

CLINICAL LABORATORIES

Essential Solutions for
Business Savings



Essensa
membership
is completely
free.

Ask us about our
Employee Discount
Program!

Contact an Essensa
Representative today
by phone at
(866) 430-5330, or email
info@essensa.org for
more information or to
become a member.

Visit us online at
www.essensa.org.

@EssensaGPO

/company/Essensa-GPO

About Essensa

Essensa is a group purchasing organization (GPO) that provides strategic procurement solutions and operational support to reduce costs and increase efficiency for clinical laboratories nationwide. Our members have access to a broad portfolio of over 2,000 contracts, with discounts on products and services that cover all aspects of their business needs.

As supply costs continue to increase, Essensa can play a critical role in the success of your organization. As a wholly-owned subsidiary of Premier, we are able to offer our members access to a portfolio of savings negotiated by leveraging a total purchasing volume of \$60 billion.

We offer analysis that ensures optimized use of contracts, consulting to help streamline your supply chain, and opportunities for over-all improved operating efficiencies. Essensa currently serves over 32,225 members across the United States.

Portfolio Categories Include:

- Administrative, Financial & Management Services
- Cellular Voice & Data Services
- Hardware/Software
- Gloves
- Capital Equipment
- Laboratory Equipment & Testing Supplies
- Hypodermic Products
- Blood Gas

- Blood Bank
- Collection
- Reference Lab
- Facility Management & Maintenance
- Molecular Imaging
- Office Supplies

Why Essensa?

- Access to on-staff industry experts, including:
 - Licensed and certified staff pharmacists & physician consultants
 - Purchasing and supply chain professionals
- Access to Premier's Supply Chain Advisor® (online catalog of savings)
- Employee Discount Program
- Personalized customer service
 - Client Service Associates at headquarters
 - Regional Managers in the field
 - EDP Coordinators available specifically for the employees at your facility to provide them with their discounts
- State-of-the-art technology and customized reporting capabilities
- Updates on contract changes
- Industry news and publications

CLINICAL LABORATORIES



Subcategory	Contract Name	Vendor	Contract #
ADMINISTRATIVE , FINANCIAL, AND MANAGEMENT SERVICES			
EDUCATION, TRAINING & CERTIFICATION	Documentation Solution Systems & Specialty Products	Rx Security	PP-AC-113
EQUIPMENT LIQUIDATION	Equipment Liquidation & Related Services	AnewMed	PP-SV-100
	Equipment Liquidation & Related Services	BidMed	PP-SV-148
	Equipment Liquidation & Related Services	Centurion Service Group	PP-SV-101
	Equipment Liquidation & Related Services	EcoMed Healthcare Technology Management	PP-SV-086
	Equipment Liquidation & Related Services	Manage Resource Group	PP-SV-087
	Equipment Liquidation & Related Services	TekYard Medical	PP-SV-088
	Equipment Liquidation & Related Services	The Ettin Group	PP-SV-089
FINANCE	Category Market Intelligence Services	IBISWorld	PP-SV-121
	Corporate Billing Solutions/Expense Management. Services	American Express	GNYHA-SS-031
	Expense Management Software Solutions	Concur Technologies	IE-HR-014
	Purchasing Cards & Electronic Payables	Bank Of America	PP-SV-065
	Travel Booking Services	Alliance Reservations Network	IN-HR-011
HUMAN RESOURCES	Background Check Services	Accutrace	PP-SV-177
	Background Check Services	JD Palatine	PP-SV-178
	Background Check Services	MBI Worldwide	PP-SV-179
	Background Check Services	Precheck	PP-SV-180
	Background Check Services	Pre-Employ.com	PP-SV-181
	Background Check Services	Private Eyes	PP-SV-182
	Executive Recruiting	The Knight Group	PP-SV-138
	Executive Recruiting	The Synergy Organization	PP-SV-139
	Executive Recruiting	Witt/Kieffer	PP-SV-140
	Vehicle Rental Services	Hertz	PP-SV-168
STORAGE & MOVING	Storage & Moving	Pods Enterprises	IN-FA-023
DELIVERY, SHIPPING & FREIGHT MANAGEMENT			
INBOUND/ OUTBOUND	Inbound & Outbound Freight	FedEx	GNYHA-MM-039
	Inbound & Outbound Freight	UPS	GNYHA-MM-040
LTL TRANSPORTATION SERVICES	LTL (Less Than Truckload) Transportation Services	FedEx	IN-MM-011
POSTAGE METERS & MAILING SYSTEMS	Postage Meters & Mailing Systems	Piedmont Digital Solutions	PP-AC-131
	Postage Meters & Mailing Systems	Pitney Bowes	PP-AC-130
FACILITY MANAGEMENT & MAINTENANCE			
CEILING TILES, PANELS & SYSTEMS	Ceiling Tiles, Panels & Systems	Armstrong World Industries	PP-FA-555
	Ceiling Tiles, Panels & Systems	CertainTeed	PP-FA-554
FACILITY MANAGEMENT	Pest Elimination Services	Ecolab	PP-SV-135
	Pest Elimination Services	Orkin	PP-SV-136
	Pest Elimination Services	Rentokil	PP-SV-137

CLINICAL LABORATORIES



Subcategory	Contract Name	Vendor	Contract #
HVAC	HVAC Equipment, Controls & Services	Carrier	PP-FA-613
	HVAC Equipment, Controls & Services	Daikin Applied	PP-FA-512
	HVAC Equipment, Controls & Services	Trane	PP-FA-513
JANITORIAL/ SANITATION	Can Liners	Heritage Bag	PP-FA-599
	Can Liners	I.B.S. Solutions	PP-FA-600
	Can Liners	Plastics Solutions	PP-FA-601
	Paper Towels, Tissues & Dispensers	American Textile Systems	PP-FA-560
	Paper Towels, Tissues & Dispensers	Georgia Pacific	PP-FA-557
	Paper Towels, Tissues & Dispensers	Kimberly Clark	PP-FA-558
	Paper Towels, Tissues & Dispensers	SCA Tissue	PP-FA-561
	Paper Towels, Tissues & Dispensers	Von Drehle	PP-FA-559
MEDICAL GAS PIPELINE EQUIPMENT, SERVICE & ACCESSORIES	Medical Gas Pipeline Equipment, Service & Accessories	Allied Healthcare Products	PP-FA-571
	Medical Gas Pipeline Equipment, Service & Accessories	Amico	PP-FA-572
	Medical Gas Pipeline Equipment, Service & Accessories	Boehringer Laboratories	PP-FA-573
	Medical Gas Pipeline Equipment, Service & Accessories	Ohio Medical	PP-FA-574
MRO	Catalog Sales & Service	HD Supply	IE-FA-006
	Maintenance, Repair & Operations	AirSupply Tools	PP-FA-590
	Maintenance, Repair & Operations	The Part Works	PP-FA-594
	Maintenance, Repair & Operations	W/W Grainger	PP-FA-591
PNEUMATIC TUBE SYSTEMS & SERVICES	Pneumatic Tube Systems & Services	Memios	PP-FA-580
	Pneumatic Tube Systems & Services	Pevco Systems International	PP-FA-581
SYNCHRONIZED MONITORING	Synchronized Monitoring	Sapling	PP-FA-662
TV	Television Systems & Services	United Media Solutions	PP-FA-701
INFORMATION TECHNOLOGY			
HARDWARE/ SOFTWARE	Hardware & Software Resellers	CDW	PP-IT-163
	Hardware & Software Resellers	Connection	PP-IT-164
	Hardware & Software Resellers	Insight	PP-IT-166
	Hardware & Software Resellers	Zones	PP-IT-165
WIRELESS & DATA SERVICES	Mobile Wireless Carriers	AT&T	PP-IT-188
	Mobile Wireless Carriers	Sprint	PP-IT-186
	Mobile Wireless Carriers	Verizon	PP-IT-187
LABORATORY			
ANALYSERS, REAGENTS & CONSUMABLES	Blood Gas Analyzers, Reagents, Consumables & Service	Nova Biomedical	PP-LA-451
	Blood Gas Analyzers, Reagents, Consumables & Service	Siemens Healthcare Diagnostics	PP-LA-452
	Blood Gas Analyzers, Reagents, Consumables & Service	Werfen	PP-LA-453

CLINICAL LABORATORIES



Subcategory	Contract Name	Vendor	Contract #
AUTOMATED BLOOD CULTURE & MYCOBACTERIAL RECOVERY ANALYZERS, REAGENTS, CONSUMABLES & SERVICE	Automated Blood Culture & Mycobacterial Recovery Analyzers, Reagents, Consumables & Service	Becton, Dickinson & Company	PP-LA-439
	Automated Blood Culture & Mycobacterial Recovery Analyzers, Reagents, Consumables & Service	bioMerieux	PP-LA-438
	Automated Blood Culture & Mycobacterial Recovery Analyzers, Reagents, Consumables & Service	Remel	PP-LA-437
	Automated Microbial Identification & Susceptibility Analyzers, Reagents, Consumables & Service	Beckman Coulter	PP-LA-441
	Automated Microbial Identification & Susceptibility Analyzers, Reagents, Consumables & Service	bioMerieux	PP-LA-440
BLOOD BANK	Blood Bank Analyzers, Reagents, Consumables & Service	Bio-Rad Laboratories	PP-LA-417
	Blood Bank Analyzers, Reagents, Consumables & Service	Grifols Diagnostic Solutions	PP-LA-419
	Blood Bank Analyzers, Reagents, Consumables & Service	Immucor	PP-LA-416
	Blood Bank Analyzers, Reagents, Consumables & Service	Ortho-Clinical Diagnostics	PP-LA-415
	Blood Bank Analyzers, Reagents, Consumables & Service	Quotient Biodiagnostics	PP-LA-418
BLOOD GLUCOSE METERS, REAGENTS, CONSUMABLES & SERVICE	Blood Glucose Meters, Reagents, Consumables & Service	Nova Biomedical	PP-LA-472
	Blood Glucose Meters, Reagents, Consumables & Service	Roche Diagnostics	PP-LA-473
CHEMISTRY/ IMMUNO-CHEMISTRY	Integrated Platform (Chemistry & Immunochemistry Analyzers, Automation, Reagents, Consumables & Service)	Siemens Healthcare Diagnostics	PP-LA-335
	Near Patient Testing (NPT) Clinical Chemistry/Immunoassay	bioMerieux	PP-LA-459
	Near Patient Testing (NPT) Clinical Chemistry/Immunoassay	Siemens Healthcare Diagnostics	PP-LA-460
COLLECTION	Blood Specimen Collection & Ancillary Products	Becton, Dickinson & Company	PP-LA-402
	Blood Specimen Collection & Ancillary Products	Greiner Bio-One	PP-LA-403
	Blood Specimen Collection & Ancillary Products	Sarstedt	PP-LA-404
	Safety Phlebotomy	Becton, Dickinson & Company	PP-LA-395
	Safety Phlebotomy	Greiner Bio-One	PP-LA-396
	Safety Phlebotomy	HTL-STREFA	PP-LA-397
	Safety Phlebotomy	Kawasumi Laboratories America	PP-LA-398
	Safety Phlebotomy	Retractable Technologies	PP-LA-399
	Safety Phlebotomy	Sarstedt	PP-LA-400
Safety Phlebotomy	Smiths Medical ASD	PP-LA-401	

CLINICAL LABORATORIES



Subcategory	Contract Name	Vendor	Contract #
EQUIPMENT, SUPPLIES & SERVICES	General Laboratory Products, Equipment & Services	Fisher Scientific Healthcare	PP-LA-475
	General Laboratory Products, Equipment & Services	Helmer	PP-LA-476
	Plasticware & Glassware	Sarstedt	PP-LA-394
HEMATOLOGY & SERVICES	Hematology Analyzers, Automation, Reagents, Consumables & Service	Abbott Laboratories	PP-LA-425
	Hematology Analyzers, Automation, Reagents, Consumables & Service	Beckman Coulter	PP-LA-426
	Hematology Analyzers, Automation, Reagents, Consumables & Service	Sysmex America	PP-LA-427
	Hemoglobin A1C Analyzers, Reagents, Consumables & Service	Trinity Biotech	PP-LA-442
	Hemostasis Analyzers, Reagents, Consumables & Service	Diagnostica Stago	PP-LA-428
	Hemostasis Analyzers, Reagents, Consumables & Service	Siemens Healthcare Diagnostics	PP-LA-429
	Hemostasis Analyzers, Reagents, Consumables & Service	Werfen	PP-LA-430
	Molecular Analyzers, Reagents, Consumables & Service	Abbott Laboratories	PP-LA-454
	HISTOLOGY & CYTOLOGY INSTRUMENTS, REAGENTS & CONSUMABLES	Histology & Cytology Instruments, Reagents & Consumables	Leica Microsystems
Histology & Cytology Instruments, Reagents & Consumables		Mercedes Medical	PP-LA-468
Histology & Cytology Instruments, Reagents & Consumables		Richard-Allan Scientific	PP-LA-469
Histology & Cytology Instruments, Reagents & Consumables		Statlab Medical Products	PP-LA-470
INTEGRATED CHEMISTRY & IMMUNO-CHEMISTRY	Integrated Platform (Chemistry & Immunochemistry Analyzers, Automation, Reagents, Consumables & Service)	Beckman Coulter	PP-LA-333
	Integrated Platform (Chemistry & Immunochemistry Analyzers, Automation, Reagents, Consumables & Service)	Roche Diagnostics	PP-LA-334
MICROBIOLOGY	Manual Microbiology	Becton, Dickinson & Company	PP-LA-448
	Manual Microbiology	Remel	PP-LA-447
	Microbiology Automation	bioMerieux	PP-LA-450
	Microbiology Automation	Remel	PP-LA-449
MOLECULAR ANALYZERS, REAGENTS, CONSUMABLES & SERVICE	Molecular Analyzers, Reagents, Consumables & Service	Roche Diagnostics	PP-LA-455
MOLECULAR RAPID QUALITATIVE SCREENING	Molecular Rapid Qualitative Screening	Becton, Dickinson & Company	PP-LA-456
	Molecular Rapid Qualitative Screening	Luminex	PP-LA-457
	Molecular Rapid Qualitative Screening	Meridian Bioscience	PP-LA-458
POINT-OF-CARE TESTING	Point-of-Care Blood Gas & Additional Tests	Siemens Healthcare Diagnostics	PP-LA-424

CLINICAL LABORATORIES



Subcategory	Contract Name	Vendor	Contract #
POINT-OF-CARE TESTING (Continued)	Rapid Diagnostic Test Kits	bioLytical Laboratories	PP-LA-435
	Rapid Diagnostic Test Kits	BTNX	PP-LA-410
	Rapid Diagnostic Test Kits	Cardinal Health 200	PP-LA-413
	Rapid Diagnostic Test Kits	LifeSign	PP-LA-414
	Rapid Diagnostic Test Kits	Meridian Bioscience	PP-LA-411
	Rapid Diagnostic Test Kits	Orasure Technologies	PP-LA-412
QUALITY CONTROL	Quality Control Material	Bio-Rad Laboratories	PP-LA-443
	Quality Control Material	Microgenics	PP-LA-444
REFERENCE LAB	Clinical Reference Laboratory Testing Services	ARUP Laboratories	PP-LA-405
	Clinical Reference Laboratory Testing Services	Laboratory of America Holdings	PP-LA-406
	Clinical Reference Laboratory Testing Services	Quest Diagnostics	PP-LA-407
SLEEP DIAGNOSTIC SERVICES	Sleep Diagnostic Services	MedBridge Healthcare	PP-SV-155
TESTING	Near Patient Testing (NPT) Drugs of Abuse and/or Additional Tests	BTNX	PP-LA-463
	Near Patient Testing (NPT) Drugs of Abuse and/or Additional Tests	LifeSign	PP-LA-464
	Near Patient Testing (NPT) Drugs of Abuse and/or Additional Tests	MedTox Diagnostics	PP-LA-462
	Near Patient Testing (NPT) Drugs of Abuse and/or Additional Tests	Mercedes Medical	PP-LA-461
TRANSFUSION, BLOOD DONOR SERVICES, EQUIPMENT & SUPPLIES	Transfusion, Blood Donor Services, Equipment & Supplies	Haemonetics	PP-LA-408
	Transfusion, Blood Donor Services, Equipment & Supplies	Sarstedt	PP-LA-409
URINALYSIS	Urinalysis Analyzers, Reagents, Consumables & Service	Beckman Coulter	PP-LA-431
	Urinalysis Analyzers, Reagents, Consumables & Service	BTNX	PP-LA-433
	Urinalysis Analyzers, Reagents, Consumables & Service	Siemens Healthcare Diagnostics	PP-LA-432
	Urinalysis Analyzers, Reagents, Consumables & Service	Teco Diagnostics	PP-LA-434
LINENS, UNIFORMS & PRODUCTS			
LINENS, UNIFORMS & PRODUCTS	Reusable Surgical Linen & Gown Reprocessing Services	Aramark Uniform & Career Apparel	PP-FA-651
	Uniforms	American Dawn	PP-FA-642
	Uniforms	Cintas	PP-FA-643
	Uniforms	Encompass Group	PP-FA-644
	Uniforms	Hinson & Hale Medical Technologies	PP-FA-650
	Uniforms	LifeThreads	PP-FA-653
	Uniforms	Phoenix Textile	PP-FA-645
	Uniforms	Silver Lining Apparel	PP-FA-652
	Uniforms	Standard Textile	PP-FA-646
	Uniforms	Unifirst	PP-FA-647

CLINICAL LABORATORIES



Subcategory	Contract Name	Vendor	Contract #
MEDICAL SURGICAL			
PATIENT EDUCATION & CONSUMER HEALTH	Patient Education & Consumer Health Content Services	GetAbby	PP-SV-085
	Patient Education & Consumer Health Content Services	GetWellNetwork	PP-SV-083
	Patient Education & Consumer Health Content Services	Patient Doctor Technologies	PP-SV-084
PULMONARY	Pulmonary Function & Metabolic Analyzers	Alliance Tech Medical	PP-MM-491
	Pulmonary Function & Metabolic Analyzers	CareFusion 211	PP-MM-492
	Pulmonary Function & Metabolic Analyzers	MGC Diagnostics	PP-MM-493
NURSING			
HEALTHCARE PROFESSIONAL FOOTWEAR	Healthcare Professional Footwear	Pedors Shoes	PP-NS-1126
	Healthcare Professional Footwear	S & H Uniform	PP-NS-1127
SAFETY LANCETS	Safety Phlebotomy	S2S Global	PP-S2-0010
SKIN BREAKDOWN PREVENTION PRODUCTS	Skin Breakdown Prevention Products	Stryker	PP-NS-947
SKIN INTEGRITY	Compression Wraps	Smith & Nephew - Wound Management Division	PP-NS-1025
	Skin Cleanser, Barrier & Lotion Products	Smith & Nephew - Wound Management Division	PP-NS-1019
OFFICE SUPPLIES, FURNITURE & TECHNOLOGY			
BATTERIES	Batteries & Battery Products	Artisan Power	PP-MM-331
	Batteries & Battery Products	Duracell	PP-MM-333
ENTERPRISE MEDICAL VIEWING & SHARING SOLUTIONS	Enterprise Medical Viewing & Sharing Solutions	Terarecon	PP-IT-162
FURNITURE	Custom Whiteboards	Chameleon	PP-MM-598
	Custom Whiteboards	Clarus Glassboards	PP-MM-599
	Custom Whiteboards	Viscot Medical	PP-MM-600
	Exam Room Furniture Equipment	Brewer	PP-MM-462
	Exam Room Furniture Equipment	First Healthcare Products	PP-MM-459
	Exam Room Furniture Equipment	Medical Technology Industries (MTI)	PP-MM-461
	Exam Room Furniture Equipment	Midmark	PP-MM-460
	Exam Room Furniture Equipment	TransMotion Medical, A Division of Winco	PP-MM-463
OFFICE SUPPLIES	Office Supplies	American Office Products Distributors	PP-MM-479
	Office Supplies	FriendsOffice	PP-MM-476
	Office Supplies	Guy Brown Management	PP-MM-477
	Office Supplies	Materials Management Services	PP-MM-478
	Office Supplies	Office Depot	PP-MM-481
	Office Supplies	Staples	PP-MM-480

CLINICAL LABORATORIES



Subcategory	Contract Name	Vendor	Contract #
PRINT SERVICES	FedEx Office & Print Services	FedEx	IE-MM-020
	Managed Print Services, Devices & Accessories	Xerox	PP-IT-153
PRINTERS/COPIERS/ FAX/PRINT SERVICES	Managed Print Services, Devices & Accessories	Guy Brown Management	PP-IT-149
	Managed Print Services, Devices & Accessories	Konica Minolta	PP-IT-148
	Managed Print Services, Devices & Accessories	Kyocera Document Solutions	PP-IT-150
	Managed Print Services, Devices & Accessories	Ricoh	PP-IT-147
SHREDDING	Hard Copy Document Shredding & Media Destruction Services	AMS Store & Shred	PP-SV-114
	Hard Copy Document Shredding & Media Destruction Services	Shred-It	PP-SV-115
RX SUPPORT SERVICES			
DISPENSING & PACKAGING SERVICES	Bags	Action Health	PPPH18ABC01
	Bags	Elkay Plastics	PPPH18LKP01
	Bags	R D Plastics	PPPH18RDR01
USP 797/800 PRODUCTS & SERVICES			
CLEANING SUPPLIES & EQUIPMENT	USP <797> & <800> Cleaning Supplies & Equipment	Acute Care Pharmaceuticals	PPPH19ACU01
CLEANING SUPPLIES & EQUIPMENT	USP <797> & <800> Cleaning Supplies & Equipment	Contec	PPPH19CTC01