



COOPERATIVE SERVICES OF FLORIDA

CONTRACTING PROCESSES



It is our vision to provide world class supply chain services that position our members for success in a value-based healthcare market. We represent a range of communities along with a significant portion of the healthcare delivered in Southwest Florida. Due to the breadth of our services, LeeSar/CSF directly impacts patient care on all levels, from hospitals to local practices. Joining CSF enables vendors to become a part of a lasting partnership that benefits these communities.

COMMITTED CONTRACT

Participating in a committed contract allows vendors to recognize the full value of the cooperative's supply chain model. Manufacturers experience greater efficiency and cost-savings by working directly with LeeSar, our member-owned supply chain management company. Cooperative Services of Florida (CSF) offers multi-year committed contracts with up to 90% compliance. Contract renewals are initiated 180 days prior to expiration.

CREATING A COMMITTED CONTRACT

- › **Complete vendor registration form at www.csofl.com to be considered.**
- › A twelve (12) month line item purchase history is conducted. Members are alerted to the new or renewal campaign and asked for Clinical Criteria.
- › **Clinical Acceptability:** Members determine clinical acceptability of order qualifiers, which is based on caregivers' ability to work with the products (ease of use, predictability, materials, etc.).
- › **RFP Process:** With clinical validation, order finalists are invited to participate in the formal Request for Proposal (RFP) process. RFP's are released to vendors electronically, along with a timeline and instructions.
- › After a full evaluation of RFP responses with consideration for clinical, economic and logistical merits, the product category is awarded based on the best value to the health system and patient care.



LIMITED CONTRACT

Limited Contracts are designed to achieve competitive pricing. It is considered a bridging device that in many instances will eventually qualify for a committed contract. The Limited Contract enables manufacturers to become familiar with CSF and recognize the value of our supply chain model. Vendors with Limited Contracts have access to member facilities and the opportunity to establish mutually beneficial economic and service relationships with leadership and staff.

CREATING A LIMITED CONTRACT

- › **Complete vendor registration form at www.csofl.com to be considered.**
- › CSF negotiators evaluate system usage to identify products that do not presently qualify for a Committed Contract. Once identified, local representative(s) are invited to CSF to negotiate a Limited Contract. When executed, members are alerted to its existence and the details critical to its success.
- › When implementing a Limited Contract, it is important to note that it was possibly generated as a result of existing business that otherwise would have been purchased using a member-specific pricing agreement, alternative GPO, or other vehicle.

CONTRACTING CONTACTS

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