

Amerinet Awards High Performing, Innovative Suppliers

As a leading national GPO, Amerinet develops and maintains relationships with hundreds of market-leading suppliers and consultants.

Each day, manufacturers, distributors and service providers are added to Amerinet's list of supplier partners. In 2008, the Amerinet Supplier Performance Awards were expanded to recognize the growing relationship we have with those companies that provide the goods and services that our members use.

OUR OVER
\$25 Million
Winners

MANUFACTURER
Covidien Surgical Devices

DISTRIBUTOR
AmerisourceBergen Corp.

SERVICE
Verizon Wireless

Our Over \$25 Million awards went to:
Covidien Surgical Devices – Manufacturer
AmerisourceBergen Corp. – Distributor
Verizon Wireless – Service

Covidien Surgical Devices is a leading manufacturer of medical devices and supplies, diagnostic imaging agents and pharmaceuticals. It employs more than 41,000 worldwide in 59 countries, with products sold in more than 140 countries.

AmerisourceBergen is one of the world's largest pharmaceutical services companies serving the United States, Canada and selected global markets. In the U.S., the company handles about 20 percent of all of the pharmaceuticals sold and distributed nationwide.

Verizon Wireless operates the nation's most reliable and largest wireless voice and data network, serving more than 80 million customers. Verizon Wireless continues to lead the industry by offering the highest quality products and services while introducing innovative technology solutions.

The Under \$25 Million winners were:
Medtronic USA – Manufacturer
Henry Schein – Distributor
UPS – Service

Medtronic USA is the global leader in medical technology, alleviating pain, restoring health and extending life for millions around the world. Medtronic develops and manufactures products and therapies with emphasis on providing a complete continuum of care to diagnose, prevent and monitor chronic conditions.

Henry Schein is the largest distributor of healthcare products and services to office-based practitioners in the combined North American and European markets. With a focus on physician and dental practices and laboratories, Henry Schein works with more than 575,000 customers in more than 200 countries.

UPS is the world's largest package delivery company and a global leader in supply chain and freight services. With more than a century of experience in transportation and logistics, UPS is a leading global trade expert equipped with a broad portfolio of solutions.

OUR UNDER
\$25 Million
Winners

MANUFACTURER
Medtronic USA

DISTRIBUTOR
Henry Schein

SERVICE
UPS

NICHE
AWARD
WINNER

**TransMotion
Medical**

The Niche Award winner was **TransMotion Medical**, an innovative medical products company focused on manufacturing and distributing specialty multipurpose treatment and transport chairs. Their goal is to enhance patient treatment and comfort while reducing patient transfer, and enabling safe and effortless motorized positioning by the medical staff.

The Amerinet Choice Award was presented to two supplier partners — **Baxter Healthcare Corp.** for pharmacy and **Sage Products** for manufacturer.

Baxter Healthcare Corp. manufactures and markets products that save and sustain lives around the world. Baxter assists healthcare professionals and their patients with the treatment of complex medical conditions, including hemophilia, immune disorders, infectious diseases, kidney disease, trauma and other chronic and acute medical conditions.

An interventional patient hygiene company, **Sage Products** develops and provides medical devices to healthcare providers worldwide, focusing on unique products dedicated to solving real problems in the healthcare environment. The company works to continually meet and exceed customers' expectations.

AMERINET
CHOICE AWARD

PHARMACY
Baxter Healthcare Corp.

MANUFACTURER
Sage Products

Distributor over \$25 million



Manufacturer over \$25 million



Services over \$25 million



Distributor under \$25 million



Manufacturer under \$25 million



Services under \$25 million



Niche Award Winner



Amerinet Choice Award



Amerinet Choice Award



What is the Amerinet 20 Percent Club?

- ▶ All Amerinet suppliers with Amerinet contract sales over \$1 million
- ▶ Contract with Amerinet for two years
- ▶ 20 percent or more growth of posted sales this fiscal year

3M
 3M Health Information Systems
 Acist Medical Systems
 (A Bracco Company)
 Airgas, Inc.
 Allergan, Inc.
 AmerisourceBergen Corp.
 AngioDynamics, Inc.
 Arizant Healthcare, Inc.
 Avid Medical, Inc.
 Baxa Corp.
 Baxter Healthcare Corp.
 Besse Medical (Division of ASD)
 C/S Group
 Cadwell Laboratories, Inc.
 Cardiac Science Corp.
 Cardinal Health 200, Inc.
 Cardinal Health 211, Inc.
 Cardinal Health, Laboratory Distribution
 Carl Zeiss Meditec, Inc.
 CDW Government, Inc.
 Centimark Corp.
 Cintas Corp.
 Corporate Express
 Covidien Surgical Devices
 Ecolab, Inc.
 Edward Don Company
 Eisai, Inc.
 Eli Lilly & Company

Esurg Corp.
 Farmer Brothers Company
 General Mills
 Grainger Industrial Supply
 Graybar Electric Company
 Gulf South Medical Supply
 HD Supply Facilities Maintenance
 Henry Schein, Inc.
 Heritage Bag Company
 Hill-Rom Company
 Huntleigh Healthcare
 I-Flow Corp.
 Inverness Medical
 Invivo Corp.
 KI
 Kimberly-Clark Corp.
 Kimberly-Clark Global Sales
 Konica Minolta Medical Imaging
 Kreisers, Inc.
 Lantheus Medical Imaging
 Lifescan, Inc. (A Johnson & Johnson Co.)
 Linvatec Corp.
 Lyons Magnus
 Medquist, Inc.
 Medtronic USA, Inc.
 Merit Medical Systems, Inc.
 Metrex Research Corp.
 Midmark Corp.
 MMS, A Medical Supply Company

Morris & Dickson Company, L.L.C.
 Nemschoff Chairs, Inc.
 Neopost, Inc.
 Network Services Company
 Nihon Kohden America, Inc.
 Omnicell, Inc.
 Professional Disposables International
 Professional Hospital Supply
 Purdue Pharma, L.P.
 Respironics, Inc.
 Sage Products, Inc.
 Sanofi Aventis
 Seneca Medical, Inc.
 Shamrock Scientific Specialty
 Smith Drug Company
 Sprint Together With Nextel
 Suture Express
 Swisslog Translogix
 Sysmex America, Inc.
 TB&A Hospital Television, Inc.
 Telehealth Services
 The Medicines Company
 TRIMLINE Medical Products Corp.
 UCB, Inc.
 UPS
 Verizon Wireless
 Vital Signs, Inc.
 Wesco Distribution, Inc.



Environmentally Preferable Purchasing (EPP) Club

Ascent Healthcare Solutions
 Corporate Express
 Konica Minolta
 Office Depot
 OfficeMax
 PharmEcology
 ReNu Medical
 Siemens Healthcare Diagnostics, Inc.
 Shaw Industries
 SterilMed
 STERIS Corp.
 Tandus
 Tri-State Corp.

Hospitals and alternate care sites nationwide utilize the Amerinet Choice program to realize direct and immediate savings on a variety of products. Manufactured by market-leading suppliers, these products meet or exceed FDA and industry standards and help members save an average of 20 percent across the portfolio and earn rebates. In 2008, the healthcare organizations listed below reached participation milestones with Amerinet Choice.



- Big Sky Surgery Center
- Chippewa County Montevideo Hospital
- Northbay Health Care
- Olympic Medical Center
- OSF St. Joseph Medical Center
- Primary Children's Medical Center
- St. Alexius Medical Center
- Salinas Valley Memorial Hospital
- Shriners Hospital for Children - Northern California
- The Washington Hospital
- Virginia Mason Medical Center



Four Million Dollar Club

St. Joseph's Hospital Health Center

Three Million Dollar Club

OSF Saint Francis Medical Center

Two Million Dollar Club

Flagstaff Medical Center

LDS Hospital

Million Dollar Club

Community Hospital

Loma Linda University Medical Center

McKay-Dee Hospital Center

Medical Center of Louisiana – Charity Hospital

OSF Saint Anthony Medical Center

Primary Children's Medical Center

Utah Valley Regional Medical Center

Virginia Mason Medical Center

Yavapai Community Hospital