# Pricing Committee Minutes – June 12, 2022 (Healthcare Segment)

## Attendees

Pricing Ops, FP&A, Legal, Healthcare Sales Leadership.

## Discussion

Reviewed disruption-era pricing actions across top healthcare accounts and alignment with FY23 planning baseline. Finance confirmed that base case modeling assumes continuation of select adjustments where switching risk is high; downside captured via churn/retender sensitivity.

Sales noted that most accounts follow contractual escalators or annual repricing frameworks. Alpine Medical identified as unique due to extreme tender sensitivity and customer emphasis on pricing stability.

## Decision & Actions

Committee approved continuation of planning assumption for Alpine Medical at post‑June unit pricing in the FY23–FY25 base case, subject to ongoing review. Legal to provide language guidance to ensure internal documentation avoids implying a permanent contractual reset. Pricing Ops to update exception log for consistency.

CONFIDENTIAL – Synthetic demo document for AIDE.