



SUCCESS PAYS™

Purchase Agreement

Customer Beaumont Hospital - Grosse Pointe
468 Cadieux ROAD
 Address Grosse Pointe MI 48230
 City RANDY WHITNEY State Zip Code
 Main Contact 313-473-2087 Randy.Whitney@Beaumont.org
 Phone Number Email Address

ANNE STEWART - CNO 313-473-1713 ANNE.STEWART@Beaumont.org
 Chief Financial Officer Name, Phone Number, and Email Address

Effective Date: MARCH 1, 2016

I. GENERAL. American Nurses Credentialing Center (ANCC) agrees to offer opportunities for Customer's registered nurses (RNs) to apply for initial certifications and certification renewals ("Certification/s") with this purchase agreement form ("Order Form") through the Success Pays Program™ subject to the attached terms and conditions ("Terms and Conditions").

II. CONTRACTED PRICES. During the Term (defined below) the following contracted prices for each certification shall apply.
 Certification by Exam: \$290 Certification Through Portfolio: \$470
 Renewal Fee Applications: \$350 Retired Certified Nurse Recognition: \$100

III. ORDER OBLIGATIONS. Customer is committing to the following order obligations.

Service	Minimum Number of Orders
Certification by Exam and/or Certification Through Portfolio	15 Certification by Exam and/or Certification Through Portfolio that equates to 15 shall meet Customer's obligations).
Renewal Fee Applications	No minimum
Retired Certified Nurse Recognition	No minimum

IV. TERM. The term of this Order shall begin on the Effective Date above and extend one (1) year.

V. SIGNATURES.

CUSTOMER	ANCC
Signature <u>ANNE STEWART</u>	Signature
Name <u>ANNE STEWART</u>	Name
Date <u>2/16/16</u>	Date

SUCCESSPAYS AGREEMENT

These Terms and Conditions ("Terms") are between Customer as defined in the attached Purchase Agreement Order Form ("Order Form") dated 2/16/16 - Start 3/1/16 and the American Nurses Credentialing Center (ANCC). These Terms govern the order between Customer and ANCC in the signed Order Form. In the event of conflict between the Order Form and these Terms, the Order Form shall govern. Any defined term in the Order Form or these Terms shall carry over to the other.

1. General: Customer agrees and understands that ANCC is offering and guaranteeing the Certification contracted rates as stated in the Order Form during the Term and other consideration herein in exchange for Customer's guaranteeing a minimum number of Certification by Exam and/or Certification Through Portfolio applicants.
2. Invoices: ANCC shall invoice Customer monthly for all certification applications and for all exams passed. Customer shall pay invoices within forty-five (45) days of receipt. If payment is not made within forty-five (45) days of receipt of the invoice, ANCC shall impose a late penalty of \$290 upon Customer, and ANCC reserves the right to place Customer's Success Pays account on hold until payment has been made in full. While an account is on hold, additional RNs will not be permitted to test.
3. Shortfall Fee: If at the conclusion of the Term, the minimum order obligations of Customer have not been met, Customer shall pay ANCC the shortfall between what the total payments to ANCC would have been had the Customer met its minimum order obligations and the total payments ANCC actually received ("Shortfall Fee"). For the avoidance of doubt, this Shortfall Fee calculation will use the "Certification by Exam" rate to calculate the Shortfall Fee for a shortage in the Certification by Exam/Certification Through Portfolio order category.
4. Reduction in Payments Due: Notwithstanding anything to the contrary, "Certification by Exam" allots two attempts per individual RN applicant to pass during the Term. Provided that the RN has attempted at least one time, if the RN does not pass by the end of the Term or after two allotted attempts, whichever comes first, Customer shall not be charged for that Certification Applicant. For the avoidance of doubt, this potential reduction applies only to the "Certification by Exam" category. Refunds or reductions shall not apply to applicants who don't complete a portfolio or take an exam.
5. Promotional Efforts: In cooperation with ANCC, Customer shall use commercially reasonable efforts to promote to RNs the availability of the Certification options available from the Order Form. Customer shall also establish and maintain a visible and compelling promotional presence for these Certification options on Customer's primary website, including, at a minimum, a direct link to the relevant exam application page(s) on the ANCC website.
6. Point of Contact Information: Customer shall update the Primary Contact Information Form at successpays@ana.org no later than seven (7) business days after any change to Customer's primary contact.
7. Administration of Certification Exams: ANCC shall administer and retain sole independent authority over the administration of Certifications, including sole authority to determine eligibility and whether or not qualifications have been met to lead to ultimate certification.

8. ANCC Responsibilities: ANCC shall
 - A. Provide reasonable assistance to Customer to recruit RNs to apply for Certifications, including but not limited to providing recruitment materials to Customer for cost and identifying Customer in mutually agreed upon promotional materials.
 - B. Provide a monthly report of certification results by Customer RN applicant no later than the fifteenth (15th) day of the following month.
9. Assignment of Contract. Customer may not assign its rights or delegate its responsibilities without the express written consent of ANCC. For all permitted assignments or delegations, this clause shall inure to the successors and assignees.
10. Excusable Delay. To the extent ANCC is delayed from completing any obligations due to lack of reasonable cooperation or assistance from Customer, such delay will be considered excusable.
11. Waiver. No failure to exercise a right or privilege by either party shall be deemed a waiver.
12. Confidentiality. "Confidential Information" is any and all information disclosed by ANCC that at any time is designated as confidential, proprietary, secret, trade secret, competitive, intellectual property or given another similar designation. Confidential Information also includes any ANCC information regarding membership plans, membership statistics, marketing and promotional plans, competitive processes, specific certification exam questions or processes, software programs, and business procedures or processes. Confidential Information also includes any information that Customer knew or reasonably should have known ANCC would like to treat as confidential because it has independent value from not being released to the public or because its release to any portion of the public has the potential to damage a competitive position or otherwise cause harm to the ANCC and/or one or more of its affiliates. The provisions in this paragraph apply whether the information is tangible or intangible and irrespective of whether the disclosure was written or verbal. Furthermore, the provisions in this paragraph apply regardless of the ownership of such information and whether or not such information is directly or indirectly disclosed. For the avoidance of doubt, the specific terms and conditions of these Terms and the Order Form are to be considered Confidential Information.

ANCC shall not disclose Customer's RNs' certification information, including the participation rate or pass/fail rate, to any third party. For purposes of these Terms, "third party" shall mean any person or entity not a signatory to the Order Form.

ANCC assigns a unique access code to Customer to be used by its nurses and clinicians when they sign up for certification through the Success Pays program. Customer is responsible for maintaining the confidentiality of this code and ensuring that this code is only used by RNs employed by Customer. Customer shall immediately notify ANCC if it knows or believes that the confidentiality of its access code has been breached. ANCC reserves the right to seek payment from Customer for any fees or costs incurred as a result of Customer's failure to protect the confidentiality of its access code.
13. No Third-Party Beneficiaries. Nothing in these Terms or the Order Form shall confer any rights to any party other than the two signatories.
14. Integration/Merger. These Terms represent the entire understanding of the parties, and any modification thereof shall not be effective unless contained in writing and signed by both parties.
15. Severability. Each provision of these Terms shall be considered severable such that if any one provision or clause conflicts with existing or future applicable law, or may not be given full effect because of such law, it shall not affect any other provision of the Terms which shall be given effect without the conflicting provision or clause.
16. Applicable Laws. Both parties shall perform their respective obligations in compliance with all applicable laws, regulations, and ordinances.

Whitney, Randy

From: SuccessPays <successpays@ana.org>
Sent: Thursday, February 18, 2016 6:16 PM
To: Whitney, Randy
Subject: Success Pays startup
Attachments: ANCCSuccessPaysEligibilityFlyer.pdf

Dear Randy,

The American Nurses Credentialing Center (ANCC) welcomes Beaumont Hospital – Grosse Pointe to the Success Pays Program. Please note that the CID is 33602126. Attached is the signed agreement.

The 100% discount promotion code to provide to your staff is: 33602126 and is valid in accordance with your contract, beginning March 1, 2016.

Discount Code Use:

On the certification registration checkout page, staff will type the discount code in the box below "Enter Promotional Code.". Once the code is entered, they must click the words "Apply Promo." This will adjust the order total on the screen to \$0.00 and will allow the staff member to check out without using a credit card, as the balance is "zero". Staff must then click the words "Process My Order" towards the bottom left of the page as the final step for registering.

Please let me know if there are any difficulties and include the individual's name in any correspondence. This allows us to look the individual account up in the system and to verify there is not a system processing error occurring on our end.

What you can expect:

By the 15th business day of each month, ANCC will email you:

1. A report of staff that have used the discount code in the prior month.
2. A report of staff that became certified in the prior month.
3. An invoice for the total number staff members who became certified in the prior month.

Please do not hesitate to contact me if you have any questions.

To be Successful:

Please visit and pass on the ANCC Web link to help your staff be successful in this journey. Please look at the list of available certifications, review programs, and test taking strategies.

<http://www.nursecredentialing.org/certification.aspx#specialty>
http://208.49.13.43/ANCC_POD/UserContentStart.aspx?category=15

Promotional Materials:

http://208.49.13.43/ANCC_POD/UserContentStart.aspx?category=15

ANCC looks forward to supporting your organization's certification needs.

Warm Regards,

Erika

Erika A. Borlie, MS, BSN, WHNP-BC, RN-C
Senior Certification Program Analyst
American Nurses Credentialing Center
8515 Georgia Avenue
Silver Spring, MD 20910
Email: erika.borlie@ana.org
Phone: 301.628.5141
1.800.284.2378

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ANCC Certification

8515 Georgia Ave, Suite 400, Silver Spring, MD, 20910, USA
Phone: 800-284-2378

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INVOICE

Date: 17-Nov-2016

Bill-To: 33602126-0

Beaumont Hospital Grosse Pointe
Attn: Randy Whitney
468 Cadieux Road
Grosse Pointe Park, MI 48230

Order Number: 4002131877

Order Date: 17-Nov-2016

Invoice Number: 0001306919

MISC

Product	Fulfil Status	Status	Qty	Unit Price	Unit Discount	Coupon	Adjustment	Total
Success Pays	Active	Active	1.00	290.00	0.00	0.00	0.00	290.00
Shipping:								0.00

290.00

0.00

290.00

Kristina,

can you please put
these to Oracle &
pay them

TX.

RLC 710705

ACC: 671025 RW

Please detach the lower portion and return it with your payment. Thank you.

Customer: 33602126-0 Beaumont Hospital Grosse Pointe
Order No.: 4002131877 Invoice No: 0001306919

Balance Due(USD): 290.00

Credit Card # _____ Exp. Date: ____ / ____

Amount: _____

Credit Cards Accepted: Master Card, Visa, American Express, and Discover

Send payments to:

American Nurses Credentialing Center
P.O. Box 8785
Silver Spring, MD 20907-8785



ANCC Certification

8515 Georgia Ave, Suite 400, Silver Spring, MD, 20910, USA
Phone: 800-284-2378

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INVOICE

Date: 20-Oct-2016

Bill-To: 33602126-0

Beaumont Hospital Grosse Pointe
Attn: Randy Whitney
468 Cadievx Road
Grosse Pointe Park, MI 48230

Order Number: 4002102765

Order Date: 20-Oct-2016

Invoice Number : 0001286835

MISC

Product	Fulfil Status	Status	Qty	Unit Price	Unit Discount	Coupon	Adjustment	Total
Success Pays	Active	Active	2.00	290.00	0.00	0.00	0.00	580.00
Shipping:								0.00
Total :								580.00
Paid To Date								0.00
Current Amount Due :								580.00

Please detach the lower portion and return it with your payment. Thank you.

Customer: 33602126-0 Beaumont Hospital Grosse Pointe
Order No.: 4002102765 Invoice No: 0001286835

Balance Due(USD): 580.00

Credit Card # _____ Exp. Date: ____ / ____

Amount: _____

Credit Cards Accepted: Master Card, Visa, American Express, and Discover

Send payments to:

American Nurses Credentialing Center
P.O. Box 8785
Silver Spring, MD 20907-8785

Beaumont

Beaumont Hospital – Grosse Pointe
468 Cadieux Road
Grosse Pointe, MI 48230

Dear Grosse Pointe Nursing Colleagues:

I am pleased to announce a new and exciting opportunity for registered nurses at our Grosse Pointe Hospital. I have secured funding for the ANCC Success Pays Program which allows you to achieve ANCC certification without the financial concerns often associated with certification programs.

The benefits of certification include:

- Enhancing the nurses confidence and satisfaction
- Validates a nurse as an expert with specialized knowledge
- Increase professional growth and creditability
- Demonstrating your professional commitment
- Adhering to the standards of nursing practice thereby promoting quality patient care

With Success Pays, the Grosse Pointe Hospital has contracted with ANCC to provide eligible nurses an opportunity to take the ANCC certification exam with no financial risk. With Success Pays, a Grosse Pointe nurse simply enters a unique code in place of traditional payment methods and that code allows you to apply to take one of 25+ ANCC nursing certifications with no out of pocket costs to you. You take the test and if you pass, the hospital is invoiced for your fee; if you do not pass the exam the first time, one re-test is allowed at no charge.

What is the benefit of the Success Pays program to the Grosse Pointe Hospital?

- No out of pocket cost for our nurses
- Beaumont Grosse Pointe (BGP) will increase the number of certified nurses
- This will assist in meeting one of our Magnet goals.
- BGP will only pay for the nurses who pass the exam
- BGP will pay a discounted rate for RN's who take a certification exam

The Success Pays program is a great benefit to you as a Beaumont Grosse Pointe Nurse. You have an opportunity to join an elite group of nurses certified in their specialty. Some examples of the 25+ certification exams included in the Success Pays program:

- General Nursing Practice
- Gerontological Nursing
- Medical-Surgical Nursing
- Nursing Case Management

Please join me in this unique opportunity to become a Certified Beaumont Grosse Pointe Nurse! For further information about the Success Pays Program, contact Randy Whitney, Magnet Program Director at Randy.Whitney@beaumont.org or 313-473-2087.



Anne M. Stewart, MBA, BSN, RNC, NE-BC
Vice President and Chief Nursing Officer
Beaumont Health, Grosse Pointe Hospital



To: April, Christine and Erin

From: Randy Whitney, MSA, BSN, RN NE-BC

Date: April 18, 2016

Subject: Success Pay Program

Thank you for your interest in being certified through the Success Pay Program at Beaumont Hospital Grosse Pointe. This is a great benefit that our Chief Nurse, Anne Stewart was able to secure funding.

The program is very simple, you determine which certification you want to pursue, ensure that you meet the requirements to take the exam, complete the application and you are good to go. The following is a list of the certifications from the American Nurses Credentialing Center (ANCC) that you can take.

Ambulatory Care Nursing	Cardiac-Vascular Nursing
Faith Community Nursing	Forensic Nursing - Advance
Genetics Nursing - Advance	Gerontological Nursing
Hemostasis Nursing	Informatics Nursing
Medical-Surgical Nursing	Nurse Executive
Nurse Executive Advance	Nurse Case Management
Nursing Professional Development	Pain Management Nursing
Public Health Nursing – Advance	Pediatric Nursing
Psychiatric – Mental Health Nursing	Most Clinical Nurse Specialist Exams
Most Nurse Practitioner Exams	

To obtain the most up-to-date information regarding the exams, the requirements, test taking strategies, and study guides go to the ANA Website. The direct link to the certification page is: <http://nursecredentialing.org/certification.aspx>. Do not forget to go to the Nursing Reference Center on the nursing home page for all your CE needs.

Once you have completed the application and you are ready to check out, follow these guidelines.

On the certification registration checkout page, you will type the discount code in the box below "Enter Promotional Code" The Promotional Code is **33602126**. Once the code is entered, you must click the words "Apply Promo." This will adjust the order total on the screen to \$0.00 and will allow the staff member to check out without using a credit card, as the balance is "zero". You must then click the words "Process My Order" toward the bottom left of the page as the final step for registering.

Please send me an email when you have submitted your application so it can be approved.

If you have any questions, please feel free to call me at #2087.

Whitney, Randy

From: Whitney, Randy
Sent: Monday, April 18, 2016 12:16 PM
To: Longe, Michelle
Subject: Memo.Success Pays Program
Attachments: Memo.Success Pays Program.docx

Michelle,

Attached is the information you requested regarding the success pay program. Please review the attached document, go to ANCC website, review the requirements and start the process. Being certified demonstrates your commitment to our profession. Please let me know once you have completed the application so it can be approved. Please call me with any questions.

Randy
MPD
2087