America’s Essential Hospitals Forges Strategic Partnership with Premier Inc.

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- Exclusive partnership will help academic medical centers and other essential hospitals improve health care quality, reduce delivery costs and succeed in alternative payment models that promote population health
- Premier selected as the preferred group purchasing organization (GPO) partner for association members

WASHINGTON & CHARLOTTE, N.C.--(BUSINESS WIRE)-- America’s Essential Hospitals, which represents hospitals dedicated to caring for the vulnerable and training the nation's healthcare professionals, and Premier Inc. (NASDAQ: PINC), a leading health care improvement company, have formed an exclusive partnership to drive new advances in care quality, cost and population health at essential hospitals.

This Smart News Release features multimedia. View the full release here: http://www.businesswire.com/news/home/20160801005801/en/

"We believe Premier is a leader in improving quality and reducing costs in hospitals, and we recognize the value that this partnership can create for our member hospitals," said America’s Essential Hospitals President and CEO Bruce Siegel, MD, MPH. “Our members will see better quality and affordability—and their patients will benefit—from the highly differentiated supply chain and population health management expertise Premier brings to the table."

As part of the partnership, Premier will create opportunities to develop, promote and disseminate best practices in clinical, cost and population health management across the hospital association’s nearly 275 members, which include large, urban academic medical centers, many of which do not work with Premier currently. The organizations also will collaborate on testing new models to improve outcomes and lower costs that target the unique needs of academic medical centers and other essential hospitals, which care for a disproportionate share of
vulnerable people with specialized social and medical needs.

Under the partnership, beginning in 2017, Premier will become the association’s preferred group purchasing organization partner and a new corporate affiliate member of America’s Essential Hospitals, providing access to Premier’s integrated financial, operational and clinical data and analytics, as well as the company’s industry-leading supply chain and integrated pharmacy programs. The association also will raise Premier’s visibility among its membership.

“Premier’s outstanding track record helping hospitals succeed in new payment models—especially those that reward improvements to population health—makes the company an ideal partner for us and our members,” Siegel continued. “We look forward to working with Premier to bring its services and capabilities to more essential hospitals. Health systems engaged with Premier outperform other Medicare accountable care organizations and bundled payment participants on shared savings and quality improvement. The numbers speak for themselves,” he said.

Ramanathan Raju, MD, MBA, president and CEO of NYC Health + Hospitals, the nation’s largest public healthcare system and a member of both Premier and America’s Essential Hospitals, said, “Premier has been NYC Health + Hospital’s supply chain partner for more than a decade. Over that time, they have helped us outperform our cost reduction goals, resulting in tens of millions of dollars in savings that can now be made available for patient care. We trust this partnership will generate new ideas, assets and savings for members of America’s Essential Hospitals that will enable them to reach new levels of service for the communities they serve.”

“As a long-standing academic health system member of both Premier and America’s Essential Hospitals, we are extremely excited by this partnership,” said Wright L. Lassiter III, president of Henry Ford Health System in Detroit. “We know firsthand that Premier is the market leader in delivering unmatched efficiencies and cost savings, which are essential to our mission to provide high-quality care for our patients, as well as medical education to care providers. This partnership can enable academic health systems and essential hospitals to work together in this changing environment to build the next generation of analytics, shared platforms and new care models that improve cost and outcomes for the populations we serve.”

“America’s Essential Hospitals members are leading institutions that commit to providing high-value care for our nation’s low-income and other vulnerable patients,” said Susan DeVore, president and CEO of Premier. “These providers need partners that can bring them the tools and insights that will enable them to succeed and lead through this time of transformational change. We are excited to begin working with America’s Essential Hospitals to build, test and scale transformational innovations across their membership nationally, and help to ensure the future successes of academic and other hospitals with a safety net role.”
The financial terms of the agreement were not disclosed, but are not expected to materially affect Premier’s fiscal 2017 financial results.

About Premier Inc.

Premier Inc. (NASDAQ: PINC) is a leading healthcare improvement company, uniting an alliance of approximately 3,600 U.S. hospitals and 120,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare. Please visit Premier’s news and investor sites on [www.premierinc.com](http://www.premierinc.com); as well as [Twitter](https), [Facebook](https), [LinkedIn](https), [YouTube](https), [Instagram](https) and [Premier’s blog](https) for more information about the company.

About America’s Essential Hospitals

America’s Essential Hospitals is the leading association and champion for hospitals and health systems dedicated to high-quality care for all, including the most vulnerable. Since 1981, America’s Essential Hospitals has initiated, advanced, and preserved programs and policies that help these hospitals ensure access to care. We support members with advocacy, policy development, research, and education. Our nearly 275 members are vital to their communities, providing primary care through trauma care, disaster response, health professional training, research, public health programs, and other services. They innovate and adapt to lead the broader health care community toward more effective and efficient care. Learn more at [essentialhospitals.org](http).

Forward-looking statements of Premier, Inc.

Matters discussed in this release that are not statements of historical or current facts, such as America’s Essential Hospitals anticipated use of Premier’s supply chain and performance services at expected levels, as discussed herein, are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements may involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of Premier to be materially different from historical results or from any future results or projections expressed or implied by such forward-looking statements. Accordingly, readers should not place undue reliance on any forward looking statements. In addition to statements that explicitly describe such risks and uncertainties, readers are urged to consider statements in the conditional or future tenses or that include terms such as “believes,” “belief,” “expects,” “estimates,” “intends,” “anticipates” or “plans” to be uncertain and forward-looking. Forward-looking statements may include comments as to Premier’s beliefs and
expectations as to future events and trends affecting its business and are necessarily subject to uncertainties, many of which are outside Premier’s control. More information on potential factors that could affect Premier’s financial results is included from time to time in the “Forward Looking Statements,” “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” sections of Premier’s periodic and current filings with the SEC and available on Premier’s website at investors.premierinc.com. Forward looking statements speak only as of the date they are made. Premier undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise that occur after that date.


Source: Premier Inc.

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