

Dear Vender Partners,

NCH is committed to providing exceptional patient care while ensuring the highest standards of quality, safety, and financial stewardship. As part of this commitment, we are implementing a standardized Value Analysis review process for all new products, technologies, and equipment introduced to our organization. Effective August 3, 2026, all vendors and representatives are expected to adhere to the following requirements:

- **No new products, product substitutions, trials, samples, or demonstrations may be brought into or used within hospitals and care areas without prior approval through the Value Analysis process.**
- Vendors may not provide products directly to physicians, clinicians, or hospital departments for evaluation or use unless formal approval has been obtained.
- Any request to evaluate or introduce a new product must be coordinated through the Value Analysis committee regarding implementation.
- Existing contracted products should continue to be supported in accordance with current agreements. Any proposed changes, enhancements, or replacements must also be submitted for review.

The Value Analysis Committee evaluates products based on multiple factors, including:

- Clinical evidence and patient outcomes
- Patient and staff safety
- Regulatory compliance
- Operational impact
- Product standardization
- Finance impact and total cost of ownership
- Contracting opportunities and supplier performance

Failure to comply with this communication may result in the removal of unapproved products and will impact future vendor access privileges. Any items utilized without prior approval will be considered a donation to the organization, no payment will be issued for the product(s).

“Bill only” submissions for approved product must be invoiced within 72 hours of the case or that product will also be considered a donation to the organization and no payment will

NCH BAKER HOSPITAL

**350 7th Street North
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NAPLES COMPREHENSIVE HEALTH

August 3, 2026

be issued for the product(s). If a “bill only” product is submitted but does not have approval to be utilized, it will be rejected for payment as it is considered a donation to the Health System.

We value our partnership with your organization and appreciate your cooperation in supporting these important initiatives. If you would like to introduce a new product or technology for consideration, or if you have questions regarding the Value Analysis process, please contact: valueanalysis@nchmd.org.

Sincerely,

A handwritten signature in blue ink, appearing to read "Andrew Cooper", with a long horizontal line extending to the right.

Andrew Cooper, Chief Digital and Access Officer

A handwritten signature in blue ink, appearing to read "Cameron Blaquiere", with a long horizontal line extending to the right.

Cameron Blaquiere, Administrative Director, Supply Chain Services

A handwritten signature in blue ink, appearing to read "Ashley Adams", with a long horizontal line extending to the right.

Ashley Adams, Administrative Director, Supply Chain and MSK Operations

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