two years in a row.

**Pharmacy Assistant™**

TheraDoc’s Pharmacy Assistant is a clinical surveillance system that empowers pharmacists with the clinical insights and flexible tools necessary to help

- identify targeted clinical intervention opportunities;
- track performance with departmental reports; and
- identify opportunities to optimize drug therapy in a matter of seconds.

Pharmacy teams can optimize drug therapy and reduce costs, enhance antimicrobial stewardship, improve adverse drug prevention, and manage anticoagulation more effectively using Pharmacy Assistant.
CLINICAL AND OPERATIONAL ENHANCEMENT: QUALITY AND SAFETY ($)

Operational efficiency is essential to reducing HACs. A hospital’s culture can impact whether infection control and safety protocols are being followed. Instilling the importance of following the proper procedures from the top-down can help reduce preventable conditions.

Nexera concentrates on improving the effectiveness of services to enhance care delivery, minimize process dependency gaps, and increase patient and physician satisfaction with lean processes and procedures. This service aims to maximize utilization of organizational resources, including time, money, product/supply, and human, with a focus on quality and safety measures.

MANAGEMENT & WORKFORCE SOLUTIONS ($)

A high-quality, cost-effective staffing solution, Nexera maintains first-class, experienced professionals who are available to assist with management of the supply chain and purchasing functions within an organization. Nexera can help your facility proactively evaluate, measure, and optimize critical care processes and outcomes, which in turn can help reduce and prevent HACs.

Nexera offers two types of outsourced consulting engagements:

Interim: A short-term engagement, during which Nexera’s consultants supply a detailed review of operations, offering appropriate recommendations while overseeing day-to-day management support.

Comprehensive: Integrates a comprehensive supply chain cost management program into your facility. Nexera implements its recommendations and works with your entire team to promote organization-wide initiatives across all service levels.
STERILE PROCESSING ($)

Nexera has developed a sterile processing program to help facilities decrease overall costs, minimize turnaround times, and strengthen relationships across service levels.

Each of Nexera’s clinical consultants has more than 20 years of experience and is certified in their field. Tailored to the specific needs of your Sterile Processing Department and organizational objectives, Nexera is equipped to collaborate with your organization to build a viable and cohesive program that aims to ultimately reduce preventable infections.

The program includes a variety of operational assessments and process improvements that can be selected as a whole or à la carte.

- Organizational Efficiencies & Process Analysis Workflow Assessment
- Policy & Procedure Preparation
- Staff Development
- Flexible Endoscope Reprocessing Assessment
- Case Carts/Materials Assessment
- Technology Assessment
- Continuing Education Programs
- Sterile Processing Strategic Planning
- Transition Managers

PREMIER

Premier Quality Cycle Management Advisory Services ($)

Through quality cycle management, Premier helps members assess, track, and improve their performance under value-based purchasing, the HAC Reduction Program, and the Hospital Readmissions Reduction Program, physician performance reporting and engagement, enterprise-wide care management, and The Joint Commission Continuous Readiness and Mock Surveys.
## PRODUCTS/SERVICES RELATED TO HACS AS DEFINED BY THE CMS

<table>
<thead>
<tr>
<th>COMPANY NAME</th>
<th>CONTRACT NAME</th>
<th>CONTRACT NUMBER</th>
<th>AVAIL. TO ALT CARE</th>
<th>DESCRIPTION</th>
<th>VALUE PROPOSITION</th>
<th>CONTRACT END DATE</th>
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<tbody>
<tr>
<td><strong>FOREIGN OBJECT RETAINED AFTER SURGERY</strong></td>
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| SurgiCount Medical | Surgical Sponge Detection System | PP-OR-106 | Y | Provides the Safety-Sponge® System, a solution that aims to improve patient safety and reduce healthcare costs by preventing one of the most common errors in surgery—retained foreign objects. | Access to Premier top Tier 2 pricing, with the greater than $400,000 spend requirement met through system aggregation. | 09/30/17 | Ben Hobbs  
Tel: (502) 600-6147  
ben.hobbs@stryker.com |
| **AIR EMBOLISM** | | | | | | | |
| Covidien | Vascular Compression Therapy | PP-NS-738 | Y | Provides capital pumps and the associated foot, calf, and thigh sleeves. | Members who are 90% compliant have access to Tier 5 pricing. | 11/30/15 | Greg Goodall  
Tel: (508) 261-8213  
greg.goodall@sidken.com |
| Compression Therapy Concepts | Vascular Compression Therapy | PP-NS-740 | Y | Provides capital pumps and the associated foot, calf, and thigh sleeves. | Members who purchase at least 2.5 pairs of garments per pump a month have access to Premier top Tier 4 pricing. | 11/30/15 | Marilyn Crocker  
Tel: (732) 544-0800  
microcker@ctcdvt.com |
| Encompass Group | VCT Anti-Embolism Stockings | PP-NS-899 | Y | Provides knee-length, thigh-length and waist-length anti-embolism stockings. | Members have access to Premier Tier 3 pricing, with the $60,000 total annual product purchase requirement met through membership aggregation. | 11/30/18 | Chris Farrell  
Tel: (631) 245-7642  
cfarrell@encompassgroup.net |
| Carolon | VCT Anti-Embolism Stockings | PP-NS-901 | Y | Provides knee-length, thigh-length and waist-length anti-embolism stockings. | Members have access to Premier top Tier 3 pricing, with the $100,000 total annual product purchase requirement met through membership aggregation. | 11/30/18 | David Reid  
Tel: (336) 969-6001 ext. 1025  
dreid@carolon.com |
| **BLOOD INCOMPATIBILITY** | | | | | | | |
| New York Blood Center | On-site PAT, CAS, and Lab Testing Services | GNYHA-LA-025 | N | Provides on-site PAT, CAS, and lab testing services. | Access to aggressive pricing for many of NYBC’s lab testing and outsourced services. | 10/31/16 | Kevin McCarthy  
Tel: (212) 570-3246  
kmccarthy@nybloodcenter.org |
| **STAGE III AND IV PRESSURE ULCERS** | | | | | | | |
| Diversified Clinical Services (DCS) | Advanced Wound Care Outsourcing | GNYHA-MM-007 | N | Provides outsourced advanced wound care services, marketing, and new revenue generation for wound care clinic services. | Access to substantially lower rates for services provided by DCS, which may result in maximizing each facility’s revenue potential. | 03/31/16 | Steve Giardina  
Tel: (508) 273-6571  
sgiardina@dcservices.com |
| Coloplast | Skin Integrity | PP-AC-075 | Y | Provides skin integrity and wound care consumables. | Access to Tier 3 pricing through membership aggregation. | 05/31/16 | Jerry Curl  
Tel: (800) 788-0293  
usjcu@coloplast.com |

*Orange highlights denote enhanced pricing through a Regional Contract*
### PRODUCTS/SERVICES RELATED TO HACS AS DEFINED BY THE CMS

**STAGE III AND IV PRESSURE ULCERS (CONTINUED)**

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<thead>
<tr>
<th>COMPANY NAME</th>
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<th>AVAIL. TO AL T CARE</th>
<th>DESCRIPTION</th>
<th>VALUE PROPOSITION</th>
<th>CONTRACT END DATE</th>
<th>CONTACT</th>
</tr>
</thead>
</table>
| Convatec        | Skin Integrity| PP-AC-076       | Y                   | Provides skin integrity and wound care consumables. | Access to Tier 5 with the $500,000+ annual total product purchase requirement met through membership aggregation. | 05/31/16 | Keith Roberts  
|                 |               |                  |                     |             |                   |                  | keith.roberts@convatec.com   |
| Hollister       | Skin Integrity| PP-AC-078       | Y                   | Provides skin integrity and wound care consumables. | Access to Tier 4 with the $350,000+ annual total product purchase requirement waived. | 05/31/16 | David Artrip  
|                 |               |                  |                     |             |                   |                  | david.artrip@hollister.com   |
| Medline         | Skin Integrity| PP-AC-080       | Y                   | Provides skin integrity and wound care consumables. | Access to Tier 4 pricing, with the $275,000 total annual product purchase requirement met through membership aggregation. | 05/31/16 | Mark Parry  
|                 |               |                  |                     |             |                   |                  | mparry@medline.com           |
| Molnycke        | Skin Integrity| PP-AC-081       | Y                   | Provides skin integrity and wound care consumables. | All acute care and owned/leased/managed (O/L/M) members will have access to Tier 7 pricing. Non-acute affiliates will be given access to Tier 3. | 05/31/16 | Dan Stewart  
|                 |               |                  |                     |             |                   |                  | dan.stewart@molnlycke.com    |
| Smith and Nephew| Skin Integrity| GNYHA-AC-001     | Y                   | Provides skin integrity and wound care consumables. | Access to Tier 2 pricing. | 05/31/16 | Larry Dooley  
|                 |               |                  |                     |             |                   |                  | larry.dooley@smith-nephew.com |

**FALLS AND TRAUMA**

<table>
<thead>
<tr>
<th>COMPANY NAME</th>
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<th>CONTRACT NUMBER</th>
<th>AVAIL. TO AL T CARE</th>
<th>DESCRIPTION</th>
<th>VALUE PROPOSITION</th>
<th>CONTRACT END DATE</th>
<th>CONTACT</th>
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</table>
| Emerge Medical    | General Orthopedic Trauma Products | PP-OR-1062     | Y                   | Provides orthopedic devices to hospitals. | Access to a growth incentive and rebate program. | 10/31/16 | Chaun Powell  
|                  |                             |                 |                     |             |                   |                  | chaun.powell@emergemedical.com |
| J.T. Posey Company| Restraints and Fall Prevention Products | PP-NS-841      | Y                   | Provides fall management solutions that help comply with both the Joint Commission National Patient Safety Goals and Medicare/ Medicaid requirements for patient protection. | Access to Premier top Tier 3 pricing, with the $2 million total annual product purchase requirement waived. | 07/31/17 | Ed Neas  
|                  |                             |                 |                     |             |                   |                  | eneas@posey.com               |
| Cardinal Health 200| Fall Management Footwear     | PP-NS-844       | Y                   | Provides products that prevent or assist in preventing patient falls. | Access to Premier Top Tier 4 pricing, with the $900,000 annual total product purchase requirement met through system aggregation and the 80% participation requirement waived. | 07/31/17 | Blair Hobgood  
|                  |                             |                 |                     |             |                   |                  | blair.r.hobgood@cardinalhealth.com |
## PRODUCTS/SERVICES RELATED TO HACS AS DEFINED BY THE CMS

**FALLS AND TRAUMA (CONTINUED)**

<table>
<thead>
<tr>
<th>COMPANY NAME</th>
<th>CONTRACT NAME</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Encompass Group</td>
<td>Fall Management Footwear</td>
<td>PP-NS-845</td>
<td>Y</td>
<td>Provides products that prevent or assist in preventing patient falls.</td>
<td>Access to Premier Tier 2 pricing, with the $75,000 total annual product purchase requirement met through membership aggregation.</td>
<td>07/31/17</td>
<td>Tom Sweatt Tel: (817) 354-3847 <a href="mailto:tom.sweatt@encompassgroup.net">tom.sweatt@encompassgroup.net</a></td>
</tr>
</tbody>
</table>

**MANIFESTATIONS OF POOR GLYCEMIC CONTROL**

<table>
<thead>
<tr>
<th>COMPANY NAME</th>
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<tbody>
<tr>
<td>Beckman Coulter</td>
<td>Integrated Platforms, Chemistry, Immunochemistry, Automation, Analyzers, Reagents, Consumables, and Service</td>
<td>PP-LA-333</td>
<td>N</td>
<td>Provides clinical chemistry analyzers, immunoassay analyzers, and integrated laboratory analyzers that perform both clinical chemistry and immunoassay testing.</td>
<td>Access to top Tier 8 pricing, with the individual facility volume requirement of greater than $25 million annual spend waived through membership aggregation.</td>
<td>03/31/19</td>
<td>Ann Iannuzzi Tel: (774) 270-6959 <a href="mailto:amiannuzi@beckman.com">amiannuzi@beckman.com</a></td>
</tr>
<tr>
<td>Siemens Healthcare Diagnostics</td>
<td>Integrated Platforms, Chemistry, Immunochemistry, Automation, Analyzers, Reagents, Consumables, and Service</td>
<td>PP-LA-335</td>
<td>Y</td>
<td>Provides clinical chemistry analyzers, immunoassay analyzers, and integrated laboratory analyzers that perform both clinical chemistry and immunoassay testing.</td>
<td>Access to GNYHA Services Super Tier 13 for Instrument, Service, Chemistry, Integrated Chemistry, Immunoassay Reagent, and Plasma Protein Reagent.</td>
<td>03/31/19</td>
<td>Alan Quinn Tel: (603) 502-1777 <a href="mailto:Alan.D.Quinn@Siemens.com">Alan.D.Quinn@Siemens.com</a></td>
</tr>
<tr>
<td>Roche Diagnostics</td>
<td>Integrated Platforms, Chemistry, Immunochemistry, Automation, Analyzers, Reagents, Consumables, and Service</td>
<td>GNYHA-LA-006</td>
<td>N</td>
<td>Provides clinical chemistry analyzers, immunoassay analyzers, and integrated laboratory analyzers that perform both clinical chemistry and immunoassay testing.</td>
<td>Access to various pricing tiers based on annual volume and spend.</td>
<td>12/31/15</td>
<td>John Thompson Tel: (800) 845-7355 x25045 <a href="mailto:john.thomson@roche.com">john.thomson@roche.com</a></td>
</tr>
<tr>
<td>Abbott Laboratories</td>
<td>Integrated Platforms, Chemistry, Immunochemistry, Automation, Analyzers, Reagents, Consumables, and Service</td>
<td>GNYHA-LAE02</td>
<td>Y</td>
<td>Provides clinical chemistry analyzers, immunoassay analyzers, and integrated laboratory analyzers that perform both clinical chemistry and immunoassay testing.</td>
<td>Members have access to three pricing tiers. Additional discounts are offered in 2 different structures for volume and time commitments.</td>
<td>05/31/18</td>
<td>Sharon Batley Tel: (248) 504-7754 <a href="mailto:sharon.batley@abbott.com">sharon.batley@abbott.com</a></td>
</tr>
<tr>
<td>Nova Biomedical</td>
<td>Blood Glucose Meters, Reagents, Consumables, and Service</td>
<td>PP-LA-337</td>
<td>Y</td>
<td>Provides blood glucose monitors, lancets, and test strips.</td>
<td>Access to GNYHA Services Super Tier pricing on all StatStrip products, as well as Nova Safety lancets.</td>
<td>03/31/16</td>
<td>Dick Schneider Tel: (949) 842-2659 <a href="mailto:dschneider@novabio.com">dschneider@novabio.com</a></td>
</tr>
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</table>
## MANIFESTATIONS OF POOR GLYCEMIC CONTROL (CONTINUED)

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<tbody>
<tr>
<td>Beckman Coulter</td>
<td>Urinalysis Analyzers, Reagents, Consumables, and Service</td>
<td>PP-LA-349</td>
<td>Y</td>
<td>Provides products that are used to identify and perform chemical tests and quantify the amount of cellular material in urine samples for diagnostic purposes.</td>
<td>Access to top Tier 7 pricing, with the individual facility volume requirement of greater than $700,000 annual spend waived through membership aggregation.</td>
<td>07/31/16</td>
<td>Ann Iannuzzi Tel: (774) 270-6959 amiannuzzibeckman.com</td>
</tr>
<tr>
<td>Siemens Healthcare Diagnostics</td>
<td>Urinalysis Analyzers, Reagents, Consumables, and Service</td>
<td>PP-LA-350</td>
<td>Y</td>
<td>Provides products that are used to identify and perform chemical tests and quantify the amount of cellular material in urine samples for diagnostic purposes.</td>
<td>Acute Care Members: Access to Tier 5 for IDN/Regional Collaboratives. Alternate Care Members: Access to Tier 6 with Distributor Net pricing.</td>
<td>07/31/16</td>
<td>Alan Quinn Tel: (603) 502-1777 <a href="mailto:Alan.D.Quinn@Siemens.com">Alan.D.Quinn@Siemens.com</a></td>
</tr>
<tr>
<td>Philips Healthcare</td>
<td>Full Line Medical Imaging Equipment</td>
<td>GNYHA-IM-016</td>
<td>N</td>
<td>Provides imaging equipment including CT, MR, X-ray, mammography, molecular imaging, ultrasound, cardiac, and interventional catheterization systems.</td>
<td>Access to access to GNYHA Services preferential pricing.</td>
<td>06/30/17</td>
<td>Ron Sciepko Tel: (704) 254-0682 <a href="mailto:ron.sciepko@philips.com">ron.sciepko@philips.com</a></td>
</tr>
</tbody>
</table>

## SURGICAL SITE INFECTION FOLLOWING BARIATRIC SURGERY FOR OBESITY

<table>
<thead>
<tr>
<th>COMPANY NAME</th>
<th>PRODUCT NAME</th>
<th>CONTRACT NUMBER</th>
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<tbody>
<tr>
<td>Apollo Endosurgery</td>
<td>Gastric Lap Band</td>
<td>PP-OR-1215</td>
<td>N</td>
<td>Provides adjustable gastric lap bands for bariatric surgery.</td>
<td>Members who commit to a 98% market share and purchase at least 12 Gastric Lap Band units per year will qualify for 1 of 3 GNYHA Services Super Tiers.</td>
<td>05/31/18</td>
<td>Shelly Russell Tel: (512) 279-5100 <a href="mailto:shelly.russell@apolloendo.com">shelly.russell@apolloendo.com</a></td>
</tr>
<tr>
<td>Apollo Endosurgery</td>
<td>Endoscopic Suturing System</td>
<td>GNYHA-OR-038</td>
<td>N</td>
<td>The Overstitch Endoscopic Suturing System is designed to provide less-invasive, GI suturing procedures through an endoscope.</td>
<td>Access to three tiers of discounted pricing based on individual annual volume.</td>
<td>05/31/17</td>
<td>Lauren Sheets Tel: (917) 282-0831 <a href="mailto:lauren.sheets@apolloendo.com">lauren.sheets@apolloendo.com</a></td>
</tr>
</tbody>
</table>

## DEEP VEIN THROMBOSIS (DVT)/PULMONARY EMBOLISM (PE) FOLLOWING CERTAIN ORTHOPEDIC PROCEDURES

<table>
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<tr>
<th>COMPANY NAME</th>
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<tbody>
<tr>
<td>Covidien</td>
<td>Vascular Compression Therapy</td>
<td>PP-NS-738</td>
<td>Y</td>
<td>Provides capital pumps and the associated foot, calf, and thigh sleeves.</td>
<td>Members who are 90% compliant have access to Tier 5 pricing.</td>
<td>11/30/16</td>
<td>Greg Goodall Tel: (508) 261-8213 <a href="mailto:grg.goodall@covidien.com">grg.goodall@covidien.com</a></td>
</tr>
<tr>
<td>Compression Therapy Concepts</td>
<td>Vascular Compression Therapy</td>
<td>PP-NS-740</td>
<td>Y</td>
<td>Provides capital pumps and the associated foot, calf, and thigh sleeves.</td>
<td>Members who purchase at least 2.5 pairs of garments per pump a month have access to Premier top Tier 4 pricing.</td>
<td>11/30/16</td>
<td>Marilyn Crocker Tel: (732) 544-0800 <a href="mailto:mcrocker@ctcbvt.com">mcrocker@ctcbvt.com</a></td>
</tr>
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### PRODUCTS/SERVICES RELATED TO HACS AS DEFINED BY THE CMS

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<tr>
<td><strong>DEEP VEIN THROMBOSIS (DVT)/PULMONARY EMBOLISM (PE) FOLLOWING CERTAIN ORTHOPEDIC PROCEDURES (CONTINUED)</strong></td>
<td></td>
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</tr>
</tbody>
</table>
| Encompass Group | VCT Anti-Embolism Stockings | PP-NS-899 | Y | Provides knee-length, thigh-length and waist-length anti-embolism stockings. | Members have access to Premier Tier 3 pricing, with the $60,000 total annual product purchase requirement met through membership aggregation. | 1/30/18 | Chris Farrell  
Tel: (631) 245-7642  
Chris.farrell@encompassgroup.net |
| Carolon | VCT Anti-Embolism Stockings | PP-NS-901 | Y | Provides knee-length, thigh-length and waist-length anti-embolism stockings. | Members have access to Premier top Tier 3 pricing, with the $100,000 total annual product purchase requirement met through membership aggregation. | 1/30/18 | David Reid  
Tel: (336) 969-6001 ext. 1025  
dreid@carolon.com |

### IATROGENIC PNEUMOTHORAX WITH VENOUS CATHETERIZATION

<table>
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</table>
| Maquet Medical Systems | Chest Drainage Products | PP-OR-1154 | Y | Provides wet and dry chest drainage systems and components. | Access to Premier top Tier 4 pricing, with the $175,000 volume requirement met through system aggregation and the 75% participation requirement negotiated and agreed to. | 2/28/18 | Trent Campbell  
Tel: (603) 880-1433  
tcampbell@atriummed.com |

### COLON AND ABDOMINAL HYSTERECTOMY SURGICAL SITE INFECTIONS

<table>
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</table>
| Maquet Medical Systems | Chest Drainage Products | PP-OR-1154 | Y | Provides wet and dry chest drainage systems and components. | Access to Premier top Tier 4 pricing, with the $175,000 volume requirement met through system aggregation and the 75% participation requirement negotiated and agreed to. | 2/28/18 | Trent Campbell  
Tel: (603) 880-1433  
tcampbell@atriummed.com |

*For pharmacy solutions related to CAUTI, Vascular Catheter-Associated Infections, and surgical site infections, contact your GNYHA Services representative.*
REDUCING HOSPITAL-ACQUIRED CONDITIONS

**Provider Needs**

Improve clinical and operational efficiencies to support the reduction and prevention of HACs in hospitals.

- **Education**
  - Research and gather information available from GNYHA and Premier through collaboratives and other research.

- **Nexera Clinical & Operational Enhancement**
  - Support to improve the effectiveness of services to optimize resource utilization, enhance care delivery, minimize process dependency gaps, and increase patient and physician satisfaction.

- **Nexera Sterile Processing**
  - Services that help decrease overall costs, ensure adherence to policies and procedures, minimize turnaround times, reduce hospital-acquired infections, and strengthen relationships.

- **Data analytics**
  - Premier QualityAdvisor™
    - Clinical comparative database
  - Premier Quality Measures Reporter™
    - Core measures performance reporting solution
  - Premier TheraDoc®
    - Real-time clinical surveillance system

- **Reduce costs while improving quality**
  - Involve the supply chain to apply lessons learned in quality and resource utilization using the enhanced pricing for quality products available through the GPO portfolio.

**USE CASES**

Educate staff

Train to improve operations

Premier QualityAdvisor™

Premier Quality Measures Reporter™

Premier TheraDoc®

GNYHA Services/Premier Contract Portfolio
Endnotes