



Methodist • Lutheran • Blank

August 25, 2010

Dear Vendor Business Partner,

Iowa Health-Des Moines, which includes Iowa Methodist Medical Center, Iowa Lutheran Hospital, Blank Children's Hospital, Laser Eye Surgery, and Methodist West Hospital, is all one entity. Each of these facilities should receive the same pricing, services, and courtesy from your Corporation. Upon initial business with any of these facilities, you must check in and meet with a buyer in IHS system procurement at the Iowa Health System Dedicated Distribution Center in Urbandale.

Iowa Health-Des Moines works with the Iowa Health System Consolidated Services, LLC. **The vendor is not allowed to try to negotiate or bring forth-new products without the prior approval of the system procurement staff and/or our formal Value Analysis process.** If any vendor is trying to sell us supplies that are not under contract, the procurement staff will advise you and let you know which direction to take. If you have any questions regarding any of these issues please call one of our procurement staff below:

All Iowa Health-Des Moines entities have the right to receive best pricing available, if a price discrepancy is discovered then the appropriate procurement staff or manager will contact the vendor to arrange for a credit.

Sandy Farrell – Buyer - Surgery, Endoscopy, Imaging & Capital Orders
Phone 515-252-2615

Robert Hayes – Buyer – Lab, OPS & Vehicles
Phone 515-252-2602

Barb Warren – Buyer – Patient Care, Central Supply / Nursing Floors
Phone 515-252-2614

Kandie Trullinger – Buyer – General, Inventory Orders
Phone 515-252-2604

Steve Spilman – Buyer – General, Inventory Orders
Phone 515-252-2616

Karen Knape – System Procurement Manager
Phone 515-252-2603

Marlene Turner – Supply Chain Analyst at IH-DM
Phone 515-241-5763

Sue Draper – Supply Chain Specialist at IH-DM
Phone 515-241-6996

We thank you for your cooperation and consistent business practices.

Sincerely,
Sue Draper
Iowa Health – Des Moines Supply Chain