



Effective May 1, 2019 through April 30, 2022

## Products and Services Available

This category includes artwork and mirrors available for lease or purchase, as well as design services.

## How to Operationalize These Agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

## Aggregation Opportunities

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

## Class of Trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

## Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
  - Ambiance's new agreement discount offers up to a 7 percent savings compared to its expiring agreement.
  - Great American's new agreement discount offers up to a 3 percent savings compared to its expiring agreement.
  - RAO's new agreement discount is flat compared to its expiring agreement.
- Ambiance Group offers a variety of services free of charge as value-adds, including master planning, budget development, evaluation of existing artwork, art procurement, art commissions, sourcing local artwork and site visits.
- Great American, Phoenix Textile and RAO offer early payment discounts.
- Available through distribution: Great American Art
- Available direct: Ambiance Group, Great American Art, Phoenix Textile, RAO

## Supplier Contact Information

- Signature Frameworks LLC dba The Ambiance Group: Ginny Wilson, 615.353.0723, [ginnyw@ambianceart.com](mailto:ginnyw@ambianceart.com)
- Great American Art: Paul Burton, 781.341.2900 extension 126, [paul@greatamericanart.com](mailto:paul@greatamericanart.com)
- Phoenix Textile Corporation: Scott Rodgers, 800.325.1440 extension 5752, [srodgers@phoenixtextile.com](mailto:srodgers@phoenixtextile.com)
- RAO Contract Sales Inc.: Seth Bergman, 201.652.1500 extension 10, [seth@rao.com](mailto:seth@rao.com)





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

## Related Category

- Furniture and Systems, Casegoods, Seating and Accessories: Furniture, cabinetry, casegoods, seating, ergonomics, accessories, restoration and repair
- Wall and Door Covering and Protection: Wall and door coverings that provide increased protection for daily use

## Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Modifiable value analysis toolkit: A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- PDF value analysis toolkit: A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.

| Contracted Suppliers   |              |                   |
|--|--------------|-------------------|
| Supplier   | New Contract | Expiring Contract |
|  THE AMBIANCE GROUP                             | PP-FA-736    | PP-AC-125         |
|  GREAT AMERICAN ART<br><i>Art Elevates Life</i> | PP-FA-737    | PP-FA-602         |
|  PHOENIX TEXTILE CORPORATION                    | PP-FA-738    | New               |
|  RAO  | PP-FA-739    | PP-FA-603         |

Great American Art and Phoenix Textile are woman-owned business enterprises (WBE).

Current agreements with ARCH Design, Artwork and Framing (PP-AC-126), Artistic Framing (PP-AC-127) and Robert Smith Fine Art (PP-FA-604) expire April 30, 2019.

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