HVAC Equipment, Controls and Service

FA

Effective November 1, 2019 through October 31, 2022

Products and Services Available

This category includes chillers, air handlers, condensing units, roof top units, generator sets, control systems, rental equipment (disaster preparedness), maintenance and services (such as design, installation, repair, restoration and modernization) necessary to provide proper comfort, air quality, ventilation and room air distribution throughout your facility.

How to Operationalize These Agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Armstrong, Daikin and Lennox.
- A PMDF/PA is required at all tiers with Carrier and Trane.
- When ordering, reference the Premier agreement and your facility's entity code.

Aggregation Opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with all suppliers.

Contracted Suppliers

Supplier	New Contract	Expiring Contract
ARMSTRONG	**PP-FA-773**	New
Carrier	**PP-FA-774**	PP-FA-613
DAIKIN	**PP-FA-775**	PP-FA-512
LENNOX	**PP-FA-776**	New
TRANE	**PP-FA-777**	PP-FA-513

ASCEND®: There is no ASCEND award in this category.

Class of Trade

- Agreements with Armstrong, Daikin and Lennox are available to acute care, non-acute healthcare and non-healthcare facilities.
- Agreements with Carrier and Trane are available to healthcare facilities, including academic health systems.

Other Key Value and Terms

- Pricing and product price multipliers are firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
  - Carrier's new agreement pricing is flat compared to its expiring agreement pricing.
  - Daikin's new agreement pricing offers up to a 1.3 percent savings compared to its expiring agreement pricing.
  - Trane's new agreement pricing has up to a 3.2 percent increase on Intellipak commercial unitary rooftop units, up to a 2.0 percent increase on real-time automation controller (RTAC) air-cooled series units, up to a 1.72 percent increase on unitary products and flat pricing on all other products compared to its expiring agreement pricing.
  - Carrier is the low-cost supplier, according to a pricing scenario.
- Armstrong offers a free energy consultation, free first-year performance monitoring, free pumps, an additional warranty and a rebate on all purchases as value-adds.
- Armstrong, Carrier and Lennox offer early payment discounts.
- Armstrong offers pumps only; all other suppliers in this category offer air handlers, condensing units, parts and roof top units.
- Available through distribution: Carrier, Daikin, Trane
- Available direct: Armstrong, Carrier, Daikin, Lennox, Trane

Supplier Contact Information

- Armstrong Pumps Inc.: Mark Kearschner, 704.214.6063, mkearschner@armstrongfluidtechnology.com
- Carrier Corporation: Debbie Kiely, 860.674.3000, debbie.kiely@carrier.utc.com
- Daikin Applied Americas Inc.: Garrett Holloway, 615.203.1584, garrett.holloway@daikinapplied.com
- Lennox Industries Inc.: Stephanie Leslie, 727.460.2027, stephanie.leslie@lennoxind.com
- Trane U.S. Inc.: Patrick Archambault, 920.203.4265, parchambault@trane.com

Note: Supplier contact information is current as of August 1, 2019. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

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Related Categories

- Air Filtration Products: Air filtration devices used to assist in HVAC systems' air quality purification and control processes
- Energy Services: Procurement, Efficiency and Renewable: Performance-based contracts that aim to achieve budget-neutral methods of funding facilities improvements, whereby downstream savings offset investment costs
- Rental Equipment and Specialty Solutions: Equipment and tool rentals
- Total Building Environment Systems and Controls: Space controllers, zone sensors and overall monitoring/system training

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.

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Category Information

The goal of heating, ventilation and air conditioning (HVAC) systems is to provide thermal comfort and acceptable indoor air quality. HVAC systems provide ventilation, reduce infiltration (the unintentional introduction of outside air into a building) and maintain pressure relationships between spaces. How air is delivered to and removed from spaces is known as room air distribution. Room air distribution is important because it can improve both the comfort of occupied spaces and reduce energy use.

The following tools and resources within this toolkit are designed to assist you through the value analysis process:

- Product offering
- Critical specifications
- Product review tips
- Supplier tiers
- Financial analysis
- Value-adds
- Terms and conditions
- Market highlights

Small-scale HVAC units can simply pull room air in, heat or cool it, and return it to the room. However, systems for large buildings are more complex. Large buildings typically have HVAC central plants that use chilled water and hot water to move heating and cooling to central air handlers. From there, the heated or cooled air is delivered to different rooms and/or cooling zones by mechanical air distribution systems, which are comprised of ducts, fans and dampers to adjust the volume of air entering occupied spaces.

Sources: Autodesk Sustainability Workshop, supplier websites

Industry Guidelines and Resources Press ctrl + click on blue hyperlink for more information.	
American Society of Heating, Refrigeration and Air-conditioning Engineers (ASHRAE) Standard 55 Thermal environmental conditions for human occupancy (2017)	This standard defines the range of indoor thermal environmental conditions acceptable to a majority of occupants. It addresses temperature, thermal radiation, humidity, air speed and personal factors (activity and clothing).
ASHRAE Standard 62.1 Ventilation and indoor air quality (2016)	This standard defines requirements for ventilation and air-cleaning system design, installation, commissioning, operation and maintenance in an attempt to provide indoor air quality that is acceptable to human occupants and that minimizes adverse health effects.
Air Conditioning Contractors of America (ACCA) ANSI/ACCA 5 HVAC quality installation specification (2015)	This standard applies to HVAC equipment/components being installed in residential and commercial buildings. Equipment types include unitary air conditioners, air-source/water-source heat pumps, geothermal heat pumps, furnaces and boilers (gas-fired, oil-fired, electric and other).
National Air Duct Cleaners Association (NADCA) Standard for assessment, cleaning and restoration of HVAC systems (2013)	This standard provides information for assessing new and existing HVAC systems, evaluating and verifying the cleanliness of HVAC system components, preventing job related hazards and guiding the cleaning and restoration of HVAC systems to a specific level of cleanliness.
Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) Indoor air quality guidelines for occupied buildings under construction (2007)	The guideline covers how to manage the source of air pollutants, control measures, quality control and documentation and communication with occupants. It includes example projects, tables, references, resources and check lists. SMACNA also has published various duct construction guidelines, available here.
United States Environmental Protection Agency (EPA) Indoor air quality	Web page with resources on indoor air quality.

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Product Offering

Product images are a representation of products included in this category. For a complete list of contracted products, please see Supply Chain Advisor® for more details. Press ctrl + click on supplier name to visit supplier websites.

	Armstrong	Carrier	Daikin	Lennox	Trane
Air handlers		✓	✓	✓	✓
Chillers		✓	✓		✓
Condensing units		✓	✓	✓	✓
Maintenance and services Design, installation, repair and general on-call maintenance	✓	✓	✓		✓
Parts	✓ Pumps only	✓	✓	✓	
Rental equipment		✓	✓		✓
Roof top units		✓	✓	✓	✓

Air handler

Chiller

Condensing unit

Roof top unit

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Critical Specifications

Premier's Facilities and Environmental Services Committee considered the criteria below when making contract award decisions. These are recommended variables for evaluation in product selection. All information comes directly from supplier responses to Premier's Request for Information.

	Armstrong	Carrier	Daikin	Lennox	Trane
Product Information					
Recalls within the last three years	No	No	No	No	Yes
Backorders within the last two years	Yes	Yes	No	Yes	Yes
Backorder notification	≤ 24 hours	Does not track	≤ 24 hours	24 to 48 hours	48 to 72 hours
Products are ENERGY STAR qualified	N/A	No	Yes	Yes	No
Products support LEED certification	Yes	Yes	No	Yes	Yes
Critical Criteria					
Guarantees products will maintain existing building outside air ventilation distribution to supply air ventilation rate required by ASHRAE	N/A	Yes	Yes	Yes	Yes
Systems that products will not integrate with	Some proprietary systems	Carrier controls are BACnet compatible	None	None, although you may need a curb adapter for HVAC replacement	Trane products typically integrate with BACnet controls
Provides re-commissioning services	Yes	Yes	Upon request	No	Yes
Standard hours and overtime hours	**Overtime:** Monday through Friday 5 p.m. – 8 a.m., Saturday, Sunday, holidays	Varies by region	**Overtime:** Monday through Friday 5 p.m. – 7 a.m., Saturday, Sunday	**Overtime:** Monday through Friday 5 p.m. – 7 a.m., Saturday, Sunday, holidays	**Overtime:** Monday through Friday 3:30 p.m. – 7:30 a.m., Saturday, Sunday, holidays
Standard response time for emergency service calls	Varies by location	1 hour	Less than 2 hours for acute care	4 hours	2 hours
Offers design and engineering services	Yes	Offers design selections and support	Yes	Provides equipment submittals and information	Yes
Supplier Attributes					
ISO registered	Yes	Yes	Yes	Yes	Yes
Manufacturing locations	United States, Brazil, Canada, China, India United Kingdom	Speak with supplier for details	Speak with supplier for details	United States	Speak with supplier for details
Sales representatives (full-time employees)	< 5	> 100	> 100	< 5	> 100
Toll-free customer service support	24 hours per day/7 days per week	24 hours per day/7 days per week	24 hours per day/7 days per week	8 hours per day/5 days per week	24 hours per day/7 days per week

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Product Review

Factors influencing the Facilities and Environmental Services Committee's decision to move suppliers through the contracting process focused on committee member discussions and critical specifications.

When conducting a review in your facility, consider:

- Your facility's specific infection control risk assessment goals, such as departmental reduction in airborne contamination or a reduction in the number of hospital-acquired infections
- Temperature, humidity and pressurization conditions for all areas of the building (patient rooms, operating rooms, isolation rooms, etc.)
- Spatial limitations of the facility, such as the size of mechanical rooms, the method of vertical distribution, the floor-to-floor height, the desired architectural ceiling height and the type of structure
- Brand name and reputation
- Type of system and its controllability
- Connectivity/compatibility with other systems and controls
- Equipment size, output capacity and its accessibility
- Temperature range of the unit
- Energy-efficient options
- Life cycle cost analysis, including initial cost, annual energy usage, yearly maintenance, equipment lifespan and replacement costs
    - According to the Air Conditioning, Heating and Refrigeration Institute (AHRI), the average lifespan for chillers is 10 to 15 years, and the average lifespan for air handlers is 12 to 15 years.

Consider speaking with the following influencers and decision makers:

- Facilities and construction directors
- Infection control

Supplier Tiers

New supplier →

Armstrong New Tiers (PP-FA-773)	
Total Purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required
Tier 2	$250,000 to < $1,000,000 **OR** academic health system
Tier 3	≥ $1,000,000

Carrier Expiring Tiers (PP-FA-613)	
Total Purchases (per project)	
Tier 1	< $25,000 (per project)
Tier 2	≥ $25,000 (per project)

→

Carrier New Tiers (PP-FA-774)	
Total Purchases (per project)	
Tier 1	< $25,000 (per project), PMDF required
Tier 2	≥ $25,000 (per project) **OR** academic health system

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Supplier Tiers (Continued)

Daikin Expiring Tiers (PP-FA-512)	
Total Purchases (per calendar year)	
Tier 1	< $400,000
Tier 2	≥ $400,000

→

Daikin New Tiers (PP-FA-775)	
Total Purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required
Tier 2	$400,000 to < $2,000,000 **OR** academic health system
Tier 3	≥ $2,000,000

New supplier →

Lennox New Tiers (PP-FA-776)	
Total Purchases (per calendar year)	
Tier 1	No commitment required, PMDF not required
Tier 2	$500,000 to < $1,000,000 **OR** academic health system
Tier 3	≥ $1,000,000

Trane Expiring Tiers (PP-FA-513)	
Total Purchases (per calendar year)	
Tier 1	< $300,000
Tier 2	$300,000 to < $1,000,000
Tier 3	$1,000,000 to < $2,000,000
Tier 4	$2,000,0000 to < $3,000,000
Tier 5	≥ $3,000,000

→

Trane New Tiers (PP-FA-777)	
Total Purchases (per calendar year)	
Tier 1	No commitment required, PMDF **required**
Tier 2	$300,000 to < $1,000,000 **OR** academic health system
Tier 3	$1,000,000 to < $2,000,000
Tier 4	$2,000,0000 to < $3,000,000
Tier 5	≥ $3,000,000

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Financial Analysis

The financial analyses include the following:

- Incumbent new agreement pricing compared to incumbent expiring agreement pricing
- Supplier new agreement pricing – Differential between tiers
- Supplier comparison – Pricing scenarios

Calculations are based upon overall Premier utilization. **Individual savings will vary.**

Notes: Weighted financial analysis considers the impact of each product increase/decrease in proportion to the aggregated Premier member purchase volume. Non-weighted financial analysis considers every product equally regardless of volume purchased.

Carrier ***New*** Agreement Pricing Compared to Carrier ***Expiring*** Agreement Pricing (Non-weighted)	
Tier 1/Tier 1	**Tier 2/Tier 2**
0%	0%

Daikin ***New*** Agreement Pricing Compared to Daikin ***Expiring*** Agreement Pricing (Non-weighted)		
Tier 1/Tier 1	**Tier 2/Tier 2**	**Tier 3/Tier 2**
1.1% savings	0.5% savings	1.3% savings

Trane ***New*** Agreement Pricing Compared to Trane ***Expiring*** Agreement Pricing (Non-weighted)					
	Tier 1/Tier 1	**Tier 2/Tier 2**	**Tier 3/Tier 3**	**Tier 4/Tier 4**	**Tier 5/Tier 5**
Intellipak large commercial unitary rooftop units	0%	0%	1.50% increase	3.20% increase	2.70% increase
Real-time automation controller (RTAC) air-cooled series	0%	0%	0.80% increase	1.70% increase	2.00% increase
Unitary products	0%	0%	0.96% increase	1.72% increase	1.38% increase
All other products	0%	0%	0%	0%	0%

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Financial Analysis (Continued)

Supplier New Agreement Pricing – Differential Between Tiers			
Supplier	**List Price to Tier 1**	**Tier 1 to Tier 2**	**Tier 2 to Tier 3**
Armstrong	N/A – No published list price	2.0% savings	3.0% savings
Carrier	N/A – Multiplier percentages vary by product category.		
Daikin	N/A – Multiplier percentages vary by product category.		
Lennox	36.3% savings	2.0% savings	3.7% savings
Trane	N/A – Multiplier percentages vary by product category.		

Pricing Scenario: Equipment only (no labor/installation) for a water-cooled packaged chiller* Each supplier is ranked in ascending order where 1 is the low-cost supplier.	
Armstrong	N/A
Carrier	1
Daikin	2
Lennox	N/A
Trane	3

* Chiller consists of the following: 700-ton standard centrifugal system, compressor, refrigerant condenser and evaporator, lubrication system, starter and control system.

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Value-adds

Supplier Value-Add Programs	
Armstrong **See Exhibit J Value Adds and Exhibit K Rebate for more details.**	
Energy consultation Exhibit J	A complimentary energy consultation is available when member provides 12 months of energy bills and works with Armstrong to reduce their energy consumption.
First-year performance monitoring Exhibit J	Members can receive complimentary first-year performance monitoring (pump manager) services on pump replacements. Estimated value = $750 per pump. There is a four pump limit.
Energy savings performance program Exhibit J	Contact Mark Kearschner at 704.214.6063 or m.kearschner@armstrongfluidtechnology.com for complete energy savings performance program benefits and details.
Free pump Exhibit J	Members who purchase five or more pumps with their initial order will receive a sixth pump of similar size at no added cost.
Additional warranty Exhibit J	Armstrong will offer an additional one-year warranty after pump is registered through Armstrong's Pump Manager. See Exhibit G for more details. Estimated value = 2 percent to 4 percent of the actual product cost.
Rebate Exhibit K	During each measurement period (beginning on the effective date and for each subsequent six-month period during the term of the agreement), Armstrong is offering a 3 percent rebate on their total dollar amount of eligible product purchases. Armstrong will pay directly to Premier the total of all rebate amounts due within 45 days after close of the applicable measurement period in the form of an ACH payment or wire.

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Terms and Conditions

	Armstrong	Carrier
Diversity status	N/A	N/A
Electronic PA/PMDF	Required at Tier 2 or higher	Required at **all tiers**
Aggregation	Allowed for multi-facility systems, GPOs and established networks of facilities	Allowed for multi-facility systems, GPOs and established networks of facilities
Class of trade	Allowed for acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers	Allowed for healthcare facilities, including academic health systems
Local negotiation	Allowed	Allowed
Price protection	Product price multipliers are firm for the term of agreement	Product price multipliers are firm for the term of agreement
Direct/distribution	Direct	Direct or through authorized distributors; contact Debbie Kiely at 407.497.1035 or debbie.kiely@carrier.utc.com to locate an authorized distributor
Payment terms*	**Installation required:** 50% paid within 60 days of product delivery or invoice receipt, whichever is later, and balance paid within 30 days of product acceptance **Installation not required:** 100% paid within 60 days of invoice receipt	**Installation required:** 50% paid within 30 days of invoice receipt, and balance paid within 30 days of product acceptance **Installation not required:** 100% paid within 30 days of invoice receipt
Early payment discount*	1% if paid within 30 days	1% if paid within 10 days
Electronic payments*	Electronic fund transfers allowed at no added cost	Electronic fund transfers, purchase cards and credit cards allowed at no added cost
Shipping terms*	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member
Freight management*	Will accommodate at no added cost	Will accommodate at no added cost
Acceptance	Within 90 days of installation or delivery	Within 30 days of installation or delivery
Minimum order*	None	None
Guaranteed delivery time*	Locally negotiated	Locally negotiated
User training	Provided at no added cost as reasonably required or requested	Provided at no added cost as reasonably required or requested
Installation	Pricing for installation provided is included on Exhibit A-3	Available for purchase from a Carrier-owned service organization
Warranties* See section 12.2 and Exhibit G for details.	Seller will extend the standard warranty for pumps by 1 year after member registers the pump(s) through Seller's Pump Manager	Seller will replace or repair defective products within 1 year from date of initial operation or 18 months from shipment date, whichever is earlier
Returned goods policy* See Exhibit H for details.	Contact seller at orders@armstrongfluidtechnology.com	Authorization required; Products must be returned within 30 days of installation; 10% to 20% restocking fee applies
Ordering instructions* See Exhibit I for details.	**Phone:** 716.693.8813 Members can review product options, make product selections and order online via Armstrong's Adept™ Select tool	Contact Debbie Kiely at 407.497.1035 or debbie.kiely@carrier.utc.com; Reference Premier and your facility's Premier entity code when contacting Carrier

*For orders through distributors, terms are negotiated between authorized distributor and member.

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Terms and Conditions (Continued)

	Daikin	Lennox	Trane
Diversity status	N/A	N/A	N/A
Electronic PA/PMDF	Required at Tier 2 or higher	Required at Tier 2 or higher	Required at **all tiers**
Aggregation	Allowed for multi-facility systems, GPOs and established networks of facilities	Allowed for multi-facility systems, GPOs and established networks of facilities	Allowed for multi-facility systems, GPOs and established networks of facilities
Class of trade	Allowed for acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers	Allowed for acute care, non-acute healthcare, non-healthcare, retail pharmacies and durable medical equipment suppliers	Allowed for healthcare facilities, including academic health systems
Local negotiation	Allowed	Allowed	Allowed
Price protection	Product price multipliers are firm for the term of agreement	Firm for term of agreement	Product price multipliers are firm for the term of agreement
Direct/distribution	Direct and through authorized distributors	Direct	Direct and through authorized distributors
Payment terms*	**Installation required:** Locally negotiated **Installation not required:** 100% paid within 60 days of invoice receipt	Within 60 days of product acceptance	**Installation required:** Locally negotiated **Installation not required:** 100% paid within 30 days of invoice receipt
Early payment discount*	None	1% if paid within 10 days of product acceptance	None
Electronic payments*	Electronic fund transfers allowed at no added cost	Electronic fund transfers, purchase cards and credit cards allowed at no added cost	Electronic fund transfers allowed at no added cost
Shipping terms*	Transportation and insurance paid by seller; title and risk of loss transfer on delivery to member	Transportation and insurance paid by seller; title and risk of loss transfer at the shipping point	Transportation and insurance paid by seller; title and risk of loss transfer at delivery to the freight carrier at seller's manufacturing facility or warehouse
Freight management*	Will accommodate at no added cost if member notifies seller prior to order acceptance and seller incurs no added cost	Not contracted for	Will accommodate at no added cost
Acceptance	Within 90 days of installation or 30 days of delivery	Occurs when member signs to accept product delivery	Within 30 days of installation or delivery
Minimum order*	None	None	None
Guaranteed delivery time*	Locally negotiated	Locally negotiated	Locally negotiated
User training	Provided at no added cost as reasonably required or requested	One annual user training provided to members with a qualifying $250,000 annual spend	Provided at no added cost as reasonably required or requested
Installation	Locally negotiated	Not contracted for	Locally negotiated
Warranties* See section 12.2 and Exhibit G for details.	Products shall be free from defects in design, material, workmanship and labeling for a period of 12 months from initial start-up or 18 months from shipment date, whichever is less	For one-year, products shall be free from defects in design, material, workmanship and labeling	Products are free from defects in material and manufacture and have capacities and ratings stated in seller's catalog for a period of 12 months from initial start-up or 18 months from shipment date, whichever is less

*For orders through distributors, terms are negotiated between authorized distributor and member.

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Terms and Conditions (Continued)

	Daikin	Lennox	Trane
Returned goods policy* See Exhibit H for details.	Change or cancellation requests received too close to the scheduled ship date may be charged at 100% and or the ship dates may have to be rescheduled; Refer to matrix on Exhibit H when determining whether a change or cancellation will be allowed, the percentage that will be charged and when it is necessary to consult the factory	Authorization required; Cancellation fees and restocking fees range from 10% to 50%	Authorization required; 20% restocking fee may apply; returns for custom built and made-to-order equipment are not accepted
Ordering instructions* See Exhibit I for details.	Contact Garrett Holloway at 615.203.1584 or garrett.holloway@daikinapplied.com Reference "Premier GPO" and your facility's entity code when ordering	**Phone:** 800.367.6285, option 1 **Email:** blueteam@lennoxind.com For replacement equipment, fill out form on Exhibit I	Contact your Trane representative and reference this agreement when ordering

*For orders through distributors, terms are negotiated between authorized distributor and member.

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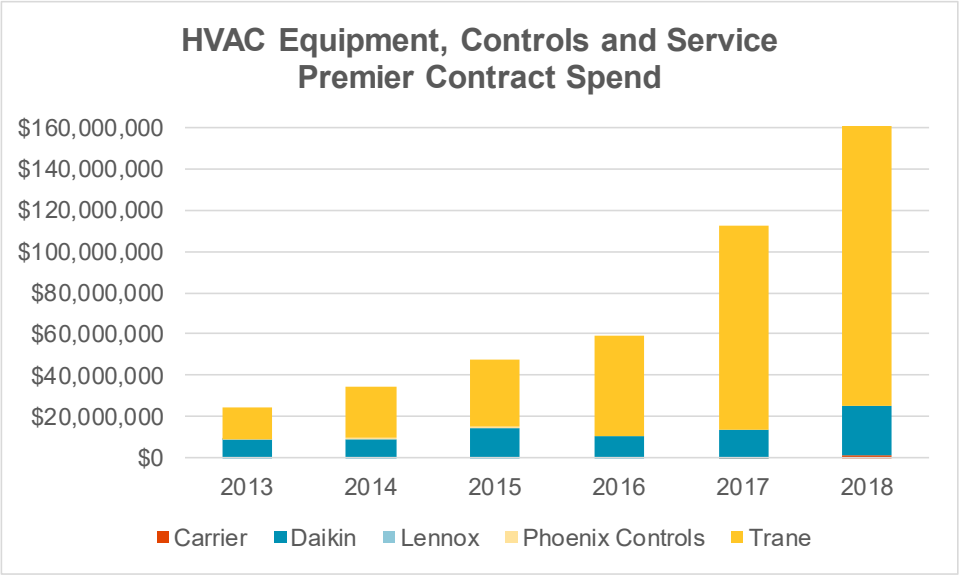
Market Highlights



Source: Premier SARA database

In the years leading up to 2021, the average prices for chillers and air handlers are forecast to grow at an average rate of 2.5 to 3 percent due to demand and raw material costs (steel, aluminum).

Industry trends

- Growing concern about emissions and the environment
- Greater integration with HVAC controls and building systems, such as lighting and access controls
- "Smart" thermostats, "smart" integration technology, "smart" buildings

Source: IBISWorld

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Sourcing Summary

HVAC Equipment, Controls and Services	
Committee:	Facilities and Environmental Services – All contract award decisions for the Facilities and Environmental Services portfolio are decided upon by this team of dedicated professionals.
Suppliers invited to participate:	• Advanced Water Company • Alpine Mechanical Services • Armstrong Fluid Technology • Carrier • Daikin Applied • Fremont Industries • Johnson Controls • Lennox • Meltly Building Solutions • Premier Water and Energy Technology • Quality Solutions • Trane
Contracted suppliers:	• Armstrong Fluid Technology • Carrier • Daikin Applied • Lennox • Trane

About the Facilities and Environmental Services Committee:
The Facilities and Environmental Services Committee includes facility chief operating officers, vice presidents, directors of purchasing and contracting and environmental services directors. Member credentials include FASHE, PE, CPM, CHESP, CHFM and MBAs. The committee member facilities are in all regions of the United States, including both rural and urban settings. They represent large integrated delivery networks (IDN), small hospital systems and teaching institutions.

Premier resources on environmentally preferable purchasing
Please visit the Premier Safety Institute® website for additional resources on complete guidelines and downloadable information on the use of clean renewable energy for hospitals. Please ask distributors about their Energy Star products. More information about Energy Star is available at www.energystar.gov.

Please visit the **Premier Facilities, Construction, Energy and Environmental Services Community on** PremierConnect. The community will provide you with a guide to using Premier resources in the facilities arena and connect you to Premier's subject matter experts and your peers at other Premier member organizations.

Working in conjunction with Premier's field force, Premier's Construction Services Team provides expertise in facilities management and construction. With Premier's comprehensive Construction and Renovation Program, members have access to industry-leading agreements, vital construction expertise, a website with resources such as a construction calculator and sample specification documents – all at no cost. Whether the need is facilities management, construction support or capital planning and budgeting, Premier can support your efforts to achieve maximum outcomes.

Premier will build complementary relationships with your general contractor, architect and equipment planner; broaden the facilities portfolio specific to construction projects, including regional agreements; engage all stakeholders in the construction decision-making process; and educate third parties of the benefits to the project owner when Premier agreements are used.

Information contained in this document is current as of August 1, 2019.

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Why Price Activation/PMDF is Important
In addition to ensuring member and supplier agreement for both appropriate price tier(s) and applicable facilities, price activation (PA)/PMDF also enables:

- Member visibility to the PA/PMDF status in the Supply Chain Advisor catalog at the contract and price tier level.
- Transmission of PA/PMDF information to SpendAdvisor® and Global Healthcare Exchange (GHX).
- Price tier visibility for boarded distributors (i.e. distributors with direct access to Supply Chain Advisor on all contracts where they were selected as a distributor).

Questions

For questions about these agreements, please contact your local Premier representative or the Premier Solution Center at 877.777.1552 or solutioncenter@premierinc.com. Pricing and other contract information may be accessed through Premier's Supply Chain Advisor® catalog at https://premierconnect.premierinc.com.

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