



HEALTHTRUST MEMBER BENEFIT

IMPROVING THE HEALTHCARE EXPERIENCE WITH SPECIAL GROUP SAVINGS

Steelcase Health, part of Steelcase, works with leading healthcare organizations to create safe, efficient spaces that deliver greater connection, empathy and wellbeing for everyone involved in the experience of health. We offer thoughtful solutions for the clinical spaces where patients and caregivers come together to support healing, to the administrative spaces where leaders and supporters work to run the organization.

A group purchasing agreement with Steelcase Health makes the company's product solutions available to HealthTrust members at an attractive price.



WHERE HEALTHCARE HAPPENS

A RAPIDLY EVOLVING EXPERIENCE

Healthcare today is an enormous enterprise, undergoing massive change as it addresses multiple challenges: improving the health of the population, providing better patient experiences and outcomes, and reducing costs – all without sacrificing the engagement and wellbeing of the people in the profession.

SPACE PLAYS AN IMPORTANT ROLE

As a Steelcase company, we know that thoughtful design of the physical spaces where healthcare happens can have a profound effect on experiences and outcomes. Our insights and solutions concentrate on creating real advantages for both healthcare organizations and the people who work, heal and support each other there.

HEALTHCARE DRIVERS

Space can have a positive impact on healthcare in several important domains.



TOTAL COST MANAGEMENT

Effectively manage the total cost of the experience.



REVENUE GENERATION

Create revenue through new efficiencies, performance levels and offerings.



HEALTH OUTCOMES

Improve clinical outcomes by meeting or exceeding industry requirements for quality, safety, infection control, clinical efficiency and sustainability.



PATIENT AND STAFF SATISFACTION

Improve patient/family perception of care and support clinician sustainability.

A HUMAN-CENTERED APPROACH

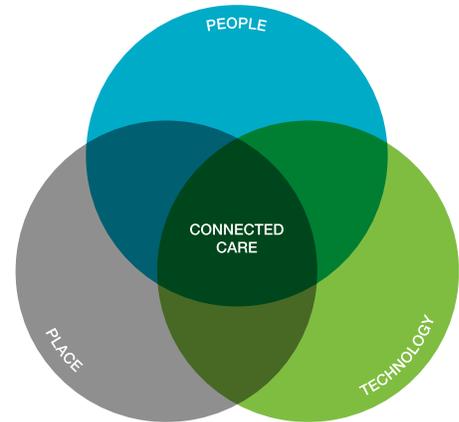
Our insights on how healthcare settings can improve the care experience come from in-depth primary and secondary research and analysis. It's a human-centered approach that seeks to understand what people – patients, their families and healthcare providers – need from the experience.

What we learn helps us design for the human factor, creating spaces that:

Humanize the care process to promote a compassionate experience

Empower people to optimize the clinical encounter

Connect everyone involved to support better outcomes



Connected Care experiences integrate people, place and technology.

INTEGRATING THE EXPERIENCE

Every element of the healthcare experience is interrelated. To serve this reality holistically, we design for the many intersections of people, place and technology. We call our approach Connected Care.

SIX-STEP RESEARCH AND DESIGN PROCESS

Steelcase Health solutions are based on a human-centered design approach that includes extensive observation and consultation with the people who use healthcare spaces every day.

| UNDERSTAND | OBSERVE | SYNTHESIZE | REALIZE | PROTOTYPE | MEASURE |
|----------------------------------|--------------------------|--------------------------|--------------------|-------------------------|---------------------|
| Conduct secondary research | Conduct primary research | Share research findings | Visualize concepts | Build full-scale models | Conduct experiments |
| Review market research | Ask, observe and engage | Discover insights | Package findings | Run simulations | Provide feedback |
| Uncover trends and relationships | Create design principles | Create design principles | Circulate ideas | Collect data | Iterate and test |

ACROSS HEALTHCARE SETTINGS



EXAM SPACES: Support two-way teaching and learning to encourage a collaborative approach to healthcare.



PATIENT ROOMS: Connect people and information to better meet the needs of patients, families and clinicians.



INFUSION TREATMENT SPACES: Improve comfort, control and connection to support a more soothing, efficient treatment process.



TRANSITION SPACES: Support a range of postures and activities to help reduce stress and enable productive waiting.



CLINICAL TEAM SPACES: Provide choices to improve workflow and support clinician wellbeing for more efficient, effective provision of care.



ADMINISTRATIVE AREAS: Meet varied posture and privacy needs with thoughtful proximities to enhance employee wellbeing and engagement.

A BROAD PRODUCT PORTFOLIO



SEATING: Lounge, guest and patient room seating and recliners.



CASEGOODS: Storage solutions for patient rooms, exam rooms and shared workspaces.



CAREGIVER AND NURSING STATIONS: Desk systems that encourage clinician collaboration while maintaining patient privacy.



TABLES: Overbed and clinical tables for patient rooms and collaborative spaces.



TECHNOLOGY SUPPORT: Solutions that support information sharing and improve access to space and technology.



SPACE DIVISION: Walls and panels that provide privacy and information display.

SUPPORTING WELLBEING AND ENGAGEMENT

In addition to dynamic clinical offerings, healthcare organizations are also a place of work for the professionals who deliver care every day. Research tells us that people are more engaged and productive at work when the work environment meets their needs for cognitive, emotional and physical wellbeing by offering choice and control over where and how they work.

Our solutions respond to these insights by creating an ecosystem of settings to support different:

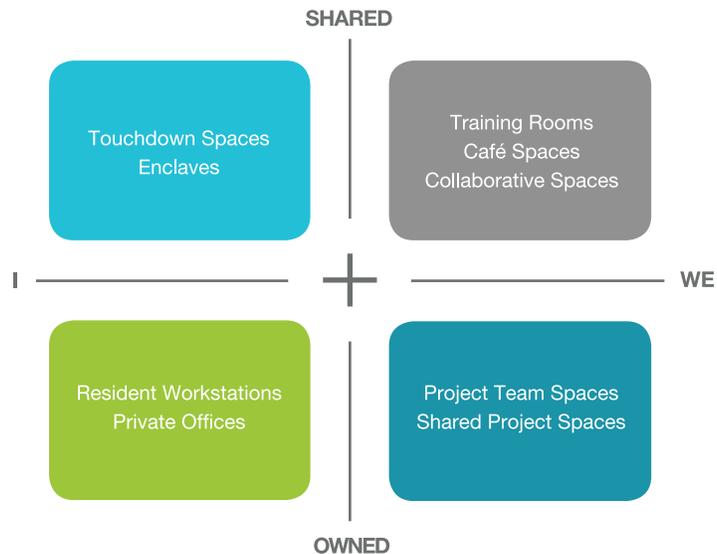
Postures –
from seated to standing, with healthy movement in between

Privacy –
from individual focus to group collaboration

Proximities –
to support work process, information sharing and a vibrant culture

We help leading organizations of all types leverage space to pursue a range of business goals such as attracting and engaging the top talent, stimulating creativity and innovation, enhancing brand and culture, and building the resilience to thrive through change.

The settings within a workplace ecosystem are thoughtfully designed to support focused and collaborative work, for individuals and teams.



A COMPREHENSIVE PARTNER

Steelcase Health is part of a family of brands that create furniture, architecture, technology and experiences that unlock human promise in the places where people work, learn and heal. Healthcare organizations who partner with us discover insights and solutions from across our company that advance their spaces, their people and their purpose.

EXPERT SERVICE AND SUPPORT NETWORK

The Steelcase dealer network is the industry's largest and most capable. Our products are available through 800+ dealer partners at worldwide locations – all ready to provide expert service and support from project planning and installation to inventory management.

Steelcase

Steelcase
HEALTH

turnstone

DESIGNTEX

Steelcase
EDUCATION

coalesse

PolyVision

HEALTHTRUST MEMBER BENEFITS

GROUP REBATE

A "Group" means a participant and its Affiliates (IDN). A Group Rebate shall be paid on all purchases of Products, in the aggregate, made by a Participant and its Affiliates during each year of the Term (including a proration for any partial year within the Term), beginning September 1, 2017. Group Rebates shall be paid to HPG for payment by HPG to Groups within thirty (30) days after the expiration of each 12-month period (or prorated partial year).

ALL PURCHASERS REBATE

An All Purchasers Rebate shall be paid on all purchases of Products, in the aggregate, made by all Purchasers during each year of the Term (including a proration for any partial year within the Term), beginning September 1, 2017. All Purchasers Rebates shall be paid to HPG for payment by HPG to Purchasers within thirty (30) days after the expiration of each 12-month period (or prorated partial year).

Learn more at steelcasehealth.com

Contract codes

HPG-22445

HealthTrust: #500171

Quote: #16z04531

Common cost reductions

In addition to savings resulting from space performance and group purchase rebates, Steelcase dealers have found that they are able to reduce costs in key areas including forecasting and budgeting, planning and layout, installation, procurement, move management and inventory management.



Call 800.333.9939 or visit SteelcaseHealth.com

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