

## **Annex B**

### **Waivers to Commitment**

Circumstances often dictate situations whereby a hospital or Integrated Delivery Network is not able to convert products from one manufacturer to another. Realizing that this situation exists, MedAssets HSCA does not wish to penalize either the manufacturer or the Member in participating in the Select program. All waivers must have the agreement of both MedAssets HSCA and the Select Vendor.

#### **Examples:**

A "Waiver" will be granted to a current or new MedAssets HSCA Member based upon the following criteria:

- The Member is under a contractual obligation with a supplier who is not a supplier for one of the product categories in the Base or the Specialty Blocks components and would face financial penalties in terminating such agreement. MedAssets HSCA verifies with the Member the time period and terms of the existing agreement in question. The Member signs a "Certificate of Intent" that states the Member's intention to convert to the Select Vendor's products once the current obligations have been met.
- Members who select a Sharp, other than one awarded as part of the Base of Portfolio II as a result of said Member's Exposure Control Plan.
- Member does not use the product category.
- Product requirements as specified in Annex C.
- Others as mutually deemed appropriate by MedAssets HSCA and Select Vendor.