



Dear Cooperative Services of Florida, Inc., Prospective Vendor:

Cooperative Services of Florida, Inc. (CSF) is a purchasing cooperative that is jointly held by Community Health Corporation (on behalf of the Sarasota Memorial Health Care System) and Lee Memorial Health System. Cooperative Services of Florida, Inc., is considered totally independent of any GPO affiliation and is authorized to execute purchasing Contracts on behalf of its members. The CSF contract development process is structured to deal directly with manufacturers while insuring compliance and strict confidentiality of related patronage dividends and other fees paid to CSF. It is our belief that this regional approach will enhance the overall value for CSF members.

In order to effectively develop regional contracts, CSF has developed the attached vendor packet. This packet is designed to provide information on the Cooperative, its approach/philosophy and other information you may find useful when developing your response to this solicitation for committed contract.

Enclosed for your review, in addition to the contract document to be completed and returned, are:

- A. Incumbent GPO Waivers
- B. Letter of Confidentiality
- C. Member Listing

I trust our future relationship will be rewarding for both parties. I thank you in advance for your interest in working the Cooperative Services of Florida, Inc.

Sincerely,

Mr. William Tousey, RN, MBA
Vice President
Cooperative Services of Florida, Inc