

"Our partnership with Novation opens up a vast market for a diverse company like LSL Industries. The strong member commitment and the value of NOVAPLUS® in turn allows us to generate new clients and build relationships that directly affect the growth and profitability of our company."

- Ash Luthra
President & CEO
LSL Industries, Inc.

"Being a NOVAPLUS® manufacturer provides us access to the largest membership base in the country. Most importantly, Novation's membership is very loyal and supportive of our product. We value our relationship greatly."

- Paul Ebbert
Vice President,
Corp. Sales &
Marketing
Pitt Plastics

Novation's Supplier Diversity Program

"Being a part of the Novation family has opened many doors for us. Durfold is both a woman owned and small business. Being able to call on Novation's membership with Novation's name behind us has expanded our opportunities tremendously. When we call on potential customers and say we are on the Novation contract, we can get appointments that we were not able to get in the past."

- Dawn Warren
Regional Sales Director
Durfold Corp.

support
partnerships
diversity
commitment

Novation's Supplier Diversity Program

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OVERVIEW

Novation is the health care industry's leading supply contracting company, delivering unmatched savings and value to the members it serves.

An agreement with Novation positions your company as an awarded supplier serving the contracting needs of nearly 25,000 VHA Inc. and University HealthSystem Consortium (UHC) member organizations and more than 15,000 Provista customers nationwide. Through its affiliation with VHA, UHC and Provista, Novation represents the largest purchasing volume in the industry with more than \$35 billion in annual purchases.

MARKETS SERVED

Novation serves several markets, the largest being the health care industry which includes acute hospitals and systems, academic medical centers, ambulatory care, physician clinics, home health and long-term care facilities.

Through Provista, Novation also serves the education, corporate and municipality markets.

FAMILY OF COMPANIES



VHA Inc., based in Irving, Texas, is a national health care alliance that provides supply chain management services and supports the formation of regional and national networks to help more than 1,400 nonprofit hospitals and 23,000 other health care providers improve their clinical and economic performance.

www.vha.com



The University HealthSystem Consortium, with headquarters in Oak Brook, Ill., is an alliance of 103 academic medical centers and 210 of their affiliated hospitals representing approximately 90 percent of the nation's nonprofit academic medical centers.

www.uhc.edu



Provista is a supply chain improvement company that provides customized, flexible purchasing solutions and proven results to more than 15,000 customers. Provista's group purchasing and business solutions have proven successful in meeting the various needs of health care systems, hospitals, medical facilities, universities and colleges, and corporations nationwide. The company is based in Irving, Texas.

www.provistaco.com

PRODUCTS AND SERVICES

Novation has the broadest, most comprehensive contract portfolio in the industry, maintaining agreements with approximately 600 suppliers and distributors. These agreements encompass nearly 90 percent of the products health care organizations could purchase, including offerings in the following categories:



- Anesthesia
- Bariatrics
- Business Products
- Capital Equipment and Related Services
- Cardiology
- Diagnostic Imaging
- Distribution Services
- Facilities
- Food and Nutrition
- Intravenous Products
- Laboratory
- Medical/Surgical
- Oncology
- Orthopedics
- Pediatrics
- Pharmacy
- Respiratory
- Safety

AWARDED SUPPLIERS

Novation offers a unique supplier experience through increased supply chain **efficiency, visibility** and **credibility**.

Led by a dedicated team of portfolio executives, Novation provides an array of support services designed to maximize awarded suppliers' success. Novation's goal is to create supplier relationships built on the shared objective of providing the right products at the right price.



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SUPPLIER DIVERSITY PROGRAM

Novation is committed to encouraging and supporting the development of businesses owned by minorities, women and veterans (MWVBEs) that meet high-quality product standards. These companies are an integral part of the supply chain management process and must be a function of Novation's normal purchasing and procurement processes. In addition, the members Novation serves are committed to economic development in their communities and require that these businesses be developed and used as suppliers to Novation when appropriate.

Novation's Supplier Diversity Program seeks to find diverse suppliers in product and service categories to support the needs of VHA, UHC and Provista. Since Novation's portfolio is reflective of the value-added services we offer to our customers, Novation performs a careful screening to ensure partnerships with high-performing diverse suppliers.

Novation's Supplier Diversity Program offers several benefits to suppliers and distributors including:

- Expanded visibility and access to the largest membership nationwide
- Member-driven, high-integrity contract process
- Ability to register for upcoming bid opportunities
- Sales and marketing support
- Local and national event networking opportunities
- Mentoring opportunities within the health care industry

RESOURCES AND SUPPORT

Awarded suppliers have access to a secure Web site designed to provide information and news that will help them maximize their Novation agreements. The site includes tools and resources for viewing and downloading membership lists, managing contracts, staying connected to Novation and alliances, and marketing contracts to the membership.

CONTACT US

To learn more about becoming a Novation-awarded diverse supplier, please visit us at www.novationco.com/supplierdiversity to view Novation's diversity registration and bid/proposal calendar.