

# HOME CARE OPERATIONS

## - for less!

Provista can help you save on products and services that will drive your operational expenses DOWN! Below are some agreements that can add dollars to your bottom line:

### Contract Category/ Contract Name

### Discounts & Benefits

(NOT ALL INCLUSIVE - see Contract Summary)

#### Wireless Services

AT&T Wireless Services  
Contract ID: IT141X

- 24% discount on eligible AT&T wireless voice and data plans
- Up to 45% discount on equipment for new services excluding PDA's
- Customer employees and their families are eligible for 24% discount for wireless services

Sprint Solutions, Inc.  
Contract ID: IT158X

- Customers are eligible for a 25% discount on cellular services
- Customer employees are eligible for a 23% discount on cellular services
- Receive additional Nextel services and accessory discounts

Verizon Wireless  
Telecommunications  
Services  
Contract ID: SV0070

- Discount of 23% off monthly access fees on eligible calling and broadband plans
- Pre-discounted 3G/4G Blackberry/PDA Smartphone feature with two-year line term on calling plans \$34.99 and higher
- Activation waived; other value and terms apply

#### Office Supply Products

OfficeMax  
Contract ID: BP0011

- Pricing, in aggregate, is 7% lower than OfficeMax's average market pricing and 14% less than previous agreement
- Sign up for Retail Connect and access contract pricing in all 850+ OfficeMax stores
- Several rebate and incentive programs are available such as conversion rebate, loyalty rebate and dock delivery incentive rebate

Guy Brown Business  
Products  
Contract ID: BP0040

- Discounts range from 30% to 60% based on product mix off of list price (awarded as a "no bid" agreement)
- Several program offerings are available

Staples  
Contract ID: BP0013

- Pricing, in aggregate, is 10% lower than Staples' average market pricing and 6% lower than previous agreement
- Several rebate and incentive programs are available such as annual volume, new business and green order size rebate

#### Delivery and Freight Management

FedEx Delivery  
Contract ID: BP0020

- Savings range from 15% to 52% based on the type of service you need such as; first overnight discounted 15.66%, priority overnight discounted 52.66%, standard overnight discounted 52.66%, 2 day discounted 45.66%, 2 day AM discounted 40.66% and express saver discounted 37.66% for all Provista customers

#### Office Equipment and Services

Ricoh Office Equipment  
Contract ID: CE0021

- Average savings is 5% lower than the previous contract
- DOCutivity analysis: No charge analysis of document output that may include current and future state analysis of expenditures and processes.

Xerox Office Equipment  
Contract ID: CE0022

- Average pricing is 5% lower than previous agreement
- Pricing is firm for the initial term of agreement

Xerox Corporation - Services  
Contract ID: SVC811X

- Averages a 40-45% discount
- Free ROI tools to support the identification of dollar savings associated with services
- Customized free reporting focused on Xerox equipment configuration, volumes and pricing to assist in contract evaluation and ROI generation



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## Discounts & Benefits

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### IT-Computers & Accessories

CDW Government  
Contract ID: IT0031

Paragon Development  
Systems  
Contract ID: IT0032

PC Connection/More  
Direct/ GovConnection  
Contract ID: IT0033

Insight Direct USA, Inc.  
Contract ID: IT0034

- Firm markups are available through all awarded suppliers in this category
- Customers that commit 80% of their volume to an awarded supplier will qualify for additional discounts available in Tier 2 pricing
- Agreements offer healthcare providers savings on a variety of IT related products including desktop and laptop computers, tablets, servers and accessories
- IT services such as strategic planning, system design and implementation are also available to Provista customers
- Suppliers have committed to a fill rate between 97% and 99% – see additional requirements in contract summaries

### Staffing Agreements

AMN Healthcare Nurse  
Staffing  
Contract ID: SV0911

Cross Country Nurse  
Staffing  
Contract ID: SV0912

- A 5% discount is applied on the first aggregate weekly invoice for all new per-diem staffing service contract renewals or new AMN Clients.
- AMN offers quality guarantees that allow Provista customers to report dissatisfaction with staff placement – replacement of temporary staff and/or billing reimbursement applicable when proper notice is given to AMN.
- \$200 discount off invoice for an individual RN and \$100 for an individual LPN/LVN who completes 1,000 hours at customer's facility
- A 20% discount off healthcare professional's annual compensation for direct placement
- Guaranteed to be 1% under market pricing for nurse staffing
- 24 hour turnaround guarantee for all submitted applicants
- Interview Servicing: If a customer is not satisfied with clinician's skills or performance during the first two weeks of the assignment, supplier will credit customer for the total hours billed related to that two week period
- Forecasting & Workforce Assessment Analysis: Annual forecasting session from a Cross Country analyst to help customer budget for nurse staffing agency usage. Session is available onsite, by phone or email at the mutual agreement of supplier and customer

### Telehealth Home Monitoring

Honeywell  
Contract ID: CE0051

CJPS Healthcare  
Contract ID: CE0052

- Pricing reflects 24.7% to 44.3% off Honeywell's list price – since this is a new contract category Novation was unable to conduct a pricing analysis against market price.
- Supplier has committed to provide a 99% fill rate.
- Honeywell offers a wide breadth and depth of products to service this product segment
- Pricing reflects 15% to 50.57% off list price – since this is a new contract category Novation was unable to conduct a pricing analysis against market price.
- Supplier has committed to a 98% fill rate
- Payment terms are 2% 30/Net 45 days
- Within 7 days after receipt of a purchase or lease order from a customer, supplier will provide estimated lead time for delivery of product – if the supplier's estimated lead time is greater than 30 days; member may cancel the order without penalty

**Call us at (888) 538-4662 to find out how to access the above referenced discounts or for additional information. You can also visit [Provistaco.com](http://Provistaco.com) to learn more about our company and the value we bring Home Care providers.**

If you are not a current Provista customer go to [provistaco.com](http://provistaco.com), click on GET STARTED, BECOME A CUSTOMER and fill out the requested information. You'll receive your customer ID within 48 hours along with additional information that will help you access all the value Provista offers. There is no cost to join Provista, and no minimum purchase is required.

Start saving today and add dollars to your bottom line!

