

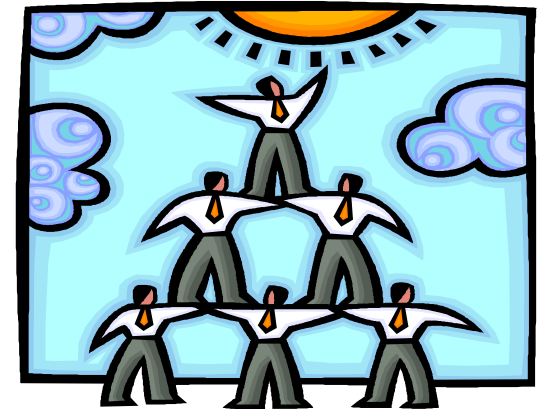
Working Together: Group Purchasing Organizations and Their Members

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Goal: Establish a coordinated, efficient, effective and standardized process

What questions should a hospital ask their GPO?

- ❖ What are your goals around EPP contracting?
- ❖ Do the GPO and the hospital share aligned goals?
- ❖ What internal resources do you offer regarding environmental purchasing?
- ❖ Do you utilize the assistance of outside “green-forward” resources?
- ❖ Do you (GPO) gather product-specific EPP attributes during the RFI-RFP process?
- ❖ Do you use the EPP information during the contract award decision making process?
- ❖ Do you promote EPP conscious suppliers?
- ❖ Do you make EPP information available to members?



Ways the GPO can work with its members



EPP: GPOs and members working together

- **Develop standard EPP bid questions to suppliers**
 - Does your company currently have in place any environmental impact programs?
 - Does your company offer any environmentally preferable products?
 - Is your company free of notices of violation regarding environmental permits?
 - Does your company's packaging contain any latex?
 - End of life considerations for equipment?

- **Product category specific questions**
 - EPP attributes related to the specific category, product content (latex, mercury, PVC, DEHP)
 - Reprocessing options for single-use devices
 - Brominated flame retardants (BFR) and other toxic chemicals in computers and electronics
 - Recycled content



Standard
EPP bid
questions



Product
category
specific bid
questions

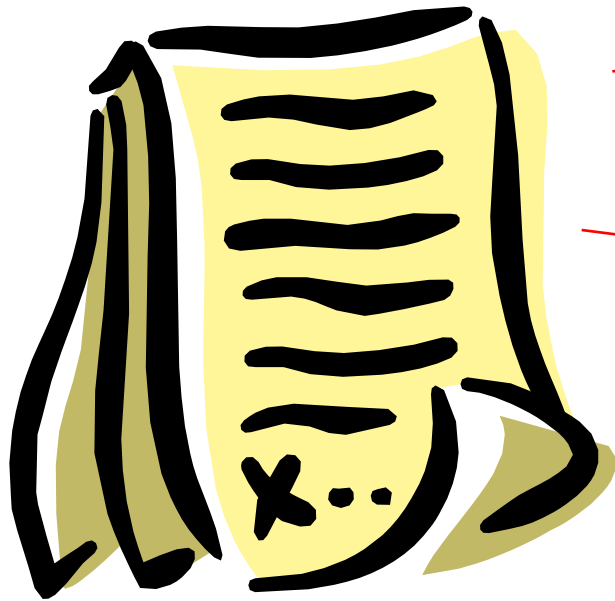
EPP Resources

Contract ID	Category / Contract Title	Start Date	End Date	Bid Mail Date Calendar Quarter	Current Supplier	Related Contracts:	Program Line	Contract Manager/Director	Technical Manager/Director	Mercury Content	Latex Content	PVC Content	DEHP Content	Use electronics questions	Other Environmental Issues	Comments
PP-FA-044	Televisions, Systems and Services	10/1/2006	2/29/2008	2Q2007	TeleHealth Services	PP-FA-042, 043 & 044	Facilities	Roy Reuter	Lynn Dillavou	X				X	Prefer vendor offer and provide Energy Star and Federal Management (FEMP) design products-see http://www1.ea.gov/femp/ent/index.htm	Ask about mercury content for products with switches and printed wiring and circuit boards; Electronics questions apply for any equipment, other than conventional desktop computers, laptops or computer monitors, that plugs in or uses batteries-see non-com
PP-OR-172	Orthopedic Bone Cement Accessories & Pulse Lavage Products	7/1/2004	3/31/2008	4Q2006	Zimmer US, Inc.	PP-OR-173, PP-OR-174,	Surgical Services	Kimberly Diewald	Gloria Izral	X	X	X	X	X		EPP recommendations apply to pulse lavage products-ask about: mercury content for products with switches and printed wiring and circuit boards; latex, PVC and DEHP content for tubing and other plastic accessories; Electronics questions apply for any equip

questions apply for any equip

This document is created especially for Premier through collaboration between the Safety Institute and Practice GreenHealth

Standard RFI Questions



Does your company currently have an environmental impact program in place?

Does your company offer any environmentally preferable products?

Is your company free of notices of violation regarding environmental permits?

Do your company's products contain potentially toxic materials?

Are any of the products in this category include warning labels or are contra-indicated for use in specific conditions or patient populations?

EPP: GPOs and members working together

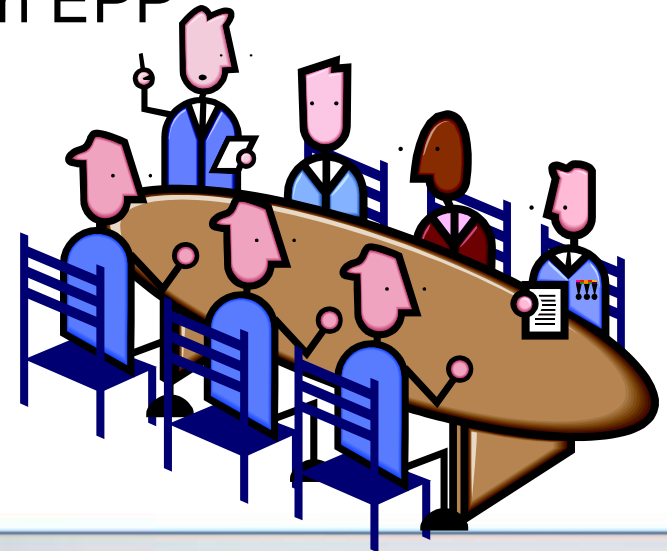


PRACTICE
Greenhealth



EPP Member Working Group solicit advice and guidance for “green” initiatives

- Contract bid dates
- Burning platform issues around EPP
- Healthcare facilities need to prioritize and be specific about their EPP requirements and goals
 - Is it EPP at any cost?
 - Are you willing to pay more for an EPP product?
 - How much more?



The key to creating your environmental strategy

- Executive commitment
- Create a “Green Team”
- Appoint a sustainability leader
- Develop baselines of current initiatives
- Prioritize initiatives – go after low hanging fruit, high visibility, high ROI (eg lighting upgrades, paper recycling)
- Direct Purchasing to implement EPP
- Integrate Green into all Construction & Design
- Market initiatives & programs to local community
- Track & report performance metrics
- *Announce and celebrate success often*

The role of a GPO a committee member

- Help identify additional EPP criteria by product category
 - Based on local or state initiatives / regulations
 - Include product content, packaging and manufacturing process
- Consider EPP criteria when reviewing supplier proposals and making contract award recommendations
- Recommend products that are safer for patients, workers and the environment
- Utilize the resources your GPO may provide. The **Safety Institute Web site** at Premier has publicly available for EPP resources, tools, checklists, educational programs, and success stories (www.premierinc.com/safety).



EPP part of
award
decision
criteria

GreenHealthy™

Environmentally preferable purchasing (EPP) and *green* resources from Premier



Premier's Safety Institute

www.premierinc.com/safety

Safety resources

- ❖ Patients
- ❖ Workers
- ❖ Environment
- ❖ **Green** purchasing
- ❖ **Green** healthcare

The screenshot displays the Premier Safety Institute website interface. At the top, there is a navigation bar with links for HOME, CONTACT, and SITEINDEX, alongside a search bar. A welcome message reads: "Welcome to Premier. If you have an account, please [login](#). Need to [register](#)?" Below this is a main navigation menu with categories: REDUCING COSTS, IMPROVING QUALITY & SAFETY, MANAGING RISK, and ABOUT PREMIER. A secondary navigation bar indicates the current path: Home > Improving Quality & Safety > Tools & Services > Safety Institute. The main content area features the Premier Safety Institute logo and a description: "The Premier Safety Institute provides safety resources and tools to promote a safe healthcare delivery environment for patients, workers, and their communities." A section for the Premier SafetyShare Newsletter includes a photo of healthcare workers and a text snippet: "April 2, 2009 - This month we have focused on a number of stories on safer care of intensive care patients, including sink design to prevent outbreaks, tubing misconnections, MRSA decline, oral care to prevent VAP, and spreading success from Michigan's ICU project that saved 1,800 lives. [Read More.](#)" Below this is a link to a "Trends in Pharmaceutical Waste Management" webcast from April 2, 2009. On the right side, there are two promotional boxes: one for "Articles, news featuring Premier Safety Institute" with a link to a "Check the Peanut Containing Product Recall List" at www.fda.gov or 1-800-CDC-INFO, and another for the "Energy Leadership Forum Educational Series" featuring a glowing lightbulb image.

Highlights Premier's *GreenLink* Newsletter

Subscribe on line at
www.premierinc.com/GreenLink

PREMIER

MAY 2008

Green Link

Transforming Healthcare Together



GREEN CORNER

Dedicated to showcasing success stories in environmental or "green" initiatives and programs that contribute to a safer and healthier environment.

SAFELY DISPOSING OLD COMPUTERS

Thomas Jefferson University Hospital has been successfully recycling electronics since 2001.

SUSTAINABLE FLOORING

Emory and University of Florida show how hospital flooring must satisfy numerous environmental requirements.

LEED-EB PROJECT CASE STUDY

JohnsonDiversey presents case studies that show that LEED-EB can be successfully implemented in real

Key sustainability organizations create Practice Greenhealth for greater effectiveness

Health Care (GGHC), the foremost green building and operations tool for health-care facilities, and the Healthcare Clean Energy Exchange (HCEE), a program to reduce energy costs and healthcare's carbon footprint, to form Practice Greenhealth, (PGH) a new nonprofit member-based organization that combines and builds upon the three initiatives to improve the environmental performance of the healthcare sector.

Practice Greenhealth resources

The newly combined organization offers its members a full range of tools, resources, forums, technical assistance,



integrated design, construction, and operation of high-performance healing environments, as defined by the GGHC. The Green Guide is a foundational document for the U.S. Green Building Council's "LEED for Healthcare," a third party certification rating system, due to launch in spring 2008.

· H2E brings to PGH its full range of tools and resources including Webinar series, peer networking events, the

time.

· *Business alliance* - Includes architecture and engineering firms, service providers, consultants, group purchasing organizations, and product vendors, distributors, and manufacturers. Membership fees are based on the type of business and annual revenue.

· *Strategic resource network* - Includes government and non-government agencies, technical resources, hospital and professional associations, and nonprofit organizations.

Some healthcare organizations have asked about the rationale for moving

PREMIER

Transforming Healthcare Together™

Premier Safety Institute™ Website

www.premierinc.com/safety

Executive Scorecard on the Environment

Rate your pollution prevention, material purchasing, facilities, waste management-recycling programs.

PREMIER
EXECUTIVE SCORECARD ON THE ENVIRONMENT:
REDUCING THE RISKS TO OUR PATIENTS AND OUR COMMUNITIES


SUGGESTED ROUTING DEPARTMENTS:

- Materials management/purchasing
- Environmental services/waste recycling
- Facilities
- Nursing/patient care services
- Safety/risk management
- Productivity Improvement

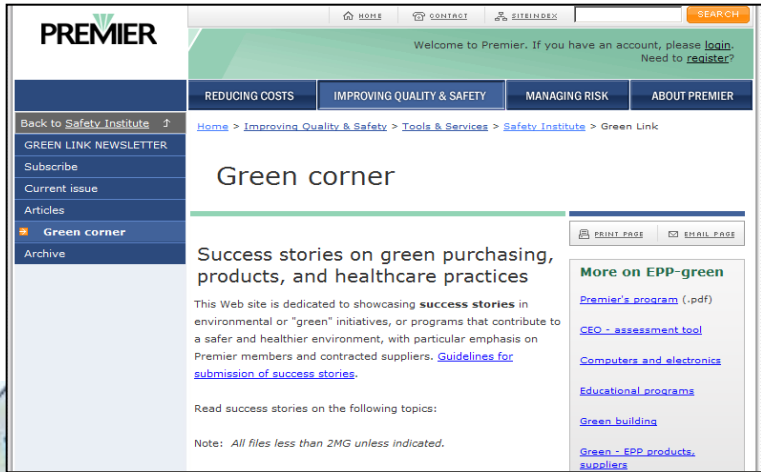
Rate your organization's pollution prevention, material purchasing and waste management/reduction policies. Place a check mark in the column that best describes your program.

	IMPLEMENTATION STATUS			
	NOT YET IMPLEMENTED	GOOD PROGRESS; EARLY STAGES OF EFFORT	GOOD PROGRESS; NEAR COMPLETION	FULLY IMPLEMENTED
ENVIRONMENTALLY PREFERRED PURCHASING (EPP)	1	2	3	4
EPP policy statement from top management				
Specific, measurable goals for EPP				
Staff education on EPP policy and goals				
Environmental criteria included in all purchasing decisions				
EPP guidelines for product evaluation/value analysis committees				
Consolidation of product packaging waste or total solid waste				
Consolidation of companies with recycling and "take-back" programs				
Purchase of "green" building materials (such as sustainable floor coverings, products with low or no volatile organic compounds)				
Consolidation of energy and water efficient systems				
Purchase of energy-free items				
Preference for recycled content, recyclability, and reusability				
Purchase of PVC-free items, especially for patients with risk of rhabdomyolysis				
Purchase of environmentally friendly products to reduce energy and to use less gas products				
Tracking and reporting of EPP activities				

Premier's Safety Institute GreenCorner



GreenCorner – The Safety Institute is dedicated to showcasing **success stories** in environmental or "green" initiatives, or programs that contribute to a safer and healthier environment, with particular emphasis on Premier members and contracted suppliers.



The screenshot shows the Premier website's Green Corner page. The page features a navigation menu with options like 'REDUCING COSTS', 'IMPROVING QUALITY & SAFETY', 'MANAGING RISK', and 'ABOUT PREMIER'. The main content area is titled 'Green corner' and includes a sub-heading 'Success stories on green purchasing, products, and healthcare practices'. Below this, there is a paragraph explaining the purpose of the site and a list of topics for success stories. A sidebar on the right contains a section titled 'More on EPP-green' with links to various resources like 'Premier's program (.pdf)', 'CEO - assessment tool', 'Computers and electronics', 'Educational programs', 'Green building', and 'Green - EPP products, suppliers'. The Premier logo is visible in the top left corner of the page.

On the road to “green” Hospital Success Stories

Saint Francis Care
Hartford, Conn



Saint Francis had just formed its’ internal green committee when Premier released the “Executive Scorecard on the Environment.” The green committee used the scorecard to benchmark their progress. A year after beginning the process, the hospital was pleasantly surprised, improving its score two complete rating levels. In fact, after a year, Saint Francis scored 185 total points out of 200.

Scorecard Implementation Items

Saint Francis Care

- Use of environmental criteria in all purchasing decisions, including the purchase of mercury-free items and environmentally friendly products for cleaning and housekeeping activities
- General and chemical recycling programs
- Establishment of an environmental committee or “green team” to design, implement and manage the waste reduction program
- Programs for solid, hazardous and regulated medical waste reduction
- Established protocols for safe handling, clean-up and disposal of mercury, as well as replacement of mercury thermometers and other mercury-containing devices
- Recycling programs for fluorescent bulbs, batteries and other hazardous materials
- Programs for recycling outdated computers/electronics
- Water and energy conservation programs
- Air pollution reduction programs
- An integrated pest management program

On the road to “green” Hospital Success Stories

Catholic Healthcare West

An Enduring Mission



SOCIAL RESPONSIBILITY REPORT

Catholic Healthcare West (CHW) and its 41 healthcare facilities have become a standard by which most hospital systems could arguably be judged from an environmental standpoint.

Commitment to LATEX-Free

98% of CHW hospitals have converted to latex-free examination gloves

PVC/DEHP free initiative

Over a five-year period

- Removal of 1,896,509 lbs of PVC material from IV containers
- Reduction of 557,434 lbs of waste material in landfill due to less weight
- Elimination of 477,989 lbs of HCL to the environment had this material been burned

Reprocessing Practices

In FY2008 63 tons of medical waste was diverted through their reprocessing programs and realized a savings of \$4.3 million

Reprocessed cuvettes, used primarily on coagulation analyzers, projects a cost avoidance savings at approximately \$128K annually

Food service environmental/sustainable programs

In FY 2008 CHW increased our system's food service environmental / sustainable programs by 30%

- All facilities are working to source locally grown produce
- 90% of the facilities are purchasing dairy products produced locally and without unnecessary chemicals and hormones.
- Numerous sites are offering a "Fair Trade" coffee in their retail areas.
- 13 facilities are moving to eliminate Styrofoam and plastic ware by implementing potato based.
- Three facilities are creating on site gardens to grow their own organic food
- Two are implementing on site composting programs.
- All sites are working to reduce the amount of bottled water being purchased and used in their facilities

On the road to “green” Hospital Success Stories

West Jefferson Medical Center
Louisiana

In 2004, WJMC signed a \$2.5 million performance contract with Johnson Controls. Performance contracts use guaranteed benefits from energy and operational savings to fund improvements.



Johnson Controls has helped the hospital reduce operating costs, improve comfort conditions for patients and staff, enable facility personnel to be more efficient, and significantly reduce energy consumption.

This contract is designed to provide the hospital with annual savings of \$315, 000 during the 10-year term. In mid-2007, WJMC became the first hospital in Louisiana to earn an ENERGY STAR® from the U.S. EPA.

On the road to “green” Hospital Success Stories

Lexington Medical Center
South Carolina

Purchasing recycled paper is beneficial to the environment, yet many healthcare organizations hesitate using it because it is slightly more expensive (typically 6 percent to 8 percent) than virgin, or non-recycled paper.



With the help of Premier contracted supplier OfficeMax, Lexington Medical Center, found a way to purchase recycled paper while cutting costs. The hospital decided to switch to OfficeMax and Boise® ASPEN® 30 percent post consumer fiber paper, purchasing 87 tons of it from October 2007 through October 2008. At the same time, the hospital switched to Office Max branded remanufactured toner cartridges. Even after factoring in the slight additional cost for the paper, Lexington realized an overall savings of \$5,000.

Premier's Internal Corporate Initiative

Yes to Green

Internal
corporate-wide
initiative

Yes to Green

Corporate Operations Goal

“Green” and environmentally preferable considerations will guide the acquisition, use, maintenance, reuse, recycling and disposal of all products and services throughout Premier Corporate offices and business operations.

PREMIER YES TO GREEN PLEDGE



I pledge to replace 4 lightbulbs with compact fluorescent lightbulbs

I will eliminate 1800 pounds of carbon dioxide; Together, all of us at Premier will prevent 900 tons of carbon dioxide emissions a year.



I pledge to replace at least one car trip a month with walking, bicycling, or public transit

I will decrease carbon emissions by 1000 pounds; Together, all of us at Premier will decrease emissions by 500 tons per year.



I pledge to turn off the tap when brushing my teeth

I will save 4 gallons of water a day; Together, all of us at Premier will save 1.4 million gallons a year or enough water to fill 165 Olympic sized pools.



I pledge to plant or care for a tree by watering, mulching, and removing litter

I will help to capture 3.6 pounds of carbon dioxide per year from the atmosphere; Together, all of us at Premier will help capture more than 1.8 tons of carbon dioxide in a year.



I pledge to replace plastic shopping bags with reusable shopping bags

I will eliminate 208 plastic bags per year; Together, all of us at Premier will eliminate 208 thousand bags and save about 1.5 tons of waste going to the landfill.

Premier's Yes to Green Team

