Premier healthcare alliance Names Gary Long Chief Sales Officer

The Associated Press

CHARLOTTE, N.C.--(BUSINESS WIRE)--Dec 18, 2012--The Premier healthcare alliance has named Gary S. Long its new chief sales officer, effective immediately.

A 20-year industry veteran, Long will further drive growth at Premier, a provider-owned performance improvement alliance of more than 2,700 hospitals and 90,000 other care sites.

“Gary has an excellent track record for talent development, operational leadership, pragmatic problem solving and proven execution,” said Mike Alkire, Premier chief operating officer. “We welcome his leadership and expertise as we work with our alliance members to help them provide more effective and efficient care.” As chief sales officer, Long will lead Premier’s sales and sales support teams in positioning the company’s integrated service offerings. This includes the differentiated value Premier offers providers with comprehensive solutions in supply chain, healthcare informatics and population health management, among other vital areas.

Long noted, “Premier is an organization like no other. As more providers join, it makes better use of its scale to expand its knowledge base, enrich its data and create a more competitive advantage for members. I am thrilled to have the opportunity to join the alliance and create more value for providers.” Long most recently served as the senior vice president of sales and support for Surgical Information Systems, and has served in senior leadership roles at McKesson Technology Solutions, Dornier Medical Systems and other organizations in sales, marketing and operations. He holds a bachelor’s degree in business administration from Auburn University and an MBA from Kennesaw State University.

About the Premier healthcare alliance, Malcolm Baldrige National Quality Award recipient Premier is a performance improvement alliance of more than 2,700 U.S. hospitals and 90,000 other sites using the power of collaboration and technology to lead the transformation to coordinated, high-quality, cost-effective care. Owned by hospitals, health systems and other providers, Premier operates a leading healthcare purchasing network with more than $4 billion in annual savings. Premier also maintains the nation's largest clinical, financial and outcomes database with information on 1 in 4 patient discharges. A world leader in delivering measurable improvements in care, Premier works with the Centers for Medicare & Medicaid Services. Headquartered in Charlotte, N.C., Premier also has an office in Washington. https://www.premierinc.com. Stay connected with Premier on Facebook, Twitter and YouTube.

CONTACT: Premier healthcare alliance Alven Weil, 704-816-5797 KEYWORD: UNITED

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