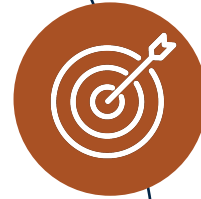


# Supplier Segmentation



## Partner ( $\leq 5$ Suppliers)

Partners have access to functional leadership, clinical and Executive Leadership, supplier selection preference (all things equal), joint ventures, Supplier Summit, supplier councils, living wage and impact hiring collaboration



## Strategic ( $\leq 25$ Suppliers)

Strategic suppliers have access to the Supplier Summit, goal transparency, operational plans, supplier selection preference (all things equal), and SCO directors/assistant vice presidents/vice president



## Critical ( $\sim 125$ Suppliers)

Critical suppliers have access to SCO directors, a single point of contact, and will have one or more annual business reviews



## Transactional ( $\sim 8,000$ Suppliers)

Review and leverage payment terms, GPO related contracts