

## Cellular Voice and Data Services: Healthcare

Premier's IT Services Committee is pleased to announce new agreements in Cellular Voice and Data Services have been awarded to incumbents AT&T Mobility National Accounts LLC (PP-IT-083) and Verizon Wireless (PP-IT-084). **Both agreements are effective August 1, 2012, through July 31, 2015.**

This category includes mobile/wireless voice and data communication devices, plans and services. Pagers are not included in this category.

### Portfolio Highlights

- Facilities must sign a member agreement (AT&T: Exhibit A-1 or Verizon: Exhibit A) to access the discounts included in these agreements.
- Facilities and their employees are eligible to purchase from these agreements.
- Verizon has included additional classes of trade over their expiring agreement. See classes of trade coverage information in Exhibit A for more information.
- New agreement discount percentages for both AT&T and Verizon are flat compared to their expiring agreement discount percentages in the corresponding classes of trade.
- Discount percentages are firm for the term of the agreement.

### Ordering instructions:

#### AT&T

- **Corporate ordering:** Corporate Responsible Users (CRU) require a participation agreement.
  - E-mail [GPOFAN@att.com](mailto:GPOFAN@att.com)
    - Send member contact information including facility name, physical address and Premier entity code.
  - AT&T will coordinate signature of Participation Agreement.
  - Foundation Account Number (FAN) will be provided by AT&T for corporate-paid members to use in their sign-up.
- **Employee ordering:** Employee-only programs do not need to sign a participation agreement.
  - Please have the facility's Program Administrator register for an (IRU) employee benefit FAN.
  - To register for a FAN go to: <http://www.corp.att.com/marcomms/gpo/index.html?gpo=premier>
    - Complete online form with member information
    - Include Member ID and "Sub-GPO" or IDN
    - Include your contact information
  - Employees sign up for the discount online at [www.att.com/wireless/premiergpo](http://www.att.com/wireless/premiergpo) and enter the eight-digit FAN code to access the online portal.

#### Verizon

- **Corporate ordering:**
  - Go to [www.Premierinc.com](http://www.Premierinc.com) and select "PremierConnect" from the dropdown box or click the "LOGIN TO SCA" button to gain access to the Verizon contract portal site.
  - Within PremierConnect click the "Knowledge" tab at the top, search "Verizon" in the top right field and click "Go", select the category launch document link at the top, click the "Verizon sign-up" link on the right. Within SCA, click the "Verizon Wireless" link on the homepage.
  - You are now in the Verizon contract portal site for Premier members. Please complete the online form and accept the agreement.
- Please contact the Premier Solution Center at 1.877.777.1552 or by email at [SolutionCenter@PremierInc.com](mailto:SolutionCenter@PremierInc.com) with questions pertaining to the process or agreement.
- **Employee ordering:**
  - The facility must execute a Verizon member agreement per the instructions above to extend the benefit to its employees.
    - In order to receive discounts, customers must maintain a monthly access fee of \$34.99 or higher.
  - Verizon offers three sign-up options:
    1. Visit [www.verizonwireless.com/discount](http://www.verizonwireless.com/discount) and enter your work e-mail address.
      - Employees without a work e-mail address or whose business e-mail domain doesn't match Verizon records, click on the "Don't have a work e-mail address?"
    2. Call 1.888.386.4339 and provide Verizon's telesales team with your name, name of your facility, and your work e-mail address.
    3. Visit your local Verizon stand-alone store (not an authorized dealer) with proof of your employment either by employee badge or recent pay stub.

## Select Terms and Conditions

	AT&T	Verizon
<b>Continuum of Care</b>	Allowed; see approved classes of trade in Exhibit A-1.	Allowed; see approved classes of trade in Exhibit A.
<b>Discount protection</b>	Discounts firm for the term	
<b>Agreement terms</b>	Member/employee must sign at least a 12 or 24-month commitment to receive discounts through this agreement.	Member/employee must sign at least a 12 or 24-month commitment to receive discounts through this agreement. Employees must maintain a service plan of at least \$34.99 to receive discounts.
<b>Payment terms</b>	See general terms and conditions on program website.	<b>Corporate lines:</b> within 30 days of the date of each bill; for facilities with $\geq 750$ lines, payment terms are within 45 days. <b>Employee lines:</b> see general terms and conditions on program website.
<b>Activation fees</b>	A one-time charge for service activation and conversion	Waived for employees with 24-month term and for all corporate lines on voice and data plans
<b>Early termination fees</b>	Fee dependent on equipment; see Exhibit A-1 or Exhibit A-2 for more information.	\$175 fee, minus \$5 for each full month since activation/extension, for each corporate subscriber line terminated prior to expiration.

## Supplier Tier Requirements

The information provided below indicates current tier placement for the Premier membership.

AT&T expiring and new agreement <u>service discount</u> tiers		
Aggregate annual volume of participating members	Monthly service discount Corporate responsibility user (CRU)	Monthly service discount Individual responsibility user (IRU)
$\geq \$30,000,000$	25%	25%

Note: CRU means an employee receiving service under participating member's account. IRU means an employee receiving service under an individual account in accordance with the sponsorship program.

AT&T expiring and new agreement <u>equipment discount</u>		
2-year CRU term	1-year CRU term	0-year CRU term
20%	5%	0%

Verizon expiring and new agreement <u>service discount</u> tiers (Healthcare)				
Attainment tier (aggregate number of lines)	Corporate discount		Employee discount	
	Monthly discount	Additional incentives*	Monthly discount	Additional incentives*
$\geq 900,000$	22%	500 text message package Essential package offer Monthly access fee discount	22%	250 text message package

\* See member agreement for more information and notes on the additional incentives

Verizon expiring and new agreement <u>accessory discount</u>	
Corporate discount	Employee discount
35% from non-discounted, retail price	25% from non-discounted, retail price

## Questions

For questions about these agreements, please contact your local Premier representative or the Premier Solution Center at 877.777.1552 or [solutioncenter@premierinc.com](mailto:solutioncenter@premierinc.com). Pricing and other contract information may be accessed through Premier's Supply Chain Advisor<sup>®</sup> catalog at [www.premierinc.com](http://www.premierinc.com).