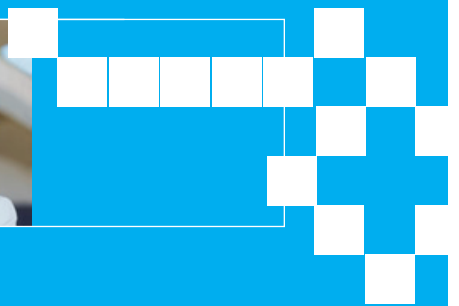


PREMIER

ProviderSelect:[®] MD

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



ProviderSelect:[®] MD

Remember: Flexible and free



PROGRAM OVERVIEW

Effectively managing physician office operating expenses can make the difference between just getting by and thriving financially. Operating 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

ProviderSelect: MD offers 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 operational efficiency. 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.

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. Whether you are an existing or new customer of McKesson, your participation in the ProviderSelect: MD program will provide unique benefits beyond the great price and service generally offered by McKesson. ProviderSelect: MD and McKesson will work together to ensure you receive the maximum savings through contract utilization, standardization and inventory management.

PHARMACY: ProviderSelect: MD members who elect to participate in the pharmacy program will benefit from our unique "one stop shop" distribution agreement with McKesson. This agreement allows McKesson 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.



The better managed the physician office operating expenses are, the more profitable the practice.

OFFICE PRODUCTS AND EQUIPMENT: ProviderSelect: *MD* offers a wide range of contracts that allows your 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
 - ▶ 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, contact Premier's Solution Center at
877.777.1552
or solutioncenter@premierinc.com.

Frequently Asked Questions

WHO IS THE PREMIER HEALTHCARE ALLIANCE?

Malcolm Baldrige National Quality Award recipient.

Premier is a performance improvement alliance of more than 2,500 U.S. hospitals and 80,000-plus other healthcare sites using the power of collaboration to lead the transformation to high quality, cost-effective care. Owned by hospitals, health systems and other providers, 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 has worked with the Centers for Medicare & Medicaid Services and the United Kingdom's National Health Service North West to improve healthcare provider performance. Headquartered in Charlotte, N.C., Premier also has an office in Washington.

WHAT IS PREMIER REACH™ AND HOW DOES PROVIDERSELECT: MD FIT IN?

Premier REACH, our unique program to reach the continuum of care market, was originally designed for non-acute care sites owned/leased/managed or strategically aligned with a Premier affiliate. The program is growing and its focus is shifting to better reflect Premier's mission to improve the health of communities.

Premier REACH illustrates our continued commitment to reach further into communities to improve health and wellness, moving beyond the four walls of the hospital and even further beyond the walls of traditional healthcare settings. Today, the program extends beyond traditional healthcare market segments such as physician practices, surgery centers, home health care and long term care, into other areas of the community that are not typically considered to be part of the continuum of care, including: higher education, K-12 schools, recreation, hospitality and employee feeding.

ProviderSelect: MD members automatically have access to Premier solutions through Premier REACH at no additional charge in addition to the value brought by McKesson Medical-Surgical. Once you enroll, you can begin to take advantage of the benefits from both organizations.

HOW CAN I PARTICIPATE IN PROVIDERSELECT: MD?

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. Visit 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, 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 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 some suppliers that a practice must sign before contract pricing can be extended through McKesson. 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?

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 representative. In the event that additional paperwork (PMDF) is required, please contact Premier's Solution Center to receive current copies for completion.