PriceGuide

Maximizing your PriceGuide Membership

Welcome to **PriceGuide**, ECRI Institute's comprehensive medical-surgical supply and implant procurement advisory service. With evidence-based comparative evaluations, price benchmarking data, and market analytics, PriceGuide can help to drive supply chain savings on your consumables and physician preference items. You are now in the company of thousands of facilities and health systems that are seeing savings opportunities within the 2-14% range and that utilize PriceGuide as an extension of their supply chain process.

Our spend analytic solutions have helped members like The University of Vermont Medical Center save **over $1.5 million** on their annual supply costs and $177,000 within 15 minutes of their initial training. Franciscan Alliance gained powerful leverage at the negotiating table resulting in a nearly 10% savings in its annual implant spend— **close to $1.2 million dollars saved.** Similar testimonials are available for hospitals of every size, region, and group purchasing organization within the United States.

The key to unlocking your savings opportunities is to submit your facility's existing and proposed spend to PriceGuide. We will identify the savings opportunities for you and present them in a format that helps you engage your clinicians in reducing your bottom line.

PriceGuide will also provide you with the clinical guidance you need when selecting products. You can review clinical product comparisons created for other PriceGuide members as well as request your own to help support your value analysis process.

PriceGuide is designed to be either a self-serve product for members that wish to analyze their savings and product options independently, or members can partner with the PriceGuide team and defer all of your analytics to us.

The PriceGuide team looks forward to working with you and helping to meet your organization's goals for cost, quality, and outcomes.

If you need assistance at any point during your membership, please feel free to reach out to me directly or contact priceguide@ecri.org.

Thank you,



Tim Browne
Director, PriceGuide Service
ECRI Institute

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PriceGuide 5.0 Database

Benchmark current and proposed spend…

What is the PriceGuide 5.0 Database?

- The **PriceGuide 5.0 Database** is a compilation of pricing information submitted by member hospitals and health systems. The information in the database details actual prices paid for non-capital items such as medical/surgical supplies, implantable products, office and industrial supplies, and more. The scope of data collected is continually expanding. Members may use this database to identify potential savings for current and proposed purchases. Member names are held in strict confidence and not referenced in the database.

How does the PriceGuide 5.0 Database work?

- Members voluntarily submit copies of their PO history files to ECRI Institute on a monthly basis. All incoming data is normalized and scanned for inconsistency. Once validated, each member's most recent price reported is used to calculate the national low, 25th percentile, median, 75th percentile, and high benchmarks.
- ECRI Institute's PriceGuide pricing is based on data with purchase dates within the last thirteen (13) month time period.
    - The "**low price**" is the lowest price that has been submitted for an item.
    - The "**25th percentile price**" represents the mid-point between the "low price" and "median price."
    - The "**median price**" represents the mid-point of all of the prices submitted for an item.
    - The "**75th percentile price**" represents the mid-point between the "median price" and "high price."
    - The "**high price**" is the highest price that has been submitted.
- Usage figures and rebates are not taken into consideration in the calculation of the PriceGuide prices.
- The PriceGuide 5.0 Database displays a rolling 13 months of information. As we transition into each new month, the oldest month of data is automatically archived for every member. For this reason, monthly data submissions are highly encouraged to maintain a complete data set. It might be helpful to assign a staff member at your organization to oversee this process. See the section on Purchase Order History Submissions for more detail.
- The PriceGuide 5.0 Database consists of three tabs for easy navigation: My Supplies, National Supplies and Resources.

What are the system requirements for the PriceGuide 5.0 Database?

To ensure optimal functionality with the PriceGuide web application, ECRI Institute recommends the following:

- Operating System: Windows 10, Windows 8
- Intel® Pentium® III 450MHz or faster processor (or equivalent)
- 128MB of RAM
- Internet Explorer 10
    - Internet Explorer versions prior to 9 are not recommended
    - The PriceGuide web application may be used with Firefox and Chrome. However, these are not recommended.

What value does the PriceGuide 5.0 Database offer?

- The PriceGuide 5.0 Database is the industry's largest pricing database of its kind, representing all GPOs, facility types, and regions.
- The database offers complete price transparency with the ability to view all prices submitted for an item and the opportunity to customize benchmarks.
- The PriceGuide 5.0 Database can identify your top opportunities for cost savings by vendor, manufacturer, product category, cost center, and item, as well as by facility for healthcare systems.
- The PriceGuide 5.0 Database offers a national perspective for all vendors, manufacturers, categories, and items to assist in benchmarking proposed prices.

My Supplies

Powerful data to help you mine your savings opportunities…

Members will land on the PriceGuide **My Supplies** tab each time they access the PriceGuide 5.0 Database.

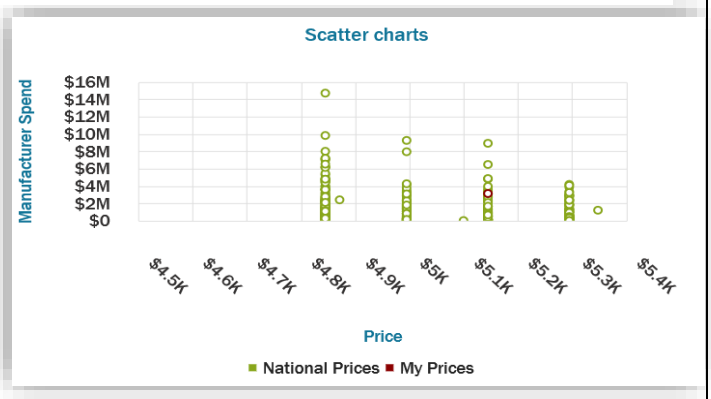
If your facility has not submitted a PO history data file, you will see a message to that effect. Member specific reports will not be available. See the section on Purchase Order History Submissions for more detail.

In the top portion of the My Supplies tab, members have visibility into the following:

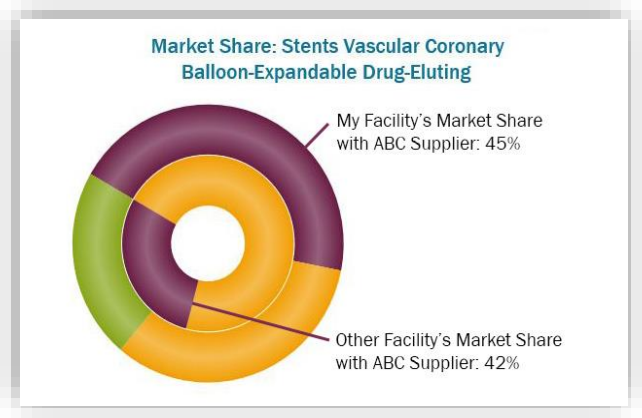
- Overall total spend benchmarked
- Overall potential savings low and median
- Item spend as compared to the PriceGuide national low and median in a pie chart format
- PriceGuide Score
    - The PriceGuide score is a numeric scale ranging from 0 - 100, ranking a member's pricing in comparison to other members' prices. A score of 0 indicates you have the lowest pricing of all members and a score of 100 indicates you have the highest pricing of all members.
- Top 10 opportunities chart
    - Can be customized to view top 10 vendors, manufacturers, categories, items, cost centers, as well as facilities for healthcare systems
    - Can be customized to view your top opportunities by spend, savings at the low, savings at the 25th percentile, savings at the median, and savings at the 75th percentile
- Trend chart
    - Can be customized to view spend and savings across a one year, two year, or three year time period
- Scatter chart
    - At the item level, depicts member price points as compared to their annual manufacturer spend







- Market Share Chart
    - When searching any category in the PriceGuide Database, you can click on any item in the Item Grid to populate your facility's market share for that specific category.
    - Compare your facility's market share to another member's market share for a specific category by selecting any price point in the Item Details section of the Item Grid. This populates the inner circle of the donut chart.



In the bottom portion of the My Supplies tab, members have visibility into the following:

- Line item detail that corresponds to the charts and graphs in the top portion of the My Supplies tab
- Your facility's prices paid, total spend, and projected savings at the low, 25th percentile, median, and 75th percentile
- Option to view additional columns in the data grid using the "Select Columns" drop-down
- Ability to summarize your data using the "Grouping By" drop-down

Grouping by: None Select Columns: Add/Remove

Manufacturer	Manufacturer Catalog Number	Description	U	Total Usage	Last Price Paid	Last Purchase	Total Spend	Potential Savings Low	Potential Savings 25th Percentile
Medtronic Card...	A2DR01	Advisa MRI SureScan	EA	67	$4,865.00	10/2015	$325,22...	$104,855.00	$31,155.00
Medtronic Card...	ADDRL1	Adapta DR (longevity)	EA	93	$3,500.00	10/2015	$324,97...	$78,120.00	$9,300.00
Medtronic Card...	DTBA1D1	Viva XT CRT-D DF-1	EA	18	$18,330.00	10/2015	$329,02...	$63,270.00	$7,776.00
Medtronic Card...	DDBB1D4	Evera XT DR DF-4	EA	20	$14,500.00	10/2015	$290,00...	$62,940.00	$16,000.00
Medtronic Card...	DTBA1QQ	ICD BIV VIVA QUAD XT	EA	15	$18,330.00	10/2015	$274,95...	$52,725.00	$1,950.00
Medtronic Card...	DDBB1D1	Evera XT DR DF-1	EA	13	$14,500.00	10/2015	$188,50...	$40,911.00	$10,400.00
Medtronic Card...	DTBA1D4	Viva XT CRT-D DF-4	EA	11	$18,330.00	10/2015	$201,63...	$38,665.00	$4,752.00

- Item details behind any item that includes:
    - Region
    - Bed Size
    - Usage
    - Price Paid
    - Annual Manufacturer Spend
    - Health system versus stand-alone hospital

Manufacturer	Manufacturer Catalog Number	Description	U	Total Usage	Last Price Paid	Last Purchased	Total Spend	Potential Savings Low	Potential Savings Median
Medtronic Card Rhyth...	A2DR01	IPG A2DR01 ADVISA DR...	EA	74	$4,865.00	10/2015	$359,280.25	$114,330.00	$5,449

Vendor	Member ID	Region	Bed Size	Usage	UOM	Price Paid	Purchase Date	Manufacturer Spend	My Data
Medtronic Card R...	791	MW	2001-10000	18	EA	$3,320.00	01/2016	$2,113,931.66	
Medtronic Card R...	796	MW	2001-10000	32	EA	$3,320.00	01/2016	$1,503,656.00	
Medtronic Card R...	1231	MW	2001-10000	5	EA	$3,320.00	01/2016	$87,415.00	

1 2 3 4 5 ... 10 1 - 10 of 429

Two New Columns in Item Details

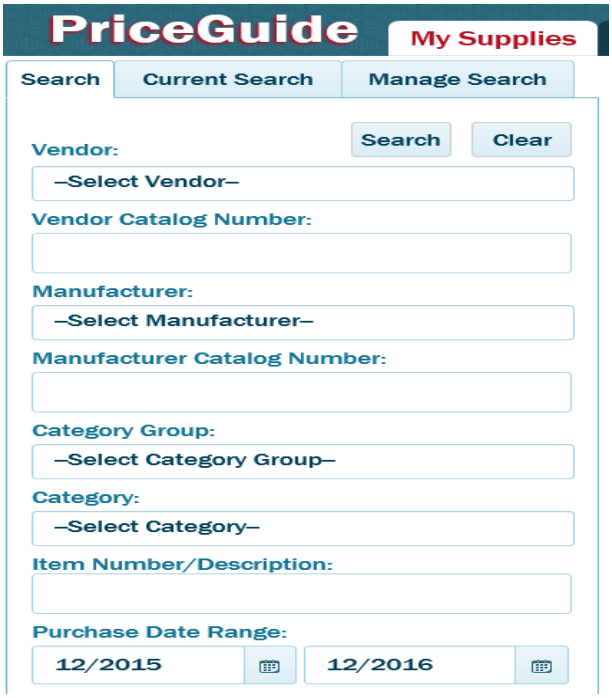
- Manufacturers Per Category
  - Shows the number of manufacturers a facility is purchasing from.
  - Easily tell if a facility has a sole source or dual source contract for that category
  - Manufacturer market share is now available on demand, without having to reach out to PriceGuide for this detail
- Item Match Percentage
  - Percentage of items that a specified facility is purchasing within the chosen product category.
  - Below example: the Item Match Percentage indicates 50%. This means that if Plymouth Hospital is purchasing 100 items in the pacemaker category, this highlighted facility is purchasing 50% of the same items.

Price Points | Functional Equivalents

Vendor	Member ID	Region	Bed Size	Usage	Price Paid	Purchase Date	Manufacturer Spend	Manufacturers p/ Category	My Suppli	Health System	Item Match Percentage
Medtronic Card Rhyth...	301	S	2001-10000	42	$3,500.00	10/2017	$1,347,353.30	3		✓	33.33 %
Medtronic Card Rhyth...	2512	S	2001-10000	39	$3,500.00	10/2017	$1,251,489.35	3		✓	25.00 %
Medtronic Card Rhyth...	535	S	2001-10000	114	$3,500.00	10/2017	$7,982,740.03	3		✓	22.22 %
Medtronic Card Rhyth...	3076	MW	1001-2000	16	$3,636.78	09/2017	$1,526,742.56	3		✓	27.27 %
Medtronic Card Rhyth...	5821	S	2001-10000	79	$3,700.00	09/2017	$3,294,719.00	3		✓	46.15 %
Medtronic Card Rhyth...	2130	NE	401-600	4	$3,720.00	12/2016	$364,690.00	3			60.00 %
Medtronic Card Rhyth...	2797	S	2001-10000	227	$3,740.88	10/2017	$10,530,021.87	3		✓	50.00 %
Medtronic Card Rhyth...	9581	S	2001-10000	144	$3,781.20	10/2017	$5,157,315.85	3		✓	46.15 %

The Search Panel on the left hand side offers members the ability to perform searches by:

- Vendor
- Vendor Catalog Number
- Manufacturer
- Manufacturer Catalog Number
- Category Group
- Category
- Item Number/Item Description



In the My Supplies tab of the PriceGuide 5.0 Database, members find value in:

- Online reports that compare your facility's data to identify the top opportunities for savings by facility, supplier, manufacturer, category, department and item within your hospital or health system.
- Complete price transparency with the ability to view all price points submitted for an item within the past 13 months, as well as key intelligence for your negotiations
- The ability to customize data through interactive charts and graphs
- The ability to filter and customize benchmarks by region, bed size, date range, and annual spend.
- The option of working directly in the database or exporting to Excel.
- A "Save" feature that allows members to save frequently run reports

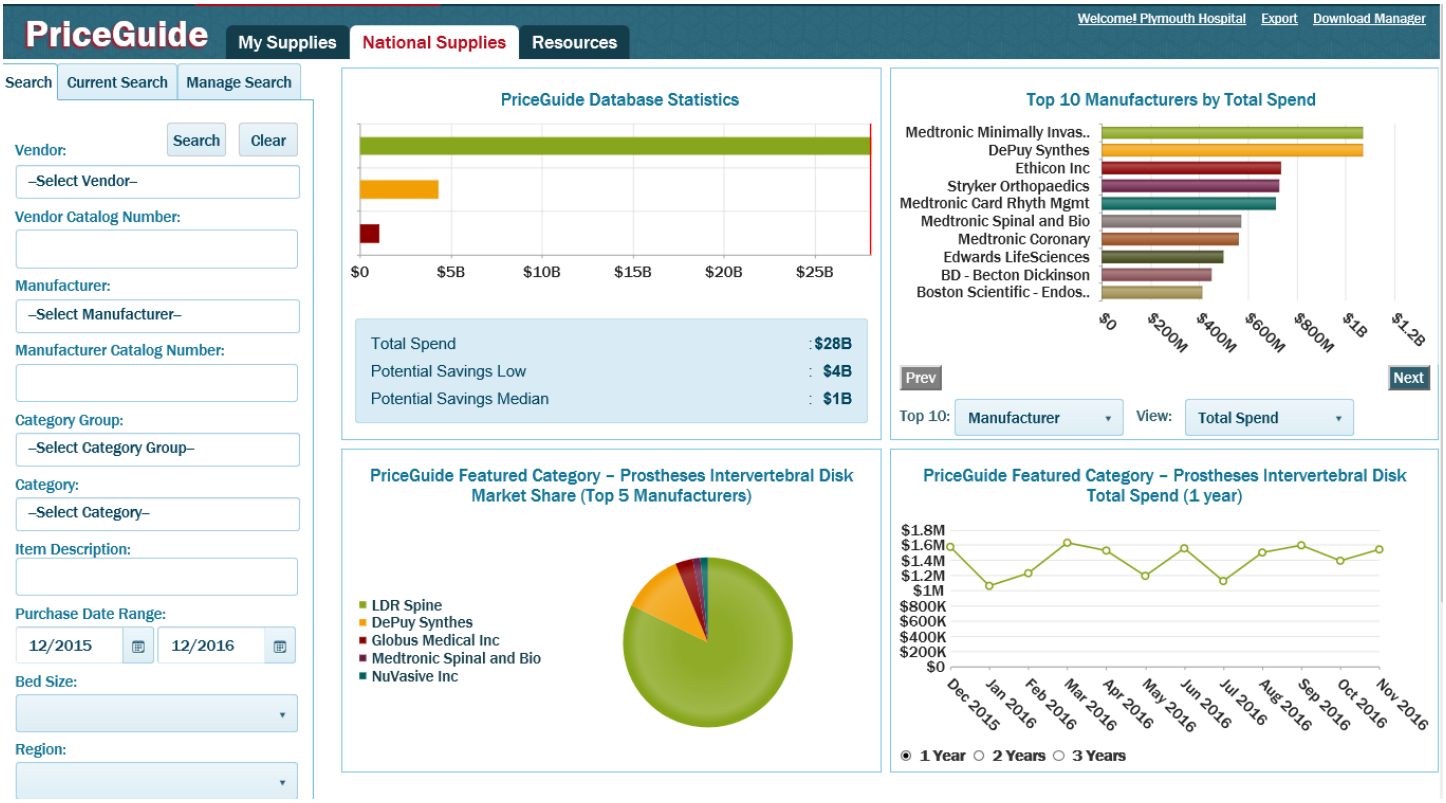
National Supplies Tab

Support potential purchasing decisions…

The National Supplies tab of the PriceGuide 5.0 Database is available to all PriceGuide members, regardless of whether or not your facility has PO history data loaded. This tab displays all items within the database and may be used to benchmark new products, supporting potential purchasing decisions.

In the top portion of the National Supplies tab, members have the ability to:

- Review current PriceGuide 5.0 database stats
- Drill into the top manufacturers, categories, vendors, and items based on total member spend or most recently searched
- Obtain insight on PriceGuide's featured category, including market share and trend data



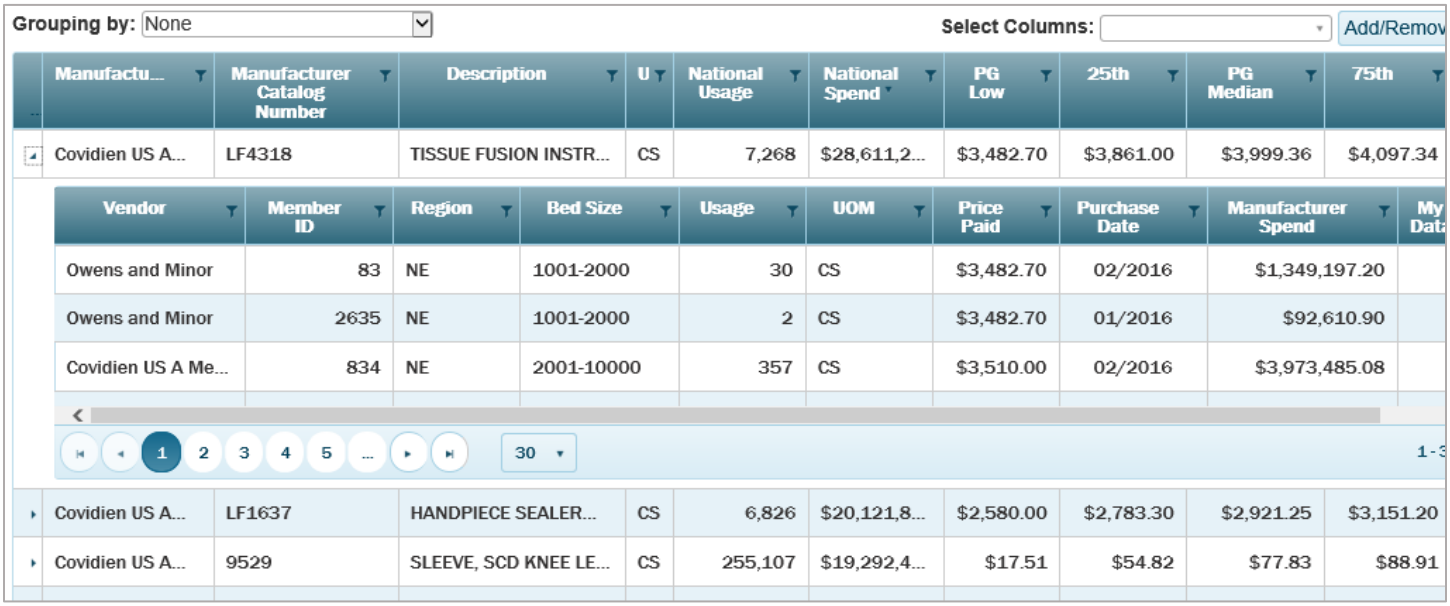
The Search Panel on the left-hand side offers members the ability to perform searches by:

- Vendor
- Vendor Catalog Number
- Manufacturer
- Manufacturer Catalog Number
- Category Group
- Category
- Item Description
-

In the bottom portion of the National Supplies tab, members have visibility into the following:

- Line item detail for your selected search criteria, which directly corresponds to the charts and graphs in the top portion of the National Supplies tab
- Manufacturer name, manufacturer catalog number, item description, unit of measure (UOM), national usage, national spend, category name, number of members submitting, as well as the PriceGuide low, 25th percentile, median, 75th percentile, and high prices

- Option to view additional columns in the data grid using the “Select Columns” drop-down
- Ability to summarize your data using the “Grouping By” drop-down



- Access to Item Details behind any item displayed in the PriceGuide 5.0 Database

In the National Supplies tab of the PriceGuide 5.0 Database, members find value in:

- The ability to search across manufacturer, supplier, category, or item to identify national price benchmarks.
- Complete price transparency with the ability to view all price points submitted for an item within the past 13 months, as well as key intelligence for your negotiations
- The ability to customize data through interactive charts and graphs
- Market share and trend data to support your purchasing decisions
- The ability to filter and customize your benchmarks by region, bed size, date range, and annual spend.
- The option of working directly in the database or exporting to Excel.
- A “Save” feature that allows members to save frequently run reports.

Resources Tab

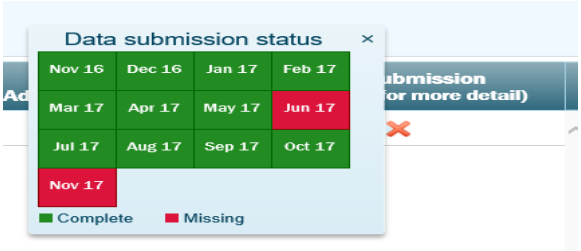
View Standardization Tools and Purchase Order History File Updates…

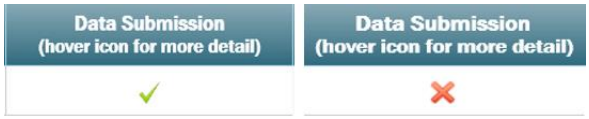
If your facility has submitted a Purchase Order history data file, you will have access to our Resources tab. This is where a member can navigate to view an overview of their facility hierarchy, receive updates on their Purchase History File, view spend submitted vs. benchmarked and access to a report center.



In the Resources Tab, members have visibility into the following:

- Standard Reports
  - Data Standardization Report
    - This report offers a side-by-side view of member submitted data along with PriceGuide Standardized Data where available. The report will default to include purchase history from the current 13-month time period. Purchase Order Number and Purchase Order Line Number are not included in the version offered through the web application. If needed, a version with these fields may be generated upon request.
  - Price Parity Report
    - Generate this on-demand report, which identifies situations where disparate prices have been reported for the same item across your hospital or health system.
    - See page 16 for more information on this report.
- Organizational Information
  - If the member is part of a health system, other health system facilities will display here.
  - View total spend submitted vs benchmarked
    - Total Spend is the total dollar amount of spend reported to ECRI in the member's Purchase Order History files. It includes all items. It is calculated by multiplying the quantity * price paid for every line item.
    - Total Spend Benchmarked is the total dollar amount of spend reported to ECRI in the member's Purchase Order History files. It includes all items that have been standardized and marked for inclusion in the PriceGuide database. It is calculated by multiplying the quantity * price paid for every line item.
    - Excluded items include such things as service charges, rental fees, capital equipment, incomplete line items or line items submitted without an actual price paid or quantity specified.
    - Please view the Data Standardization Report for a detailed overview of included verses excluded items.
  - Facility Purchase Order History Consistency Calendar
    - Hover over icon for each of your facility's data submission.
    - In the calendar view, any month in green is complete; any month in red is missing.





This means your last 13 months of data is currently downloaded in the PriceGuide Database

This means that PriceGuide is missing data for your facility within the last 13 months

- Updates on your Purchase History File
    - This area will list all data sets received from the member facility. This area includes the following:
        - The purchase date range of each file
        - The number of line items in each file
        - The total spend for each file
        - The status of each file (in progress, complete)
        - If data sets exceed 100,000 line items, we may break the information into multiple parts for loading purposes. This will result in multiple line items in this area
- Information on how to submit your facilities Purchase Order History Files
    - For more detail and instructions for submitting your Purchase Order History Files, please see page 24.

PriceGuide Spend Analysis

Identify savings by cost center or product category…

What is a Spend Analysis?

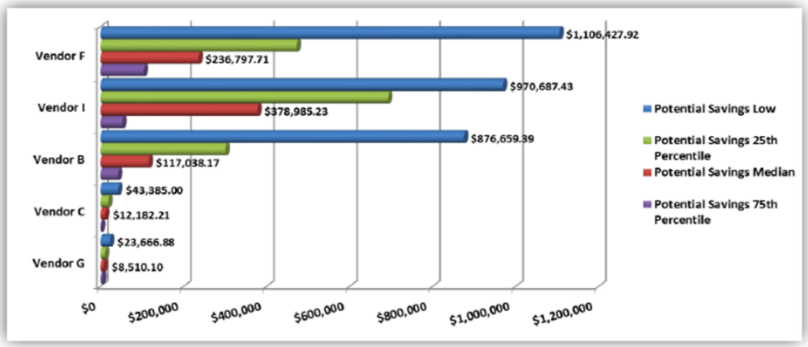
- A reporting tool that provides members with a more detailed analysis of their spend and savings opportunities within a specific cost center or product category. PriceGuide members may request an unlimited number of Spend Analyses during the course of their membership.

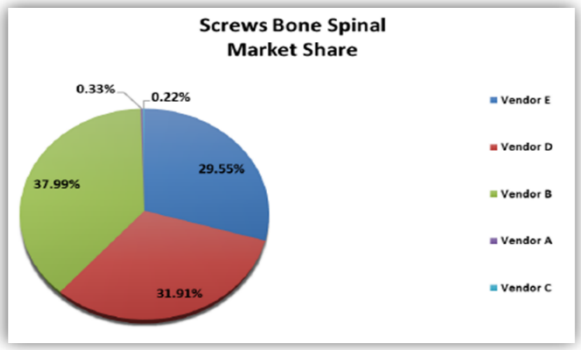
What is the value in requesting a Spend Analysis?

- Spend Analyses seamlessly aggregate potential savings and standardization opportunities within a product category and are presented in a platform that both clinicians and supply chain can collectively analyze.

What does a Spend Analysis include?

- A Spend Analysis includes summaries of your facility's or health system's spend and savings by vendor, category, and item.
- Reports are made available in both an Excel spreadsheet to analyze the line item detail, as well as a PowerPoint format for presentations and meetings.
- As part of the Spend Analysis, items will be categorized using ECRI Institute's own taxonomy, the Universal Medical Device Nomenclature System™ (UMDNS™).
- Informative charts and graphs depict top opportunities for savings and analyze your facility's market share for specific product categories to help direct standardization efforts:





- Individual products with the greatest savings potential are also highlighted, with graphical representations that show where your facility's price ranks among all other contributing PriceGuide members for that item:



When can I expect to receive my Spend Analysis?

- The turnaround time for a PriceGuide Spend Analysis is ten (10) business days.

What information do you need from me in order to complete a Spend Analysis?

- A copy of your facility's 12 month purchase order history that has been successfully uploaded to the PriceGuide 5.0 Database.
    - If you have not yet submitted data for inclusion in the PriceGuide 5.0 Database, please see the section on Purchase Order History Submissions for more detail.
- You will need to specify whether you want a Spend Analysis for a specific cost center or category (example: Operating Room, Trauma, Spinal Implants, Orthopedics, etc.) Please contact the PriceGuide team to discuss cost centers and categories that are most suitable for a Spend Analysis.

How do I request a Spend Analysis?

- ***My ECRI Dashboard*** – Immediately adds your request to our assignment queue!
    - Click the "Dashboard" Quick Link on the PriceGuide homepage.
    - Select "Submit a Request".
    - Select report type "PriceGuide Spend Analysis".
    - Complete the form.
    - Click submit.
- ***E-Mail***
    - Send your request to priceguide@ecri.org
    - Please remember to include your facility name and contact information should we have any questions regarding your request.

PriceGuide Quotation Analysis

Compare your proposed pricing and save money...

What is a Quotation Analysis?

- Compares your quotations for medical/surgical supplies and implants with prices paid by other hospitals and is available on an unlimited basis during the course of your PriceGuide membership.

What is the value in requesting a Quotation Analysis?

- Quotation Analyses reveal potential savings opportunities for new products and renewal proposals.

What does a Quotation Analysis include?

- Within each quotation analysis, ECRI Institute will benchmark your facility's proposed price against the PriceGuide national low, 25th percentile, median, 75th percentile, and high prices and calculate the potential savings you would incur if you were to negotiate to a lower price point.

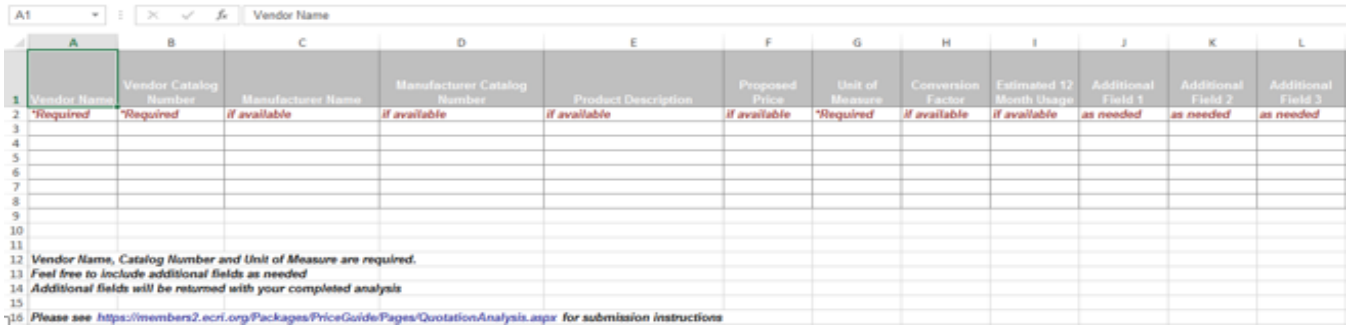
PriceGuide Vendor	PriceGuide Vendor Catalog Number	PriceGuide Manufacturer	PriceGuide Manufacturer Catalog Number	PriceGuide Description	PriceGuide UOM	Member Price Applied	Member Usage Applied	PriceGuide Low	Potential Savings Low	Percent Savings Low	PriceGuide 25th Percentile	Potential Savings 25th Percentile	Percent Savings 25th Percentile	PriceGuide Median	Potential Savings Median	Percent Savings Median	PriceGuide 75th Percentile	Potential Savings 75th Percentile
ABC Vendor	103536	ABC Vendor	103536	SCREW BONE CANCELLOUS	EA	$50.00	1	$50.00	$0.00	0.00%	$65.00	$0.00	0.00%	$76.00	$0.00	0.00%	$128.00	$0.00
ABC Vendor	103537	ABC Vendor	103537	SCREW BONE SELF-TAPPING	EA	$50.00	1	$75.00	$0.00	0.00%	$116.05	$0.00	0.00%	$128.00	$0.00	0.00%	$130.00	$0.00
ABC Vendor	103538	ABC Vendor	103538	SCREW BONE LOW-PROFILE	EA	$50.00	1	$50.00	$0.00	0.00%	$65.00	$0.00	0.00%	$76.00	$0.00	0.00%	$128.00	$0.00
ABC Vendor	103539	ABC Vendor	103539	SCREW BONE LOW-PROFILE	EA	$50.00	1	$50.00	$0.00	0.00%	$50.00	$0.00	0.00%	$76.00	$0.00	0.00%	$150.00	$0.00
ABC Vendor	106050	ABC Vendor	106050	HIP PRIMARY/REVISION CEME	EA	$900.00	1	$990.00	$0.00	0.00%	$990.00	$0.00	0.00%	$1,500.00	$0.00	0.00%	$1,771.00	$0.00
ABC Vendor	106052	ABC Vendor	106052	HIP PRIMARY/REVISION CEME	EA	$900.00	1	$795.00	$105.00	11.67%	$795.00	$105.00	11.67%	$990.00	$0.00	0.00%	$1,200.00	$0.00
ABC Vendor	106054	ABC Vendor	106054	HIP PRIMARY/REVISION CEME	EA	$900.00	1	$795.00	$105.00	11.67%	$795.00	$105.00	11.67%	$800.00	$100.00	11.11%	$990.00	$0.00
ABC Vendor	106056	ABC Vendor	106056	HIP PRIMARY/REVISION CEME	EA	$900.00	1	$795.00	$105.00	11.67%	$990.00	$0.00	0.00%	$990.00	$0.00	0.00%	$1,500.00	$0.00
ABC Vendor	106058	ABC Vendor	106058	HIP PRIMARY/REVISION CEME	EA	$900.00	1	$800.00	$100.00	11.11%	$800.00	$100.00	11.11%	$800.00	$100.00	11.11%	$1,200.00	$0.00
ABC Vendor	106060	ABC Vendor	106060	HIP PRIMARY/REVISION CEME	EA	$900.00	1	$800.00	$100.00	11.11%	$800.00	$100.00	11.11%	$800.00	$100.00	11.11%	$1,853.00	$0.00
ABC Vendor	106062	ABC Vendor	106062	HIP PRIMARY/REVISION CEME	EA	$900.00	1	$1,600.00	$0.00	0.00%	$1,600.00	$0.00	0.00%	$1,600.00	$0.00	0.00%	$2,579.00	$0.00

When can I expect to receive my Quotation Analysis?

- The turnaround time for a Quotation Analysis is 24 - 48 hours.
    - Excel is our preferred file format for Quotation Analysis requests and allows for optimal turn-around times.
    - Requests submitted in .PDF, .doc, or as e-mail text may require additional processing time.

What information do you need from me in order to complete a Quotation Analysis?

- Vendor Name, Vendor Catalog Number, and Unit of Measure are required.
    - Feel free to include additional fields as needed.
- A user-friendly Quotation Analysis Excel template is available on the PriceGuide website.



How do I request a Quotation Analysis?

- ***My ECRI Dashboard*** – Immediately adds your request to our assignment queue!
    - Click the "Dashboard" Quick Link on the PriceGuide homepage.
    - Select "Submit a Request".
    - Select report type "Proposal Analysis (Supplies)".
    - Complete the form.
    - Click submit.
- ***E-Mail***
    - Send your request to priceguide@ecri.org
    - Please remember to include your facility name and contact information should we have any questions regarding your request.

PriceGuide Price Parity Analysis

Highlights different prices paid for the same product…

What is a Price Parity Analysis?

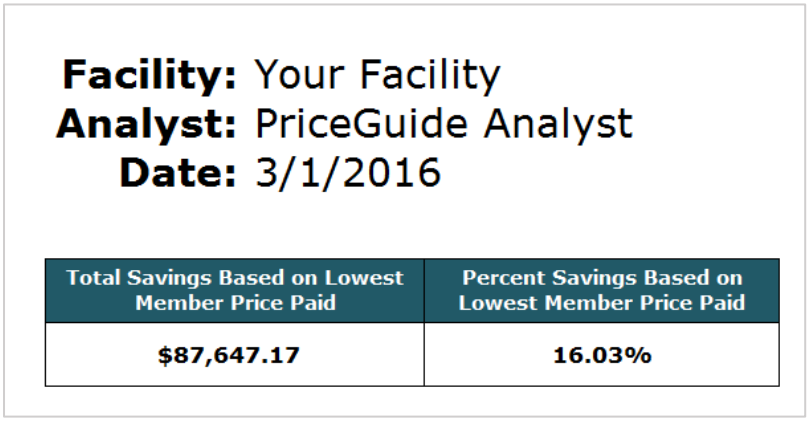
- Identifies situations where different prices have been reported by your organization for the same manufacturer, catalog number, and unit of measure combination. The Price Parity Analysis is available on an unlimited basis during the course of your PriceGuide membership.

What is the value in requesting a Price Parity Analysis?

- Price Parity Analyses pinpoint price disparity that may be suspect, which could ultimately bring forth additional savings opportunities without having to renegotiate price.

What does a Price Parity Analysis include?

- If a hospital or health system has paid multiple prices for the same product, we will identify the lowest reported price and calculate the potential savings the member could incur if they were to purchase at their lowest reported price.



- The PriceGuide Low, 25th Percentile, Median, 75th Percentile, and High prices are also included in the Price Parity Analysis for your convenience.
- By default, Price Parity Analyses will cover the most recent 13 month time period for your hospital or health system.
- This report may be customized to a more specific time period or hospital selection if requested.

The following is a snippet of a Price Parity Analysis that identifies instances where two facilities within a health system have paid two different prices for the same product:

Facility Name	Standardized Vendor Name - Long	Standardized Vendor Catalog	Standardized Item Description - Long	Total Qty	Standardized UOM	Member Price Paid	Total Spend	Last Purchase Date	Lowest Member Price Paid	Savings on Lowest Member Price Pa	Percent Savings on Lowest Member Price Paid
Plymouth Health System - Hospital A	Abbott Vascular	1009661	GUIDE WIRE STRAIGHT HIGH-TC	10	EA	$76.00	$760.00	3/29/2016	$76.00	$0.00	0.00%
Plymouth Health System - Hospital B	Abbott Vascular	1009661	GUIDE WIRE STRAIGHT HIGH-TC	41	EA	$85.00	$3,485.00	6/9/2016	$76.00	$369.00	10.59%
Plymouth Health System - Hospital B	Acumed Inc	800318	BIT DRILL	1	EA	$127.00	$127.00	8/12/2015	$127.00	$0.00	0.00%
Plymouth Health System - Hospital A	Acumed Inc	800318	BIT DRILL	12	EA	$133.00	$1,596.00	6/8/2016	$127.00	$72.00	4.52%
Plymouth Health System - Hospital B	Acumed Inc	WS1406ST	WIRE BONE KIRSCHNER	4	EA	$15.00	$60.00	8/12/2015	$15.00	$0.00	0.00%
Plymouth Health System - Hospital A	Acumed Inc	WS1406ST	WIRE BONE KIRSCHNER	29	EA	$17.00	$493.00	6/8/2016	$15.00	$58.00	11.77%
Plymouth Health System - Hospital A	Applied Med Resource	CTR71	OPTICAL SEPERATOR	31	BX	$162.00	$5,022.00	6/27/2016	$162.00	$0.00	0.00%
Plymouth Health System - Hospital B	Applied Med Resource	CTR71	OPTICAL SEPERATOR	1	BX	$174.00	$174.00	10/20/2015	$162.00	$12.00	6.90%
Plymouth Health System - Hospital A	Bard Periph Vasc	5683270	HEMOSPLIT CATH 27CM	5	EA	$272.60	$1,363.00	11/25/2015	$272.60	$0.00	0.00%
Plymouth Health System - Hospital B	Bard Periph Vasc	5683270	HEMOSPLIT CATH 27CM	5	EA	$297.60	$1,488.00	6/27/2016	$272.60	$125.00	8.41%

When can I expect to receive my Price Parity Analysis?

- The turnaround time for a Price Parity Analysis is 24 - 48 hours.

What information do you need from me in order to complete a Price Parity Analysis?

- A copy of your facility's 12 month purchase order history that has been successfully uploaded to the PriceGuide 5.0 Database
    - If you have not yet submitted data for inclusion in the PriceGuide 5.0 Database, please see the section on Purchase Order History Submissions for more detail.
- Please note that members can also generate their own Price Parity Analysis on demand via the Resources tab. Please see the picture below and page 10 for more information.



How do I request a Price Parity Analysis?

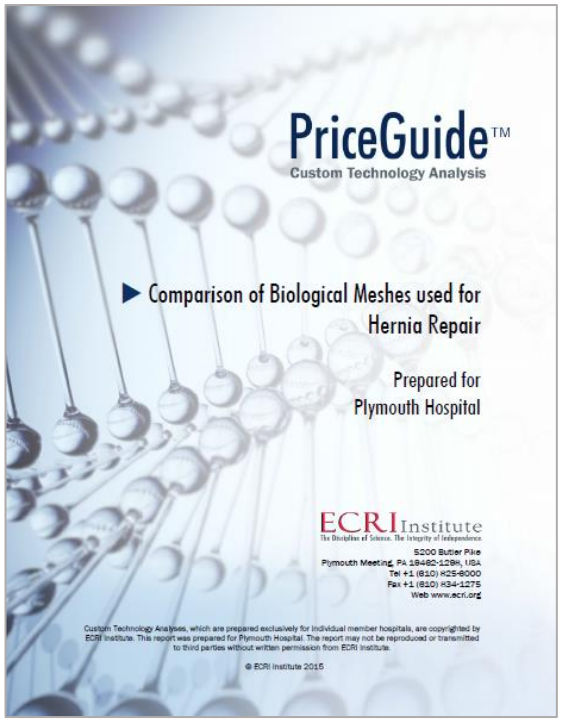
- ***My ECRI Dashboard*** – Immediately adds your request to our assignment queue!
    - Click the "Dashboard" Quick Link on the PriceGuide homepage.
    - Select "Submit a Request".
    - Select report type "PriceGuide Price Parity".
    - Complete the form.
    - Click submit.
- ***E-Mail***
    - Send your request to priceguide@ecri.org
    - Please remember to include your facility name and contact information should we have any questions regarding your request.

PriceGuide Custom Technology Analysis

Receive expert advice regarding comparative effectiveness…

What is a Custom Technology Analysis?

- Compares multiple products from assorted vendors and includes an independent, unbiased recommendation. If feasible, ECRI Institute's Health Devices Engineers will conduct laboratory testing to provide an evidence-based comparison and recommendation. If testing is not feasible, recommendations will be based on the results of an extensive literature review or a functional equivalence matrix. PriceGuide members may download copies of previously completed Custom Technology Analyses or they may request their own.



What is the value in requesting a Custom Technology Analysis?

- Custom Technology Analyses provide your facility's Value Analysis Team with unbiased, independent, evidence-based recommendations to support your procurement process.

What does a Custom Technology Analysis include?

- Each Custom Technology Analysis provides custom, side-by-side comparisons of medical/surgical supplies and implants, resulting in evidence-based recommendations from ECRI Institute on which to purchase. If feasible, ECRI Institute conducts controlled testing within its testing laboratories.

- As a PriceGuide member, you have access to the Custom Technology Analysis library, where we post results of previously completed projects.

When would I request a Custom Technology Analysis?

- When a new product has been presented to your Value Analysis Committee
- To assist in standardizing to fewer vendors within a product category
- If your facility is considering switching to a new product
- For evidence-based information to supplement your researching new technology
- For unbiased help in investigating claims from vendor reps
- For a side-by-side comparison of product specifications

When can I expect to receive my Custom Technology Analysis?

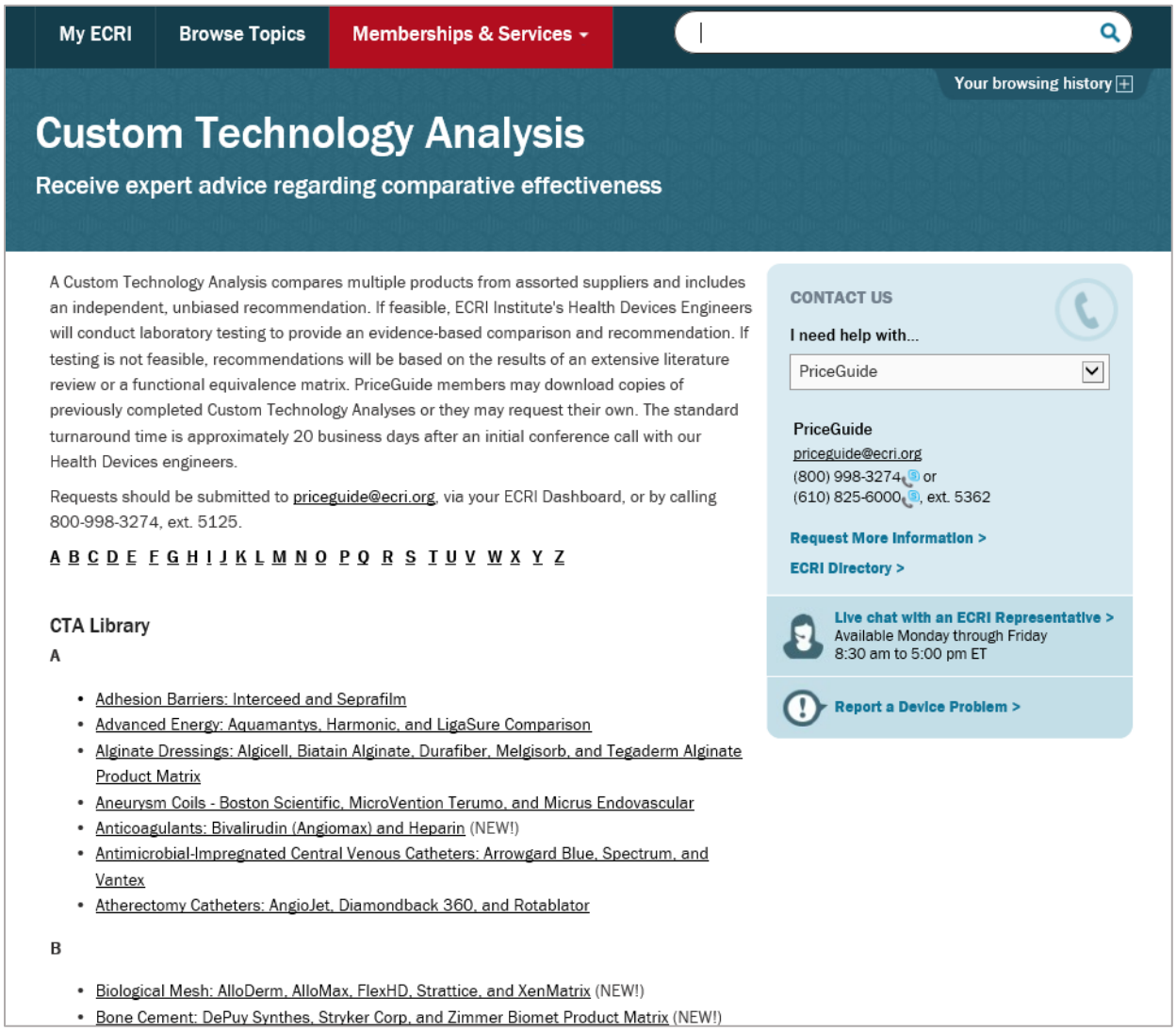
- Custom Technology Analyses are performed on demand with a typical turnaround time of 20 business days upon confirmation of the scope of the analysis.

What information does ECRI Institute need to complete the Custom Technology Analysis?

- Initial conference call to obtain background information on your request
- Manufacturer name and catalog numbers for existing and new product
- Up to three (3) product specifications you would like ECRI Institute to investigate

How do I request a Custom Technology Analysis?

- ***My ECRI Dashboard*** – Immediately adds your request to our assignment queue!
  - Click the "Dashboard" Quick Link on the PriceGuide homepage.
  - Select "Submit a Request".
  - Select report type "Custom Technology Analysis - Supplies".
  - Complete the form. Please be sure to specify the device, vendors, and/or models you are considering, if applicable.
  - Click submit.
- ***E-Mail***
  - Send your request to priceguide@ecri.org
  - Please remember to include your facility name and contact information should we have any questions regarding your request.



ECRI Dashboard

Request, Monitor, and Download Analyses and Custom Reports...

What is the ECRI Dashboard?

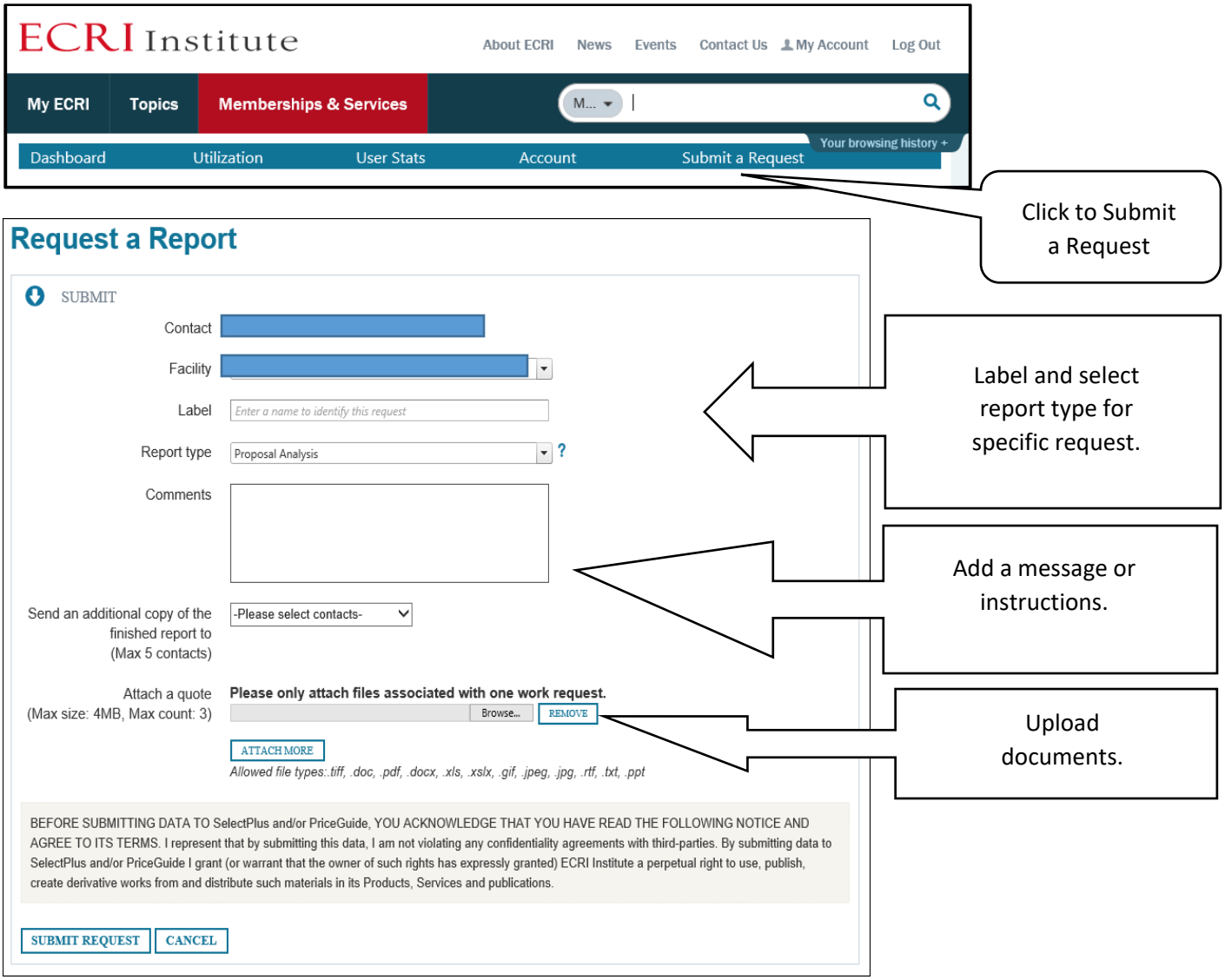
The ECRI Dashboard is a web enhancement designed to streamline the processes of requesting and retrieving your work orders, as well as reviewing your utilization. It allows requests for custom analyses directly through our website, and instant notification when your request was received. You may then monitor the status of your report online until it is completed, at which point you will receive an email alerting you that it is ready and available to be retrieved.

Web user accounts are required in order to request reports from the Dashboard.
If you don't have a username, please contact priceguide@ecri.org and we'll create one for you.

Request

Making requests with the Dashboard enables:

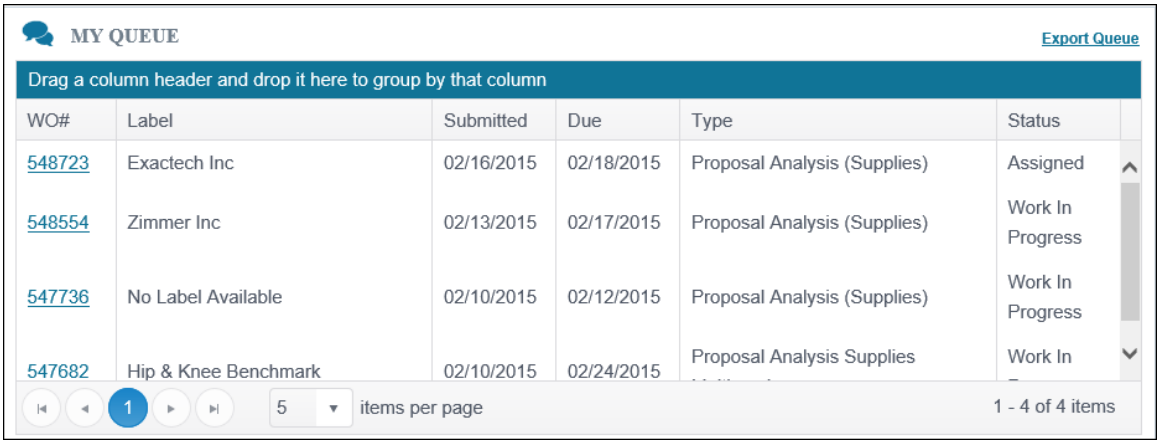
- Submission directly through the website
- Uploading multiple documents at once
- Instant notification that your request was received
- Labeling of your requests to simplify tracking
- Faster turnaround times and elimination of lost emails



Monitor

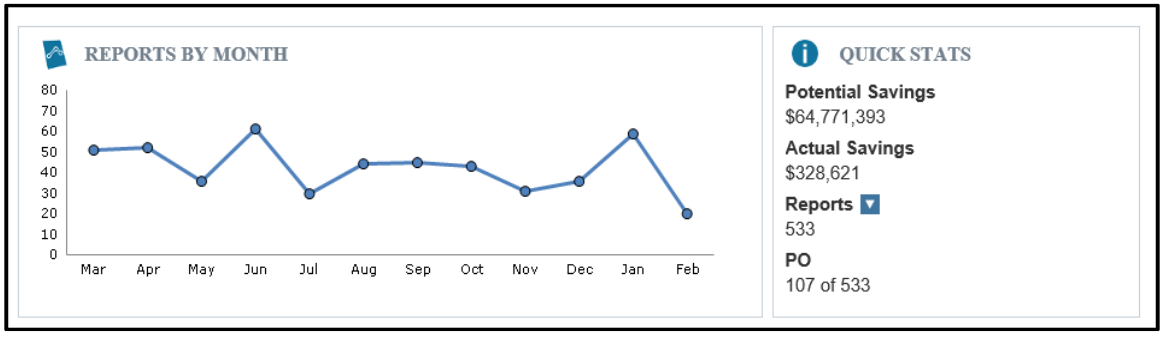
To help you monitor your account, the Dashboard provides a summary and record of your activity with PriceGuide. You are able to search your completed analyses and track potential savings per department. Utilization reports list your analyses requested by month and your potential savings by clinical category.

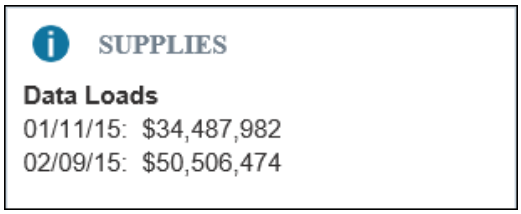
Pending reports awaiting completion will be displayed in My Queue.



Account Utilization Reports:

- Analyses Requested by Month – Quick Stats
- Data Load Savings
- Total Requests by Work Order Type
- Potential Savings by Clinical Category



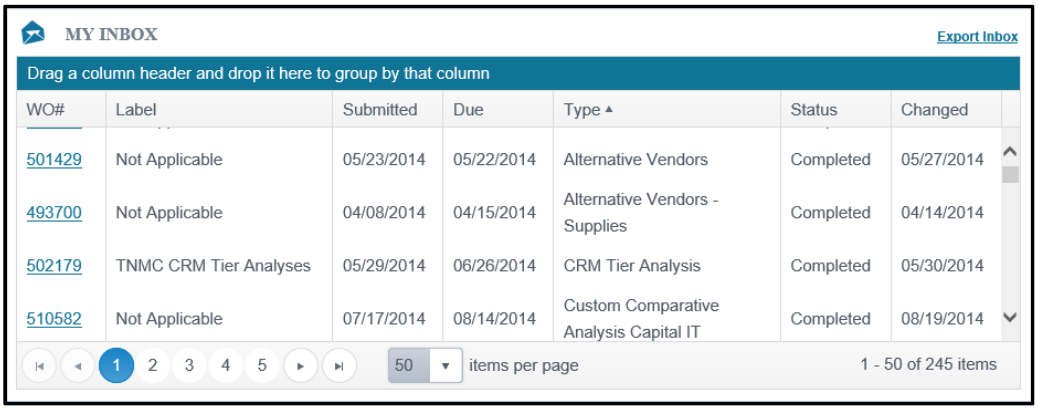




Download

When a report is completed, you will receive an email notification from the analyst that contains a link to the report inside the Dashboard. **Completed analyses will appear in My Inbox.**

Both the original request document (R) and report deliverable (D) are available from the Dashboard and may be downloaded.



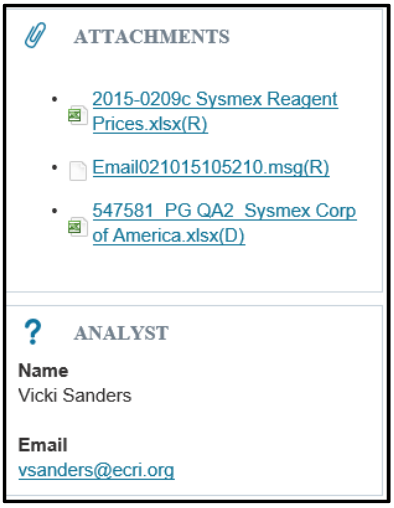
MY INBOX

Export Inbox

Drag a column header and drop it here to group by that column

WO#	Label	Submitted	Due	Type	Status	Changed
501429	Not Applicable	05/23/2014	05/22/2014	Alternative Vendors	Completed	05/27/2014
493700	Not Applicable	04/08/2014	04/15/2014	Alternative Vendors - Supplies	Completed	04/14/2014
502179	TNMC CRM Tier Analyses	05/29/2014	06/26/2014	CRM Tier Analysis	Completed	05/30/2014
510582	Not Applicable	07/17/2014	08/14/2014	Custom Comparative Analysis Capital IT	Completed	08/19/2014

1 2 3 4 5 50 items per page 1 - 50 of 245 items



ATTACHMENTS

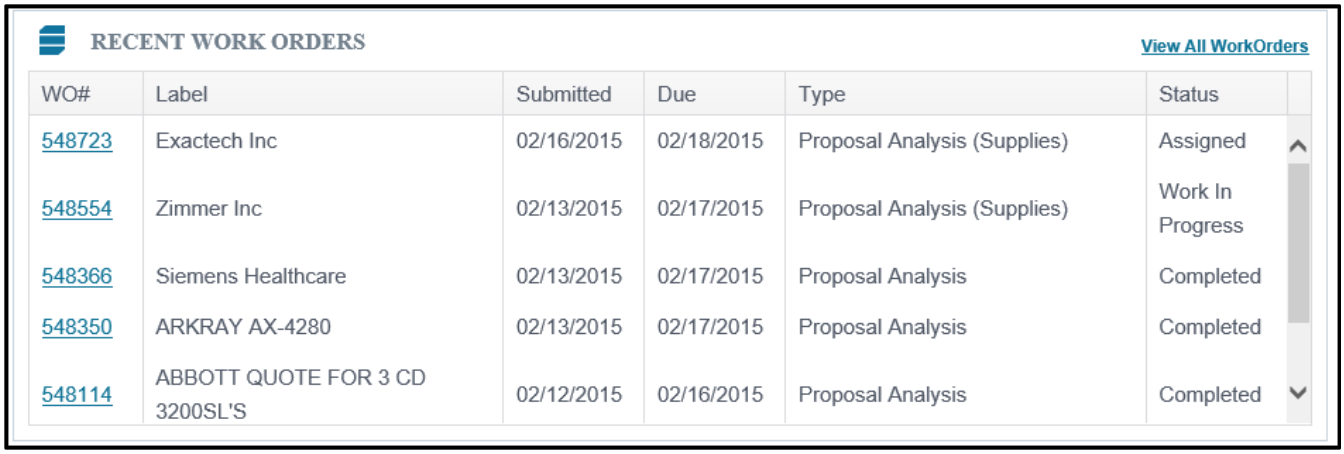
- 2015-0209c Sysmex Reagent Prices.xlsx(R)
- Email021015105210.msg(R)
- 547581_PG QA2_Sysmex Corp of America.xlsx(D)

ANALYST

Name
Vicki Sanders

Email
vsanders@ecri.org

All report history accessible online – just click “View All WorkOrders.”



RECENT WORK ORDERS

View All WorkOrders

WO#	Label	Submitted	Due	Type	Status
548723	Exactech Inc	02/16/2015	02/18/2015	Proposal Analysis (Supplies)	Assigned
548554	Zimmer Inc	02/13/2015	02/17/2015	Proposal Analysis (Supplies)	Work In Progress
548366	Siemens Healthcare	02/13/2015	02/17/2015	Proposal Analysis	Completed
548350	ARKRAY AX-4280	02/13/2015	02/17/2015	Proposal Analysis	Completed
548114	ABBOTT QUOTE FOR 3 CD 3200SL'S	02/12/2015	02/16/2015	Proposal Analysis	Completed

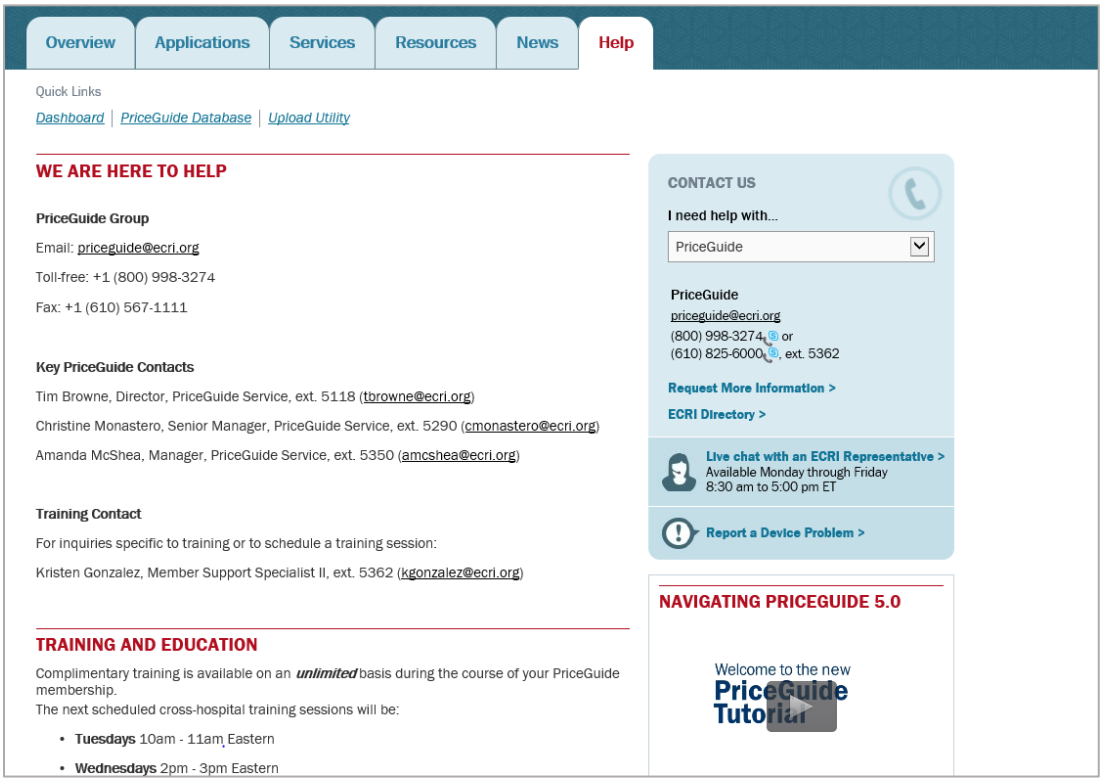
PriceGuide Customer Service

Unlimited support throughout the course of your membership…

Membership to PriceGuide includes unlimited customer service support to assist members with any and all types of specific needs. Feel free to contact PriceGuide with any inquiry and an ECRI Institute in-house expert will be assigned to assist with your facility's needs.

Personalized Assistance

- **Training is offered on an unlimited basis throughout the course of the membership**. Pre-scheduled, cross-hospital training webinars are available each week. Personalized webinars and on-site training are available upon request.
- The *Help* tab on the PriceGuide homepage offers links to key customer service contacts, troubleshooting/FAQs, and a video tutorial for navigating the PriceGuide 5.0 Database.
- The "Contact Us" area of the Help tab allows members to initiate a live chat with an ECRI Institute in-house staff member.



PriceGuide inquiries should be directed to:

Email: priceguide@ecri.org
Toll-free: +1 (800) 998-3274
Fax: 610-567-1111

Key Customer Service Representatives:

Tim Browne
Director, PriceGuide
Ext. 5118 (tbrowne@ecri.org)

Amanda McShea
Manager, PriceGuide Service
Ext. 5350 (amcshea@ecri.org)

Christine Monastero
Senior Manager, PriceGuide Service
Ext. 5290 (cmonastero@ecri.org)

Kristen Gonzalez
Member Support Specialist II, PriceGuide Service
Ext. 5362 (kgonzalez@ecri.org)

PriceGuide Data Specifications

How to submit data and why it is important…

As part of your PriceGuide membership you have the option of submitting purchase history files on a monthly basis for benchmark. Submission of data files is voluntary.

Once your data has been loaded, the My Supplies area of the PriceGuide web application will be populated. This area will allow users from your organization to run standard reports detailing potential areas for savings.

Ideally, the **initial** data submission should provide a detailed history of purchases that have occurred within the **last 12 months**. This ensures optimal benefit of trending options in PriceGuide. Files should list every instance of purchase and should not be summarized in any way. Should you opt to subscribe to PriceGuide, we will ask that you provide monthly updates of your purchases. Subsequent monthly files should also detail every instance of purchase, should not be summarized in any way and need only cover the previous month's activity. Purchase orders should be reconciled to invoices prior to data submission. Cancelled PO's should not be included.

Excel is our preferred file format. We will also accept .txt, .csv, or .zip formats. **Column headers must be included in your file.** **If submitting files in .csv format please use a text qualifier to ensure that commas that may exist in your vendor names or descriptions do not cause your data to import incorrectly into our system.*

Please include the following data fields in your file. These fields are required where specified. Fields do not need to appear in this order. Files should be labeled with your organization name, state abbreviation and date of submission (e.g. PlymouthHospitalPA 01-01-18). You may include additional fields if you wish. (Additional fields may not be available for reporting within the web appliacation.)

1. **Facility Name *(if submitting for multiple facilities)***
2. **Location *(shipping location)***
3. **Hospital Item Number *(Highly Recommended)***
4. **Vendor Name - REQUIRED**
5. **Vendor Catalog Number - REQUIRED**
6. **Manufacturer Name**
7. **Manufacturer Catalog Number**
8. **Description - REQUIRED**
9. **Unit of Measure (UOM) — REQUIRED**
10. **Quantity Purchased at UOM - must correspond with #9 - REQUIRED**
11. **UOM Conversion (Packaging String)**
12. **Price Paid Per UOM – must correspond with #9 and #10 - REQUIRED**
13. **Corresponding GPO Contract**
14. **Department *(Highly Recommended)***
15. **GL Code/GL Name**
16. **Date of Purchase – formatted as date MM/DD/YY or MM/DD/YYYY - REQUIRED**
17. **Buyer**
18. **Physician**
19. **Contract Number *(Highly Recommended)***
20. **Contract Start Date *(Highly Recommended)***
21. **Contract Expiration Date *(Highly Recommended)***
22. **PO Number**
23. **PO Line Number**
24. **Category – member defined product category**
25. **GTIN - Global Trade Identification Number**
26. **UNSPSC**

In our continued effort to ensure that your data is standardized appropriately, please provide us with answers to each of the following questions when your data set is submitted

- What is the name of the system from which your information was retrieved?
- Has any purchase data been proactively withheld due to sharing restrictions?
- Please name your facility's current GPO affiliations
- Do your distributor prices include a mark-up? Please indicate distributor name and corresponding percentage.
- Have rebates been factored in the prices listed in your data set?
- Do you differentiate reagent purchases that are tied to rental agreements? If yes, how are they identified?
- Have reprocessed items been included in this data set? If yes, how are they identified?
- Have Pharmacy items been included in this data set? If yes, has 340b pricing been clearly identified?
- Have Cochlear implants been included in this data set? If yes, does pricing reflect bundled purchases or is each component listed separately? If both, please provide specific instructions on how we may identify the differences. *
- Does the line item pricing for your Cardiac Rhythm Management products reflect systems (total cost for generator and leads) or are generators and leads listed separately? If both, please provide specific instructions on how we may identify the differences. *
- Does your orthopedic pricing reflect total joints or is each component listed separately? If both, please provide specific instructions on how we may identify the differences. *
- Do you differentiate orthopedics for total joints and revisions? If yes, please provide specific instructions on how we may identify the differences. *

**Please note that failure to provide complete instructions for Cardiac Rhythm Management and Orthopedic items may result in some data being marked as "incomplete" and therefore not included in your PriceGuide benchmark.*

Uploading Files to PriceGuide

PriceGuide supports several options for uploading files. Determining which option is best for you will depend on a number of factors. The following sections provide a detailed description of each option and a "how to" guide.

1. Upload to SFTP

This is the preferred option. Uploading to SFTP will allow you to automate the process if desired, as many tools are available that will allow you to automatically push a purchase history file through an SFTP interface.

Requirements: An SFTP client that is capable of connecting via a private key AND a username/password. Additionally, we recommend having a public, generic email address (rather than a user-specific account) to use to associate with this interface.

How to Use: Contact Kevin Pascucci at kpascucci@ecri.org to get the process started. Once set up, you will be given a private key/ passphrase, along with the address of our SFTP server, and our IT department will work with you to automate the process if desired. Manual upload via SFTP is also possible.

2. E-mail to PriceGuide

You can e-mail a file as an attachment to the PriceGuide support team.

Requirements: Any e-mail program.
Limitations: Only files up to 10Mbs can be sent.

How to Use: Send an e-mail to priceguide@ecri.org with your file as an attachment.

3. PriceGuide File Upload Web Form

When you access the ECRI Institute website, you have several options to navigate to our Upload Utility. The web form allows you to upload several data files, each up to a max size of 100Mbs.

Requirements: PriceGuide Membership with a valid ECRI account.

Limitations: No one file can be over 500Mbs.

Benefits: Provides a simple form to allow multiple files up to 500Mbs each to be submitted to PriceGuide.

How to Use:

1. Click on www.ecri.org
2. Enter your e-mail address and password to log in (the login area will be to the right)
3. From the My Content tab select "upload utility" from the "Submit to ECRI" drop down list.
   - You will be directed to the Resources Tab of the PriceGuide Web Application
4. Select "Submit Purchase History File"
5. Instructions are provided to guide you in your submission

You may also access the Web Form from the PriceGuide Overview tab

1. Once you are on the main ECRI homepage, go to the "**Memberships & Services**" tab along the top of the page and toggle down to "**Your Memberships**."
   - Click **PriceGuide** - This will take you to PriceGuide's Homepage.
   - You will be defaulted to PriceGuide's **Overview** tab, which encompasses all the highlights of the PriceGuide Service. There are quick links at the top of the page to the database, upload utility as well other membership service options.
2. Select "Upload Utility". You will be redirected to the Resources Tab of the PriceGuide Web Application.
3. Select "Submit Purchase History File"
4. Instructions are provided to guide you in your submission

If you have any questions regarding your PriceGuide data submission or need assistance retrieving the data from your materials management system, please do not hesitate to contact me. Thank you for your assistance.

Kevin Pascucci
Assistant Manager, PriceGuide Service

ECRI Institute Headquarters
5200 Butler Pike
Plymouth Meeting, PA 19462-1298, USA
Tel (610) 825-6000, ext. 5434
E-Mail kpascucci@ecri.org
Web www.ecri.org
Offices: United States Europe Asia Pacific Middle East

ECRI Institute
The Discipline of Science. The Integrity of Independence.

Notice: The data contained in ECRI Institute's PriceGuide™ database has been submitted by ECRI Institute's PriceGuide members on a voluntary basis. Members agree not to provide ECRI Institute with any data or information that is otherwise confidential in nature or that is protected under a confidentiality agreement with a third party. For selected items in the PriceGuide database, ECRI Institute standardizes vendor and manufacturer names, item descriptions and related codes from ECRI Institute's Universal Medical Device Nomenclature System™ (UMDNS). ECRI Institute makes no representations or warranties of any kind, including any implied warranty of merchantability of fitness, or representations regarding the accuracy or timeliness of the data or information, in the database, or any data derived therefrom, (including but not limited to data downloaded by the Member or data provided to Member by ECRI Institute).

ECRI Institute's PriceGuide pricing is based upon data with purchase dates within the last thirteen (13) month time period. The "low price" is the lowest price that has been submitted to ECRI Institute for an item, the "25th percentile price" represents the mid-point between the "low price" and "median price" submitted, the "median price" represents the mid-point of all of the prices submitted for an item, the "75th percentile price" represents the mid-point between the "median price" and "high price" and the "high price" is the highest price that has been submitted to ECRI Institute. Usage figures and rebates are not taken into consideration in the calculation of the PriceGuide prices.

The identities of organizations submitting data to Price Guide are not posted.

PriceGuide reports are confidential and are solely for internal, non-commercial purposes within the member organization. Reports shall not be distributed, published, broadcast or sold, in whole or in part, to any third parties, including but not limited to contractors/or consultants. In addition, member organizations shall not use any information contained herein, including ECRI Institute's name or the names of its products and services, for marketing, or promotional purposes without ECRI Institute's prior written approval.

PriceGuide

PriceGuide Quick Reference

The complete advisory service for the procurement of medical/surgical supplies and implantable products…

Service	Description
PriceGuide 5.0 Database	• Benchmark existing and proposed medical/surgical supply costs with the PriceGuide low, 25th percentile, median, 75th percentile, and high prices. • The database automatically identifies areas of greatest potential savings. • Filter and customize price benchmarks, with complete price transparency for every item. • Industry's largest pricing database that is a cross-representation of all GPOs, facility types, and regions.
Spend Analysis	• Analyzes purchases by department/clinical line and/or by product category. • Provides an overview of total spend by vendor and category, as well as standardization and potential savings opportunities. *Turnaround time is ten (10) business days.*
Quotation Analysis	• Compares your quotations for medical/surgical supplies and implants with prices paid by other institutions. *Turnaround time is 24 - 48 hours.*
Custom Technology Analysis	• Compares proposed products with custom reports that provide key details about clinical comparability. • Use ECRI Institute's highly trusted, non-biased technical staff to evaluate and analyze supply options, thereby helping you simplify and streamline your medical supply decisions. *Turnaround time is 20 business days.*
Price Parity Analysis	• Identifies situations where different prices have been reported by your organization for the same manufacturer, catalog number, and unit of measure combination. • Identifies the lowest reported price and calculates the potential savings the member could incur if they were to purchase at their lowest reported price. *Turnaround time is 24 – 48 hours.*
Personal Assistance	• PriceGuide's experts offer assistance on a myriad of issues, including resolving supplier disputes, general prices for budgeting, potential cost savings on single-use supply options, and much more. • PriceGuide inquiries should be directed to priceguide@ecri.org.