

MORE WAYS TO SAVE

For more information or to have a contract activated, please contact us.

Claflin

Medical and Surgical Products Distribution PP-DS-089



Yankee Alliance awarded a Regional Enhancement Agreement (REA) to Claflin on Premier contract PP-DS-089 for Medical and Surgical Products Distribution. The REA includes the following contract enhancements and value-adds for members.

Invenio Procedure Solutions Custom Procedure Trays distributed at contract cost plus 2.25%. First purchase must occur before 01/01/2024.

All Tidi Products aggregate contracts (PP-NS-1358, PP-NS-1388, and PP-OR-1612) distributed at contract cost plus 2.0%. Signed primary or secondary distribution agreement required, total annual spend with Claflin must be greater than \$250,000.

All Ansell Sandel Medical Solutions Medical aggregate contracts (PP-OR-1924) distributed at contract cost plus 2.50%. Signed primary or secondary distribution agreement required, total annual spend with Claflin must be greater than \$250,000.

Effective January 01, 2022 through December 31, 2026. Available to first responders, ambulatory care, dentistry, DMEs, home care, hospital, imaging centers, free standing labs, long term care, pharmacy, physician practices, surgery centers, veterinary, colleges, universities, schools, hospitality and other healthcare and non-healthcare businesses.

DJO

Orthopedic Soft Goods PP-NS-1535 and AS-NS-1535



Yankee Alliance and DJO agreed to member tier bumps under Premier contract PP-NS-1535 for Orthopedic Soft Goods. DJO is looking for member commitment and have lowered the individual member commitment required at Tier 4 from 90% to 80%.

DJO offers a Value-add of a 2% annual rebate and an eCare program.

DJO will pay each member an annual rebate of 2% on the member's net purchases from authorized distributors (excluding distribution fees) and/or DJO under the terms of this agreement for all products covered by this agreement that are not submitted by the member through DJO's MotionMD® electronic platform. The rebate will be paid by DJO to the member within 45 days after the end of each calendar year.

The eCare® program is a simple cost recovery solution for members that purchase products from DJO or authorized distributors under the terms of this agreement. eCare® allows for continuity of care for patients in the outpatient setting.

Tier details:

- Members currently purchasing DJO, who qualify for Tier 1, will be automatically bumped to Tier 2 Pricing.
- Members currently purchasing DJO, who qualify for Tier 2 and above, will be automatically bumped to Tier 4 Pricing.

Effective December 01, 2021 through November 30, 2024.

Available to acute care, non-acute healthcare, non-healthcare facilities (including business and industry), DMEs, and pharmacy.

Diversey | Greenlight Supplier

Housekeeping and Laundry Products PP-FA-954



Tier 3 pricing on chemical products and accessories related to housekeeping cleaning, disinfecting and laundry. Effective January 01, 2021 through December 31, 2024. Available to all classes of trade.

AliMed

Specialty Distribution YA-DS-007



AliMed is passing along a price increase on products made from steel and other metal based commodities due to continued inflationary trends in raw materials and logistical costs. Only a few Yankee Alliance members have purchased the products impacted by these increases. AliMed is constantly working on efficiency improvements to help lower the impact of these trends.

AliMed realizes they recently had a price increase on certain items effective 12/01/21. Unfortunately, two of their vendors are increasing their costs on a monthly basis. The option was to eliminate the items from the agreement altogether or continue to have these products available to the members. AliMed and Yankee Alliance believe the availability of items "on contract" would be more beneficial to members than removing them from the agreement. The pricing on the subset of items is effective 3/1/2022 through 11/30/2022.

Tier details:

- Tier 1 pricing: \$0 - \$49,999 annual requirement per participating member
- Tier 2 pricing: \$50,000+ annual requirement per participating member

Effective December 01, 2018 through November 30, 2024. Available to all classes of trade.

Cardinal

Medical and Surgical Products Distribution YA-DS-080



Yankee Alliance and Cardinal have extended the Cardinal sole source distribution contract for an additional three (3) months. The contract will remain in effect with no changes. Yankee Alliance and Cardinal are working on an enhancement to the new Premier contract, PP-DS-090, which replaces the current Premier contract, PP-DS-080 effective as of January 01, 2022.

Tier details:

- Acute Tier: Total product purchases for all of its Facilities in a contract year will be at least 90% of its medical and surgical product purchases. For the Wound Closure and Endo products that Cardinal Health distributes, each participating member commits to purchase 100% of its needs for such Wound Closure and Endo products from Cardinal Health each contract year.
- Surgery Centers Tier: Total product purchases for all of its Facilities in a contract year will be at least 90% of its medical and surgical product purchases. For the Wound Closure and Endo products that Cardinal Health distributes, each participating member commits to purchase 100% of its needs for such Wound Closure and Endo products from Cardinal Health each Contract Year.

Extended through June 30, 2022. Available to hospitals and surgery centers.

Angiodynamics

Dialysis Access Catheters PP-NS-1426



We are excited to announce a new aggregation and enhancement with Angiodynamics on contract PP-NS-1426 for Dialysis Access Catheters. This agreement offers, Tier 2 pricing as well as a 5% Early Conversion Rebate for members who meet 70% compliance within the first 180 days. Additionally, a 5% Incentive Rebate is available if Yankee Alliance membership maintains a 50% compliance or a 7% rebate if the membership can maintain 80% compliance. Products in this category include acute and chronic hemodialysis catheters and peritoneal dialysis catheters, associated kits, and accessories.

AngioDynamics is a leading provider of minimally invasive medical devices used by professional healthcare providers for vascular access, surgery, peripheral vascular disease, and oncology. Founded in 1988 in the heart of "Catheter Valley" in Queensbury, New York, Angiodynamics has been dedicated to developing the best catheter technology to improve patient outcomes. To this day AngioDynamics is a high quality, value manufacturer of catheters, medical devices, and medical technologies, still manufacturing its products in the USA.

Effective February 01, 2021 through January 31, 2024.

Available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.



Laboratory Specimen Collection PP-LA-592



Tier 5 pricing with 80% commitment. Products in this category include Food and Drug Administration (FDA) approved blood collection tubes/containers for the use of collecting venous and capillary blood specimens from adults and children. Also included in this category are other collection containers for body fluids requiring analysis, non-safety tube holders and tourniquets.

Effective December 01, 2021 through November 30, 2024. Available to healthcare providers and free standing labs.



Safety Phlebotomy PP-LA-596

Tier 4 pricing with 80% commitment. Products in this category include Food and Drug Administration (FDA) approved safety engineered devices used for the collection of blood specimens. Examples include tube holders, needles, blood collection sets, blood transfer device, lancets, etc. This category does not include blood collection tubes.

Effective December 01, 2021 through November 30, 2024. Available to healthcare providers and free standing labs.



Standard Hypodermic Products PP-NS-1266 and Safety Hypodermic Products PP-NS-1262

Becton Dickinson and Company (BD) notified Premier of a price increase for its Standard Hypodermic Products and Safety Hypodermic Products agreements effective January 01, 2022. This increase affects all Premier and Premier enhanced contracts which include PP-NS-1266, AS-NS-1266, SP-NS-1266 for Standard Hypodermic Products and PP-NS-1262, AS-NS-1262 and SP-NS-1262 for Safety Hypodermic Products. The weighted aggregate price increase across the tiers will not exceed 9% and the impact on each member will be differentiated based on tier level and product mix.

Extended through September 30, 2022. Available to all classes of trade.

Comfort Release

Bandages, Dressings and Gauze YA-NS-157



Yankee Alliance recently introduced supplier Comfort Release® (YA-NS-157), inventors of a breakthrough line of painless dressings, tapes, and bandages. Comfort Release® has launched its post-surgical, waterproof yet highly breathable (to optimize skin health), 4.5" x 8.5" transparent dressing (GB113) and is offering free product samples to your facility to clinically try.

Their products feature a next generation adhesive which releases its skin bond simply by swiping the border or outside surface with common rubbing alcohol. When the alcohol evaporates the adhesion to the skin returns, enabling the product to be placed back on the skin if clinically warranted. Comfort Release® is ideal for those with frail, sensitive, or compromised skin, delivering long lasting wear and easy, painless, and trauma-free removal. Save on your patients' medical costs.

They are seeking members who are interested in using free samples of Comfort Release® dressings to try on 6 patients and then simply offer your observations. For information about their trial use program and product line, contact [Denise Anderson](#) and/or call 1-833.726.9269 ext. 702. For Comfort Release® product videos, visit: [How to Partially Remove Comfort Release® Transparent Film to Check a Wound](#).

Effective October 01, 2021 through September 30, 2024.

Available to alternate markets, ambulatory care, durable medical equipment (DME), first responders, free standing healthcare lab, home care, hospital, imaging centers, long term care, pharmacy, physicians, physicians practices, surgery centers, veterinary, schools, colleges, universities and other healthcare and non-healthcare businesses.

Procter & Gamble

Housekeeping and Laundry Products PP-FA-958



Tier 3 pricing on chemical products and accessories related to housekeeping cleaning, disinfecting and laundry. Effective January 01, 2021 through December 31, 2024. Available to all classes of trade.

Cook Medical | Greenlight Supplier **Gastrointestinal Endoscopy PP-OR-1993**



Yankee Alliance has negotiated a new Regional Enhancement Agreement with Cook Medical for Gastrointestinal Endoscopy products. Products in this category include biliary and esophageal stents, balloon dilators, extractors, baskets, snares, forceps and gastroesophageal reflux disease (GERD) treatments.

Tier details:

- Yankee Custom Tier 3 Access pricing. No individual member commitment required.
- Yankee Custom Tier 4 pricing with 50-85% member commitment required.
- Premier Tier 5 pricing with 85% member commitment required.

Effective February 01, 2022 through January 31, 2025. Available to all classes of trade.

Covidien | Greenlight Supplier **Endotracheal Tubes PP-OR-1943**



Yankee Alliance and Covidien negotiated Tier 3 pricing with 85% member commitment for Endotracheal Tubes. Products in this category include endotracheal tubes, stylets and pharyngeal airways and holders.

Effective January 01, 2022 through December 31, 2024. Available to hospitals, long term care, home care, surgery centers, ambulatory care, schools, colleges, universities and other healthcare businesses.

Covidien | Greenlight Supplier **Tracheostomy Tubes PP-OR-1947**

Yankee Alliance and Covidien negotiated Tier 3 pricing with 85% member commitment for Tracheostomy Tubes. Products in this category include tracheostomy tubes, laryngectomy tubes, holders, plugs, cannulas, kits and speaking valves.

Effective January 01, 2022 through December 31, 2024.

Available to hospitals, long term care, home care, surgery centers, ambulatory care, schools, colleges, universities and other healthcare businesses.

Medtronic Advance Energy **Surgical Energy and Smoke Evacuation PP-OR-1934**

Yankee Alliance and Medtronic Advanced Energy negotiated a Yankee Alliance Tier 4 aggregation on contract PP-OR-1934. Products in this category include surgical energy and smoke evacuation products. Energy products include the power used for tissue dissection, vessel sealing and bleeding control, including radiofrequency (RF) monopolar, advanced bipolar, ultrasonic energy, cautery instruments, grounding pads and accessories. Smoke evacuation products include stand alone systems and accessories designed to effectively capture and filter surgical smoke/plume to remove odor, particles and other potentially hazardous byproducts of electro and laser surgery.

Tier details:

- Tier 4 aggregation. View [price listing](#).
- Total annual aggregated Yankee Alliance spend must be greater than \$1,250,000, no individual member commitment required.

Effective October 01, 2021 through September 30, 2024. Available to acute care and non-acute healthcare facilities.

Viscot Medical, LLC.

OR Accessories, Basin and Safety Products PP-OR-1929



Viscot Medical is excited to announce their expanded partnership with Yankee Alliance with a new Regional Enhancement Agreement for OR Accessory products. This new relationship provides an opportunity for you to save on costs for surgical markers, neutral zones and medication labels while spending less time managing your supply chain. We offer the most complete line of surgical markers available through one manufacturer, which are available through direct purchase or through your distribution partner. The new agreement pricing extends to components for your custom packs so you can keep Viscot quality and savings throughout your facility. Our Sales Team will personally review your marker and medication label inventory to identify all the savings opportunities.

Viscot Medical's mission is to provide high quality products, consistent product availability and superior customer service. We look forward to serving Yankee Alliance Members and minimizing costs through the new Regional Enhancement Agreement.

Effective November 01, 2021 through October 31, 2024. Available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.

DeRoyal

OR Accessories, Basins and Safety Products PP-OR-1927



Tier 3 pricing on disposable products that are used daily during surgical procedures to aid the surgeon and staff. Products in this category include operating room (OR) instrument protection products, which protect delicate surgical instruments, vessel loops, needle and sponge counters and niche products. OR basins are disposable basins used to contain fluids, instruments and sponges needed for surgical procedures. OR safety products are used in the OR to protect staff and patients from potential injury. Items include sharps injury prevention, hands-free transfer, trip prevention mats and timeout indicators.

DeRoyal provides surgical accessories, from their smallest suture boots and vessel loops to foam positioning kits. Using thoughtful designs, such as their DeBlade™ needle counter, practical products, such as the sponge counter bags, and unique solutions such as SurgiClick® light handle covers, DeRoyal offers more convenience at competitive pricing. Their comprehensive offering of surgical accessory products help you get the quality supplies you need for all types of surgery in one place.

Effective November 01, 2021 through October 31, 2024. Available to acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers.

DeRoyal

Temperature Monitoring Products PP-OR-1938



Tier 4 pricing on devices used to continuously monitor a patient's temperature during surgery and post-operatively. Products in this category include esophageal stethoscopes, cables, standalone monitors, esophageal/rectal probes, tympanic probes, temperature monitoring foley catheters and other accessories.

DeRoyal offers a high-quality line of Temperature Monitoring products that provide accurate and effective temperature monitoring throughout the continuum of care. DeRoyal offers one of the most comprehensive lines of continuous temperature monitoring products on the market. Their core temperature line consists of esophageal, general/rectal, foley, nasopharyngeal, tympanic, and myocardial probes while their skin temperature line is comprised of adult and NICU skin probes.

Effective January 01, 2022 through December 31, 2024. Available to acute care, non-acute healthcare, non-healthcare (including business and industry), retail pharmacies and durable medical equipment suppliers.