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**Hartford HealthCare to Reduce Costs, Improve Outcomes  
Via Performance Improvement Offerings from  
GNYHA Services, Premier and Nexera**

**Hartford, CT, December 1, 2010** – Hartford HealthCare, a nonprofit hospital system in Connecticut, today announced a seven-year contract with GNYHA Services, its national partner the Premier healthcare alliance, and the health care consulting group Nexera.

Through this partnership, Hartford HealthCare will have system-wide access to products, services and programs that will significantly reduce costs while supporting continuous improvements in clinical quality and patient safety.

Both GNYHA Services and Nexera are companies of GNYHA Ventures, the business subsidiary of Greater New York Hospital Association.

“After analyzing our current and future performance improvement needs, we realized that this joint partnership will help us do what we do best: take care of our patients. This collaboration will support us as we better address the ever-changing economic, operational and clinical demands,” said Elliot Joseph, president and CEO, Hartford HealthCare.

Under the agreement, Hartford HealthCare will benefit from:

- Premier’s national and GNYHA’s regional group purchasing programs that will deliver industry leading contract pricing.
- Comprehensive clinical and supply chain data and products that will accelerate identification and realization of opportunities to reduce costs while improving patient care.
- Participation in Premier’s QUEST<sup>®</sup>: High Performing Hospitals collaborative, a voluntary project that has driven cost and quality improvements among 200 participating hospitals across 35 states. Through two years, QUEST hospitals have safely reduced the cost of care by \$2.13 billion and saved 22,164 lives by eliminating inappropriate variation in care to reliably deliver the most appropriate, evidence-based care for every patient, every time.
- Participation in Premier’s Accountable Care Readiness Collaborative to develop the organization, skills, team and operational abilities capabilities necessary to become an effective accountable care organization (ACO). More than 50 health systems representing over 200 hospitals are participating in this collaborative.

- Consulting support from Nexera and Premier Consulting Solutions™, which will work closely with Hartford HealthCare staff to optimize utilization patterns and determine additional supply chain savings opportunities.

“We are thrilled to have a new partner in our health care performance improvement journey,” said GNYHA Ventures President Lee Perlman. “GNYHA and Premier will support Hartford HealthCare in developing a clinically integrated supply chain to make performance advancements across its entire health system.”

“We look forward to seamlessly transitioning Hartford HealthCare to our group purchasing initiative,” said GNYHA Services and Nexera President Christopher J. O’Connor. “With the breadth and depth of our portfolio, supported by Premier and augmented by our regional enhancements and unique contracts, we are confident Hartford HealthCare will see tremendous value and savings.”

Under the agreement, Hartford HealthCare will also have access to the following Premier offerings:

- QualityConnect™, which accesses the nation's largest comparative database to integrate quality, safety and cost data. Program members have saved more than \$284 million in the past year through reductions in readmissions, length of stay, complications and mortalities.
- SafetyConnect™, which protects patients more effectively while safely reducing hospital costs. The program features an automated surveillance solution helping to optimize antibiotic use and prevent hospital-acquired infections to avoid Medicare payment penalties under the new value-based purchasing healthcare legislation.
- SpendAdvisor® MySpend™, which analyzes total supply spend and identifies savings opportunities.

“To offset payment cuts and achieve success in today’s reform environment, providers will need to transform the way they deliver care,” said Premier President and CEO Susan DeVore. “Focus on quality improvements and cost savings is a necessity. We are confident that Hartford HealthCare will greatly benefit from our collaborative purchasing, consulting and quality improvement abilities to support them in improving the health of the communities they serve.”

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#### **About Hartford HealthCare**

**Hartford Healthcare Corporation ("HHC")** is focused on becoming the next generation of integrated health systems, marked by strong patient focus, heightened efficiency, consistent quality performance and open, collaborative sharing of best practices. It is dedicated to providing patients with an exceptional, coordinated care experience and a single, high standard of service. A hallmark of HHC's vision is to strengthen access to care close to home for patients by enhancing local healthcare delivery capabilities. In addition, HHC aims to create a culture and organizational structure where clinical care, education and research are supported to bring the latest technology and discoveries, clinical excellence and innovation to the patient and community.

In addition to Hartford Hospital, the HHC system includes MidState Medical Center; Windham Hospital; The Institute of Living psychiatric center; VNA HealthCare, which provides visiting nurse services throughout the state;

Clinical Laboratory Partners with more than 50 locations statewide; Hartford Medical Group; Eastern Rehabilitation Network; and two regional behavioral health centers: Rushford and Natchaug Hospital.

#### **About GNYHA Services**

GNYHA Services was founded in 1978 and currently serves more than 250 member hospitals in New York, New Jersey, and Pennsylvania. GNYHA Services was established to provide health care solutions for its hospital members. With its national partner, Premier, Inc., GNYHA Services offers an extensive variety of valuable, cost-effective products and member benefits through the GNYHA Services/Premier Purchasing Program.

#### **About Nexera**

Since its formation in 2003, Nexera has provided consulting and project management services, helping health care organizations to identify and create short and long-term opportunities for dramatic cost savings and operational improvement. Nexera has expertise in a variety of support services, including purchasing, receiving, distribution, inventory management, central sterile processing, OR and Cath Lab purchasing, biomedical engineering, linen and laundry management, facilities management, JIT, process improvement, cost reduction and project management. Nexera has helped health care clients save more than \$120 million by implementing innovative cost reduction and process improvement strategies and by exceptional management of the supply chain for over 5000 beds in 34 hospitals in the northeastern United States.

#### **About GNYHA Ventures**

A wholly owned, for-profit subsidiary of the Greater New York Hospital Association, GNYHA Ventures provides an array of important business services to the health care community. The subsidiaries of GNYHA Ventures provide important products and services to health care providers — and other organizations — in the metropolitan area and across the country. These services include group purchasing, consulting, performance measurement, and cash-flow enhancement.

#### **About the Premier healthcare alliance, Malcolm Baldrige National Quality Award recipient**

Premier is a performance improvement alliance of more than 2,400 U.S. hospitals and nearly 70,000 other healthcare sites working together to achieve high quality, cost-effective care. Owned by not-for-profit hospitals, Premier maintains the nation's most comprehensive repository of clinical, financial and outcomes information and operates a leading healthcare purchasing network. A world leader in helping deliver measurable improvements in care, Premier works with the Centers for Medicare & Medicaid Services and the United Kingdom's National Health Service North West to improve hospital performance. Headquartered in Charlotte, N.C., Premier also has offices in San Diego, Philadelphia and Washington. <http://www.premierinc.com>