

# GROUP PURCHASING ORGANIZATIONS 2021 ANNUAL REVIEW

An Access Market Intelligence Report

**APRIL 2021**

## AMI Client Services

### Strategy Development

- Advisory Board Services
- Virtual Advisory Boards
- Strategy Workshops

### Consulting Services

- Market Assessment and Insights
- Market Access Strategy

### Market Support Tools

- Custom Market Research
- Industry Reports
- Specialty Pharmacies Database
- Employer Database

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**Capstone Health Alliance**  
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<http://capstonehealthalliance.com>

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 828-418-5050

### **Background**

Capstone Health Alliance (Capstone) is a group purchasing alliance that delivers cost savings through the power of aggregation and collaboration. Capstone's membership includes 300 Hospitals representing more than 140 Health Systems across 23 States. Capstone members make up a total of \$7 Billion of Premier Contract Spend and \$10 Billion in total Spend.

Beyond healthcare, Capstone also represents over 25,000 non-acute and business & industry members. Capstone delivers quantifiable savings and actionable data that enable better purchasing decisions for members. In addition to cost savings initiatives, Capstone members collaborate to share best practices all with the intent of improving cost, quality, and outcomes.

### **Strategy**

Capstone Health Alliance is a member driven organization that exists to deliver results and value to its members:

- Facilitate committee meetings for concise and timely communication and education.
- Support members by serving as a trusted resource and providing unbiased financial analysis and clinical documentation.
- Partner with reputable suppliers.
- Explore education opportunities, utilization trends and share best practices.
- Collaborate with relevant associations and industry experts to gather valuable information to guide and assist members in their cost, quality, and outcomes improvement initiatives.
- Deliver cost savings and value to members by negotiating preferred pricing agreements in recognition of its aggregate spend.

### **Executives**

Tim Bugg – President & CEO

Mark Landau – COO

Jackie Dula – Chief Customer Officer

Robin Lincoln – SVP, Supplier Relations & Contracting Operations

Tabitha Calloway – Director, Contracting Services

Fred Pane – Contract Manager, Pharmacy Services

Yolandi Myers – SVP, Client Solutions

## Programs and Services

Capstone provides members exclusive access to the Capstone Learning Academy, an online education platform covering topics ranging from distribution to value analysis. Member dedicated resources include a region manager who serves an extension of the supply chain, and provides expertise with Premier tools and systems.

Capstone relies heavily upon the Premier contract calendar as the basis for its contract initiatives yet remains flexible to evaluate contract opportunities that are presented from members or directly from suppliers. Capstone gives preference to Premier-contracted suppliers and those with existing spend within its membership while remaining open to agreements for emerging technologies or niche products and services.

Capstone pairs Premier's national portfolio with its local aggregation model – blending national and regional contracting – to continually expand its extensive portfolio of more than 800 value-added agreements.

- Medical-Surgical
- Pharmacy
- Laboratory
- Surgical Services
- Physician Preference & Capital Products
- Purchased Services

Capstone's Materials Management Council (MMC), comprised of 14 supply chain leaders representing various hospital sizes and geographies, provides oversight and direction to the contracting process. The MMC plays a vital role in ensuring that the Capstone contract team has current and relevant end-user feedback available when negotiating new agreements.

Capstone's comprehensive Purchased Services portfolio offers members access to savings opportunities in over 60 nontraditional categories. Its unique partnerships with industry-leading suppliers and subject matter experts, provide Capstone members multiple ways to consolidate, control, and reduce spend in areas including:

- Human Resources
- Finance
- Facility MRO
- Clinical & Professional Services
- Marketing
- Administrative Services
- IT & Telecommunications
- Energy

## **Recent Activities**

Capstone announced a new partnership with North Carolina Healthcare Association Strategic Partners (NCHASP), a wholly-owned subsidiary of the North Carolina Healthcare Association (NCHA). The partnership will provide members of both organizations access to strategic agreements and an array of business partners. North Carolina Healthcare Association Strategic Partners is a resource to healthcare providers for access to workable, cost-effective solutions to business challenges in areas such as revenue cycle, staffing, cybersecurity, supply cost management, equipment maintenance, workers' compensation, and more.

Edge Pharma, an FDA registered 503B Outsourcing Facility, entered into an agreement with Capstone to provide Capstone's 300 member hospitals with Edge's unit-dose repackaged Mvasi (Bevicizumab-awwb) syringes.

**MMCAP Infuse**

50 Sherburne Avenue, Room 112  
651-201-2420  
www.mmcap.org

St. Paul, MN 55155  
651-201-2420

**Background**

MMCAP Infuse is a national cooperative group purchasing organization (GPO) for government facilities that provide healthcare services. MMCAP Infuse was established in 1985, is operated by the State of Minnesota, Office of State Procurement, and is self-funded. It has over 13,000 members across all 50 states.

Use of MMCAP Infuse is free for members and purchasing from its contracts is voluntary. Public health facilities comprise nearly half of membership, followed by educational institutions at 21.54%, correctional facilities at 13%, and public safety at 7%.

MMCAP Infuse contracts are competitively bid following State of Minnesota stringent procurement guidelines. Two-thirds of the administrative fees MMCAP Infuse collects from suppliers are returned to members. This share back is provided in the form of a wholesaler credit. A portion of the fees MMCAP Infuse collects funds its operations, with 100% of unused vendor fees returned to MMCAP Infuse member facilities based on their contract purchases.

**Strategy**

MMCAP Infuse's mission is to ensure best value for pharmaceuticals and healthcare products and services to government facilities across the nation through executing contracts that leverage aggregated member volume to drive deeper discounts.

**Executives**

Betsy Hayes – Minnesota Chief Procurement Officer Director  
Wendy Savakes - Managing Director, Office of State Procurement  
James Losinski – Administration Planning Director  
Rose Svitak - Manager, Knowledge & Financial Management



**Programs and Services**

MMCAP Infuse Benefits

- Reduced Costs for Products and Services
- Free Membership
- Administrative Fees Shared with Members
- Account Management
- Data Analytics and Custom Reporting
- Procurement Guidelines Fit States’ Requirements
- Member Driven Leadership
- Professional Staff
- Clinical Pharmacy Services
- Controlled Formulary
- Nationwide Peer Networking

MMCAP Infuse members receive access to a full range of pharmaceuticals and other healthcare products and services. The MMCAP Infuse programs available to bring value to members include, but are not limited to the following:

- |                                  |  |
|----------------------------------|--|
| • Pharmacy                       | Clinical                               |
| • Pharmaceutical Wholesaler      | Prescription Filling/Pharmacy Services |
| • Drug Supply Chain Security Act | Healthcare Products and Services       |
| • Influenza Vaccine              | Emergency Preparedness Program         |

The MMCAP Infuse Pharmacy Program allows members access to a full line of brand and generic pharmaceuticals, including prescription and over-the-counter items. Annually, a request for proposal (RFP) is issued, seeking responses from over 200 pharmaceutical manufacturers on over 11,000 products. The Pharmacy Program offers the following:

- |                                  |                      |
|----------------------------------|----------------------|
| • Pharmaceuticals                | Vaccines             |
| • Nutritionals                   | Containers and Vials |
| • University Oral Contraceptives | Invoice Auditing     |
| • 340B Program                   | Repackaging          |
| • Returned Goods Processing      |                      |

The MMCAP Infuse Clinical Pharmacy Program includes components such as:

- Drug Information Communication
- Drug Shortage Management
- Formulary Assistance
- Healthcare Industry Updates

The Pharmaceutical Wholesaler Program includes:

- Account management
- Creating scorecards
- Analyzing service fee discount/COG calculations
- Ensuring business reviews
- Streamlining processes
- Training on Wholesaler systems and websites
- Contract management for wholesaler contracts

### **Financial/Investor**

MMCAP Infuse was established in 1985, is operated by the State of Minnesota, Office of State Procurement, and is self-funded.

### **Recent Activities**

Cordant Health Solutions announced its listing as an approved vendor for non-DOT toxicological testing with MMCAP Infuse,. Through this agreement, on behalf of its 18,000+ members, MMCAP Infuse will provide its members access to negotiated pricing on Cordant's extensive portfolio of monitoring, risk assessment and case management tools.

Swisslog Healthcare, a leading supplier of medication management solutions and services for healthcare environments, announces a new agreement with MMCAP Infuse. The agreement places the InSite® In-Facility Medication Packaging and Dispensing System among the products listed by MMCAP and available for purchase by its membership.

Medline announced a distribution agreement with MMCAP Infuse. The group purchasing organization (GPO) is one of a few of its kind designed to serve government facilities.

NorthStar Sales Alliance (NSA), a distribution organization focused on adapting OTC brands for professional pharmacies, announced a contract award with MMCAP Infuse. The agreement introduces two products in NSA's portfolio, Mylanta antacid and Salonpas pain relief patches, in unit dose/bar-coded packaging for use with medication management systems in acute and chronic care pharmacies.



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