Novation Announces the Addition of St. Jude Medical to the Cardiac Rhythm Management Products Portfolio

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IRVING, Texas, April 8, 2011 /PRNewswire/ -- Novation, the leading health care supply contracting company, announced today the addition of St. Jude Medical (St. Paul, MN) to its portfolio of agreements for Cardiac Rhythm Management products.

St. Jude Medical is a leading provider of medical devices which treat cardiac, neurological and chronic pain patients. The company provides a full portfolio of arrhythmia management products, including pacemakers, implantable cardioverter defibrillators (ICDs) and leads.

Effective April 1, 2011 the agreement features a complete product offering, locally-negotiated pricing and market share growth rebates as well as price protections and transparency offered through GPO contracts. The new 30-month agreement marks the first collaboration between Novation and St. Jude Medical.

"We are pleased to partner with Novation and their member hospitals to provide additional access to St. Jude Medical's life sustaining technologies. The new agreement has the potential to both increase the use of our arrhythmia management therapies and help to create efficiencies in the supply chain," said Mike Rousseau, Group President of St. Jude Medical.

During Novation's due diligence in this product category, the members of VHA Inc., the University HealthSystem Consortium (UHC) and Provista were overwhelmingly supportive of St. Jude Medical and their products. The products were viewed as both innovative and relevant to meeting their needs of providing quality care at an appropriate price.

"We are excited about the new agreement with St. Jude Medical and how it rounds out our already strong portfolio in this space. We view their products as being both innovative and relevant to meeting the needs of our members," said Pete Allen, senior vice president, sourcing operations at Novation. "We are looking forward to St. Jude Medical's pipeline of new technologies, many which we expect to soon be available in the United Stat
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