

# CLM (Contract Lifecycle Management) Supplier Portal User Guide



September 7, 2017

The purpose of this document is to assist suppliers submit their company data to HealthTrust through the Supplier Portal, HealthTrust's supplier-facing website.

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## **HealthTrust Supplier Portal**

Upon entry to the HealthTrust Supplier's public portal, clicking on the *"Suppliers"* button/tab. This area of the portal is where you will find information that is updated dynamically. The screens and content may be updated from the view shown in this document, but we expect the portal will be intuitive and helpful to guide you through the process.



Click on the "Supplier Information" button/tab.

# **WELCOME SUPPLIERS**

# Supplier Information

Get started today or update company profile.

GET STARTED OR UPDATE PROFILE

## **Portal Access**

Login to gain access to the Healthtrust supplier portal below.

SUPPLIER LOGIN

Benefits of Becoming a Supplier



Click "Benefits of Becoming a Contracted Supplier" for important information about HealthTrust's contracting process, including our Criteria for becoming a HealthTrust nationally-contracted supplier, Contract Schedule (Bid Calendar), and a link to the Supplier Form, which is also available by clicking "GET STARTED OR UPDATE PROFILE".

. BENEFITS

RITERIA

NTRACT SCHEDULE

4. SUPPLIER FORM

## Benefits of Being a Contracted Supplier

HealthTrust is the only national committed-model group purchasing organization. Our members are exclusive to HealthTrust and do not belong to any other group purchasing organizations. We deliver unprecedented speed to scale through our aligned members and their concentrated market power. Since 1999, we've continued to strengthen our reputation as the highcompliance market leader that delivers on our promises to members and contracted suppliers alike. We expect the industrybest price from our suppliers and in return we deliver a committed market share. This committed model is the most efficient cost-to-serve GPO model in the industry.

I. BENEFITS

RIA 3. CONT

EDULE 4. SUPPLIER

The minimum criteria that a supplier must meet to be considered for participation in a national contract bid process includes, but is not limited to the criteria below. Inability to meet any of the following criteria may result in a supplier not being considered for inclusion in a national bid process:

- The supplier's products and services will meet or exceed the level of quality, durability and cost effectiveness of items currently under contract with HealthTrust and being utilized by its members
- The supplier's distribution system can accommodate HealthTrust's national volume without undue delays or back orders
- The supplier must demonstrate financial stability and long-term viability
- The supplier must be able to provide detailed reports of usage information by member facilities, at least quarterly
- The supplier must provide the Tax ID of their company





1. BENEFITS

RITERIA

CHEDULE 4. SUPPLIER FORM

**New Suppliers:** The process begins with you completing a supplier form which includes needed information for existing as well as prospective HealthTrust suppliers. The form contains key information about your company, your Tax ID, your interest in HealthTrust categories, contacts, etc. Once submitted, your information will be reviewed in relation to the category you have selected, to determine if you will be considered for participation in a bid process. If you will be considered for participation, you will receive a registration link as well as further information about the sourcing event.

Prospective and Existing Suppliers: Please complete and submit the supplier form by using the link below.

**IMPORTANT:** Completion and submission of the supplier form does not guarantee that your company will be considered or included in a bid process.

SUPPLIER USER PORTAL GUIDE GET STARTE

GET STARTED OR UPDATE PROFILE

By clicking "GET STARTED OR UPDATE PROFILE" from the Supplier Homepage, or the "Supplier Form" button above, this will open the on-line form for your submission.

This link to the *Supplier Form* allows you to provide HealthTrust with information about your company. This document outlines the data submission requirements and process for suppliers to provide and update their

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information.

After selecting *Supplier Form*, the following form and prompts appear. Please review this document in its entirety prior to completing the form, to understand data required for form completion as described in this document.

## **Updating Form Information**

When you need to update your information on your form for your company, or for your contacts, after entering your TaxID, certain fields will be pre-populated based on your prior submissions. This feature minimizes some of the time required for you to input information. The fields that will be pre-populated include:

ID, Legal Name, Website, DBA Names, Diversity information, OIG information, Geographic area, Employee or 1099 Resources, DUNS, Annual Sales information, Other GPOs, Stock symbol, Vendor type, and Product Categories.

## **Terms of Use and Disclaimer**

Before proceeding you must complete the following form, *Accept Terms of User and Disclaimer / Supplier Form Submission*.





Any negative response to the questions will prompt an auto-generated response on the form itself, and you will be disqualified from going any further in the process. You will see this response at the bottom.

Sorry, because the terms of use and disclaimer were not accepted, we cannot process your submission as a supplier. If you wish to accept the terms of use and disclaimer, please select "Yes" when prompted to accept the terms of use and disclaimer and fill out the signature. Thank you.

- 1. You have accepted and signed the Terms of User and Disclaimer form. Now you will be able to move forward by clicking *Next*.
- 2. Enter your 9 digit Federal Tax Id number.

If your Tax Id is already in the system, this screen will appear, giving you the option to choose your vendor name from the dropdown. When the log-in prompt appears, type in your username and password that were previously assigned to you.

Supplier Form		
Vendor Identification		
	Federal Tax ID# *	
		NEXT

### **New Suppliers**

If you are a new supplier, click *Next* to open and proceed through the 8-part form. Be sure that you complete all required fields (indicated by \*) on each screen or you will not be able to move to the next one.

### **Existing Suppliers**

If you are an existing HealthTrust supplier and need to update information, submit changes through this same process by completing all fields (required fields are indicated by \*). To submit changes to information for a specific contract(s), enter the System ID as provided by the negotiator, example CTR#####, and provide the updates for that specific contract(s).



## **Step 1: General Information**

If you have been given a System ID by your negotiator, enter this number here, example CTR####.

Supplier Portal	Supplier Form
HEALTHTRUST*	
Supplier Form	
General Info (Step 1 of 8)	Tax ld 1231231234
Contract Info	
Your HealthTrust/CoreTrust negotiator will provide this information at the approximation at the second seco	priate time. (Example: CTR######)
System ID (if available)	
Completed By	
First Name *	
Last Name *	
Title	
Phone *	
Email *	
	NEXT

## Step2: Company Information

Click the dropdowns to complete the mailing and physical address fields.

	Tax Id 123123123
Company Info (Step 2 of 8)	
Identification	
Complete Legal Company Name *	
Doing Business As (DBA) Name *	
Vendor Type(s) *	<ul> <li>Manufacturer - An individual or a company who buys materials, raw materials or components and transforms them into a sellable product.</li> <li>Pharmacy - A company that is in the Pharmaceutical industry with any of the following intents: discovers, develops, produces, markets medications.</li> <li>Remanufacturer - The original manufacturer that recycles and remanufactures the original product. This reprocessor vendor does supply the original product.</li> <li>Reprocessor - A third-party company other than the original manufacturer that recycles and remanufactures the original product. This reprocessor vendor does supply the original product.</li> <li>Reprocessor - A third-party company other than the original manufacturer that recycles and remanufactures the original product. This reprocessor vendor does NOT supply the original product.</li> <li>Self Supplier Only - An individual or company who manufactures a product and distributes it directly to the end user. (They do not allow 3rd parties to sell their goods)</li> <li>Service - An individual or a company who sells products for self and other(s), also known as Distributor.</li> </ul>
Company Website	
Are you a division of a parent company?	



Legal Contract Address of Company	
Address Line 1 *	
Address Line 2	
City *	
State *	T
Zip *	
Other Addresses	
Mailing Address	~
Physical Address	~
Diversity Certification	
Certified Minority Owned Business (NMSDC)?	0
	Please select ethnic group
Cartified Wampo Owned Purplacer (WPEN/02	
Certined workan owned Small Business Finity (SDVOSB)?	
Veteran Owned Business Entity (VOSB)?	
Small Business Entity (SBA)?	0
	Note: If this is a certified Minority, Woman Owned, or Disabled Veteran Owned Business, please mail or fax the certification form to: HealthTrust Purchasing Group Attn: Director of Business Diversity 1100 Charlotte Avenue, Suite 1100 Nashville, TN 37203 Fax: (615) 980-8431

Note that if you enter a DBA name, additional response fields will appear. For reference, the DBA name associated with your Tax ID will populate in the top right section of each screen as you move forward.

When you make a selection from the Diversity list, a date field will open. Scroll your mouse over the date field to see the dropdown completion arrows.

### Step3: Company Information (cont.)

Be sure to click the dropdown icon for correct response options. The default responses to the exclusion inquiries regarding OIG and GSA are No. However if the negative response is inaccurate, you must check Yes. Either response does not impact your ability to move forward in the questionnaire.

Supplier Form	
Company Info (Continued) (Step 3 of 8)	test <b>Tax Id</b> 123123123
Geographical Area(s) of Operation	
US National	
US Regional	
UK	



Sales Information	
Number of Directly Employed Resources or 1099 Resources *	•
Total Number of Sales Reps or 1099 Resources *	,
Estimated Annual US Sales Volume *	,
Estimated Annual US Sales (%) in Healthcare *	,
What other GPOs Do you Contract With?	Intalere
	Premier
	Vizient Vizient
	Other (please specify):
Stock Symbol	
DUNS Number	
Are There Efforts Related to Environmental Sustainability Occurring Within Your Organization Today?	
Are you on the excluded list from the OIG? $st$	⊙ Yes ● No
Are you on the excluded list from the GSA? $\star$	© Yes ® No
PREVIOUS	NEXT

## **Step 4: Products/Services**

Select the categories that your company offers. This may include products, equipment, or services. You can select multiple categories or subcategories, but you must select at least one category. If you do not see a category listed that is applicable for your business or offering, notify HealthTrust Customer services and provide that information.

heck the	e product/services that are applicable (Categories can be expanded to see sub-categories)	
Filter		
	At least one product/service below must be selected	
	Accounts Payable Recovery Services     Adhesion Prevention Products     Administration     Adult Incontinence Mesh Briefs     Advanced Energy     Advertising, Yellow Pages     Advertising, Yellow Pages     Air Filters     Airway Management, Oral, Nasal     Alarms, Fall Prevention     Alograft Tissue - Valves, Veins, Arteries     Anesthesia Equipment, Service and Related Supplies     Anesthesia Trays & Pain Control Products     Answering Services and Call Centers     Answering Services and Call Centers	

Instruments & Supplies, Physical Exam Diagnostics
 Kits, BP Pediatric
 Otoscopes/Ophthalmoscopes
 Speculum
 Sphygmomanometer
 Supplies

Expanding the parent category will allow you to select one or multiple sub-categories. If you select the parent category, the system will automatically select all the subcategories beneath it.

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test **Tax Id** 123123123



## **Step 5: Previous Company Details**

Complete only if you are submitting a change due to a merger or acquisition (the form will open by checking the box).

Supplier Form	
	t <b>Tax Id</b> 123123123
Previous Company Info (Step 5 of 8)	
	☑ Are you submitting a change form as a result of a merger or acquisition?
Previous Company Details	
Previous Company Name	
Federal Tax ID# of Previous Company	
Relationship between New Company and Previous Company	New Company owns all stock in Previous Company (stock transfer)
Please describe in detail what has happened	
Effective Date of change	mm/dd/yyyy
Will any catalog numbers change?	
PREVIOUS	NEXT

Clicking the box next to "will any catalog numbers change" will prompt a message telling you that later in the process you will be required to submit new catalog information.

Will any catalog numbers change? •• Note: We require a new price-file

## **Step 6: Purchasing/Remit Information**

Supplier Form	
Purchasing/Remit Info (Step 6 of 8)	t <b>Tax ld</b> 123123123
Purchasing	
Will HealthTrust Members purchase from this vendor?	⊙ Yes ● No
If No, please explain	
Remittance	
Will HealthTrust members remit payment to this vendor?	© Yes <sup>®</sup> No
lf No, please explain	
PREVIOUS	NEXT

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### Steps 7 - 8: Contacts

Contacts types to include here are: Primary Contact, Secondary Contact, Contract Manager Contact (National Account Rep), EDI Information, Customer Service, Source Advertising, Primary Pharmacy Contact, and Financial Pharmacy Contact. The fields below will be required for these contact types.

Contacts (Step 7 of 8)	
Primary	
Please provide the contact information for the main person to whom He	althTrust membership should direct any contract questions.
Name *	Jim Smith
Title	National Account Representative
Address Line 1 *	123 Main
Address Line 2	
City *	Nashville
State *	- TN -
Zip *	37203
Phone *	1231231234
Fax	
Email *	jim@test.com
Additional Contacts (Step 8 of 8)	
Additional Contacts	

## **Contact Defintions**

The contact definition for contact type is on the screen as follows:

- Primary Contact: main person to whom HealthTrust membership should direct any contract questions.
- Secondary Contact: secondary person to whom HealthTrust membership should direct any contract questions.
- Contract Manager Contact (National Account Rep): person with whom HealthTrust will use when sending approval and rejection e-mail notification for batches of price changes, item adds, and/or item expires.
   *Pharmacy*: Please provide the contact information for the person with whom HealthTrust will use when sending approval and rejection e-mail notification for batches of price changes, item adds, and/or item expires.
   *Distributors*: Please provide the contact for the person with whom HealthTrust will use when sending price files.
- EDI Information Contact: person members should direct questions regarding the set-up of EDI transactions
- **Customer Service Contact**: contact to whom members should communicate issues or ask questions. This could be a main toll-free number and does not have to have a name or address.
- **Financial Contact:** in some instances, it will be necessary for HealthTrust to cut checks back to the vendor. Provide the information for the contact to whom HealthTrust should send these checks.
- **Source Advertising Contact**: person that would like to receive communications regarding opportunities to advertise in HealthTrust's quarterly magazine, The Source.
- **Primary Pharmacy Contact:** person to whom HealthTrust membership should direct any pharmacy contract questions.
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## **Finish & Review**

Supplier Form

#### Finish/Review

If all of the informa ion is ready and to go back and m ike changes to any fields

### General Info (Step 1)

Form Completed By

First Name: t Last Name: t Phone: 7897897899 Email: tori.howk@health

Company Info (Step 2)

Company Hino (SEp 2) Identification Legal Name: Test company, LLC DBA Name: Test company Federal Tax (is: 12321224) Is Parent Company, Yess Legal Address: 123 Main Street, Nashville, Tennesse 33333 Company Wesbiew www.test.com Vendor Type(s): Manufacturer

stpg.com

#### Diversity Certification

Diversity Certification Is Minority Owned Business Entity: Yes Ethnic Group: Aslam-Pacific American Is Woman Owned Business Entity: No Disabiled Veteran Owned Business Yes Is Service Disabiled Veteran Owned Small Business E Is Service Disabiled Veteran Owned Small Business E Is Small Business Entity: No Diversity Certification Date: St/1/2017 12:00:00 AM all Business Entity: No

Company Info(Continued)(Step 3) Geographic Area of Operations Is Us National: No Is US Regional: No Is UK: No Geographic Area of Operations

Is Us National: **No** Is US Regional: **No** Is UK: No

#### Sales Information

Sales Information Number of Directly Employed Resources or 1099 Resources: Less than 10 Total Number of Sales Reps or 1099 Resources: Greater than 500 Estimated Annual US Sales Volume: Greater than 5100M Percent of Annual US Sales Volume that is within the HealthCare Market: 51-75% What other GPOs Do you Contract With: Intalere

Are There Efforts Related to Environmental Sustainability Occurring Today?: No Are you on the excluded list from the OIG: No Are you on the excluded list from the GSA: No

#### Products/Services (Step 4)

Product Categories: Accounts Payable Recovery Services | Accounts Payable Recovery Services: Accounts Payable Recovery Audit | Accounts Payable Recovery Services: Escheat Reduction and Re-Capture Services

#### Previous Company Info (Step 5)

Are you submitting a change form as a res It of a merger or acquisition: No

Purchasing/Remit Info (Step 6) Will HealthTrust Members purchase from this vendor?: No Explained:

Will HealthTrust members remit payment to this vendor?: No If No. Explain:

#### Contacts (Step 7)

Primary Contact First Name: Bob Last Name: Smith Title: National Account Manager Address: 123 Main Street, Nashville, Tennessee 33333 Phone: 1111111111 Email: bob@test.com Contract Management First Name: Bob Last Name: Smith Email: bob@test.com **Customer Service** Phone: 1111111111 Priorie Contact Financial Contact First Name: Bob Last Name: Smith Tide: Financial Contact Address: 1111 Main Street, Nas Phone: 111111111 Email: bob@test.com see 33333 Additional Contacts (Step 8) Primary Pharmacy Contact

First Name: Bob Last Name: Smith

00010010



At any time during the form completion process, you may return to a previous screen to correct or update an entry. The same is true on the final review screen. You have the option to return to a previous screen to make corrections or submit the profile at this time.

Upon submission this message will appear on your screen.

#### Supplier Portal

Supplier Form

# HEALTHTRUST

# Supplier Form

Thank you for providing HealthTrust with information about your company. Within the next 3-5 days, HealthTrust will complete the process for mastering your company information in our systems.

You will receive a follow-up email within 3-5 days with directions on how to request a HealthTrust Account. If you are a new supplier and do not already have an account, please follow the directions included in that email in order to set up a Supplier Portal account.

If you are a currently contracted supplier and have a HealthTrust Supplier Portal account, there is no further action necessary on your part. Your account settings will be updated to assure you have access to the proper HealthTrust systems if you are going to be included in a sourcing event.

## **New Supplier Form Received Email**



Thank you for providing HealthTrust with information about your company. Within the next 3-5 days, HealthTrust will complete the process for mastering your company information in our systems.

You will receive a follow-up email within 3-5 days with directions on how to request a HealthTrust Account. If you are a new supplier and do not already have an account, please follow the directions included in that email in order to set up a Supplier Portal account.

If you are a currently contracted supplier and have a HealthTrust Supplier Portal account, there is no further action necessary on your part. Your account settings will be updated to assure you have access to the proper HealthTrust systems if you are going to be included in a sourcing event.

Upon submission of the form, you will receive the following email.



## Notification of Failure to Meet Qualifying Criteria

Prospective suppliers who submit forms that do not meet necessary criteria for immediate inclusion in a HealthTrust contracting process will receive the following email when they submit their form, which will include the reason(s). If you receive this email, *it does not mean that your information will not be reviewed by the appropriate HealthTrust representative responsible for the bidding process*. This message was to advise you that based on the information submitted, you do not meet all necessary criteria to qualify for inclusion in HealthTrust's contracting process at this time. Your information has been received, and will still be reviewed by HealthTrust.

Based on your form submission, you do not meet all necessary criteria to qualify for immediate inclusion in HealthTrust's contracting process. The reasons for the failure to qualify are specified below. Your company form will be retained in our system and we encourage you to update your form as changes occur so that you may be re-evaluated for future opportunities. If you would like to discuss the criteria further with a HealthTrust representative, please send an email with supporting documentation to <u>CORP.SupplierProfile@Healthtrustpg.com</u>

Reason(s):

Total number of employed or 1099 sales reps less than 10



## Notification of Failure to Meet Qualifying Criteria for Diversity Suppliers

Diversity suppliers who submit forms that do not meet necessary criteria for immediate inclusion in a HealthTrust contracting process will receive the following email, providing additional information about HealthTrust's Diversity program. If you receive this email, *it does not mean that your information will not be reviewed by the appropriate HealthTrust representative responsible for the bidding process*. This message was to advise you that based on the information submitted, you do not meet all necessary criteria to qualify for inclusion in HealthTrust's contracting process at this time. Your information has been received, and will still be reviewed by HealthTrust.

Thank you for submitting your information. HealthTrust is a committed model group purchasing organization, providing products and services to members across the US. Because of this it is critical that we build a contract portfolio of suppliers who can meet the needs of our national membership.

HealthTrust is also committed to expanding our Supplier Diversity program. The information you submitted will be reviewed to determine if your products or services meet a need of our members, within our contract work plan. We do recognize that your ability to cover a national market may not be feasible, but we will review and consider potential regional opportunities that may meet the needs of our members.

Below is new...



## **Applying for Access to Supplier Portal**

## Created by: Business Analyst, Revised: August 18, 2017

The purpose of this section is to assist HealthTrust suppliers apply for access to the Supplier Portal, HealthTrust's supplier-facing website.

The HealthTrust Supplier Portal provides suppliers with access to affiliation certificates, eligibility letters and other useful tools and information regarding HealthTrust members and supplier relations.

## **Request Access to the Supplier Portal**

After your form data has been submitted to HealthTrust, you will receive an email, directing you to request access to HealthTrust's Vendor Portal.

Thank you! Your company has been established in the HealthTrust Vendor Master Database with the following credentials: Vendor Legal Name: Vendor dba (doing business as) Name: Vendor Number:

Please follow the <u>attached</u> instruction to apply for access to the HealthTrust Supplier Portal.

## **Applying for Access**

Begin by visiting our public website at http://www.healthtrustpg.com



Click on the "Suppliers" text located in the upper right corner of the home page.

Once the page loads, you will be presented with two options labelled **Supplier Information** and **Portal Access**. Click **Portal Access - Supplier Login** 





Next, you will be presented with two options below the login section labelled **HealthTrust Member Registration** and **HealthTrust Vendor Registration**. Click **HealthTrust Vendor Registration**.





Vendor Registration	
Email *	
Confirm Email *	
First Name *	
Last Name *	
Phone *	ext.
Vendor Affiliation(s) *	Choose Affiliation(s)
	Selected Affiliation(s) No affiliation(s)
Role(s)	<ul> <li>HealthTrust Portals</li> <li>HealthTrust Portals - Supplier User</li> </ul>
Comments	
	Register

Member Support: P: 888.222.1172 | hpgsvc@healthtrustpg.com Hours: 7 a.m. to 5 p.m. CST, Monday - Friday

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Provide all of the required personal information (designated with a \*).

NOTE: Ensure that "HealthTrust Portals – Supplier User" is selected under HealthTrust Portals in the Roles section. Your affiliation as a supplier will ensure that you are only shown the supplier-facing section of our site.

Vendor affiliation is a required field and indicates the supplier that you represent. By clicking the **Search** button, vendor affiliation names can be selected using the vendor name as search criteria.



Your Vendor Affiliation(s)	
Selected Affiliation(s)	
Please tell us what vendor you represent.	-
You may select more than one if there are multiple divisions.	
Namo	
Coard	
Search	
	-
	_
Add Affiliation(s	)

When you have completed the entire request form, click the **Register** button. If your request has been successfully submitted, you will be provided with a clear message indicator.

	HEALTHTRUST
Member Regi	stration: Thank You
	registering
Thank you for	registering.

## You're finished. Thank you for applying!

- The security administrator has been notified.
- Once approved, you will receive an email with instructions to create your password.

**PLEASE NOTE:** Account requests typically take one to three days for the security administrator to process; however, it could take longer if there are questions or concerns about the request. *When approved or denied for access, you will be notified using the email address you provided during signup.*