



HealthTrust Contract Summary Points

GPO: HealthTrust

Contract #: HPG-54570

Category: Osteobiologics

Products covered:

- STIMULAN® Rapid Cure (3cc, 5cc, 10cc and 20cc)
- STIMULAN® Bullet Mat and Introducer
- genex® Bone Graft Substitute (5cc and 10cc)
- Biocomposites OsteoPrecision™ Graft Delivery Device

Effective dates: May 1, 2020 through November 30, 2023

Distribution: Direct from Biocomposites Inc.

Pricing: Firm for term of agreement

Key points:

- New Osteobiologics contract category for HealthTrust
- Pricing available from your Biocomposites Regional Manager
- All HealthTrust members have been pre-slotted to HCA or non-HCA prices
- If a HealthTrust member has a pre-existing agreement with Biocomposites (example: Trinity or CHS) they may choose to stay on that agreement through its expiration, or move over to the HealthTrust contract pricing, but they cannot mix-and-match line-item pricing between the two
- Non-HCA facilities are eligible for the HealthTrust contract pricing
- HCA pricing is only available to HCA facilities. Do not share HCA pricing with any non-HCA facilities



Call to action:

- Review and familiarize yourself with the pricing for both HCA and non-HCA facilities
- Increase awareness with customers of Biocomposites' new award status, particularly in those HealthTrust accounts where we have previously been blocked for not having a contract award
- Identify new conversion opportunities or expansion areas for STIMULAN® Rapid Cure 3cc pack size and genex® Bone Graft Substitute
- Contact Allyson Orum, Biocomposites National Accounts Director or your local Biocomposites Regional Manager with any questions

Thank you,

Allyson Orum

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