

Our model adds value because we only work with those we feel are best at understanding our needs
– from GPO's to one off vendors...

As a pioneer ACO member, a multiple MAGNATE status IDN, a member of Premier and a recognized process innovator; we partner with those who understand that excellent healthcare and top quartile measurable's are mandatory to survive and thrive ... *starting yesterday*

Takeaway – business as usual isn't enough





Our model is successful because we measure every process, every method....and every vendor

You feel that your product/service is “the best” and it may be;
but is it “the best fit” for our needs...

We are looking for unique approaches with measurable solutions
- be prepared to constantly validate your role

Takeaway – we are always searching and more importantly.....measuring

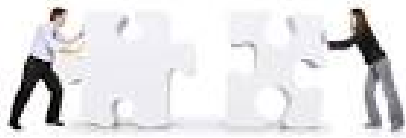


Premier's role in the Banner model

As a collaborator and long term partner, Premier is utilized in benchmarking/consultative projects/resource expertise/contracting...and measurement validation.

This does not come without challenge – but in the end provides transparent and immeasurable value.

Takeaway – the future of healthcare is a team approach



Client/Supplier relationship *partnership*

To work effectively the partnership **MUST** be transparent and fluid. Our needs and outcomes may change mid contract – a true partner will listen to perspective and needs and then work to accommodate. Those who embrace this will be rewarded with contract stability.

Takeaway – we are looking for flexible and long term partners



Instead of offering the current
“best value” – understand the
needs of the patient and
healthcare as dictated by future
trends

Healthcare has moved from the “norm” to into uncharted territory
– and past history will not necessarily dictate future success.
Come prepared to offer “wild solutions” to common problems...

Takeaway: Be flexible in your thought processes



What will the next two years look like?

A continuation of the success we've seen over the last two years all while taking out unnecessary cost/process – approximately \$10-12 million reduction in Purchased/Shared Service spend with measurable increases in product and deliverable quality.

Nothing is sacred and everything is open for discussion.

Takeaway – winning the contract is just the beginning...