

# 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
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## Background

According to [data](#) from the Centers for Medicare & Medicaid Services (CMS), healthcare expenditures are expected to grow by an average of 5.4% per year for the period 2019-2028, reaching 19.7% of gross domestic product by 2028.

According to [data](#) from the 2018 American Hospital Association's Annual Survey, published in the 2020 edition of the AHA Hospital Statistics™, there were approximately 5,200 U.S. community hospitals with approximately 792,400 staffed beds in the United States. Of these acute care facilities, approximately 3,500 were part of either multihospital or diversified single hospital systems.

According to CMS [data](#), total spending on hospital services in the United States is projected to be \$1.3 trillion, or approximately 33.0% of total healthcare expenditures, in 2020. Expenses associated with the hospital supply chain, such as supplies and operational and capital expenditures, typically represent a significant portion of a hospital's budget.

Due to market pressure on reimbursement rates and the movement to value-based payment, healthcare providers are focused on cost-saving opportunities in supply chain spending.

A group purchasing organization (GPO) is an [entity](#) that helps healthcare providers—such as hospitals, nursing homes, surgery centers and clinics, and home health agencies—realize savings and efficiencies by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors.

GPOs can help leverage the purchasing power of a group of businesses to get discounts from vendors based on the collective buying power of the GPO members. They also save hospitals all of the legal and contracting work of going out there and writing contracts with hundreds of different vendors.

The [Healthcare Supply Chain Association](#) (HSCA) sponsored a study in 2019 that found that GPOs will save the healthcare industry as much as \$456.6 billion in the next 10 years. The study also found that the GPO marketplace is rapidly evolving to meet the expanding demands of members who are being challenged to demonstrate ever increasing value to payers and patients, and to a certain extent, taxpayers. Data and information are central to this proposition.

Consolidation and affiliation in the group purchasing industry remains a main strategy for growth. Recent activities included:

- Capstone announced a partnership with North Carolina Healthcare Association Strategic Partners (NCHASP), a wholly-owned subsidiary of the North Carolina Healthcare Association (NCHA).
- Health Resource Services (HRS) announced that they will partner with Premier.
- HealthTrust acquired ROi with more than 100 GPO members, as well as 250 hospitals and 2,800 non-acute facilities at the time of the acquisition.
- Vizient signed an agreement under which it will acquire Intalere from Intermountain Healthcare. Vizient also acquired health care consulting firm Soriant to extend the capabilities of its Purchased Services solutions.
- Premier acquired Acurity, Inc. and Nexera, Inc., two indirect wholly owned subsidiaries of the Greater New York Hospital Association (GNYHA). Premier also acquired Conductiv (formerly known as Medpricer) to optimize healthcare provider savings across purchased services contracts.
- Asembia and Walgreens announced a new group purchasing organization contracting solution.
- Kroger and Walgreens recently created a GPO called the Retail Procurement Alliance.

# NATIONAL GPO PROFILES



**Capstone Health Alliance**  
 Asheville, NC 28806  
<http://capstonehealthalliance.com>

1200 Ridgefield Blvd #200  
 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.



**CHAMPS Group Purchasing**  
Cleveland, OH 44115  
www.champshealthcare.com

1226 Huron Road East  
216-696-6900

### **Background**

The Center for Health Affairs is a hospital association serving Northeast Ohio, providing members with vital services and resources aimed at enhancing the region's healthcare community.

The Center for Health Affairs created its CHAMPS Healthcare business affiliate in 1986 as a trade name to include two subsidiaries: HealthComp, Inc., a for-profit; and Central Hospital Services, a 501(e) nonprofit hospital collaborative. Champs Healthcare has three main business lines: Group Purchasing, Oncology, and Benefits Consulting. As a Premier owner, CHAMPS sponsors members from both health and non-health industries. CHAMPS' members have access to 2,500+ contracts.

For more than 20 years, CHAMPS Group Purchasing has leveraged the purchasing power of 14,000+ member locations across the United States. Together with its national GPO partner Premier, CHAMPS supports healthcare and non-healthcare member supply chain initiatives.

As the supply chain specialists, CHAMPS offers significant savings to healthcare group purchasing members as well as non-health members in product categories, including:

- Medical & Surgical Supplies – (exam gloves, sterile apparel, sutures)
- Office Supplies & Furniture (toner, paper, furniture)
- Purchased Services (landscaping, housekeeping)
- Pharmacy Supplies (pharmaceuticals, vaccines, contrast media)
- Lab Supplies (blood gas analyzers, blood glucose)
- Food Services Products & services
- IT & Wireless (PC hard/software, printers/copiers, wireless)
- Facilities & Housekeeping (janitorial supplies)

### **Strategy**

CHAMPS offers GPO members savings that go beyond commodities to operational savings which impact their bottom line.

## Executives

Brian Lane – President

Yolandi Myers – SVP of Business Operations

Jan Elder – Director of Contracting Services

Ariel Rhea – Director, Commercial Operations

Maria Summers - Director

## Programs and Services

CHAMPS Group Purchasing experts offer custom service and contract management by serving as an extension of a purchasing department. CHAMPS Group Purchasing has developed three techniques for maximizing the GPO supplier relationship after the GPO contract is signed.

- Introduce Customers to the GPO
- Introduce GPO Members to the GPO Supplier
- Hold Joint Business Reviews

CHAMPS' group purchasing experts consistently increase GPO savings for members through their unique, hands-on service model. Recent enhancements to this service model include:

- My CHAMPS GPO - Private, web-based portal where members can access savings reports and collaborate with their dedicated national account manager at any time.
- Value Statements - Customized executive savings summaries which clearly demonstrate the value CHAMPS GPO offers members.
- Identified Savings Opportunities - Detailed savings opportunities specialized to the needs of each member, shared on demand by national account managers or available at [mychamptsgpo.com](http://mychamptsgpo.com).

CHAMPS Group Purchasing offers members a MIPS reporting tool called *MIPSwizard*®. This online tool was designed to help Merit-based Incentive Payment System-eligible clinicians quickly and easily complete MIPS reporting. Similar to online tax preparation software, *MIPSwizard* helps members collect, validate and submit their MIPS results to the CMS.

CHAMPS Group Purchasing provides access to top GPO contracts for healthcare members:

- Acute Care
- Home Health
- Labs
- Physician Offices
- Surgery Centers
- Senior Living

GPO Contract Categories include:

- Purchased Services
- Office Supplies & Furniture
- Facilities & Housekeeping
- IT & Wireless
- Foodservice Products & Services
- Lab Supplies
- Medical & Surgical Supplies

CHAMPS' medical and surgical supply contracts offered with Premier include:

- Blood Collection                      Blood Pressure Cuffs
- Cardiology Products                Electronic Thermometry
- Endomechanical                      Exam Gloves
- Hypodermics                          Incontinence Products
- IV Supplies                            Sharps Disposal
- Sterile Apparel                      Sutures
- Wound Care Products

Pharmacy Supplies

- Contrast Media                      Pharmaceuticals
- Radiopharmaceuticals              Vaccines

CHAMPS Oncology enhances cancer registry programs for the nation's top hospitals and healthcare systems. Services include:

- Cancer Registry Assessments
- Patient Case-finding, Abstracting and Follow-up
- Data Quality & Education
- Cancer Program Expertise
- Data Utilization

**Financial/Investor**

The Center for Health Affairs created its CHAMPS Healthcare business affiliate in 1986 as a trade name to include two subsidiaries: HealthComp, Inc., a for-profit; and Central Hospital Services, a 501(e) nonprofit hospital collaborative.

## **Recent Activities**

CHAMPS has partnered with DeRoyal Industries and Premier to create a new joint venture dedicated to the domestic production of isolation gowns.

Carely, Inc., an ecosystem of tools focused on enhancing the caregiving experience for both caregivers and professional care providers, offers CHAMPS' members in the senior living and home health care markets negotiated pricing on the company's Carely Community family communication tool.

CHAMPS announced a new partnership with Procurement Partners, a leading provider of procure-to-pay (P2P) solutions. The collaboration includes development of a new CHAMPS GPO P2P platform available for its members and suppliers.

CHAMPS announced the launch of a three-year custom contract with Curvo Labs for physician preference item and spend management Software-as-a-Service (SaaS). The contract with Curvo is available to all CHAMPS members. The CHAMPS/Curvo contract offers a discount on Curvo's full offering, which consists of two platforms: EasySpend: Spend visibility software for tracking and analytics at the line item level; and, Strategic Sourcing: Sourcing technology for 50 PPI categories with EasySpend included in the subscription.

**Children's Hospital Association**

Lenexa, KS 66219

<https://www.childrenshospitals.org>

16011 College Blvd., Suite 250

913-262-1436

**Background**

Children's Hospital Association (CHA) is a membership association that comprises children's hospitals and institutions that care for acute and complex pediatric patients. The CHA is the national voice of more than 220 children's hospitals, advancing child health through innovation in the quality, cost and delivery of care.

CHA works with member hospitals in areas of greatest impact and aggregated strength: policy, quality and safety best practices, and analytics to inform decision-making of clinicians, policy-makers, payers and providers.

As the recognized industry leader in purchasing programs for children's hospitals, CHA offers the nation's only pediatric supply chain program designed for and by the experts at children's hospitals. CHA is committed to finding innovative ways to reduce supply and services expenses, which account for a considerable portion of a hospital's operating expense.

In 2016, Vizient and the CHA agreed to extend their current GPO contract through 2021 with an additional three-year extension term through 2024. Vizient's partnership with CHA began in 2013.

**Strategy**

With its members, the CHA champions policies that enable children's hospitals to better serve children; leverages its position as the pediatric leader in data analytics to facilitate national collaborative and research efforts to improve performance; and spreads best practices to benefit the nation's children.

**Executives**

Mark Wietecha – CEO

Amy Knight – President

Nancy Stahl – CFO

Jennifer Gedney – VP, Supply Chain Services

Terri Wilson, RPh – Supply Chain Services Director, Pharmacy

### Programs and Services

- Advocacy
- Quality Improvement & Measurement
- Data Analytics & Research
- Peer Networking & Collaboration
- Pediatric Learning Solutions
- Insurance Services

### Group Purchasing & Supply Chain

Through collaboration with member hospitals, CHA connects purchasing information with operational and clinical utilization data, to arm pediatric supply chain professionals with the information they need to reduce costs while delivering the highest quality of care.

- Supply Chain Services - Children's hospitals leverage their volume purchasing power to reduce supply costs through a comprehensive portfolio of national purchasing agreements.
- Purchased Services - allows children's hospitals to gain efficiencies and achieve better pricing on commonly purchased services.
- Value Analysis - enables hospitals to work collaboratively to identify the most effective products for pediatric patients.
- Child Health Advantage is a purchasing program for physician practices that offers price savings on a broad portfolio of products and services, including vaccines, pharmaceuticals, medical/surgical supplies, capital equipment and business services.

### Pharmacy Benefit Management

#### Pharmacy coalition

- Implementation assistance
- Vendor management
- Issue resolution
- Annual CHA forum meeting

#### Program analysis

- Clinical management
- Industry updates
- Comprehensive reporting and performance benchmarking
- Frequent market checks

#### Contract negotiation

- Multiple PBM options with pricing flexibility
- Financial and contract compliance auditing
- Guarantee reconciliation and reporting



#### Collective consulting

- \$57 million total aggregate projected savings for 2018-2020
- \$25,000 implementation audit credit for new CHA participating hospitals
- “At-will” termination option
- \$100,000 +/- PBM communication support

#### Financial/Investor

CHA is governed by a Board of Trustees and includes the following corporate entities:

- National Association of Children’s Hospitals (N.A.C.H.), a 501c(6) that funds lobbying activities.
- National Association of Children’s Hospitals and Related Institutions (NACHRI) a 501c(3) not-for-profit.
- Child Health Corporation of America (CHCA), a co-op.

#### Recent Activities

Five national hospital organizations and an organization of hospital pharmacists representing participants in the 340B drug pricing program filed a federal lawsuit against the U.S. Department of Health and Human Services (HHS) over the department's failure to enforce program requirements and halt drug company actions that undermine the program.

The groups are joined in the lawsuit by three 340B hospitals serving patient communities in need that have been harmed by the companies' refusals to provide discounts on prescription drugs dispensed at community-based pharmacies, as required by the 340B program.

340B Health, the American Hospital Association (AHA), the American Society of Health-System Pharmacists (ASHP), America's Essential Hospitals (AEH), the Association of American Medical Colleges (AAMC), and the Children's Hospital Association (CHA) filed the lawsuit in the U.S. District Court for the Northern District of California. Avera St. Mary's Hospital in Pierre, S.D., Riverside Regional Medical Center in Newport News, Va., and St. Mary's Medical Center in San Francisco are the individual hospital plaintiffs in the lawsuit.



**Commonwealth Purchasing Group**  
 Boston, MA 02108  
<http://www.cwpurchasing.com>

40 Court Street  
 617-426-2767

**Background**

Founded in 1998 by the Massachusetts League of Community Health Centers, Commonwealth Purchasing Group (CPG) has more than 680 members nationwide. CPG provides members with access to over 70 vendors. Total purchasing reached \$350,000,000 in FY 2019. CPG is designed to work well in a wide variety of CHC and non-profit organization environments, from single-site organizations to the largest multi-site systems.

**Strategy**

CPG's goal is to enable and support their mission and provide a high level of service and assistance to their procurement departments and administration in support of community health centers and other community-based nonprofit organizations

**Executives**

Rick Bryant – SVP  
 Scott Halterman – VP, Strategic Operations  
 Phil DuBois – Manager, Member Resources Consultants

**Programs and Services**

CPG is the leading group purchasing organization for community health centers and other community-based nonprofit organizations, offering members significant savings on supplies, services, and products they purchase every day. Vendors with national contracts include:

- Abbott
- Arcari Dental
- Cardinal Health
- Dentrax Enterprise
- First Data
- GSK
- Henry Schein Dental
- Jackson Physician Search
- Midmark
- R&S Pharmaceutical Wholesalers
- SX Industries
- Afaxys
- Bluenovo
- Certintell Telehealth
- Edge BioMed
- Group Brokerage Insurance Agency
- Health Choice Network of Florida
- Innovative Cost Solutions
- McKesson
- Quest Diagnostics
- Seqirus
- Welch Allyn

**Financial/Investor**

CommonWealth Purchasing Group was founded in 1998 by the Massachusetts League of Community Health Centers —the Primary Care Association for the state.

**Recent Activities**

CPG partnered with Sano Health to provide a wireless device and connectivity telehealth solution for under-connected and at-risk populations. With COVID-19 limiting the number of patients at health centers, the adoption of telemedicine is crucial to improve healthcare accessibility for under-connected populations.

WB Mason, one of CPG's office supply vendors, responded to the COVID-19 pandemic by taking immediate orders on PPE items, gowns, and social distancing signage. Because of its partnership, CPG members with WB Mason accounts receive pricing details and access to critical COVID-19 related products.

JMT Consulting Group announced the expansion of their partnership with Commonwealth Purchasing Group, a group purchasing organization helping community health centers and nonprofit organizations streamline costs and boost efficiency. The group enables qualified organizations to join as a member at no cost to them to leverage discounted vendor contracts from service providers like JMT Consulting.

CommonWealth and Bluestream Health announced a partnership to bring a virtual care solution scoped specifically to CPG's FQHC member base. Leveraging CPG's deep domain expertise in the FQHC space, Bluestream is deploying a streamlined set of functionality that includes the rapid deployment of an easy-to-use telehealth solution. Patients in CPG's network will now be able to enter a session with a care provider instantly. Bluestream includes tools for FQHCs to manage queues of patients (virtual and physically present), longitudinal reporting, and seamlessly blend on-demand and scheduled visits. Interpreter service in over 200 languages and ASL is built into the solution and available during a video visit with a single click.



## **Community Health Ventures**

Alexandria, VA 22314

<http://www.communityhealthventures.com>

211 North Union Street, Suite 200

888-299-0324

### **Background**

Community Health Ventures (CHV), the business development affiliate of the National Association of Community Health Centers, serves over 22 million people at 9,000 sites located throughout all 50 states and U.S. territories. Founded in 2000, CHV negotiates group purchasing agreements for discount medical supplies and other materials, staffing solutions, lab agreements and more.

### **Strategy**

CHV's direct lines of business focus on effectively addressing critical health center needs for group-purchasing agreements, staffing solutions, lab services and more.

### **Executives**

Gwen Siebert - Chief Operating Officer

Danny Hawkins – SVP

Rodrigo Peredo – VP of Sales and Customer Service

### **Programs and Services**

Value in Purchasing (ViP), the only national group purchasing program endorsed by the National Association of Community Health Centers (NACHC), negotiates group-purchasing agreements at preferred rates for medical, dental and office supplies, and for capital equipment. NACHC has leveraged the national purchasing power of health centers to negotiate discounted prices for products and services used on a day-to-day basis.

- Over 700 health centers are enrolled in the program.
- Over 1,100 cost-saving contracts, including Medical Supplies, Capital Equipment, and Office Supplies.
- CHC-tiered contract pricing negotiated exclusively by ViP from companies like BD, Welch Allyn, TIDI Products, and Quidel.
- Choice of 64 medical distributors, including Cardinal Health, Concordance Healthcare Solutions, Henry Schein, McKesson, Medline, and NDC.
- ViP's group purchasing organization (GPO) partner – Provista – manages ViP's portfolio of over 1,100 contracts for community health centers, making ViP the largest health center-focused GPO in the country.

- Value in Staffing, the only national staffing program created under the direction of health center leadership to offer a variety of workforce solutions for recruitment of physician, dentist and mid-level clinicians.
- Value in Lab, a collaboration between LabCorp, the Texas Association of Community Health Centers (TACHC) to offer extensive discounted lab services.
- 340Better<sup>SM</sup>, a pharmacy program that helps CHCs control the cost of medications.
- VIP Dental, the only national CHC dental pricing program endorsed by the National Association of Community Health Centers (NACHC). The program is powered by Benco Dental, the nation's fastest growing full-service dental distributor.
- Value in Benefits (ViB), will leverage the collective purchasing power of health centers to offer various benefit solutions and insurance products. CHV is currently piloting ViB with the intent of expanding the program.

### **Financial/Investor**

Community Health Ventures (CHV) is the business development affiliate of the National Association of Community Health Centers.

### **Recent Activities**

Leading health center compliance company, RegLantern, recently signed a pilot program agreement with Community Health Ventures as a preferred web-based continuous HRSA compliance vendor. Now, Community Health Centers across the nation can benefit from a cloud-based platform that helps health centers move toward continuous HRSA compliance.

In the past year, HRSA has announced their heightened expectation that health centers work to be site-survey ready and "continually compliant" at all times. The RegLantern tools provide a web-based platform that allows health centers to compile all of their documents demonstrating compliance in one place, organize them, and then share them with on-site reviewers during Operational Site Visits.

Centered around the HRSA/BPHC Site Visit Protocol and Compliance Manual, RegLantern's tools are imbedded with checklists, alerts, and reminders, providing features that move health centers away from episodic compliance toward continual compliance.



**Defense Logistics Agency**  
Fort Belvoir, VA 22060-6221

8725 John J. Kingman Road  
<https://www.dla.mil/>

## Background

As the nation's combat logistics support agency, the Defense Logistics Agency manages the global supply chain – from raw materials to end user to disposition – for the Army, Marine Corps, Navy, Air Force, Space Force, Coast Guard, 11 combatant commands, other federal agencies, and partner and allied nations.

DLA also supplies 86 percent of the military's spare parts and nearly 100 percent of fuel and troop support consumables, manages the reutilization of military equipment, provides catalogs and other logistics information products, and offers document automation and production services to a host of military and federal agencies.

- DLA provides more than \$42 billion in goods and services.
- Employs about 26,000 civilians and military.
- Supports more than 2,400 weapon systems.
- Manages nine supply chains and about 5 million items.

DLA operates a global network of distribution centers. DLA's warehousing strategy is driven by the commitment to better serve warfighters, co-locating with the armed forces while placing supplies where they are most needed. By positioning material closer to its customers, DLA is able to decrease wait time, reduce cost and improve military readiness.

## Strategy

DLA's five lines of effort represent the foundation it uses to provide global, end-to-end supply chain solutions. These efforts complement its mission as well as represent DLA's commitment to remain agile and responsive to the current and emerging needs and expectations of warfighters and other valued customers.

- |                       |                     |
|-----------------------|---------------------|
| • Warfighter First    | Global Posture      |
| • Strong Partnerships | Whole of Government |
| • Always Accountable  | People and Culture  |

## Executives

Michelle Skubic, VADM, SC, U.S. – Navy Director

Brad Bunn – Vice Director

Kristin French - Chief of Staff

Tomeka O’Neal, CSM, U.S. Army – Senior Enlisted Leader

Matthew Beebe – Director, DLA Acquisitions, Senior Executive Service

Roxanne Banks – Deputy Director, DLA Acquisitions, Senior Executive Services

## Programs and Services

- Services
- Equipment Disposition
- Document Services
- Environmental and Sustainable Programs
- Federal and International Cataloging

Materials - the Medical supply chain supports America’s military every day and in every crisis. We are on call to support warfighters and their dependents around the world, from well babies to wounded warriors. To ensure their basic and critical medical and pharmaceutical needs are met, support includes surgical items, preventive vaccines, field hospital equipment and even medical supplies for animals.

- Electronic Catalog - ECAT is an internet solution that uses the latest technology for ordering, distribution, and payment, providing Department of Defense and other Federal agencies access to multiple manufacturers’ and distributors’ commercial catalogs at discounted prices.
- Pharmaceuticals and vaccines - Item Selection and Availability; Pricing, Fill Rates, Delivery, Expanded Readiness Coverage. Most vaccines are available. Medical delivered 3.8 million doses of flu vaccine to service members and their dependents worldwide. Customers can return pharmaceuticals and medical supplies dispensed by a pharmacy, and any related waste materials that may arise due to un-returnable pharmaceuticals.
- Medical and surgical equipment – Pre-Packs, Critical Care Equipment.
- Readiness - Medical’s Strategic Materiel Sourcing Group (SMSG) Readiness Division contracts for access to medical consumable supplies in support of deploying and deployed forces.



## HGP Group

Cranbury, NJ 08512

<http://www.hgpgroup.com>

3 Cedar Brook Drive

609-395-8616

## Background

HealthCare Group Purchasing, Inc. (HGP) was founded in 1988 and quickly grew to cover the Middle Atlantic region. HGP's affiliation with U.S. Foodservice on the Manufacturer Cost reduction program extended HGP's reach and membership has reached 1,300 facilities.

## Strategy

HGP distinguishes itself with a member based, member driven, facilitative approach to the group purchasing process.

## Executives

John Giampolo – President

Mark Oliva – EVP

Patty Buchner – Director of Operations

## Programs and Services

The MCR Program<sup>®</sup> is a portfolio of manufacturer deals specifically designed to lower member food service costs. Offered exclusively to US Foods customers, the MCR portfolio of deals features 80 manufacturers.

The MCR Program is offered to member facilities through HGP and US Foods. Participants enjoy HGP negotiated rebates (100% of rebate money is paid quarterly to the participating facilities) and deviated pricing programs (net discounts off invoice) with over 60 national manufacturers. Depending on the product mix, overall savings average between 5% and 15% (and in some cases, as much as 25%).

Member benefits include:

- Competitive prices with group oversight monitoring
- High quality products and services
- Easy online and mobile ordering
- Best deals flagged online
- Best in-class added-value services
- Available to all market segments (excluding IR)



The HGP Food Service Program was developed by participating members as a cost-effective alternative to contract management. The focus is keeping costs per resident day within budget. The Food Service portfolio includes US Foods plus individual contracts for milk, ice cream, disposables, coffee + tea, ware washing + laundry chemicals, and small wares.

In addition to US Foods, HGP members can save with:

- Dean Foods
- Balford Farms
- HD Supply
- Jack & Jill Ice Cream
- Ellis Coffee
- KCI Medical
- Nestle Clinical
- Premier Energy
- Woodruff Energy

### **Financial/Investor**

HGP is now the purchasing program of the Health Care Association of New Jersey.



**Health Resource Services, LLC**  
Seattle, WA 98188  
<https://hrsgpo.com/>

17930 International Boulevard, Suite 900  
206-583-6516

### **Background**

Health Resource Services (HRS) is a national, provider-owned group purchasing organization (GPO). In the early 1980s, the organization was founded by Virginia Mason Health System.

HRS recently announced that they will partner with Premier. As a new group purchasing affiliate of Premier, HRS will have access to a broader array of product and purchased services contracts, field services support, and data-driven spend management technologies for financial excellence. Specifically, Premier experts will collaborate with HRS to develop comprehensive supply chain and total cost management solutions; negotiate competitive contracts; and keep HRS members that join Premier apprised of important industry trends, ideas and knowledge. In addition, HRS will also have access to Premier’s field support team, comprised of more than 250 supply chain specialists, clinicians, pharmacists and others to support contract launches and identify savings opportunities in specialty areas such as lab, surgery, cardiology, orthopedics, imaging, pharmacy, information technology and construction.

### **Strategy**

Affordable and effective access is a vital part of HRS’s strategy, for members and their communities. In alignment with Virginia Mason’s mission, HRS strives to maintain its position as a leader in the industry. HRS transforms health care by helping providers deliver a better patient experience. This is why HRS builds partnerships and networks that allow it the leverage and capacity to offer members more.

### **Executives**

Ken Freeman – CEO Emeritus  
Randy Hawley – CEO & President  
Brian Volkert - CFO  
Tamara Gibbons – VP  
Richard Paul – VP  
Ted Nolan – VP  
Mark Creed – VP

## **Programs and Services**

- Purchasing - HRS uses the collective buying power of members to negotiate best-pricing on products, equipment, and services.
- Support - HRS has a team of service representatives, expert consultants, and clinical specialists to help with everything from assessment and benchmarking to implementation of best practices that optimize processes, savings, and outcomes.
- Supply Chain Solutions - HRS business and healthcare supply chain experts will work with members to identify issues that are creating operational inefficiencies, gaps, or waste.
- Spend-Management Solutions - consultants will equip an organization with the technology and knowledge needed to monitor, manage, and adjust the various aspects of spend that can impact the financial health of the business.
- Networking - events and councils give offer the opportunity to learn from and share information with industry peers.

## **Financial/Investor**

HRS, founded by Virginia Mason Health System, recently announced that they will partner with Premier.



**HealthTrust Purchasing Group**  
Brentwood, TN 37203  
www.healthtrustpg.com

1100 Charlotte Avenue, Suite 1100  
615-344-3000

### **Background**

HealthTrust Purchasing Group (HealthTrust) serves over 1,600 hospitals and health systems, and more than 55,000 other member locations including ambulatory surgery centers, physician practices, long-term care and alternate care sites.

HealthTrust strengthens provider performance and clinical excellence via total spend management solutions, including group purchasing and operator-bred consulting expertise in the areas of supply chain, workforce and clinical integration.

ROi, a subsidiary of HealthTrust, is a St. Louis-based group purchasing organization. A recognized leader in supply chain management through a vertically integrated supply chain model, ROi was founded by Mercy, one of the nation's largest non-profit healthcare systems.

ROi, at the time of its acquisition by HealthTrust, had purchases of \$4.4 billion with a broad portfolio of more than 1,500 contracts, a private label brand with more than 2,000 SKUs, a Consolidated Services Center (CSC), and Custom Pack Solutions (CPS) operations that manufactured more than 600,000 custom surgical procedure kits for multiple health systems. ROi had more than 100 GPO members, as well as more than 250 hospitals and 2,800 non-acute facilities across the U.S.

HealthTrust's committed model delivers savings on supplies while its advisory boards ensure members are aligning around the highest quality products. HealthTrust extends those advantages through:

- AdvantageTrust GPO - members have access to the same contracts HealthTrust negotiates for its hospital members. Medical supply and pharmaceutical distribution partners specialize in serving non-acute market segments, offering low units of measure and timely committed schedules for delivery.
- CoreTrust GPO - leveraging its scale and unique compliant model, the company now has more than 2,000 members from all of the major verticals—retail, manufacturing, hospitality and finance.

## Partners

CereCore is committed to bringing the health IT expertise gained as operators to deliver IT services that emphatically address the needs of health systems. CereCore provides EHR implementations, IT and application support, managed services, technical staffing, strategic IT consulting and advisory services to hospitals and health systems nationwide.

Parallon is a leading provider of healthcare revenue cycle management services. Parallon enables providers to care for and improve the health of their communities by optimizing financial performance, navigating regulatory challenges, providing operational best practices and leveraging the latest technology. Parallon has more than 18,000 colleagues and serves more than 4,300 hospitals and physician practices.

## Strategy

HealthTrust is committed to strengthening provider performance and clinical excellence through an aligned membership model and the delivery of total spend management advisory solutions

## Executives

Ed Jones – President/CEO

Michael Berryhill – COO

John Paul – CFO

John Young – Chief Medical Officer

Kent Petty – CIO

Jocelyn Bradshaw – SVP, Supply Chain, Strategic Sourcing

James Hallock – SVP, CoreTrust

Shelly Workman - SVP, Supply Chain Solutions

Joseph Dizenhouse – SVP, Head of Pharmacy Services

## Programs and Services

Member-led advisory boards approve all contract decisions—ensuring the highest quality products align with suppliers’ best prices. Covering 85 percent of a provider’s typical spend, HealthTrust offers a comprehensive portfolio.

HealthTrust’s Core Portfolio includes:

- The Capital Equipment Group Buy program includes diagnostic imaging, surgery, nursing and laboratory.
- Clinical advisory boards—comprised of clinicians from HealthTrust member facilities—guide contracting strategies and govern all contract awards. These boards cover the specialty areas of cardiovascular, laboratory, nursing, radiology, surgery and pharmacy.

Pharmacy - Therapeutic contracting initiatives combining clinical practice standards and evidence-based pharmaceuticals to support the appropriate use of medicine.

- Clinically preferred products negotiated at best-in-market prices.
- A comprehensive suite of applications supporting pharmacy operations and analytics.
- Drug shortage strategy and failure-to-supply rebates.
- Generic/multi-source agreements refreshed in response to market shifts.

#### HealthTrust's Commercial Portfolio

- Energy
- Food & Nutrition
- Indirect & Logistics
- Purchased Services
- Facility Infrastructure
- Human Resources
- Information Technology

HealthTrust guides providers in customizing contracts for physician preference items. HealthTrust and Valify have launched Valify Solutions Group, the first and only tech-enabled GPO, to customize contracts for purchased services. Both GPOs conduct Aggregated Sourcing Events in new categories across industry sectors., and knowledge of local market dynamics yield significant value over the long term.

Clinical experts from HealthTrust's medical device sourcing team routinely deliver savings on custom sourcing engagements for clients of every size. The team specializes in a wide range of medical device expertise concentrated in three distinct therapeutic areas:

- Cardiovascular
- Orthopedics
- Spine hardware and osteobiologics

HealthTrust's insight Advisory services team offers the following programs:

- Spend Analytics: identifies areas for spend reduction in med/surg and pharmacy.
- Supply Chain Operations: applies proven practices from its hospital experience.
- Pharmacy Operations: manages expenses and optimized clinical programs.
- Surgical Services: streamlines scheduling, patient flow and resource utilization.
- Value Analysis: offers physicians input into strategic supply chain decisions.
- Leadership Staffing: complements management teams in supporting CQO objectives.
- Shared Services: identifies and eliminates redundancies and work fragmentation.
- Revenue Cycle Management: improve collections and reduce collection costs.
- Technology Solutions: aligns IT spend and structure with organizations strategy.

Clinical integration requires sound evidence for decision-making, as well as the ability to share this information across health systems. The Clinical Research and Education team conducts exhaustive literature searches and creates comprehensive evidence reviews on products, devices and technologies. This research—combined with data drawn from internal resources as well as the FDA—forms the basis for evidence-based contracting.

HealthTrust, in 2019, selected OptumRx as its exclusive pharmacy care services partner for its member organizations. OptumRx and HealthTrust, and its CoreTrust division, partner to deliver transparent pharmacy benefit solutions intended to support better health outcomes, improved consumer experiences and lower costs.

HealthTrust's proprietary platform uses national MedPAR and IDN-level case mix data to analyze clinically relevant patient populations. Key services lines— notably cardiovascular, orthopedics and spine—are measured against specific competitors to help providers quickly identify improvement opportunities.

HealthTrust's registry software (InVivolink) combines an orthopedic and spine implant registry with web-based technology that educates and informs patients while building the physician-patient relationship and collecting patient-reported outcomes. Patient interactions and data collection start before surgery and continue up to a year post-discharge.

HealthTrust Workforce Solutions® offers labor management solutions that improve patient care and employee satisfaction, enhance operational performance and save money. HealthTrust also provides a wide range of Educational Services, including a revolutionary nurse training program and curriculum for the most advanced nursing specialties. Credentialing Services employ the highest level of verification, ensuring patient safety and reducing risk.

### **ROi Program and Services**

- Supply Chain Assessment & Strategy Development
- Physician & Clinician Alignment
- ROi Custom Pack Solutions
- Supply Chain Management
- PPI Optimization for Medical Device Implants
- Utilization & Standardization Programs
- ROi's Medical Device Implant Solutions

### **Financial/Investor**

HealthTrust Purchasing Group is a subsidiary of HCA Healthcare.

**Recent Activities**

HealthTrust was selected by Indiana Regional Medical Center (IRMC) as the hospital's exclusive national group purchasing organization (GPO), effective February 1, 2021. Serving Indiana County of Pennsylvania and surrounding communities, the acute care, nonprofit hospital anticipates significant savings from access to HealthTrust's broad portfolio and performance improvement insights to help transform supply chain operations.

CME Corporation announced two new contracts with HealthTrust. The pair of agreements include distribution for capital purchases from CME's vast portfolio, as well as direct-to-site "white glove" services covering a facility's needs from start to finish, including receiving, inspecting, warehousing, assembling, and installing.

HealthTrust was selected by LCMC Health to be the exclusive group purchasing organization (GPO) for the New Orleans-based healthcare system. LCMC Health acute care facilities include Children's Hospital New Orleans, New Orleans East Hospital, Touro Infirmary, University Medical Center New Orleans and West Jefferson Medical Center. Recently, the healthcare system added East Jefferson General Hospital, a 420-bed hospital in Metairie and Louisiana's first Nurse Magnet hospital. Children's Hospital is affiliated with Tulane University School of Medicine and LSU Health New Orleans and is the first and largest freestanding academic pediatric medical center in Louisiana dedicated entirely to the care of children. As part of the member agreement, HealthTrust will provide access to its broad portfolio of contracts including supply and capital spending, pharmacy and purchased services. In addition, HealthTrust will implement value-added services benefitting ambulatory, ancillary and physician practices affiliated with LCMC Health.

HealthTrust and Valify, a technology company focused on helping hospitals reduce purchased services expenses, launched Valify Solutions Group (VSG), the first purchased services group purchasing organization (GPO) for healthcare. The new GPO leverages the largest data-driven market intelligence from \$460 billion in categorized purchasing volume to generate savings for its members. Valify Solutions Group categorizes non-labor spend and compares it against a comprehensive contract portfolio to identify immediate savings opportunities. Robust algorithms benchmark the categorized data against the industry's largest database of information from over 1,500 hospitals to help find the next level of savings opportunities.

HealthTrust and Community Hospital Corporation (CHC), an owner and manager of community hospitals throughout the U.S., completed a long-term partnership agreement to strengthen the operating performance of community-based hospitals. CHC is a nonprofit organization that owns, manages, consults with and/or advises more than 100 acute care and post-acute hospitals and healthcare facilities.





**HPS**  
 Middleville, MI 49333  
<https://hpsgpo.com>

3275 North M-37 Highway  
 800-632-4572

### **Background**

HPS is a group purchasing organization that serves the needs of more than 4,100 Members in 30 states. Member-owned and operated since 1949, the core membership base is made up of organizations that have a direct impact on the communities they serve, from hospitals to senior living facilities to schools and many more.

HPS offers access to more than 150 regional contracts, as well as its national contract portfolio from ROi, a subsidiary of HealthTrust. Members purchased more than \$800 million last year, and vendor partners are able to provide reduced pricing.

HPS' Members are generally classified in four core groups:

- Medical and Medical Associates: acute and non-acute facilities, including hospitals, surgery centers, physicians, pharmacies, labs and imaging centers.
- Senior Living: skilled nursing, assisted living, long-term care and independent living.
- Education: public and private K-12 schools, colleges and universities.
- Associates: camps, senior nutritional feeding programs, county governments, religious organizations and jails.

### **Strategy**

HPS leverages the volume of products purchased by Members to receive significantly reduced pricing on those products. HPS' pricing strategy attracts additional members.

### **Executives**

Thomas LaPres – President & CEO

Kevin Crampton - VP of Business Development and Contracting

Michelle Pleiness – VP of Member Development and Customer Relations

Nathan Stock – Director of Clinical & Ancillary Contracting

### **Programs and Services**

- Contract Analysis Tool helps members evaluate and manage their dietary spending.
- Interior Design group provides a complete suite of design services .
- Furniture, Finishes & Equipment group.

## Partnerships

- Alliance for a Healthier Generation
- Great Lakes Food Service Equipment Specialists
- Healthcare Group Purchasing Industry Initiative (HGPII)
- Healthcare Supply Chain Association (HSCA)

## Medical-Surgical Vendors

- 3M for extended care products
- AdvaCare Systems for medical rental equipment
- Arjo, Inc. for medical beds, safe patient handling and related products
- Attends Healthcare for underpads and adult incontinent briefs
- CareLinc for DME, Furniture, Beds, Rentals, Wound Care
- CME Corp. for health care equipment, logistics and services
- ConvaTec for ostomy, advanced wound care and skin care products
- Cork Medical Products for negative pressure wound therapy
- Cure Medical for urology products
- Custom Medical Solutions for bariatric equipment
- DermaRite Industries for advanced wound care
- Direct Supply for equipment and service solutions for long-term care
- Essity for underpads and adult incontinent briefs
- First Quality Products for underpads and adult incontinent briefs
- Healthmark Industries for sterile processing specialty items
- Joerns Healthcare for furniture, patient and dining room, beds
- Label Tape Systems for identification label systems
- McKesson Medical-Surgical
- Medegen Medical Products for patient care products
- Performance Health for therapy supplies and equipment
- Skyline Exhibits for Personal Protection Equipment (PPE)
- Smith & Nephew for advanced wound care products
- Surgical Safety Scanner for surgical instrument RFID tracking
- Vyair Medical, Inc. for respiratory products

## Pharmacy Vendors

- Clean Air Testing for laminar flow hood certification services
- LifeLine Pharmaceuticals for pharmacy services

## **Financial/Investor**

HPS has been member-owned and operated since 1949 in its mission to support schools, healthcare and senior living organizations across 26 states.

## **Recent Activities**

Toshiba America Business Solutions has won a contract with HPS that allows the GPO's 4,100 plus members to improve document workflow and labeling management through Toshiba's suite of e-STUDIO™ multifunction printers (MFPs), single-function printers, label printers, and Encompass Print as a Service managed print services program.



**Intalere/Vizient**  
St. Louis, MO 63141  
www.intalere.com  
Todd Larkin - COO

Two CityPlace Drive, Suite 400  
877-711-5700

### **Background**

Vizient, Inc. (Vizient) recently signed an agreement under which it will acquire Intalere from Intermountain Healthcare. Intermountain Healthcare will now partner with Vizient for supply chain solutions and services, thereby expanding its current relationship with Vizient in clinical and cost analytics.

Intalere is a healthcare supply chain company with more than 100,000 members from healthcare organizations all over the country. Intalere members make nearly \$9 billion in purchases annually. Intalere connects customers with the right manufacturers, distributors and vendors and negotiating discounts on their behalf to help them aggregate purchasing volume and realize unprecedented cost savings.

Intalere tailors its portfolio of performance solutions to the specific needs of members. These solutions are complemented by its Advisory Specialists, who support its customers' specific service line operational goals. Additional consulting services are available to members through its subsidiary, CSI Specialty Group.

Benefits of partnering with Intalere include:

- Personalized attention
- Transparency
- Collaboration

### **Strategy**

Vizient's planned acquisition will support its mission to strengthen members' delivery of high value care by aligning cost, quality and market performance by:

- Reinforcing its commitment to supply chain as a strategic asset for health care providers.
- Expanding its non-acute footprint to create additional opportunities through the Vizient subsidiary, Provista.
- Increasing its presence in smaller and/or rural acute facilities, helping support these communities with local health care services.

## Executives

Julius Hell – President & CEO

Steve Kiewiet – Chief Commercial Officer

Todd Larkin – COO

Steve Schich – CFO

Edwin Herrington – SVP, Affiliates and Alliances

Richard Mackey – SVP, Technology & Products

Steve Einig – SVP, Marketing & Engagement

## Programs and Services

- Healthcare Environmental Services
- Healthcare Facility Management
- Healthcare Nutrition and Foodservice
- Healthcare Solutions For Rural and Critical Access Providers
- Healthcare Sustainability
- Hospital Group Purchasing Organization (GPO) - helps hospitals obtain discounts from vetted, quality manufacturers, distributors and suppliers.
- Information Technology (IT) and Office Solutions
- Intalere Choice - preferred product portfolio offers a growing selection of medical, pharmaceutical, office and environmental products.
- Intalere Decision Rx - manages pharmacy spend, track contract compliance and identifies contract savings opportunities.
- Intalere Diagnostic Imaging
- Intalere Diagnostic Imaging Quote (DI Q) Review
- Intalere Diagnostix
- Intalere Medical Surgical (MedSurg) Solutions
- Intalere Pharmacy Solutions
- Laboratory Purchasing Solutions
- Diagnostic Imaging

## Solutions

- |                                    |  |
|------------------------------------|--|
| • Intalere Insurance Services      | Intalere Labor Advantage                 |
| • Intalere OptiAnalytics           | Intalere OptiMIM Advantage <sup>SM</sup> |
| • Robotic Process Automation (RPA) | Intalere Emergency Management            |
| • Supplier Diversity Program       | Healthcare Sustainability                |
| • Hospice and Home Health          | Senior Living and Long-Term Care         |

### Subsidiaries

- Intalere Choice - helps healthcare providers improve margins by enabling them to reduce product costs without compromising quality or patient care.
- Intalere Insurance Services<sup>SM</sup> - is a proprietary approach to benefit and risk cost containment strategies that provides long-term, innovative insurance solutions consisting of dozens of different coverage offerings.
- Health Industry Technology Trust (HITT) - improves operational performance and reduces financial, product, regulatory and safety risk.

### **Financial/Investor**

Vizient, Inc. signed an agreement under which it will acquire Intalere from Intermountain Healthcare. Intermountain Healthcare will partner with Vizient for supply chain solutions and services, thereby expanding their current relationship with Vizient in clinical and cost analytics.

Intermountain Healthcare already uses Vizient's Clinical Data Base and Operational Data Base analytics to align cost and quality decisions, engage physicians in utilization and supply choices, and improve outcomes.

Intermountain will now use Vizient's GPO portfolio for purchasing with the expectation of a decrease in current supply costs. The IDN also has the opportunity to join Vizient's pharmacy program, including the company's Novaplus private label program, to reduce pharmacy expenses and minimize the impact of drug shortages on their enterprise.

### **Recent Activities**

Intalere announced the renewal of its partnership as the preferred group purchasing organization (GPO) of the North East Regional Urgent Care Association (NERUCA). NERUCA was formed in 2013 to represent urgent care medicine in the northeast and now represents over 1000 members in New York, New Jersey, Pennsylvania, Maine, Massachusetts, New Hampshire, Vermont, Connecticut and Rhode Island. The partnership gives NERUCA's members access to Intalere's urgent care program.

Intalere announced a new agreement for orthopedic soft goods and bracing from Bird & Cronin, LLC (Eagan, MN). Through this agreement, Intalere members will receive negotiated pricing on a wide variety of bracing solutions for all areas of need from cervical and abdominal to knees, ankles and heels.

Intalere announced a new agreement for respiratory therapy products from Vapotherm, Inc. (Exeter, NH). Vapotherm develops innovative, comfortable, non-invasive technologies for respiratory support of patients with chronic or acute breathing disorders.

Intalere announced a new respiratory product distribution agreement with Tri-anim Health Services, Inc. Intalere members will receive negotiated pricing on respiratory products including nebulizers, masks, cannulas, nasopharyngeal airways and suction catheter kits.

Intalere announced a new agreement with Johnson & Johnson Health Care Systems for advanced electrosurgical products and services. Intalere members will receive negotiated pricing on advanced energy, core energy and electrosurgical equipment, and surgical smoke evacuation solutions.

Intalere Choice, the preferred portfolio subsidiary of Intalere, announced a new agreement with Xellia Pharmaceuticals USA. Through the agreement, Intalere members will receive negotiated pricing on generic pharmaceuticals and injectable anti-infectives for treatment against serious and often life-threatening infections.

Intalere announced a new agreement with Tetrphase Pharmaceuticals, Inc. Intalere members will receive negotiated pricing on Tetrphase-branded novel antibiotics including XERAVA, approved for the treatment of complicated intra-abdominal infections (cIAI).

Intalere announced a new healthcare solutions marketing agreement with the District of Columbia Hospital Association (DCHA). DCHA is the unifying voice for hospitals and health systems in the District of Columbia and works to advance health policy to strengthen the District's world-class healthcare system to ensure that it is equitable and accessible to all.

Intermountain Healthcare, along with a number of other leading health systems, recently began utilizing the OptiMIM Advantage solution, which provides a trusted data source to improve efficiency and patient safety while reducing financial, regulatory and product risk.

Intalere announced enhancements to OptiAnalytics Navigate, the best-in-class strategic planning and market intelligence application, that will offer in-depth service line analysis.

Resilinc and Intalere collaborated to develop and deploy 'The Exchange at Resilinc,' a hospital-to-hospital healthcare platform that eases shortages and imbalances of medical devices and supplies.

Intalere has successfully deployed the Ivalua solution suite. The solution will support Intalere's Supplier Management, eSourcing, Contract Lifecycle Management and transactional procurement processes. Furthermore, the Ivalua solution will drive automation and efficiency for Intalere's demanding Category Management requirements, helping to align the needs of over 100,000 members across the healthcare industry to capture improved value.



**MAGNET Group**  
 Mechanicsburg, PA 17050  
 www.magnetgroup.com

4823 East Trindle Road, Suite 300  
 717-763-5555

**Background**

Founded in 1979, Mid-Atlantic Group Network of Shared Services (MAGNET) was created to develop contracts on behalf of its members in the niche market of capital equipment. MAGNET serves approximately 9,000 providers, including hospitals, alternate care facilities, and physician practices and clinics with a contract portfolio that includes equipment, services, and commodities. MAGNET’s preference is for primary awards and 3-year agreements.

MAGNET facility members choose from over 200 GPO contracts –without volume compliance or bundled services issues – and do not pay membership dues or fees. Facility members are grouped as follows:

- G1 HCSC– facilities that are also members of Hospital Central Services Corp (HCSC). Most are in Pennsylvania, New York, and New Jersey.
- G4 Northeast– facilities in New York and New Jersey.
- G10 New England– facilities in Connecticut, Massachusetts, Maine, New Hampshire, Rhode Island, and Vermont.
- G75 SOHCA– facilities that are also members of Southwest Ohio Health Care Affiliates.
- G95 MG– facilities in this group are in various states.

**Strategy**

MAGNET focuses on improving the effectiveness of member providers in the newly emerging area of niche/boutique (innovative and cost-reducing) products.

**Executives**

Christopher C. Moore – Chairman  
 Diane T. Mase - President  
 Steve R. Duke – Chief Administrative Officer

**Programs and Services**

<u>Discounted Contracts by Category</u>	<u># Contracts</u>
• Anesthesia	7
• Biomedical	8
• Cardiology/Patient Monitoring	5
• COVID-19	4



• Dietary/Food Services	5
• Facilities/Housekeeping	31
• Furniture	9
• Human Resources	4
• ICU/Neonatal/OB/GYN	6
• Information Technology	13
• Laboratory	7
• Medical Equipment Rental	2
• Medical Surgical	26
• Miscellaneous Products/Services	18
• Neurology and Sleep Studies	1
• Pain Management	2
• Patient Handling	3
• Pharmacy	5
• Physical & Occupational Therapy	3
• Pulmonary Medicine	4
• Radiology	17
• Supply Chain	7
• Surgery/OR/ER/SPD	33
• Uniforms	2

**Recent Activities**

- MultiMedical Systems (MMS), a national Innovation Institute subsidiary that specializes in healthcare technology management (HTM), has joined the Magnet Group.
- MolecuLight, the leader in point-of-care fluorescence imaging for real-time detection of bacteria in wounds, announced the availability of its MolecuLight *i:X*® platform to the MAGNET Group.
- MAGNET has added the Sereneview line of stress-reduction products to the GPO. Sereneview’s products include custom cubicle curtains, backlit overheads, ceiling tiles, murals, and window treatments that feature their award-winning nature photography.
- Edan Diagnostics, Inc. offers a variety of monitoring equipment lines to MAGNET GROUP participating healthcare facilities.
- CME Corp was added as a provider by MAGNET GROUP. Through the contract, CME will offer access to 2 million products from more than 2,000 manufacturers distributed by CME nationwide. In addition, CME’s direct-to-site “White Glove Services” and technical services will be available to MAGNET GROUP members.



**PDM Healthcare**  
 Westlake, OH 44145  
<http://www.pdmhealthcare.com>

24700 Center Ridge Rd # 110  
 440-871-1721

### **Background**

PDM Healthcare (PDM), established in 1991, has about 3,000 members nationwide. As a national GPO (member representation of \$10 billion+), PDM provides group purchasing, supply chain management, business development, education, marketing, and advertising to the healthcare industry.

PDM serves all classes of trade in the pharmacy industry, including hospital, home health care, compounding, specialty, LTC, retail pharmacy, and surgery centers/physician clinics. PDM delivers the complete array of necessary solutions to the full spectrum of the healthcare market, with a special focus on emerging business trends and innovations.

### **Strategy**

PDM provides total quality and cost-effective business and clinical solutions that enable healthcare practitioners to increase their market share, profitability, and operational and clinical efficiency so that they are able to dedicated their own resources and time to improve patient care.

### **Executives**

Ash Chawla, MS,RPH – Founder  
 Tony Viridi – Director Contracts/Sales Administration  
 Remi Hubach – Director of Information Technology  
 Ashwin Chawla – Director, Sales & Strategy

### **Programs and Services**

#### Members

PDM provides members with increased profits through strategic planning for member formularies and competitive pricing through volume discounts and member incentives. By utilizing its national supply chain distribution and delivery network and intuitive internet-based contract system, PDM delivers strategic sourcing solutions to its members. PDM also offers business development and consulting services.

#### Suppliers

PDM uses strategic sales solutions to deliver results that include increased market share, national formulary inclusion and increased revenue.

### Operations

PDM negotiates with branded and generic pharmaceutical, medical device and ancillary product manufacturers to create a customized comprehensive product portfolio for its members.

### Membership

- Hospital, IDNs, IHNs
- Clinic, Physicians and Surgery Centers, HMO/PPO
- Long-Term Care, Correctional Institution and Hospice
- Pharmacies
- Pharmaceutical and Medical/Surgical Distributors
- HME/DME Dealer and Home Health Care

PDM's Contract portfolio includes pharmaceuticals, medical/surgical supplies, office supplies, nutritional supplements, laboratory supplies, durable and home medical equipment, ancillary products and services. PDM's solutions allow members the choice and flexibility to implement new and innovative patient care options while reducing their procurement costs.

PDM Healthcare's Supply Chain Management and Distribution provides its members with increased profits through strategic planning for member formularies and competitive pricing through volume discounts and member incentives.

### **Recent Activities**

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



PREMIER

**Premier Inc.**  
Charlotte, NC 28277  
www.premierinc.com

13034 Ballantyne Corporate Place  
704-357-0022

## Background

Premier, Inc. (Premier) is a leading healthcare improvement company, uniting an alliance of more than 4,100 U.S. hospitals and health systems and approximately 200,000 other providers and organizations to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and consulting and other services, Premier enables better care and outcomes at a lower cost.

Premier seeks to address challenges facing healthcare providers through its comprehensive suite of solutions that it believes:

- Improve the efficiency and effectiveness of the healthcare supply chain.
- Deliver improvement in cost, quality and safety.
- Innovate and enable success in emerging healthcare delivery and payment models to manage the health of populations.
- Utilize data and analytics to drive increased connectivity, and clinical, financial and operational improvement.

Premier delivers its integrated platform of solutions that address the areas of total cost management, quality and safety improvement and value based care through two business segments: Supply Chain Services and Performance Services.

Premier recently acquired Acurity, Inc. and Nexera, Inc., two indirect wholly owned subsidiaries of the Greater New York Hospital Association (GNYHA).

- Acurity, a regional group purchasing organization with members comprising more than 300 hospitals and 2,700 health-related facilities, has been a customer and strategic partner of Premier for more than 24 years.
- Nexera, a hospital financial improvement consulting firm, partners with healthcare organizations to improve hospital and health system performance, with a significant focus on supply chain enhancement and transformation.

## Strategy

Premier's mission is to improve the health of communities. Through technology enablement, partnership and collaboration, Premier is innovating to improve and accelerate the delivery of high-quality, cost-effective healthcare.

- Provide comprehensive innovative solutions using technology, services and market-leading analytics to drive clinical and financial improvement.
- Collaborate through unique member alignment to innovate and drive meaningful change.
- Anticipate change and well-positioned to respond to market trends.
- Maintain a strong balance sheet with financial flexibility to support capital deployment priorities.
- Well-positioned to capitalize on growth opportunities and maintain market-leading position through further penetration of supply chain and enterprise analytic markets.

## Executives

Susan DeVore - Chief Executive Officer

Michael Alkire – President & Incoming CEO

Leigh Anderson – President of Performance Services

Andy Brailo – Chief Customer Officer

David A. Hargraves - Senior Vice President of Supply Chain

Craig McKassan – CFO and Chief Administrative Officer

Scott Weingarten, M.D., MPH – Chief Clinical and Innovation Officer

John Sganga – SVP, Alternate Site Programs

## Programs and Services

Premier's Supply Chain Services segment assists its members in managing their non-labor expense and capital spend through a combination of products, services and technologies, including one of the largest national healthcare GPOs in the United States serving acute and alternate sites, supply chain co-management and direct sourcing activities.

Membership in the GPO also provides access to certain SaaS informatics products related to the supply chain and the opportunity to participate in Premier's ASCEND® and SURPASS® collaboratives. Premier's Supply Chain Services segment consists of the following products and solutions:

Group Purchasing – the national portfolio of approximately 2,800 contracts with over 1,370 suppliers provides members with access to a wide range of products and services, including medical and surgical products, pharmaceuticals, laboratory supplies, capital equipment, information technology, facilities and construction, food and nutritional products and purchased services (such as clinical engineering and document shredding services).

Premier uses its members' aggregate purchasing power to negotiate pricing discounts and improved contract terms with suppliers. Contracted suppliers pay Premier administrative fees based on the purchase volume of goods and services sold to healthcare provider members under negotiated contracts. Premier also partners with other organizations, including regional GPOs, to extend its network base to their members.

Premier's contract portfolio is designed to offer healthcare provider members a flexible solution comprised of multi-sourced supplier contracts, as well as precommitment and/or single-sourced contracts that offer higher discounts. The multi-sourced contracts offer pricing tiers based on purchasing volume and/or commitment and multiple suppliers for many products and services.

Single-source contracts are entered into with a specified supplier, and through this exclusive relationship, allow Premier to contract for products that meet its members' specifications. In the case of single and multisourced contracts, Premier negotiates and executes the contracts with suppliers on behalf of members.

Premier Alternate Site Program, one of the largest in the United States, covers over 70 classes of trade with approximately 200,000 members as of June 30, 2020, and includes the following:

- Premier Alternate Site - Key classes of trade include long-term care dispensing pharmacies and senior living facilities, home IV infusion providers, home health and surgery centers. Premier Alternate Site GPO members have access to most of the GPO supplier contracts, including, but not limited to, pharmaceuticals, medical and surgical supplies, facilities, food and nutritional products and other purchased services.
- Premier Business and Industry - Key classes of trade include non-healthcare entities, such as education (e.g. K-12 schools, colleges and universities), hospitality, recreation (e.g. stadiums, parks and fairgrounds), and employee food programs.
- Purchased Services Contracts – Premier acquired Conductiv (formerly known as Medpricer) to optimize healthcare provider savings across purchased services contracts.

Supply Chain Co-Management – Premier acquired the assets of Nexera to partner with healthcare organizations to improve hospital and health system performance, with a significant focus on supply chain enhancement and transformation.

Direct Sourcing – Premier's direct sourcing business (S2S Global), was established to help members access a diverse product portfolio and to provide transparency to manufacturing costs and competitive pricing to its members. Premier markets its direct sourcing activities primarily under the PREMIERPRO® brand.

Supply Chain Resiliency Program – Premier recently formed PRAM Holdings, LLC in partnership with its members to invest in Prestige Ameritech, a domestic manufacturer of masks and other PPE, whereby members obtain a direct source to critical personal protective equipment.

SaaS Informatics Products - Members of the GPO have access to certain components of PREMIERCONNECT Supply Chain offering and its associated applications and the ability to purchase additional elements.

ASCEND® Collaborative - has developed a process to aggregate purchasing data for members, enabling such members to determine whether to negotiate committed group purchases within the Collaborative. Through ASCEND Collaborative, members receive group purchasing programs, tiers and prices specifically negotiated for them, as well as benchmarking metrics to assist them in identifying additional supply chain and operations cost savings opportunities and knowledge sharing with other member participants and industry experts. As of June 30, 2020, approximately 1,070 U.S. hospital members, which represent over 126,000 hospital beds, participated in the ASCEND Collaborative.

SURPASS® Collaborative - builds upon and complements the existing ASCEND Collaborative that drives even greater savings for members; at a correspondingly higher level of commitment. As of June 30, 2020, a core group of 13 members representing approximately 46,000 hospital beds participated in our SURPASS Collaborative.

E-Commerce Platform – the E-Commerce platform, STOCKDTM, is part of the multi-channel supply chain strategy. Initially focused on the Alternate Site providers, this program will provide a marketplace where providers can purchase from Premier GPO suppliers utilizing a user-friendly e-commerce platform.

PROVIDEGXTM Program - identifies high-quality supply sources for drugs that are on or may be at risk of being added to the national drug shortage list or that are vulnerable to pricing volatility.

Premier's offerings in the performance services sector of the healthcare industry are primarily information technology analytics and workflow automation and consulting services. The SaaS informatics products utilize its comprehensive data set to provide actionable intelligence to members. This segment also includes Premier's technology-enabled performance improvement collaboratives. PREMIERCONNECT® technology offerings, consulting services, collaboratives, direct to employer initiative and insurance management services.

Premier's acquisition in February of regional GPO Acurity will lead to some contract shuffling in the New York tri-state area. Premier's acquisition of Acurity takes GNYHA out of the group purchasing business. Acurity's local contracts for the tri-state area – e.g., those with diverse suppliers, local trades and in areas where local licensure is a factor – will remain in place to the extent that member interest and participation remain.

Owned by Premier, Innovatix has been serving pharmacies, senior living providers, and independent oncology practices since 1993. Innovatix is extending the deep discounts and member-focused service model it created for its 43,000+ members representing healthcare, K-12 educational institutions, and the broader business community.

Innovatix's affiliated GPO, Essensa, serves an additional 28,000 members. Essensa provides strategic procurement solutions and operational support to reduce costs and increase efficiency for non-acute healthcare providers and other commercial markets.

Innovatix's portfolio of pharmacy contracts covers more than 180 pharmaceutical suppliers and over 15,000 products, including branded and generic pharmaceuticals, compounding products, diabetic supplies, and over-the-counter medications.

Innovatix offers a comprehensive contract portfolio of adult and pediatric vaccine products as well as access to a seasonal flu vaccine program. Working in conjunction with FFF Enterprises, Innovatix delivers the most inclusive intravenous immune globulin (IVIG) and fractionated blood product portfolio serving the non-acute care marketplace.

In addition to over 2,000 contracts through its relationship with Premier, Innovatix uses member feedback—including input from the Advisory Groups—to continually enhance its portfolio by contracting directly with both local and national suppliers.

Innovatix's foodservice provides members with up to 15% in annual savings on over 160 contracts comprising more than 300,000 products from major manufacturers.

Premier recently launched Intersectta<sup>®</sup>, a new oncology-focused group purchasing organization (GPO) to source cancer and other specialty drugs. Through this program, Premier plans to strike innovative new partnerships with pharmaceutical companies, putting branded products on negotiated contracts at competitive prices. In addition, Premier will provide participants access to robust market data to better understand real-world prescribing, utilization and off-label trends.



Guided by an Advisory Committee composed of 20 of the nation's largest and most prestigious health system providers representing more than 385 individual hospitals providing care to nearly 8 million patients living with cancer, Intersectta will initially focus on a targeted pipeline of nearly 70 oncology drugs that are most commonly used in cancer care. Intersectta will report up into Premier's Supply Chain Services business segment.

### Financial/Investor

As of June 30, 2020, Premier was owned, in part, by 155 U.S. hospitals, health systems and other healthcare organizations, which represented approximately 1,475 owned, leased and managed acute care facilities in addition to other non-acute care organizations, through their ownership of Class B common stock.

In October 2020, Premier completed a corporate restructuring to eliminate its dual-class ownership structure, through an exchange under which Premier's member-owners converted their Class B units in Premier Healthcare Alliance, LP (Premier LP) and corresponding Class B shares of Premier, Inc. (Premier) into shares of Premier Class A common stock, on a one-for-one basis, thus simplifying its financial reporting.

The company also announced that, separately, it has entered into amended Group Purchasing Organization (GPO) agreements with the vast majority of its member-owners. The amended GPO agreements are expected to support sustainable, long-term growth of net administrative fees revenue and enhance the company's flexibility to invest in strategic initiatives to deliver additional value for members and stockholders.

### Current and Future Potential Spend Management Opportunities with Current Members

Core GPO Today - \$67B	Supply Chain Spend Coverage & Market Expansion	Purchased Services/Shared Services
Medical-surgical portfolio	Physician preference	Purchased services
Pharmacy portfolio	Regional contracts	Technology to manage full supply chain spend
Non-acute portfolio	Specialty portfolios	Visibility to, and processing of, all spend
Contract compliance	Leverage member GPO relationships	Co-management

Source: Premier Presentation, SVB Leerink 2021 Virtual Healthcare Conference, February 24, 2021; AMI work product, 2021

## Six Months Ended December 31, 2020

(\$000)	2020	2019
<b>Net Revenue</b>		
Supply Chain Services	\$287,661	\$349,560
Products	\$295,,085	\$106,161
Total Supply Chain Services	\$582,746	\$455,721
Performance Services	\$186,968	\$166,295
<b>Total Revenue</b>	<b>\$769,714</b>	<b>\$622,016</b>
Net income from continuing operations	\$225,589	\$162,514
<b>Adjusted EBITDA</b>		
Supply Chain Services	\$221,590	\$297,870
Performance Services	\$73,724	\$50,343
Total segment adjusted EBITDA	\$295,314	\$348,213
Corporate	(\$59,753)	(\$59,552)
Total	\$235,561	\$288,661
<b>Adjusted net income</b>	<b>\$149,553</b>	<b>\$176,760</b>

Source: Premier Inc. Q2 FY 2021 10Q; AMI work product 2021

## Fiscal Year Ended June 30

(\$00)	2020	2019	2018
Supply Chain Services	\$952,763	\$855,180	\$832,978
Performance Services	\$346,829	\$362,458	\$360,679
<b>Net revenue</b>	<b>\$1,299,592</b>	<b>\$1,217,638</b>	<b>\$1,184,657</b>

Source: Premier Inc. FY 2021 10K; AMI work product 2021

### Recent Activities

Premier acquired substantially all the assets and certain liabilities of Invoice Delivery Services, LP (IDS) for \$80 million. Going forward, IDS will be integrated within Premier under the brand name of Remitra. IDS is a provider of procure-to-pay solutions in healthcare. IDS offers digitization technologies that convert paper and PDF invoices to an electronic format to automate, streamline and simplify accounts payable processes in healthcare. Premier will collaborate with a core group of its largest members (AdventHealth, Adventist Health, Banner Health, Baptist Health, CommonSpirit Health, Texas Health Resources, and others) to enhance the capabilities of Remitra and ensure the offering provides the greatest possible value to providers.

Saphena Medical, makers of Venapax, a unitary endoscopic vessel harvesting system, has been awarded a contract with Premier's highly committed SURPASS (Synergizing for Unparalleled Results in Procurement and Strategic Sourcing) program in the category of Endoscopic Vessel Harvesting.

Premier named Colin Bain as its president of Direct Sourcing, effective Dec. 7, 2020. In this role, Bain will have overall responsibility for Premier's direct sourcing business segment, including overall strategy and organic product line expansion. Bain will report to David Hargraves, SVP of Supply Chain. One of Bain's key initiatives will be to define and broaden the organic product line and deepen Premier's channel partnerships.

Aziyo Biologics, Inc. was awarded a group purchasing agreement for Premier's Technology Breakthroughs Program. Effective December 1, 2020, the new agreement allows Premier members to take advantage of special pricing and terms pre-negotiated by Premier for Aziyo's CanGaroo Envelope – a 510(k) FDA-cleared and CE-Marked extracellular matrix (ECM) envelope.

Premier Insurance Management Services returned \$3.1 million in profit sharing to 67 hospitals and health systems that participate in its excess workers' compensation program with Safety National Casualty Corporation (SN) in fiscal year 2020.

Health Resource Services (HRS) announced that they will partner with Premier. As a new group purchasing affiliate of Premier, HRS will have access to a broader array of product and purchased services contracts, field services support, and superior, data-driven spend management technologies for financial excellence.

Saranas, Inc. was awarded a group purchasing agreement with Premier as part of Premier's Technology Breakthroughs program. This new agreement, effective November 1, 2020, will allow Premier members to receive special pricing and access to the Early Bird device, which that provides accurate and actionable bleed detection, enabling effective intervention before the patient shows symptoms or recovery is impacted.

Virginia Mason Health System, a leading non-profit regional healthcare system serving the Pacific Northwest, and Premier partnered to support Virginia Mason's ongoing commitment to effective and efficient supply chain and expense management.



**TPC**  
 Plano, TX 75024  
<http://www.tpc1.com>

7160 Dallas Parkway, Suite 600  
 469-366-2100

### **Background**

TPC is a network of independent healthcare providers that work together as a single system to aggregate business volume and leverage economies of scale without sacrificing individual independence or local ownership.

By working through a committed platform, TPC drives collaboration and innovation across a range of clinical, operational and economic areas enabling providers to maximize the financial and non-financial value they receive. TPC represents 11 health systems in four states, totaling \$1 billion in purchasing volume, and has achieved more than \$300 million in documented savings since 2010.

TPC is a partnership of community-based hospitals in Arkansas, Missouri and Texas that work together as a single system to aggregate business volume and leverage economies of scale without sacrificing individual independence or local ownership.

### **Members**

- Baxter Regional Medical Center
- Hendrick Medical Center
- Medical Center Hospital
- Parkview Medical Center
- Southeast Health
- Citizens Medical Center
- Hill Country Memorial Hospital
- Midland Health
- Shannon Medical Center
- United Regional

### **Strategy**

TPC exists for the sole purpose of helping community-based healthcare organizations remain strong and independent. TPC provides the framework for independent, community-based hospitals to achieve system value through standardization, utilization and strategies that optimize operational, financial and clinical performance.

**Executives**

- Roger Nolan – President & CEO
- Suzy Escalante - SVP, Performance Improvement
- Beau Moon – SVP, Sourcing
- Mark Phelan – SVP & CFO
- Cody Waldrop – VP, Revenue Cycle

**Programs and Services**

TPC signed an agreement with Vizient for comprehensive sourcing, performance improvement and cost management services, including strategic sourcing, utilization management, and clinical and operational consulting, as well as, service line, clinical and supply chain analytics. Through the multi-year agreement that began in early 2018, Vizient serves as the preferred national GPO and strategic cost management partner for TPC’s network of health systems.

TPC Supply Chain Operations embodies a Member-led, collaborative approach to identifying, evaluating, and contracting for supply chain initiatives to develop programs that maximize the financial, operational and clinical value that Members receive from their supplier relationships

Supply Chain Committed Programs

- |  |                                    |
|--|------------------------------------|
| • Cardiac Rhythm Management            | Custom Procedure Trays             |
| • Disposable Adult Briefs & Underpants | General Wound Care                 |
| • Hemostasis                           | Interventional Cardiology          |
| • Osteobiologics                       | Peripheral Interventional Products |
| • Purchased Linens                     | Spine Implant Products             |

Purchased Services accounts for roughly 40 percent of TPC Members’ total overall spend. Through TPC’s comprehensive Purchased Services strategy, Member-led initiatives have achieved over \$35 million in total value in a variety of targeted areas.

**Financial/Investor**

TPC is owned and directed by the hospitals and health systems it serves.

**Recent Activities**

Paramount Health Solutions (PHS), a provider of healthcare revenue cycle management services, has been selected by TPC to be the coding compliance resource for all TPC Members.



**Veira Medical Group**  
New York, NY 10003

228 Park Avenue South  
[www.veiramedical.com](http://www.veiramedical.com)

### **Background**

Veira® Medical Group (Veira) is a medical GPO. Veira works with clients to help them save money on their everyday medical supply needs. Clients consist of physicians, urgent care centers, nursing homes and surgery centers.

Veira Medical Group (Veira) provides one full-service GPO program with two ways to access it: General Admission & Committed Participation. Veira offers group purchasing programs for:

- Medical/Surgical
- Nutrition
- Laboratory
- Pharmacy

The Veira program is free to members. Veira earns revenue from the vendors Veira has contracts with. When a Veira member buys a product or service from a vendor under a Veira contract, Veira earns a small percentage of the total sale.

Veira has over 2,000,000 products and services under contract. There are no obligations under the General Portfolio. A medical facility can leave at any time. The Committed Portfolio requires facilities to stay with Veira for three years.

### **Strategy**

Veira is committed to getting the largest discounts for its members by pooling together all of its buying power and using it to negotiate large discounts.

### **Executives**

Kathy Ertlmaier – Director of Sales  
Sherri Moeser – Manager

### **Programs and Services**

Veira has contracts for outpatient medical centers and surgery centers, imaging and diagnostic centers, diagnostics and medical laboratories, home healthcare service providers, orthopedic care, long-term care, oncology care and physician practices.

**Alternative Care Top 10 Categories**

- Needles & syringes
- Point-of-care testing reagents and supplies
- Parenteral products
- Adhesives, bandages, dressings and sponges
- Surgical instruments and devices

- Gloves
- Electromedical
- Woven and nonwoven goods
- Wound sutures
- Metals/plastics/paper products

Veira’s Imaging and Radiology programs include:

- Contrast Media
- Capital Equipment
- Group Buy Events
- Digital Equipment
- Radioisotopes
- Picture Archiving and Communication System (PACs)
- Positron Emission Tomography (PET)

**Medical and Operational Supplies**

- Surgical instruments and scopes
- I.V.s and needless systems
- Scrubs/textiles
- Custom packs
- Anesthesia equipment and products as well as air gases
- IOLs

**Pharmaceuticals**

- Top pharmaceutical contracts
- Top pharmaceutical vendors

**Financial Services**

- Payroll
- Health and liability insurance

**Office Supplies & Telecommunication**

- Computers, copiers and other office equipment
- Paper, pens and general office supplies
- Wireless plans with AT&T and Sprint

**Equipment**

- Group buy events
- Industry’s top manufacturers



### **VHA Procurement and Logistics Office**

810 Vermont Avenue NW  
Washington, DC 20571  
202-461-0172  
<https://www.va.gov/plo>

### **Background**

The VHA Procurement and Logistics Office (P&LO) supports the Veterans Health Administration (VHA) in purchasing high quality, cost-effective health care products and services. The Office also works to standardize health care supplies, equipment, and services through aggressive contracting, and by monitoring logistics data.

With annual expenditures of more than \$15 billion and a staff of more than 2,800, VHA Procurement and Logistics Office is one of the largest procurement and supply groups within the federal government.

The office oversees purchasing and distribution of pharmaceuticals, medical and operational supplies, prosthetics, high-tech medical equipment, and other critical patient care items to VHA health care facilities, which comprise the largest health care delivery system in the United States.

The VHA Procurement and Logistics Organization (P&LO) healthcare support organization within the Operations and Management branch of VHA, serves in four fundamental roles:

- Maintaining a supply chain management system for VHA by providing procurement and logistics services.
- Exercising oversight and stewardship responsibilities for the VHA Procurement and Logistics Program to ensure compliance with laws, regulations, and national policies governing federal acquisition and property management.
- Ensuring customers are served in a manner that meets their needs.
- Promoting excellence in business practices through acquisition, administrative, financial, and clinical efficiencies.

The Regional Procurement Offices are subdivided into Network Contracting Offices (NCO). The NCO's share the same identifying number as the Veterans Integrated Service Networks (VISN) they are located in. Each NCO provides local, regional, and national procurement support toward providing the best possible care and support to Veterans.



## Strategy

- Deliver integrated supply chain solutions to improve Veterans' health and well-being.
- Be recognized as an industry leader in supply chain solutions through innovation and collaboration with federal and industry partners.

## Executives

Andrew Centenio – Executive Director, Procurement and Logistics

Mike Cho – COO

Ricky Lemmon – Executive Director, Procurement

Sean Morgan – Executive Director, Logistics

Joe Maletta – Executive Director, Regional Procurement Office East

Terry Spitzmiller - Executive Director, Regional Procurement Office Central

Curtis Jordan - Executive Director, Regional Procurement Office West

## Programs and Services

Under delegated authority by GSA, the VA manages multiple award contracts for medical equipment, supply, pharmaceutical, and service Schedule programs.

- Office of Procurement - administers a full range of procurement services through the effective and innovative use of procurement policies, procedures, and processes.
- Office of Logistics - provides a full range of supply chain management services to VHA customers. Areas covered include equipment program management, business and procurement planning, consumable supply procurement, life cycle, and inventory management.
- Regional Procurement Offices (RPO) - three regional RPOs, RPO East, RPO Central, and RPO West, are organized to ensure ready access, expert assistance, and local knowledge are available to customers throughout the country.
- VHA Veterans Service Center (VSC) - provides technical and administrative support, guidance and consultation on the major program areas of Human Resources, fiscal and travel services for various VHA program offices.

## Recent Activities

On December 18, 2020, the VA and Defense Logistics Agency (DLA) expanded the VA's adoption of the Defense Medical Logistics Standard Support (DMLSS) inventory management system. Over the course of a multi-year rollout, the VA and DoD will adopt a single logistics and supply management system for medical and surgical items and services using the DMLSS platform, leaving open questions about the future of the VA Federal Supply Schedule (FSS) program. The transition to the DMLSS ordering system is a replacement of existing VA supply chain management systems, joining the procurement power of the DoD for medical supplies. This aligns with the additional coordination between VA and DoD related to electronic health records as well as financial management systems.



**Vizient Inc.**  
Irving, TX 75062  
www.vizientinc.com

290 E. John Carpenter Freeway  
972-830-0000

### **Background**

Vizient, Inc., the largest member-driven health care performance improvement company in the country, provides innovative data-driven solutions, expertise and collaborative opportunities that lead to improved patient outcomes and lower costs.

Vizient was founded in 2015 as the combination of VHA Inc., a national health care network of not-for-profit hospitals; University HealthSystem Consortium, an alliance of the nation's leading academic medical centers; and Novation, the health care contracting company they jointly owned. In February 2016, Vizient acquired MedAssets' Spend and Clinical Resource Management (SCM) segment, which included Sg2 health care intelligence.

Vizient's diverse membership and customer base includes academic medical centers, pediatric facilities, community hospitals, integrated health delivery networks and non-acute health care providers and represents more than \$100 billion in annual purchasing volume.

Founded in 1994, Provista started out as a supply chain partner for the health care industry. Since then, it has expanded to meet the needs of small business and hospitality members, providing the best-priced supplies, a robust contract portfolio, insightful benchmarking and much more.

Vizient recently signed an agreement under which it will acquire Intalere from Intermountain Healthcare, enhancing itself as a leader in the health care supply chain. Intermountain Healthcare will now partner with Vizient for supply chain solutions and services, thereby expanding its current relationship with Vizient in clinical and cost analytics.

Intalere is a healthcare supply chain company with more than 100,000 members from healthcare organizations all over the country. Intalere members make nearly \$9 billion in purchases annually. Intalere connects customers with the right manufacturers, distributors and vendors and negotiating discounts on their behalf to help them aggregate purchasing volume and realize unprecedented cost savings.

## Strategy

- Optimize supply operations: deliver solutions that help lower supply costs, achieve clinical and supply integration and drive operational efficiencies.
- Improve care delivery: top clinical analytics and care team solutions balance quality and cost effectiveness of care to improve patient outcomes.
- Maximize pharmacy performance: pharmacy analytics, extensive GPO portfolio and expert consulting help members stabilize and manage spend and improve clinical pharmacy care – transforming member pharmacies into strategic business assets.
- Evolve strategies to grow and compete: helps Members prepare for the future of health care with its powerful tools, intelligence and experts enabling more informed, faster decision-making to drive growth and competitive advantage.

Vizient brings unique capabilities and expertise unmatched in the industry.

- Leverage the scale and diversity of the membership.
- Deliver integrated cost, quality and market performance solutions across the care continuum.
- Enable a consistent and exceptional member experience.

## Executives

Byron Jobe - President and Chief Executive Officer

Bharat Sundaram – President and COO

Rand Ballard – Chief Customer Officer

David Berry – Chief Legal Officer

Monica Davy – Chief Culture, Diversity and Inclusion

David Ertel – CFO

Simrit Sandhu – EVP, Strategic Transformation and Clinical-Supply Solutions

Taylor White – Group SVP, Strategy, Marketing and Corporate Development

Mittal Sutaria, PharmD - VP, Contracting and Program Services, Pharmacy

## Programs and Services

### Supply chain solutions

Vizient DataLYNX - Managing disparate data sets is a major pain point for supply chain professionals. Vizient DataLYNX resolves this problem by standardizing data from across a health care organization, supplying this information for cost-reduction initiatives and providing the actionable analytics necessary to make informed decisions quickly

- More than \$100 billion in supply purchases represented
- Database of more than 14 million products, representing more than 3,000+ facilities

Vizient Savings Actualyzer – Supplies - assembles data in one location from multiple sources.

- Largest repository of market data for health care supplies pricing in real time.
- Customized analytics with cost-saving opportunities on medical supplies.
- Benchmarking that includes complimentary product adviser support.

Novaplus – offers access to products goes deep with more than 15,000 individual line items. The brand encompasses a broad range of categories needed across the care continuum, such as: anesthesia, business products and services, diagnostic imaging, food, laboratory, medical, orthopedic, pediatric, pharmacy, respiratory and surgical.

Novaplus Enhanced Supply Program - this enhanced sourcing program delivers additional inventory of essential medications and products.

- Vizient Food Solutions – delivers the most competitive pricing in the industry.
- Supply Chain Operations - experts can guide members through the entire process of transforming their supply chain operations, from assessment to implementation.

#### Clinical Solutions

- Clinical Cost Management
- Clinical Operations and Quality Consulting
- Clinical Practice Solutions Center
- Patient Safety Organization
- Vizient Clinical Team Insights
- Vizient Physician and APP Onboarding Program

#### Pharmacy Solutions

The Vizient Pharmacy Program is a GPO offering with over \$50B in total member spend that provides the best overall financial value, guarantee of product availability and differentiated clinical support tools, along with supply chain analytics dashboards to maximize pharmacy performance.

#### Vizient Savings Actualyzer: Pharmacy Module

More than 12,000 products and services in the pharmacy group purchasing organization (GPO) portfolio.

#### Pharmacy Consulting

- 340 Program consulting
- Specialty pharmacy consulting
- Medication Utilization and Formulary Management
- Clinical Cost Management

Operations Solutions

- Accreditation services
- Analyst Certificate Program
- Facilities, Capital and Construction
- Energy Solutions
- Insurance Services
- Virtual Contracting Program
- Advisory Solutions
- Clinical Operations and Quality Consulting
- Pharmacy Consulting
- Value-based care
- Bundled Payment Solutions
- Physician Alignment Consulting

**Financial/Investor**

Vizient is a member-driven, health care performance improvement company committed to optimizing every interaction along the continuum of care.

**Recent Activities**

Vizient acquired health care consulting firm Soriant to extend the capabilities of its Purchased Services solutions. Soriant has been a partner for 15 years. Vizient will continue to provide end-to-end expertise, contracting, strategic management and performance analysis that enables hospitals and health systems to maximize savings in over 350 categories of purchased services.

Vizient recently announced new, renewed or expanded member agreements with 35 health care organizations in the third and fourth quarters of 2020, including academic medical centers, community hospitals, integrated health delivery networks and non-acute health care providers.

Vizient announced the publication of its High-Value Pharmacy Enterprise Project, a report produced by health care organization pharmacy leaders who participate in the Vizient Pharmacy Network.

Vizient is expanding the product portfolio for its Novaplus Enhanced Supply Program. The program is adding six additional essential medications and two types of thermometers, bringing additional inventory to the health care supply chain and improving access for providers. Vizient launched the Novaplus Enhanced Supply Program in January 2020 to directly address drug shortages and improve supply chain resiliency for essential medications.

Vizient announced an agreement with Allegheny Health Network (AHN) (Pittsburgh, PA) to begin offering its group purchasing contract portfolio to support the health system and its group purchasing organization, starting March 1, 2021. Allegheny Health Network, a Highmark Health company, is an integrated healthcare delivery system serving the greater Western Pennsylvania region. The Network is composed of 13 hospitals, ambulatory surgery centers, Health + Wellness Pavilions, multiple employed physician organizations, home and community based health services, a research institute, and a GPO.

United Imaging (Houston, TX) announced an agreement to offer its suite of Computed Tomography technology to Vizient members at contracted pricing.

PRC (Omaha, NE) received a contract with Vizient that will offer Patient Experience, Physician, and Employee Engagement surveys and reporting to Vizient members at an enhanced savings.

FUJIFILM Medical Systems U.S.A. Inc. announced that its complete portfolios of endoscopy and endosurgery products are now available at contracted pricing to members of Vizient. The contract, effective Dec. 1, 2020, covers a wide array of products including Fujifilm's endoscopic technologies for core and interventional GI, pulmonary, and endosurgical applications, as well as the company's endoscopic submucosal dissection devices.

Vizient released its Winter 2021 Pharmacy Market Outlook, projecting a 2.67% increase in the price of pharmaceuticals purchased by health systems, academic medical centers, pediatric hospitals, and non-acute practices, for the period July 1 – June 30, 2022.

Vizient entered into strategic partnership agreements with Encompass, Standard Textile, and Prestige Ameritech in order to expand the available supply of a variety of needed personal protective equipment (PPE) items.

Vizient signed an agreement with Pfizer Inc. to add seven essential medications to its Novaplus Enhanced Supply program, part of Vizient's private label pharmacy solution. The agreement brings an additional 10 million total units of product across the seven medications, including four that have a greater impact on pediatric patient populations.

To help health care organizations meet the COVID-19 challenge, Vizient rolled out new analytics capabilities in Vizient Savings Actualyzer-Supplies, a comprehensive analytics platform that supports cost-savings practices on medical devices and clinical items. Vizient Savings Actualyzer-Supplies helps health care providers manage spend, identify savings opportunities and analyze supply chain performance.



**Yankee Alliance**  
 Andover, MA 01810  
<http://www.yankeealliance.com>

138 River Road  
 978-470-2000

**Background**

Founded by not-for-profit hospitals in 1984, Yankee Alliance has grown to a member-driven organization of more than 17,000 healthcare providers across the country. Purchasing volume is over \$3.7 billion, and membership is over 17,000 members and growing. Last year members saved over \$110 million dollars. Yankee Alliance is an owner of Premier.

**Membership Sites**

• Acute Care	192	Laboratory	192
• Institutions	1,371	Imaging Centers	297
• Ambulatory Surgery	476	Outpatient Services	1,714
• Physician Practices	6,870	Senior Living	2,681
• Home Care	2,967	Other	1,102

**Strategy**

- Reduce member expenses using purchasing power to obtain best price contracts.
- Provide members with analytics resources and reporting.
- Support members with subject matter expertise and collaborative tools to implement savings.

**Executives**

Larry Kaufman - President and CEO  
 Amy Campbell – Chief Administrative Officer  
 Melanie Kawiecki - CFO  
 Duane Bragg – Senior Director of Contracting

**Programs and Services**

**Analytics**

**Contracting** - the group purchasing program combines the Yankee Alliance portfolio of contracts with those negotiated by Premier Healthcare Alliance, its national group purchasing organization. Contract Portfolio:

- 2,641 Premier contracts
- 456 Yankee Alliance aggregated Premier contracts
- 191 Yankee Alliance specific contracts

Pharmacy focus is on aggregated contracts, generic auto substitution program, failure to supply programs, shortage mitigation strategies and portfolio utilization. The Alliance accomplishes this through:

- Benchmarking members' medication expenses and purchasing performance.
- Contract analysis of both the Rational Choice and standard Premier contract portfolios.
- Clinical support in evaluating medication usage.
- Pharmacy Contract Analysis Reports biannually.
- Pharmacy Medication Evaluation studies.
- Continuing education credits.
- Pharmacy capital and services contracts.

**Purchased Services**

- |                             |                          |
|-----------------------------|--------------------------|
| • Biomedical Equipment      | Instrument Repair        |
| • Linen Cleaning            | Bulk Oxygen/Cylinder Gas |
| • Elevators                 | Print Services           |
| • Vending                   | Fire/Life Safety         |
| • Energy Efficiency         | Environmental Services   |
| • Food & Nutrition Services | Facilities Management    |

**Recent Activities**

Yankee Alliance and Conductiv, a third-party spend optimization solutions provider, have partnered to bring a first-of-its-kind regional Purchased Services Readiness Program to their members. Premier recently acquired Conductiv. Yankee Alliance will access Conductiv’s analytics software, contract intelligence products, and local group purchasing expertise to achieve savings at scale. Conductiv’s sourcing experts will evaluate individual members’ needs and develop a tailored Purchased Services Program complete with an actionable sourcing roadmap, the company says. Additionally, Yankee Alliance will utilize Conductiv Analytics and Contract Intelligence reports to target categories for savings opportunities and/or contract terms improvement across its network.



# PHARMACY/ONCOLOGY GPO PROFILES



**American Associated Pharmacies**  
Scottsboro, Alabama 35769  
<https://www.rxaap.com>

201 Lonnie E. Crawford Boulevard  
877-797-9227

### **Background**

American Associated Pharmacies is a nationwide member-owned cooperative comprised of over 2,000 independent pharmacies. AAP began operations in 2009 when two major pharmacy cooperatives - United Drugs and Associated Pharmacies, Inc. joined forces to form one of America's largest and most comprehensive independent pharmacy organizations. Three companies comprise the AAP family of service organizations:

- American Associated Pharmacies (AAP) oversees cooperative membership and manages major vendor agreements.
- Associated Pharmacies, Inc. (API) is AAP's distribution operation offering brand Rx, generic Rx and select OTCs at competitive prices, with rebates.
- Arete Pharmacy Network is AAP's wholly-owned Pharmacy Services Administrative Organization (PSAO).

### **Strategy**

AAP is an independent pharmacy co-operative that puts clients in control by offering fully customized programs and services that best fit their pharmacy.

### **Executives**

Jon Copeland – CEO/President

Clint King – President of API

Don Meredith – COO/President of Arete Pharmacy Network

### **Programs and Services**

Associated Pharmacies, Inc. (API), the warehouse subsidiary of American Associated Pharmacies (AAP), is designed to lower the operating cost and increase margins on Brand Rx, Generic RX and OTC's. API looks for opportunities to stock products that benefit participating pharmacies based on price and product availability.

Arete Pharmacy Network is an independent PSAO, focused on the success and profitability of independent and community pharmacies. Versatile solutions can be adapted to each pharmacy's unique needs. Arete Pharmacy Network supports the effective management of the financial, quality, and operational aspects of pharmacy business.

Arete Pharmacy Network serves as an important voice and ally to member pharmacies. The enhanced capabilities promote Star Ratings; educate and reinforce compliance; address underpaid claim reimbursements; provide audit protection; and ensure that all payments are processed to pharmacies as quickly as possible.

### **Financial/Investor**

American Associated Pharmacies is a nationwide member-owned cooperative comprised of over 2,000 independent pharmacies.



**AmerisourceBergen**  
Chesterbrook, PA 19087  
<https://www.amerisourcebergen.com>

1300 Morris Drive  
610-727-7000

### **Background**

AmerisourceBergen is one of the largest global pharmaceutical sourcing and distribution services companies, delivering innovative programs and services designed to increase the effectiveness and efficiency of the pharmaceutical supply chain.

AmerisourceBergen distributes a comprehensive offering of brand-name, specialty brand-name, and generic pharmaceuticals, over-the-counter healthcare products, home healthcare supplies and equipment, and related services to a wide variety of healthcare providers, including acute care hospitals and health systems, independent and chain retail pharmacies, mail order pharmacies, medical clinics, long-term care and alternate site pharmacies, physician practices, medical and dialysis clinics, veterinarians, and other customers.

Additionally, the company furnishes healthcare providers and pharmaceutical manufacturers with an assortment of related services, including data analytics, outcomes research, reimbursement and pharmaceutical consulting services, niche premium logistics services, inventory management, pharmacy automation, pharmacy management, and packaging solutions.

Through a number of operating businesses, the Pharmaceutical Distribution Services provides pharmaceutical distribution (including plasma and other blood products, injectable pharmaceuticals, vaccines, and other specialty pharmaceutical products) and additional services to physicians who specialize in a variety of disease states, especially oncology, and to other healthcare providers, including hospitals and dialysis clinics.

Additionally, the Pharmaceutical Distribution Services provides data analytics, outcomes research, and additional services for biotechnology and pharmaceutical manufacturers. The Pharmaceutical Distribution Services also provides pharmacy management, staffing and additional consulting services, and supply management software to a variety of retail and institutional healthcare providers. It also delivers packaging solutions to institutional and retail healthcare providers.

AmerisourceBergen and Walgreens Boots Alliance, Inc. recently announced strategic agreements under which AmerisourceBergen will acquire the majority of Walgreens Boots Alliance's Alliance Healthcare businesses for approximately \$6.5 billion.

AmerisourceBergen's acquisition of Alliance Healthcare will provide even stronger support for pharmacies and pharmacists across the globe and integrated solutions for pharmaceutical manufacturers.

In addition to this transaction, the two companies have agreed to strengthen their strategic partnership by extending and expanding their commercial agreements. Their U.S. distribution agreement will be extended by three years until 2029 and their partnership is being expanded to include a commitment to pursue additional opportunities in sourcing and distribution.

### **Strategy**

AmerisourceBergen's strategy includes optimizing and growing its Pharmaceutical Distribution and Strategic Global Sourcing Businesses. The company believes it is well positioned in size and market breadth to continue to grow its distribution businesses as it invests to improve operating and capital efficiencies.

### **Executives**

Brian Ansay - President, Specialty Physician Services Purchasing  
- President ION Solutions/IPN Solutions

Lisa Harrison – GM & President, Oncology Supply

Shannon Quinn Coven – SVP, GPO and Manufacturer Services

Rick Lozano, Senior Vice President of Specialty Physician Services

Dawn Doggett – VP, GPO Operations & Services

### **Programs and Services**

*Integrated Nephrology Network (INN)* - is the largest national physician services network focused exclusively on nephrology. AmerisourceBergen helps nephrology practices and dialysis providers succeed by offering essential contracts, clinical education and business resources. INN offers access to over 2,000 nephrology products and services.

*IPN Solutions* - is a national specialty network that provides GPO drug contracting, educational programming, practice solutions and services, and advocacy support to neurology, rheumatology, ophthalmology, retina, gastroenterology, dermatology, and urology practices. Created for physicians and healthcare professionals, IPN has developed relationships with drug manufacturers and service providers to help reduce costs to providers.

IPN members enjoy GPO contracting on pharmaceuticals, diagnostic testing, surgical equipment, and medical equipment. As a member of IPN, specialty practices can share in the network's purchasing power, while remaining an independent and autonomous entity. Some of the programs and technology platforms offered through IPN Solutions include:

- InfoDive®: a web-based business intelligence solution.
- Medically Integrated Dispensing: a suite of pharmacy solutions.
- Consulting Services: help practices optimize patient satisfaction and their business and clinical operations through revenue cycle management.
- AdvanceIQ Network: a research network designed for independent community practices.

*ION Solutions (ION)* - offers community-based oncologists creative GPO contracting, integrated dispensing solutions, and the expertise practices need to improve clinical and operational management. Pharmaceutical manufacturers rely on the company as a preferred partner for achieving product exposure and driving growth with existing products. Managed care companies depend on ION to develop innovative programs to reduce overall costs and variability of care among its practices.

ION partners with the country's leading pharmaceutical and biotech manufacturers to provide members access to a full range of products at contracted terms. Additionally, members receive access to timely clinical education and manufacturer-sponsored solutions—like medication therapy management and patient assistance programs—that enhance clinical outcomes.

ION has also established preferred pricing and access agreements with several organizations that play a significant role in addressing the operational, financial, and clinical needs within a practice. ION has established numerous relationships with leading manufacturers that benefit members with a versatile contract portfolio that consists of market share agreements, volume based programs, and data driven appropriate use opportunities. Rebate and/or discount agreements are in place on over 95 chemotherapy and supportive care agents, including 33 oral therapies, providing members with an opportunity to take advantage of savings on most frequently prescribed therapies.

*Oncology Supply* - has distributed chemotherapy and supportive care products to independent oncology practices nationwide for over 40 years from its office/distribution center in Dothan, AL. In 1998, Oncology Supply partnered as the exclusive distributor for ION Solutions.

Oncology Supply distributes chemotherapy, immunotherapy and supportive care products to community oncology practices nationwide. Oncology Supply delivers the key knowledge that creates opportunities for growth, solutions that optimize critical areas of a practice and insights that lead to more informed decisions.

Oncologysupply.com: the Oncology Supply e-commerce platform is an online supply management tool for easy ordering, reporting, and invoice management. This site makes placing and managing pharmaceutical orders simple with 24/7 access.

### **Financial/Investor**

AmerisourceBergen reported that in its fiscal year 2021 first quarter ended December 31, 2020, revenue increased 9.7 percent year-over-year to \$52.5 billion. On the basis of U.S. generally accepted accounting principles (GAAP), diluted earnings per share (EPS) was \$1.81 for the December quarter of fiscal 2021, compared to \$0.90 in the prior year quarter. Adjusted diluted EPS, which is a non-GAAP measure that excludes items described below, increased 24 percent to \$2.18 in the fiscal first quarter.

### **Recent Activities**

ION Solutions recently initiated a collaboration with Grifols, a pharmacy technology firm, to introduce Grifols' PharmacyKeeper solution to oncology practices nationwide that currently provide medically integrated dispensing. PharmacyKeeper is an IV medication workflow system, providing practices with an integrated solution that improves IV workflows, supports regulatory compliance, and enhances key processes within a practice's current pharmacy operations.

ION Solutions and IPN Solutions announced a collaboration with Annexus Health to offer AssistPoint to specialty physician practices. AssistPoint is a cloud-based software platform by Annexus Health that is designed to help physicians seamlessly offer financial assistance to patients after diagnoses and treatment decisions are made. The platform improves provider workflow and management across the administrative patient journey.



**Ascent Health Services LLC**  
Doylestown, PA 18901

25 N. Main Street  
215-489-9189

### **Background**

Ascent Health Services (Ascent Health) is a pharmaceutical group purchasing organization that is part of Express Scripts Evernorth, a subsidiary of Cigna Corporation. The combined company shifted the organizational structure of the pharma supply chain by expanding the Ascent Health contracting entity (brand drug rebate negotiation) in collaboration with Prime Therapeutics and withdrawing the Econdisc Solutions GPO (sourcing generic pharmaceuticals) from its partnership with Walgreen's WBAD sourcing entity.

Ascent Health's trademark registration is intended to cover the categories of negotiation of business contracts for others, namely, business administration, coordination and negotiation of contracts for others relating to rebates for pharmaceuticals; business consulting in the nature of providing data and analytics for pharmaceutical manufacturers, to facilitate innovation.

### **Strategy**

Ascent will negotiate prices for Express Scripts, Prime Therapeutics, and additional PBMs. Ascent has 3 main customers: ESI, Prime and Kroger. They leverage these customers to negotiate with pharma manufacturers for discounts and rebates. They also negotiate for formulary access at a high level. Ascent uses its advantages of being an overseas company and the its 3 main customers leverage and take advantage of that. Ascent is not restricted by rebate reform and they only negotiate in the commercial market.

### **Executive**

Ed Adamcik - President  
Jim Garland – CFO

### **Financial/Investor**

Ascent Health is part of Express Scripts Evernorth, a subsidiary of Cigna Corporation.



**Recent Activities**

Humana has agreed to join Ascent Health in a move that the company says will help drive down its drug costs for its commercial members. Beginning April 1, 2021, Humana will join Ascent Health to give it access to greater discounts from drug makers.

Ascent Health manages commercial rebates, the payments that drug makers make to health plans. The agreement covers drug contracting and negotiations for Humana's commercial business.

electroCore, Inc., a commercial-stage bioelectronic medicine company, announced that Ascent Health Services on behalf of Express Scripts, has elected to make gammaCore™ a preferred brand on all of its Standard National Formularies for those benefit designs that do not differentiate between drugs and devices at a monthly co-pay of roughly \$25- \$45.

gammaCore is electroCore's non-invasive vagus nerve stimulation (nVNS) device that is FDA-cleared for the adjunctive use for the preventive treatment of cluster headache, and the acute treatment of pain associated with cluster and migraine headache in adults.



**Asembia**  
Florham Park, NJ 07932  
<https://www.asembia.com>

200 Park Ave #300  
973- 564-8004

### **Background**

Originally founded as Armada Health Care, Asembia led the way in shaping the specialty pharmacy channel. Asembia was the first organization to establish and promote specialty pharmacy as a distinct trade class and concurrently developed the leading group purchasing organization (GPO) focused on this segment.

Sandy Irene and his two sons, Lawrence and Robert began their careers in the late 1970's by building one of the nation's largest long-term care pharmacies. In 1989, they established a national GPO that would revolutionize the long-term care marketplace. After divesting their successful long-term care GPO in 2004, the Irene's then founded Armada Health Care to positively impact the fledgling specialty pharmacy industry. In 2016, the company consolidated all services and business solutions under the new name, Asembia.

### **Strategy**

Asembia is committed to providing progressive, safe and rewarding opportunities to its pharmacy members, manufacturer clients, and industry partners to positively impact the patient journey.

- Deliver best-in-class services to the specialty pharmaceutical industry to enable unsurpassed patient care.
- Provide innovative solutions that drive value and positively impact the patient journey.
- Work together to collectively generate solutions.

### **Executives**

Thomas Cohn – Chief Strategy Officer

Robert Anderson – CFO

Cheryl Allen – EVP, Industry Relations & Business Development

Ryan Oligino – EVP, Manufacturer Relations

Lisa Arriagada – SVP, Pharmacy Network

Shivani Patel – SVP, Clinical Operations & Technology

Brian Burke – VP, Trade Relations

## Programs and Services

### Group Purchasing

Asembia offers the most comprehensive group purchasing contract portfolio for specialty pharmaceuticals and related services. Asembia is a key player in the specialty pharmacy industry and first point of contact for pharma/biotech manufacturers and other vendors. The company has a large and diverse membership that includes specialty pharmacies, alternate care pharmacies, health systems and retail pharmacies serving a broad range of patients affected by complex disease-states. Programs include traditional GPO discounts, rebates, fee-for-service programs and other incentives that help members achieve their business goals.

- Product Cost Savings
- Business Intelligence
- Supply Chain Advantages
- Dedicated Support
- Data Analytics
- Targeted Programs

Pharmacy Network - the Asembia Specialty Pharmacy Network (ASPN) connects pharma/biotech manufacturers and patients with targeted specialty, retail and health system pharmacies.

Hub Services - and patient support services are essential to manage complex specialty therapies and ensure optimal patient and prescriber experiences.

Technology Solutions - state-of-the-art technology designed to continuously improve overall care for specialty pharmacy patients.

Specialty Distribution - BioRidge Pharma, LLC® is a Verified-Accredited Wholesale Distributor (VAWD) that provides customized solutions and product delivery.

### **Recent Activities**

Asembia and Walgreens announced a new group purchasing organization (GPO) contracting solution. Through this expanded relationship, Asembia will be the primary group purchasing organization for the development of innovative brand, specialty and biosimilar pharmaceutical GPO contracts for Walgreens. This collaboration aims to establish agreements with pharmaceutical manufacturers that deliver enhanced value by leveraging the differentiated capabilities of both organizations. Under this arrangement, Asembia will leverage its expertise and depth of industry knowledge to negotiate both traditional and innovative specialty pharmacy contracts that may be utilized by Walgreens. Contracts may include those that leverage data and technology capabilities along with supply chain management.



**Cardinal Health/VitalSource GPO**  
Dublin, OH 43017  
<https://www.cardinalhealth.com>

7000 Cardinal Place  
614-757-5000

## **Background**

Cardinal Health, Inc. (Cardinal) is a globally integrated healthcare services and products company providing customized solutions for hospitals, healthcare systems, pharmacies, ambulatory surgery centers, clinical laboratories and physician offices.

Cardinal provides medical products and pharmaceuticals and cost-effective solutions that enhance supply chain efficiency. Cardinal connects patients, providers, payers, pharmacists and manufacturers for integrated care coordination and better patient management.

Cardinal's Pharmaceutical segment distributes branded and generic pharmaceutical, specialty pharmaceutical and over-the-counter healthcare and consumer products in the United States. Cardinal has an extensive portfolio of oncology, urology, rheumatology and supportive care medications.

Cardinal Health Specialty Solutions works with community oncology practices to navigate the future of oncology care. Working in close collaboration with each practice, Cardinal develops and implements a clear roadmap to meet pressing challenges in a new era.

Cardinal acquired Metro Medical in April, 2015. Metro Medical is the largest specialty distributor in the U.S. focused on rheumatology and nephrology. Cardinal also acquired the Bellweather Oncology Alliance GPO as part of the acquisition. Cardinal, in 2016, acquired RainTree Oncology Services, a large community oncology physician practice GPO. RainTree had signed a three-year a three-year distribution agreement with Cardinal in 2015.

Cardinal operates its oncology GPO business through VitalSource GPO, a group purchasing organization for oncology and urology physician practices that works with members to thrive. In addition to optimizing purchasing power, VitalSource™ GPO delivers insight to help members enhance financial, operational and clinical performance.

## **Strategy**

In addition to optimizing purchasing power, VitalSource™ GPO delivers insight to help members enhance financial, operational and clinical performance.

**Executives**

Joe DePinto – President, Specialty Solutions

Amy Valley – VP, Clinical Strategy and Technology, VitalSource GPO

Adam Budoff - Manager, Global Sourcing, VitalSource GPO

**Programs**

- GPO Contract Dashboard - actionable insights about contract performance in a matter of seconds. GPO Contract Dashboard helps maximize revenue by showing where a practice stands in achieving the next rebate tier.
- Advanced Practice Analytics - offers intuitive, up-to-date dashboards that help customers monitor drug utilization, patient population, claims payment and denials, contract performance and reimbursement trends.
- Regimen Analyzer - delivers financial reporting and analysis.
- Jvion Machine – offered through a unique collaboration is an artificial intelligence-based interventional technology that empowers practices to deliver more comprehensive, proactive care in all treatment settings. The tool identifies an individual patient’s risk, informs the clinical team what the risk factors are, and identifies the most effective interventions for that patient.
- Site of Care Dispensing Solutions - provide the end-to-end support needed to launch and maintain a successful program.
- Inventory Management Solution - automatically tracks inventory levels and turnover, forecasts treatment demand and manages dispensing, allowing practices.

For more than 30 years, Metro Medical, a Cardinal Health company, has provided reliable, nationwide distribution of a full portfolio of pharmaceutical and medical/surgical products. Metro Medical is the exclusive distributor for several specialty GPOs, including Cornerstone Rheumatology™ GPO and MosaicGPO™ Solutions, that offer competitive contracts, leading technology solutions, and personalized support to help infusion providers achieve continued success, maintain independence and navigate the future.

**Financial/Investor**

Cardinal second-quarter fiscal year 2021 revenue of \$41.5 billion, an increase of 5% from the second quarter of last year. Second-quarter GAAP operating earnings increased 38% to \$461 million. Second-quarter revenue for the Pharmaceutical segment increased 4% to \$37.2 billion. Pharmaceutical segment profit decreased 11% to \$413 million in the second quarter.



**Civica Rx**  
Lehi, UT 84043  
www.CivicaRx.org

2912 Executive Parkway, Ste 325  
970-227-3991

### **Background**

Civica Rx (Civica) is a 501(c)(4) social welfare organization established in 2018 by health systems (CommonSpirit Health, HCA Healthcare, Intermountain Healthcare, Mayo Clinic, Providence St. Joseph Health, SSM Health, and Trinity Health) and philanthropies (Gary and Mary West Foundation, Laura and John Arnold Foundation, and Peterson Center on Healthcare) to reduce chronic generic drug shortages and related price spikes in the United States.

Civica is making strides to ensure patients and their needs come first and that essential generic medications are accessible and affordable. Member hospital teams and their patients now have reliable access to over 40 Civica medicines, including those used to help fight COVID-19.

Civica's first two years, by the numbers:

- Civica serves over 50 health systems, representing more than 1,200 hospitals and over 30 percent of all hospital beds in the United States. Kaiser Permanente is the most recent health system to join Civica.
- Civica has provided over nine million vials or syringes of generic medications to hospitals, which have been used to treat up to three million patients.
- Eleven Civica medications are being used to help treat COVID-19 patients, including neuromuscular blocking agents, sedatives, pain relievers, and blood thinners. Civica and its supply partners met surge 2 hospital demand of up to 350 percent for some medications and also provided 2.1 million vials to the U.S. Strategic National Stockpile.
- Civica now has 40 different medications under contract for hospitals and is building towards 100 drugs by 2023.

### **Strategy**

Civica Rx partnering with hospitals and healthcare systems to (1) prioritize production of generic drugs and (2) purchase Civica generic drugs, based on hospital systems' clinical needs.

## Executives

Martin VanTrieste - President & Chief Executive Officer

Russell A. Gall - Chief Manufacturing & Supply Chain Officer

Allan Coukell – SVP, Public Policy

Debbi Ford – Chief Communications & Public Affairs Officer

Scott Gochnour – Chief R&D Officer

Donna Gulbinski – Chief Quality & Regulatory Affairs Officer

Vikram Lamba - CFO

## Programs and Services

- Establish long-term partnerships that will allow it to guarantee predictable, long-term supply.
- Provide suppliers with long-term, predictable volumes.
- Work with trusted, FDA-approved manufacturers with high-quality track records.
- Assure that its prices are transparent and competitive.

## Financial/Investor

Civica Rx is a 501(c)(4) social welfare organization established in 2018 by health systems.

## Recent Activities

Civica announced, along with Virginia’s Governor Ralph Northam, its plans to build a 120,000 square-foot sterile injectable manufacturing facility in Petersburg, Virginia, potentially creating more than 180 jobs. The new plant represents a \$124.5 million investment. Building its own state-of-the-art manufacturing operation in the United States has been a part of Civica’s supply strategy since it was founded.

Sandoz Inc. shipped pantoprazole sodium for injection, 40 mg to Civica Rx to supply the hospitals it serves as part of a multiyear collaboration to help reduce supply shortages, with several other medicines on the way before the end of the year. Sandoz previously announced it will supply six injectable medicines under the Civica private label to its 1,200 US hospitals. The agreement is being expanded to include an additional medicine to regulate blood pressure, which is frequently used to treat COVID19 patients in hospitals.

Kaiser Permanente is joining with nonprofit Civica Rx in its mission of assuring that health providers nationally have access to stable and affordable supplies of essential generic medications throughout the COVID-19 pandemic and beyond. Kaiser Permanente joins Civica as a governing member with a seat on the board of directors and as an integrated health system with 12.4 million members will provide an important voice in designing Civica’s future strategy.



**Cornerstone Specialty Network**  
 Austin, TX 78738  
<https://cornerstoneoncology.com>

12600 Hill Country Blvd.  
 484-437-3854

### **Background**

Cornerstone Specialty Network, LLC (Cornerstone) and The Oncology Network of Excellence™ (TheONE™) was formed to help partner and member practices maintain their independence while also lowering drug and supply costs, accessing tools and services to help improve operational efficiency, and diversifying revenue streams.

Founded in 2016, Cornerstone Specialty Network’s mission is to provide value to Community Oncology practices in order to help maximize the quality of patient care. The mission is built on four pillars:

- Supporting independence for Community Oncology practices.
- Aggregating group purchasing power to bring significant, bottom-line growth to network members.
- Providing services that help diversify income sources and increase practice efficiency.
- Delivering best practices, benchmarking metrics, market data and peer consulting services.

### **Strategy**

Cornerstone provides long-term, sustainable value through an aggregated network of Community Oncology practices.

### **Executives**

Joel Schaedler – CEO  
 Niki Lasky – COO  
 Bryan Martinez - Chief Commercial Officer  
 Anthony Gucciardo - VP

### **Programs and Services**

- Real Estate Assessment
- Drug Distribution – Cornerstone has entered into a unique, first-of-its-kind distribution agreement that can provide incremental value on drug purchases for member practices.
- Reducing Telecommunication Costs



**Initiatives**

Through network aggregation, Cornerstone delivers value added opportunities that support independence and long-term sustainability for community oncology practices

**Financial Services**

- Real Estate Services
- Banking Audit
- Financial Backing

**Aggregation**

- Drug Distribution
- Technology Purchases/Services
- Clinical Trials
- Data

**Partner Projects**

- Innovative Market Research
- Practice Manager Roundtables
- Drug Contracts
- Alternative Therapies

**Recent Activities**

Cornerstone Specialty Network announced the launch of wellCORNER™. wellCORNER's mission is to provide access to and educate about science-based, high-quality products designed to help cancer patients and their caregivers. wellCORNER™ is a standalone LLC with an independent board and with Cornerstone Specialty Network, LLC as its managing partner. wellCORNER™ will rely on an active advisory board of community oncology practice leaders, academic oncology providers and pharmacists to provide expertise and guidance.



**CVS Health/Zinc Health Services**  
Woonsocket, Rhode Island 02895  
<https://cvshealth.com>

One CVS Drive  
401-765-1500

### **Background**

CVS Health Corporation (CVS Health), together with its subsidiaries, is a diversified health services company united around a common purpose of helping people on their path to better health. In an increasingly connected and digital world, the company is meeting people wherever they are and changing health care to meet their needs.

CVS Health has more than 9,900 retail locations, approximately 1,100 walk-in medical clinics, a leading pharmacy benefits manager with approximately 105 million plan members, a dedicated senior pharmacy care business serving more than one million patients per year and expanding specialty pharmacy services. CVS Health also serves an estimated 34 million people through traditional, voluntary and consumer-directed health insurance products and related services.

In the second quarter of 2020, CVS Health launched Zinc Health Services, allowing the company to deliver new, innovative ways to further reduce the cost of brands and specialty drugs. This new entity will be responsible for certain negotiations with manufacturers, but will not make any formulary decisions.

### **Strategy**

In an increasingly connected and digital world, CVS Health is meeting people wherever they are and changing health care to meet their needs. Built on a foundation of community presence, the company's diversified model engages one in three Americans each year.

Zinc Health Services will give CVS Health even greater flexibility and agility working with industry pharmaceutical manufacturing leaders to lower cost and deliver greater savings.

### **Executives**

Karen Lynch – President and CEO

Jonathan Roberts – EVP and COO

Troyen Brennan – EVP and Chief Medical Officer

Alan Lotvin – SVP and President, CVS Caremark

Prem Shah - Executive Vice President, Specialty and Product Innovation

## Products and Services

CVS Health Pharmacy Services segment provides a full range of pharmacy benefit management solutions, including plan design offerings and administration, formulary management, retail pharmacy network management services, mail order pharmacy, specialty pharmacy and infusion services, clinical services, disease management services and medical spend management.

The Pharmacy Services segment's clients are primarily employers, insurance companies, unions, government employee groups, health plans, PDPs, Medicaid managed care plans, plans offered on public health insurance exchanges and private health insurance exchanges and together with Public Exchanges, and other sponsors of health benefit plans throughout the United States.

## Financial/Statistical Information

### Pharmacy Services Segment

(\$ millions)	2020	2019	2018
Revenues			
- Products	\$140,950	\$140,946	\$134,285
- Services	\$988	\$545	\$451
<b>Total Revenue</b>	<b>\$141,038</b>	<b>\$141,491</b>	<b>\$134,736</b>
Operating income	\$5,454	\$4,735	\$4,607

Source: CVS Health 2020 10-K; AMI 2021 work product

## Recent Activities

CVS Health is working with Cancer Treatment Centers of America® (CTCA) to increase access to chemotherapy at home for eligible, fully insured patients. Together, the companies are focused on minimizing patient exposure to COVID-19 from inpatient or hospital outpatient settings during the ongoing pandemic while ensuring continuity of critical cancer care. The program leverages Coram's home infusion capabilities, coupled with training in chemotherapy administration based on Oncology Nursing Society guidelines, harnessing CTCA's expertise as a top oncology care provider to give patients who may have delayed their care due to COVID-19 the flexibility to receive treatment from the safety and comfort of home.



**Matrix GPO/Express Scripts Evernorth**  
Lake Mary, FL 32746  
<https://matrixgpo.com>

255 Technology Park  
888-263-9982

### **Background**

Cigna Corporation (Cigna) offers a differentiated set of pharmacy, medical, behavioral, dental and supplemental products and services, primarily through two brands: Cigna and Evernorth.

CuraScript SD, a wholly owned subsidiary of Express Scripts is a specialty distributor of pharmaceuticals and medical supplies (including injectable and infusible pharmaceuticals and medications to treat specialty and rare or orphan diseases) directly to health care providers, clinics and hospitals in the United States for office or clinic administration.

Matrix GPO serves as CuraScript SD's primary source for competitive pricing across the spectrum. Seamless alignment with its parent company, Express Scripts, and a unique partnership with sister company, Accredo Specialty Pharmacy, CuraScript SD is well positioned to provide a comprehensive solution for a practice with unparalleled terms, user friendly e-comm with a personal touch.

As a provider-focused, multi-disciplinary group purchasing organization, Matrix GPO offers members savings on a wide array of specialty pharmaceuticals and practical services for a multitude of disease state specialties. Designed with the intentional goal of supporting community-based specialists, the products and services provided through Matrix GPO's network of pharmaceutical manufacturer relationships afford members a comprehensive range of practice resources.

Matrix GPO leverages the buying power of its collective 5,000+ members to acquire discounted pricing, rebates, and tier purchasing programs that offer quality products and services at affordable rates to help independent practitioners and clinics to better serve their patients.

Matrix GPO assists today's healthcare providers through:

- Extensive Pharmaceutical/Biopharmaceutical Contract Access
- Drug Purchasing & Supply Chain Monitoring
- Inventory Control & Management Solutions
- Customized Reporting Tools
- Practice Management Services

### Strategy

The launch of Evernorth has grown Cigna’s strategic partnerships and is bringing innovative solutions to the market. Cigna also recently made a series of leadership changes to align its capabilities and further operationalize the company’s strategy, reinforcing its talent depth and commitment to continue to grow and develop its team.

### Executives

Amy Bricker – President, Express Scripts PBM Evernorth

Brian Seiz – President, Pharmacy, Express Scripts Evernorth

Gayle Johnston – President, CuraScript Specialty Distribution

### Programs and Services

Matrix GPO is a provider focused, multi-disciplinary GPO, whose membership spans the continuum of therapeutic specialties including:

- Oncology
- Autoimmune
- Ambulatory Surgery
- Neurology
- Pediatrics
- Ophthalmology
- Women’s Health
- Hematology
- Gastroenterology
- Nephrology
- Primary Care
- Allergy Immunology
- Orthopedics

### Administration & Management Services

- Practice Business Development
- Environmental Services
- Inventory Management
- Financial Services
- Equipment Warranty Insurance
- Benefit Management Tools
- Clinical Services
- Workforce Services
- Operational Services
- Telecom Services

Through multiple partnerships and direct to manufacturer agreements, United Rheumatology’s Group Purchasing Organization (UR-GPO) helps members acquire biologics, medical supplies, and capital equipment at highly competitive prices. UR-GPO can be a significant source of cost savings as compared to other purchasing channels. As a member of United Rheumatology’s GPO, members can also access other contracted pharmaceutical and bio-pharmaceutical products through the GPO’s distributor partner CuraScript SD.

**Financial/Investors**

Matrix GPO is a wholly owned, indirect subsidiary of Express Scripts (a subsidiary of Cigna) and utilizes CuraScript SD as its exclusive provider of Specialty Distribution Services. Matrix GPO, LLC (Matrix) is a group purchasing organization (GPO) structured to expressly address the unique needs of today's community-based physicians and specialized medical professionals.

<b>Cigna</b>			
(\$millions)	<b>2020</b>	<b>2019</b>	<b>2018</b>
Adjusted Segment Revenues			
- Evernorth	\$116,130	\$96,447	\$6,608
- U.S. Medical	\$38,451	\$36,519	\$32,791
- International	\$5,877	\$5,615	\$5,366
- Group Disability	\$5,264	\$5,182	\$5,061
- Corporate	(\$5,655)	(\$3,588)	(\$1,713)
<b>Adjusted Revenues</b>	<b>\$160,067</b>	<b>\$140,175</b>	<b>\$48,111</b>



### **Independent Pharmacy Cooperative (IPC)**

Sun Prairie, WI 53590  
<https://www.ipcrx.com>

1550 Columbus Street  
 608-478-1099

### **Background**

For nearly 40 years, IPC has been the nation's largest group purchasing organization with over 6,000 independent pharmacy member participants. IPC is staffed by 180 employees throughout the U.S. and Puerto Rico. IPC prides itself on providing the most progressive and effective programs and services to put profit back in the independent pharmacy.

### **Strategy**

IPC, by focusing on members will:

- develop revenue opportunities and enhance member profitability;
- encourage independent ownership;
- secure the pharmacist's position as an essential healthcare provider; and
- actively provide and support legislative advocacy.

### **Executives**

Donald Anderson – President

Ashley Wolfgram – Purchasing Coordinator

Paul Hermann – Director of Logistics and Operational Efficiencies

### **Programs and Services**

IPC is unique in the industry with over 110,000 square feet of distribution facility space in Arizona and Wisconsin offering daily ordering of pharmaceuticals at very competitive pricing. Just a \$200 minimum order requirement grants free shipping. Other program features include:

- Pedigree; NABP Accredited Drug Distributor
- Selection: 300 brand name RXs, weekly brand specials

### **Featured Contracts**

Vials.com

Mason Vitamins

Genetix

Prescribe Wellness

MedCerts

### **Financial/Investor**

IPC members are also owners of the cooperative and share in the cooperative's annual operating profits.



**McKesson Specialty Health**  
The Woodlands, TX 77380  
<https://www.mckesson.com>

10101 Woodloch Forest  
800-482-6700

### **Background**

McKesson's U.S. Pharmaceutical and Specialty Solutions segment distributes branded, generic, specialty, biosimilar and over-the-counter pharmaceutical drugs and other healthcare-related products. This segment provides practice management, technology, clinical support and business solutions to community-based oncology and other specialty practices.

McKesson also provides solutions for life sciences companies including offering multiple distribution channels and clinical trial access to specific patient populations through its network of oncology physicians. It also sells financial, operational and clinical solutions to pharmacies (retail, hospital, alternate site) and provides consulting and outsourcing.

More than 10,000 community-based specialty providers across the country have chosen to partner with McKesson Specialty Health (McKesson), making the company the largest organization working with providers to improve the health of their practices and patients.

McKesson also provides a range of solutions to oncology and other specialty practices operating in communities across the country, to pharmaceutical and biotechnology suppliers who manufacture specialty drugs and vaccines, and to payers and hospitals.

McKesson has two leading national group purchasing organizations (GPOs) – Onmark and Unity – that represent approximately 50% of the dollar spend for community-based oncology practices. McKesson's GPO Services provides its members access to a premier contract portfolio and to innovative business and clinical solutions to help members operate more efficiently and deliver cost-effective, high-quality patient care.

McKesson offers GPOs that help create, grow and sustain clinic-based provider markets for biopharmaceutical therapies. With a membership of more than 3,500 community specialty sites of care across the country, the company's deep relationships enable pharmaceutical manufacturers to reach specialty care physicians in non-hospital settings. The contract portfolio covers a range of diseases in oncology, rheumatology, retina, urology and other specialties.



This business also provides a variety of solutions, including practice operations, healthcare information technology, revenue cycle management and managed care contracting solutions, evidence-based guidelines and quality measurements to support U.S. Oncology Network, one of the nation's largest networks of physician-led, integrated, community-based oncology practices dedicated to advancing high-quality, evidence-based cancer care.

Onmark® GPO negotiates with biopharmaceutical companies and suppliers on behalf of its members, enabling enhanced savings on leading oncology therapies. By leveraging the collective buying power of McKesson's Onmark GPO membership, the company has developed strategic industry relationships and negotiated a leading GPO contract portfolio. Contracts offer savings on practice needs for its day-to-day operations including drugs, technologies, medical/surgical supplies and office supplies.

### **Strategy**

McKesson looks to further differentiate the company's capabilities in oncology as the provider solutions and US Oncology businesses have performed well year-to-date and are key areas of investment.

### **Executives**

Pete Perron – President, Provider Solutions, McKesson Specialty Health

Tim Boozan – VP, GPO Services

Chris Wixson - Senior Director, US Distribution, Trade & GPO

Brian Magarban – Director, GPO Operations

Devon Dickey Womack – VP & GM, GPO Services and Business Solutions

### **Programs and Services**

GPO Services offers practices numerous benefits, including:

- Access to specialty medications under more than 100 different drug contracts
- Performance- and non-performance-based rebate and discount opportunities
- Performance tracking tools for select products
- Clinical resources that provide practice support

PACT serves hospitals and health systems and features drug cost control strategies and therapeutic pharmaceutical initiatives. PACT boasts compliant provider members, allowing PACT to negotiate wholesale prices for pharmaceutical products.

Onmark is a pharmaceutical GPO serving the medication needs of community-based medical practices specializing in:

- Oncology
- Rheumatology
- Gastroenterology
- Ophthalmology
- Dialysis/nephrology
- Urology

PlasmaRx – the company’s plasma GPO, leverages the collective purchasing power of its hospital and health systems customers to procure high-quality intravenous immunoglobulin (IVIG), albumin and blood factor products at competitive prices.

Pathway Purchasing Network – a leading specialty product purchasing organization dedicated to Ig and factor products, Pathway helps specialty and home infusion pharmacies get patients on therapy quickly, control costs and optimize reimbursement. Pathway also supports pharmaceutical manufacturers in driving value and differentiation for the brand and volume that impacts their bottom line.

#### Oncology

- Oncology Practice Solutions
- Oncology drug distribution & cost savings
- Specialty drugs & ordering
- Oncology Group Purchasing Organization (GPO) services

#### Revenue & reimbursement optimization

- Drug inventory management
- Oral chemotherapy & supportive medication dispensing
- Revenue cycle & managed care consulting

#### Patient care & management

- Clinical resources & consulting
- Oncology regimen support & pathways
- Oncology EHR & patient portal
- Oncology practice analytics
- Specialty pharmacy services

#### Regulatory guidance

- Public policy
- Value-based care

The US Oncology Network empowers the delivery of advanced integrated cancer care through its network of independent physicians who share expertise and resources to provide quality, value-based care close to home.

US Oncology's Unity GPO staff works closely with practices and drug manufacturers to make sure it takes advantage of purchasing opportunities for payer approved drugs. This provides practices value through pricing while maximizing their drug investment.

Through Unity GPO, US Oncology is able to negotiate better prices for the buy and bill model used in its practices, allowing it to provide cost-effective, high-quality care that benefits patients, providers and payers, as well as pharmaceutical manufacturers who have made significant investments in cutting-edge therapies.

Over the last few years, the importance of Unity GPO has dramatically risen based on its experiences with the Oncology Care Model, Medicare's value-based reimbursement program, as well as various value-based commercial contracts.

#### **Financial/Investor**

Third-quarter fiscal year 2021(December 31, 2020) McKesson revenues were \$62.6 billion, up 6% from a year ago, driven by growth in the U.S. Pharmaceutical segment, largely due to market growth and higher specialty volumes, partially offset by branded to generic conversions. Third-quarter revenues were \$49.5 billion, up 7%, driven by market growth and higher specialty volumes, partially offset by branded to generic conversions.

Third-quarter Segment Operating Profit was \$635 million and operating margin was 1.28%. Adjusted Segment Operating Profit was \$656 million, up 2% from a year ago, driven by growth in specialty, partially offset by higher operating expenses in support of the company's strategic growth initiatives.

**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.



### **National Cancer Care Alliance (NCCA)**

Albuquerque NM 87109  
<https://nccalliance.org/>

4901 Lang Avenue NE  
 505-842-8171

### **Background**

NCCA (National Cancer Care Alliance, LLC) is a network of independent oncology practices organized by practicing physicians, providing collaborative, cutting edge oncology care. NCCA members, through collaboration, sharing of best practices, economies of scale, and a team care approach, define and deliver high quality, high value health care. NCCA is governed by physicians through a Leadership Board made up of physician-members.

### **Strategy**

NCCA positions itself so that its members, regardless of practice size, will be able to legally participate in those activities normally limited to large integrated health systems.

### **Executives**

Barbara McAneny, MD – Founding Member

### **Programs**

- Purchasing - leverage economies of scale to purchase insurance, supplies, drugs.
- Clinical Research - state-of-the-art trials, staffing support for clinical trial management.
- Contracting - participation in large self-insured and commercial contract agreements.
- Genomics - access to state-of-the-art genomics based testing and reporting.
- Innovation - Oncology care, practice management, sharing of resources.

### **Participating Practices**

Carolina Blood and Cancer Care  
 Champlain Valley  
 Dayton Physicians Network  
 New England Cancer Specialists  
 New Mexico Oncology Hematology Consultants  
 Oncology Consultants  
 Queens Medical Associates  
 Toledo Clinic Cancer Centers  
 Urology Cancer Center and GU Research Network

cCARE  
 Hematology/Oncology  
 Hematology/Oncology Associates of CNY  
 New Hampshire Oncology Hematology  
 Northwest Oncology & Hematology  
 Pacific Cancer Care  
 Regional Cancer Care Associates  
 Tri-County Hematology & Onc.



**PBA Health**  
Kansas City, MO 64120  
<https://www.pbahealth.com>

6300 Enterprise Road  
816-245-5700

### **Background**

PBA Health was founded in 1983 as a pharmacy services organization that serves more than 2,500 independent community pharmacies, independent retail chains and institutional pharmacies across the country. The company helps independent pharmacies succeed through a variety of products and services, including pharmaceutical distribution, buying group services, third-party contracting, electronic reconciliation, cash discount cards and pharmacy marketing. PBA Health also operates a full-service pharmaceutical warehouse.

### **Strategy**

PBA Health was founded in 1983 to help independent community pharmacies buy more profitably.

### **Executives**

Nick Smock, Pharm D - President/CEO  
Clark Balcom – EVP & COO  
Don Raby – VP & CFO  
Kimberlee Austin – Manager, Client Acquisition & Success  
Mark Waltrip – Manager, Trade Relations

### **Programs and Services**

ProfitGuard - a primary wholesaler contract negotiation and management service that secures independent pharmacies and independent regional chains with the best overall cost of goods possible. ProfitGuard® aligns with primary wholesalers to improve pharmacies' purchasing arrangements. It's a different take on a pharmacy group purchasing organization. The service also includes data analytics tools to help pharmacies monitor and improve their purchasing.

BuyLine - makes ordering easy with convenient online shopping and no contracts or membership fees. BuyLine procures low prices from a full line of quality pharmaceutical products including brands, generics, OTCs, cold storage products, and narcotics for qualifying customers (CIIs available through CSOS.)





**Retail Procurement Alliance**  
Cincinnati, OH 45202

1014 Vine Street  
513-762-4000

### **Background**

Kroger and Walgreens recently created a GPO called the Retail Procurement Alliance. The companies said that the new GPO will build on their retail partnership by enhancing purchasing efficiencies, lowering costs and fostering innovation through combined resources.

Kroger and Walgreens launched a pilot in December 2018 as Kroger Express in 13 Walgreens stores in northern Kentucky and included Kroger's Home Chef meal kits, which also were rolled out to 65 Walgreens stores in the Chicago area. Then in August 2019, Kroger and Walgreens said they were expanding the Kroger Express pilot to 35 Walgreens stores in Knoxville, Tenn., and introducing a curated assortment of Walgreens health and beauty products in a new Walgreens-bannered section inside 17 Kroger supermarkets in the Knoxville market.

Most of the Walgreens stores in the pilot feature a full Kroger Express assortment of up to 2,700 products, with others offering an average of 2,300 products. Most of the Walgreens locations also offer Kroger Pickup service, which will allow shoppers to place a digital order on Kroger.com or via the Kroger app for curbside pickup at a participating store.

### **Strategy**

The concept behind the creation of the Retail Procurement Alliance is that in instances where both Walmart and Kroger are carrying the same products, those products will be jointly sourced and distributed. Examples would include Kroger's extensive lines of private brands going into Walgreens' stores along with Walgreens private brands going into Kroger stores. Many national labels could be involved too. In some cases, private brands, whether Walgreens' or Kroger's, might be manufactured using Kroger's extensive private label manufacturing capabilities.

### **Executives**

Paul Tiberio - President  
Ricky Piedrahita - Vice President  
Shawn Graham – VP, Indirect Sourcing  
Elizabeth Meisberger – Senior Sourcing Analyst

# PHYSICIAN GPO PROFILES



**Afaxys, Inc.**  
 Charleston, SC 29403  
<https://www.afaxys.com/>

701 East Bay Street  
 843-577-0703

## Background

Afaxys, Inc. (Afaxys) was founded as a first-of-its-kind company in 2008 to ensure that public health professionals had reliable access to quality, affordable FDA-approved products and services they needed to care for their patients. Afaxys is comprised of three business subsidiaries:

- Afaxys Pharma markets a number of affordable, FDA-approved branded and generic contraceptive products for women.
- Afaxys Group Services (AGS) is a strategic sourcing operation that negotiates favorable pricing through its GPO across a broad base of healthcare products and services so all its members, regardless of size or purchase volume, have access to best-in-class suppliers and service providers. The strategic sourcing business model enables the GPO to secure and provide consistent and reliable access to quality products and services.
- The Afaxys eMarketplace and Purchasing Portal, otherwise known as *emapp*<sup>®</sup>, is a procurement and purchasing program that enables online ordering, approval, and receiving. It presents itself in a familiar and user-friendly format allowing for easy shopping and processing of orders.

Afaxys Pharma markets a number of affordable, FDA-approved branded and generic contraceptive products for women. The company's medical advisory board recommends and selects high priority reproductive healthcare products. Afaxys Pharma products are primarily available to public health providers such as family planning clinics; college and university health clinics; community health centers; and city, county, and state facilities.

## Strategy

Afaxys, Inc., is a mission-driven, socially conscious business enterprise dedicated to serving the women's healthcare needs of public health providers and their patients.

## Executives

Ronda Dean – President & CEO

Kamal Nainani – Head, Non-Clinical Development and Operations

Gary Mueller – Head of U.S. Sales & Managed Markets

CG Hintmann – General Counsel and Chief Compliance Officer

Todd Rodeheaver, PMP - Head of Strategic Corporate Relationships

**Programs and Services**

The Afaxys GPO receives a small administrative fee (generally ranging from 1% to 3%) on its GPO members' purchases from each specific vendor in accordance with the GPO safe harbor. Administrative revenue currently comprises most of Afaxys' operating revenue and allows it to provide valuable services. Administrative fees are paid to Afaxys directly by the suppliers and manufacturers, not by the members.

In-demand supplier relationships allow Afaxys to negotiate special pricing for its public health and safety net clinic partners. Afaxys GPO has many unique affiliations such as with MediGroup and CPG.

Afaxys leverages the volume of the entire purchasing group, offering the greatest selection, pricing and access to:

- Medical surgical supplies
- Branded and generic pharmaceuticals
- Afaxys pharmaceutical products
- Office supplies
- Service critical to managing and maintaining the clinic
- Medical equipment and furniture

**Recent Activities**

TherapeuticsMD, Inc. and Afaxys Pharma entered into an agreement to expand access to ANNOVERA® (segesterone acetate and ethinyl estradiol vaginal system) in the United States public health sector. The arrangement combines Afaxys' unique experience and capabilities serving the United States public health contraception market with TherapeuticsMD's commitment to supply ANNOVERA to the United States public health system. TherapeuticsMD and Afaxys believe the arrangement will make ANNOVERA more widely accessible to patients in the United States.



**Blood Centers of America**  
 West Warwick, RI 02893  
<http://bca.coop>

1300 Division Road, Suite 102  
 401-381-0600

### **Background**

Blood Centers of America (BCA) is the nation's largest blood supply network, providing more than 50% of the nation's blood supply. BCA provides thousands of units of biological materials from its member blood and tissue centers to clients each year. BCA also provides consulting services to clients needing assistance on the acquisition of biological materials and/or their distribution and associated logistics.

BCA clients include:

- Hospitals
- Diagnostic Companies
- Cell Therapy Companies
- Pharmaceutical Companies
- Universities
- Biotech Companies
- Clinical Labs
- Life Science Research Organizations
- Device Companies

Client Companies include:

- CSL
- Dendreon
- Pfizer
- Canadian Blood Services
- Opexa
- Sysmex

### **Strategy**

BCA's local expertise paired with its large, national network translates to an expansion of services, resources and cost savings for customers.

### **Executives**

Bill Block – President/CEO

Nina Salamon – EVP

Lisa Shaffer – SVP of Supplier Relations & Business Development

Jennifer Ficenec – SVP, Plasma and Business Development

Sam Keith – SVP of Supply Chain & Business Development

**Programs and Services**

For over 20 years, BCA has been connecting its members with top contracts with the nation’s leading suppliers. Benefits of Contract participation include:

- Access to best in class pricing
- Customer service
- Aggregation of spend

Products include:

- Blood components such as red blood cells, plasma, platelets, and cryoprecipitate are life-saving products inventoried by the BCA blood centers.
- BCA brokers the acquisition and provision of tissues provided by members to Clients. Tissue Center members offer Allograft bone, sports tissue and dermal tissue.
- Most BCA members have the infrastructure, experience, and expertise to provide a wide variety of cell fractions selected from blood or tissue they handle ranging from the simple to complex, involving a wide range of protocols and devices.

In addition to contracts for Blood Bank specific products and services, BCA’s contract portfolio includes:

- Medical Supplies
- Human Resources
- Business & Office
- Facilities Management
- IT/Telecom

BCA suppliers include:

- Abbott
- BBCS
- Fenwal
- Grifols
- Henry Schein
- Macopharma
- Medline Industries
- Quotient
- Sysmex
- Vizient
- Applied Science
- Data2 Corporation
- Fisher Healthcare and Esprigas
- Haemonetics
- Immucor
- Medical Indicators
- Ortho Clinical Diagnostics
- Roche Diagnostics
- Terumo BCT

**Financial/Investor**

BCA is a national organization comprising over 50 independent community blood centers and source plasma collection centers with a local commitment to the communities members serve.

**Recent Activities**

Blood Centers of America (BCA) and its partners entered into a unique partnership with Riot Games' League Championship Series (LCS) - the largest professional esports competition in North America. Starting on March 5, the partners will launch the 'First Blood Saves Lives' campaign and call upon League of Legends players and fans who have recovered from COVID-19 to donate their plasma (CCP), in support of the fight against the virus. Throughout the month of March, 2021, game broadcasts will help promote the CCP challenge, encouraging viewers to donate their blood plasma. In exchange, donors will be rewarded with an in-game Kai'Sa skin from the League of Legends game.



**CCPA Purchasing Partners**  
Chicago, IL 60611-2605  
<http://www.ccpapp.org>

225 E. Chicago Avenue  
312-227-7444

### **Background**

CCPA Purchasing Partners, L.L.C. (CCPAPP) is a group purchasing organization that contracts with a complete portfolio of vendors to support its Chicago-area members. CCPAPP has grown to include over 3,000 members, and membership is represented by 25 different states.

CCPAPP was formed with the goal to provide physicians with discounts on vaccines, which make up one of the highest expenses for an independent physician practice. Because community-based physicians were not eligible to access national group purchasing agreements, the founding members wanted to form a purchasing group that offered discounts on products and services commonly used by primary care physicians and set it up as a Partnership so that members could share in the equity of the purchasing group.

When CCPAPP was first formed, membership was open only to pediatricians and physicians practicing family medicine. At the time, the vaccine market was primarily focused on children, so it was thought that only pediatricians and family practice physicians would have an interest in joining CCPAPP. Membership in CCPAPP was also restricted to physicians practicing in Illinois, Indiana and Wisconsin.

### **Strategy**

The mission of CCPA Purchasing Partners is to become the Healthcare Professionals' Buying Group of choice by differentiating itself through the offerings and services that it provides to members.

### **Executives**

Jonathan Necheles, MD – President  
Kena Norris, Executive Director  
Paresh Patel – National Sales Manager

### **Programs and Services**

CCPAPP contracts with a complete portfolio of vendors including Merck, Sanofi Pasteur, and Pfizer for vaccines, McKesson for medical-surgical supplies, COTG for copiers, printers, and multifunctional devices, Telecheck & First Data for electronic payment services.



Additionally, CCPAPP has gained the endorsement of numerous associations, including the following:

- Illinois State Medical Society
- Illinois Academy of Family Physicians
- Paramount Health Options (Iowa)
- Missouri State Medical Association
- Cornerstone Alliance (Ohio)
- Resurrection Physicians Provider Group
- Chicago Health Systems
- Lake County Medical Society
- Ravenswood Physicians Association
- Lake County Physicians Association
- Kane County Medical Managers Group
- Sherman Choice (Sherman Hospital's PHO)
- Lake Forest Hospital Medical Managers Group



**Healthcare Procurement Solutions, LLC**  
 Atlanta, GA 30339  
<https://www.healthcareprocurement.com/>

3330 Cumberland Blvd SE, Suite 240  
 770-953-3026

**Background**

Healthcare Procurement Solutions, LLC (HPS) is a GPO created specifically to serve physicians, their private medical practices, and related businesses - including surgery centers, endoscopy centers, and imaging centers. In 2011 HPS expanded its programs and service offerings to include hospitals, assisted living, extended care and substance abuse facilities.

Since 2008, HPS, a certified Premier Sponsor, has been partners with Premier. This relationship allows HPS members access to nearly 1,400 Premier contracts covering more than 1.2 million products and services in addition to the direct HPS programs that offered.

**Strategy**

HPS helps its members reduce costs by leveraging the combined purchasing power of thousands of member physicians.

**Executives**

Don McGahee – President  
 Jeanna Terry – Director of Operations

**Programs and Services**

- New Offices
- McKesson Medical Supplies & Equipment
  - Medical & Lab Equipment
  - Imaging Equipment
- Office Supplies
- Wireless Products & Services
- Food Purchasing
- Medical Waste & Shredding
- Reference Laboratory Services
- Surgical Equipment
- Pharmacy Supplies
- Office Equipment
- Credit Card Processing
- Overnight Shipping & Freight Services
- Uniforms, Scrubs, Linens

**Financial/Investor**

Participation in any of the HPS programs is entirely voluntary, non-exclusive, and there are no membership dues or fees of any kind paid by HPS Members. More than 1,200 suppliers participate in the discount purchasing organization.



**MediGroup – The Specialty GPO**  
Chesterfield, MO 63005  
<https://www.medigroup.com>

100 Chesterfield Business Parkway, Suite 200  
636-947-7830

### **Background**

MediGroup, the single largest non-acute care GPO for physician offices, specialty clinics and surgery centers. With more than 20,000 healthcare facilities, 100,000 physicians and 250,000 health care employees, MediGroup allows its members to practice like a physician and purchase like a hospital. MediGroup is purpose built to partner with medical distributors to provide superior service and solutions to non-acute healthcare customers.

In 1999, MediGroup pioneered a new business model establishing its members, distributors and manufacturers as equal partners. Member healthcare practices are supported with specific solutions (such as customized practice enhancement tools).

Manufacturers are supported with industry leading sales tracings and back-end support, including customized marketing solutions provided by MediGroup. Distributors are supported with enhanced margins and loyalty programs.

MediGroup's array of contracts include medical supplies, pharmaceuticals, laboratory supplies, office supplies and other items required to equip healthcare facilities. In addition to supply contracts, MediGroup also has the healthcare industry's largest and most complete services contracts portfolio. MediGroup also provides software tools to enhance patient engagement, obtain feedback regarding patient satisfaction, build practice branding, automate online scheduling.

### **Strategy**

MediGroup pledges to provide its members with the most comprehensive portfolio of cost savings and revenue enhancement solutions available in the healthcare facility market and to always support its members' choices in what is best for their patients and their practices.

### **Executives**

Andy Klearman – CEO

Amanda Taetz - EVP

Bridget Wilson – VP of Member Services

Frank Gillespie - VP, Supplier Relations

**Programs and Services**

Discounts on Medical/Surgical, Laboratory, Pharmaceutical and Specialty Products for:

- Allergy/Immunology
- Family Practice
- OB/GYN
- Pain Management
- Surgery Center
- Cardiology
- Gastroenterology
- Occupational Medicine
- Pediatrics
- Urgent Care
- ENT – Otolaryngology
- LTC/Extended Care Markets
- Orthopedics
- Rheumatology
- Dermatology
- Lab
- Ophthalmology
- Podiatry
- Women’s Health
- Endoscopy
- Laser Centers
- Oral & Maxillofacial
- Radiology
- Correctional
- Internal Medicine
- Oncology
- Plastic Surgery
- Urology

The MediGroup services contract portfolio, referred to as Value Added Services, offers members additional savings beyond medical and pharmaceutical needs. Value Added Services include discounts on everything it takes to run an efficient and successful practice. Many vendors offer additional benefits to member employees.

MediGroup has partnered with a wide variety of vendors to bring members cost effective solutions to maximize office efficiency. Through these services, members access savings on office supplies, document shredding, medical waste, cleaning supplies, and much more.

- Advertising & Marketing
- Consulting Services
- Dictation & Transcription Services
- Document Shredding
- Landscaping Services
- Magazine Subscriptions
- Secure Prescription Pads
- Waste Management Services
- Books & Media
- Credentialing & Compliance Mgmt.
- Disaster Recovery Services
- IT Products & Services
- Linen & Laundry Services
- Office Equipment, Furniture/Supplies
- Translation & Interpretation

Member employees can enjoy steep discounts on monthly personal cell phone plans, home office supplies, and more. The Affinity Program vendors offer products or services that MediGroup believes can bring value to members.

- USPay
- Digital Benefit Advisors
- Insperity

### **Recent Activities**

Avante Health Solutions was awarded an agreement with MEDiGROUP. Effective May 1, 2020, the agreement allowed MEDiGROUP members to take advantage of special pricing for anesthesia machines, surgical tables, procedure chairs, electrosurgical units, patient monitors, respiratory ventilators, stretchers and more.

VitalTech, a rapidly growing provider of fully integrated digital health solutions, announced its partnership with MediGroup. VitalTech will provide its leading Remote Patient Monitoring (RPM) solution to MediGroup's 30,000 member organizations.

Rhinogram, a leading cloud-based, HIPAA-compliant virtual care platform, announced its partnership with MediGroup. Through this partnership, MediGroup members will have the ability to implement Rhinogram's virtual care platform to provide complete contactless care for patients, as well as communicate in real-time via simple texts (SMS), multimedia texts (MMS), social media and live video.

MedTrainer, the creator of the only all-in-one compliance management suite partnered with MediGroup. This partnership provides MediGroup members access to favorable pricing on MedTrainer's award-winning, all-in-one compliance management suite, which includes advanced tools for streamlining learning, credentialing and accreditation.



**MedResults Network**

Avon, CT 06001

<https://www.medresultsnetwork.com>

20 Tower Lane, Suite 500

844-799-2384

**Background**

Based on the buying power of more than 3,000 members, MedResults Network has negotiated with over 45+ national vendors to bring them discounts and rebates on products and services used daily. MedResults Network is the nation’s largest buying network for aesthetic medical providers and medical spas. These include:

- |   |                            |
|---|----------------------------|
| • Injectables                             | Medical & Office Supplies  |
| • Education & Training                    | Skincare & Skin Devices    |
| • Implants                                | Digital Marketing Services |
| • Insurance                               | Lasers & Equipment         |
| • Patient Financing and Merchant Services | Software & PM Systems      |
| • Business Consulting Services            |                            |

**Executives**

Jeff Routledge – President & CEO

Jamie Parrott – VP & COO

**Programs and Services**

- Group Health Insurance – RBN Insurance Services offers MedResults members exclusive access to discounts on employer-sponsored health plans for practices of any size.
- Skincare Portal – access to best pricing on brands like SkinMedica, Nia24, Osmosis, and more.
- Medical/Surgical Supply Program – favorable pricing on med/surg supplies and Rx through an affiliate GPO.
- MRN Professional Liability Program - improve coverage and increase protection through the custom-designed general professional liability program.
- Non-Insurance Based Benefits – provide savings on medical, dental and more for less than \$15/month/employee.
- Office Supply Program - additional discounts on copy/print services, car rental, and more.
- CEDR HR Solutions - access discounts on employee handbooks and monthly HR services.
- Small Business Loans.



**Physicians' Alliance of America**  
 Norcross, GA 30071  
<https://physiciansalliance.com>

3169 Holcomb Bridge Road, Suite 206  
 770-446-9808

### **Background**

Physicians' Alliance of America (PAA) is a nonprofit group purchasing organization founded in 1992 by a handful of physicians concerned about the rising costs of operating a practice. PAA uses the purchasing power of over 45,000 physicians nationwide to negotiate discounts and preferred terms for the products and services practices use every day.

### **Strategy**

With the purchasing power of over 13,000 practices, PAA is able to negotiate preferred pricing and terms practices are unable to obtain on their own.

### **Executives**

Jenny Watters – Executive Director  
 Patty Fernandez – Associate Director  
 Heather McKelton – Account Development Manager

### **Programs and Services**

PAA offers free access to a comprehensive portfolio of products and services covering key areas of practice operations. Members choose which agreements they want to access. The PAA Vaccine Rebate Program offers members the opportunity to earn rebates from PAA based on their vaccines sales.

### **Vendors**

#### Vaccines

Sanofi Pasteur	GSK
Seqirus, a CSL Company	Pfizer

#### IUDs

Abbvie  
 Liletta

#### Medical/Surgical Supplies & Equipment

McKesson

Office Supplies

OfficeMax

Staples

Insurance

MedMal Direct

CorePro Insurance

Merchant Services

CardConnect

Medical Waste Management

MedPro

Clearinghouse Services

TriZetto

Patient Communication & Printing

POS

Employee Perks

Delta Community

Working Advantage

**Financial/Investor**

Physicians' Alliance of America (PAA) is a nonprofit group purchasing organization founded in 1992.

**Recent Activities**

GSK and Pfizer have recently collaborated to offer PAA members an opportunity to receive a discount on Prevnar 13 effective January 1, 2021. In addition, practices who participate and are compliant on the GlaxoSmithKline Portfolio agreement, and also maintain 80% market share for Rotarix, are eligible to receive an additional discount on Prevnar 13 by switching to the new GSK/Pfizer Tier Agreement.





## **Viacentric**

2396 Vaccaro Drive  
Sarasota, FL 34231-6027  
<http://www.viacentric.com>

## **Background**

ViaCentric is a Group Purchasing Organization for healthcare and non-healthcare organizations, providing service to all classes of trade. ViaCentric delivers a set of highly integrated services to members interested in better managing their overall financial performance related to the supply chain and daily business operations.

ViaCentric's goal is to bring members quality products and services at a fraction of the cost available to them independently. Comprehensive vendor contracts provide members with a broad range of quality products and services at discounted rates.

Members come from the following market areas of the healthcare market:

- Physician Practices
- Home Healthcare Providers
- Chiropractors
- Podiatrists
- Dentists
- Veterinarians
- Surgery Centers
- Imaging Centers
- State Medical, Dental, and Home Health Managed Care Organizations, PPOs and PPMs
- Nursing Homes
- Colleges and Universities
- Business & Industry (non-healthcare) all classes of trade

## **Strategy**

ViaCentric contracts, programs and services are centered on what members chose as important in their own needs. Membership is free and participation is voluntary.

## **Executives**

Joe Silvestri – SVP, Business Development

**Programs and Services**

ViaCentric has a comprehensive contract portfolio with over 2000 national contracts.

Medical/Surgical Supplies	Pharmaceuticals
Food Service	Capital Equipment
Imaging	Lab
Office Supplies	Computers/Software
Linen	Housekeeping Products
Paper Products	Business Forms
Facility Products	Telecommunications/Wireless
Uniforms	Freight

Partners

Distributor - McKesson

Manufacturers

Advanced Wound Care – 3M

Exam and Surgical Gloves – Ansell Healthcare, Molnlycke Health Care

Standard Hypodermics – Becton Dickinson

Safety IV Catheters – Becton Dickinson

High Level Disinfectants - JNJ

# LONG-TERM CARE GPO PROFILES



**Care Purchasing Services**  
Delray Beach, FL 33445  
<https://www.cpslcs.co>

800 N.W. 17th Avenue, Suite A  
561-272-7779

### **Background**

Care Purchasing Services (CPS) is a leading national group purchasing organization dedicated to the senior living market. Founded in 1999, CPS helped contain purchasing costs of consumer goods, business products and services, medical equipment, clinical programs, and more for senior living communities. The direct benefit was so immediate and significant that CPS began sharing its purchasing services expertise with other organizations to help them improve their operations with measurable results.

### **Strategy**

CPS uses its national procurement expertise to provide organizations with outstanding customer service, purchasing flexibility and value that has a measurable impact.

### **Executives**

Elisa Baptiste – SVP/COO  
Andi Putnam – Director of Clinical Programs  
Anthony Greer – Director of Client Relations  
Stephanie Young – Director of Strategic Sourcing  
Kathleen McGuire – Senior Finance Manager

### **Programs and Services**

- Administrative Services - provide office essentials, employees, and engage residents.
- Clinical Programs - help implement pharmacy, therapy, and clinical programs.
- Culinary Programs
- Environmental Services
- Healthcare Equipment
- New Construction and Renovation
- Plant Operations
- Technology

### **Financial/Investor**

CPS is a LCS Company, a leading provider of senior living communities.



**Ceres Purchasing Solutions**  
 Fort Smith, AR 72919  
<http://www.ceresstrategies.com>

1000 Fianna Way  
 800-677-6447

**Background**

Ceres Purchasing Solutions (Ceres) is a procurement management company, specializing in centralized web-based procurement for the long-term care industry. Ceres offers a wide range of long-term care products, as well as services that can streamline its customer's processes and reduce their costs. Ceres is the procurement arm to Golden Living, one of the nation's largest long-term care chains.

**Strategy**

Ceres' mission is to help members create economic value, streamline their supply chain management activities, and make optimal use of their resources.

**Executives**

George Snipan – Member Success Manager  
 Suzanne Clayton – Members Success Manager

**Programs and Services**

- eCommerce Tools
- Enhanced Financial Control
- Account Management & Customer Service
- Leveraged Pricing
- Category Management Expertise
- Relationship with Premier

Vendors

- 360 Healthcare Staffing
- Aegis Therapies
- Briggs
- Dean Dairy - in select areas
- Ecolab
- Grand Technology
- JDM Medical
- Med-Fit Systems
- Patterson Medical
- Sherwin-Williams
- TMG Oxygen
- Abbott Nutrition
- ARJO
- Curbell
- Direct Supply
- Farmer Brothers - West of the Mississippi
- HD Supply
- KCI
- Medline
- Phoenix Textiles
- Staples
- UHS
- US Foods



**Forum Purchasing**  
 Atlanta, GA 30338  
<http://www.forumpurchasing.com>

1050 Crown Pointe Parkway, Suite 900  
 770-391-1391

### **Background**

Forum Purchasing (Forum) has grown to sixty-eight Members and over 500 contracts representing \$2+ billion of annual spend. Forum is one of the largest committed volume purchasing entity in the LTC industry.

Forum operates as a GPO in a not-for-profit manner. Forum charges only a minimal administrative fee (1%) to suppliers. Forum then returns anything not needed to cover its expenses directly to Members. Other factors that differentiate the organization:

- More than \$2 billion of annual spend and 68 members with 5,400 facilities.
- Provides suppliers with direct access to committed purchasing volume.
- Aggregated committed member volume.
- Members are required to have at least 4,000 beds.
- Key business and contracting decisions via a board (1 seat per Member) voting process.
- 100% of all rebates are returned to Members.
- Core volume products: Chemicals, Food, and Supplies, Services & Equipment.
- The largest committed volume purchasing entity in the LTC industry.

Forum's Members have selected DSSI to provide e-commerce services and as a strategic partner. DSSI provides a platform to order products, track purchases and invoices for, and monitor payment for products and services. In addition, DSSI provides extensive reporting capabilities to Forum and its Members. It is expected that all Forum Purchasing Members and Suppliers are either on the DSSI network or utilize Distributors on the network.

### **Strategy**

Forum focuses entirely on Long Term Care, is 100% owned by its Members, returns all of its income to its Members, and delivers committed member volume to its Suppliers.

### **Executives**

Tom Benes – President & CEO  
 Jason Hart – VP, Procurement Services & Contracting  
 Matt Baccala – VP, SS&E Contracting Services

## **Programs and Services**

Forum Purchasing selects only "A-list" product and service suppliers to be part of the Supplier Network. Benefits that chosen suppliers receive include:

- A core volume of over 600,000 beds from Forum Purchasing Members
- Member use of the DSSI e-commerce system which promotes high compliance and provides ease in formulary management, order receipt, billing, and the payment process
- Proven track record of exceptionally high member contract compliance
- Long-term contracting and partnership approach eliminates frequent and costly re-bids
- Focus on standardizing member formulary product options
- A minimal administrative fee – the lowest in the market (1% maximum)

## **Financial/Investor**

Forum is 100% owned by its Members.



**Gerimed**  
Louisville, KY 40223  
<https://www.gerimedgso.com>

9707 Shelbyville Road  
800-456-4374

### **Background**

Gerimed was established in 1983 to support independent pharmacies servicing long term care and home care patients. Gerimed offers additional unique pharmacy tools and services to complement its leading contract pricing. Gerimed is transforming from a group purchasing organization into a group service organization.

Gerimed maintains relationships with hundreds of member pharmacies representing corporations and pharmacy systems. These pharmacies, including those who have joined the group service organization exclusively, currently service millions of long-term care beds

Because the focus of long-term care pharmacy has expanded beyond geriatric patients in nursing homes, Gerimed has expanded its pharmacy services. Contracts to address the needs of jails and prisons, assisted-living, home care, mentally disabled, hospice, chronic psychiatric and sub-acute patients have been added throughout the years.

The contracts include a full line of parenteral and enteral products and plastics, pump rentals, packaging alternatives, forms, medical supplies, urologicals, and other miscellaneous products. Gerimed membership provides independent, closed door pharmacies with access to all contracts, both pharmaceutical and non-pharmaceutical. Gerimed collects monthly dispensing data from each pharmacy member as well as wholesaler information.

### **Strategy**

- Gerimed develops positive relationships between customers and industry partners through meetings and environments conducive to negotiations and education.
- Gerimed continues to develop the best contracts and cost-containment solutions through innovative contracts, customer-specific programs and routine profit maximization analysis.
- Gerimed fosters entrepreneurial innovation in its partners' businesses by providing strategies for revenue enhancement and by providing access to industry experts.

### **Executives**

Christopher Mangione – President  
Susan Rhodus – SVP, Contracts and Advocacy  
Dennis Sherrill – VP, Sales



## Programs and Services

GeriMed and its' subsidiaries, RxMed and IVMed, provide group purchasing organization contracts and services to independent pharmacies.

- LTC Pharmacies – GeriMed members are “closed door” pharmacies servicing skilled nursing facilities, nursing homes, assisted living facilities, personal care homes, home infusion patients, group homes, chronic psychiatric facilities, ICF-MR, medical at home, correctional facilities, hospice, and other long-term care types.
- Combo Pharmacies – GeriMed Combo members are pharmacies servicing long term care patients from a retail pharmacy location.
- RxMed – members are pharmacies providing retail pharmacy services.
- IVMed – members are pharmacies providing home infusion from a retail pharmacy location.

## Pharma Contracts

- Brands
- Expanded Injectables
- Nutritional Supplements
- Generics
- OTC Medications

## Revenue Enhancement Programs

- Medicare Part D and Commercial Reimbursement
- Part A Rebate Program
- 340B Drug Pricing Program
- CE Management Software

## Administrative and Operational Contracts

- Technology, delivery, shipping and other business essentials
- Specialized pharmacy equipment, furniture & supplies
- Over 300,000 discounts accessible to pharmacy staff

GeriMed Profiles360, consulting software for consulting pharmacists, is a unique, comprehensive program written by pharmacists for pharmacists. This software allows consultants to customize reports or give input into new reports for enhancements on a quarterly basis. Profiles 360 offers a technology-based strategic tool to consultants for completing their monthly consulting requirements in nursing homes. In addition, it can be used in assisted living facilities and for private one-on-one consulting.

Provista's strategic partnership with GeriMed, established in 2017, works to improve the purchasing power for independent pharmacies servicing long-term care patients. The Provista-GeriMed partnership enables GeriMed to leverage the over \$100 billion in purchasing volume Provista provides through its contracting partner, Vizient, the nation's largest health care performance improvement company. Provista and GeriMed proprietary products and services are also offered to all customers of both companies.

### **Financial/Investor**

GeriMed is a private, family-run business built by pharmacists for pharmacists to assist independent pharmacies in maximizing profitability.



**HPSI**  
Irvine, CA 92618  
<https://www.hpsi.com>

1 Ada, Suite 150  
800-223-4774

### **Background**

Founded in 1964, HPSI provides strategic procurement services to more than 31,000 members in senior living, skilled nursing, education, and hospitality nationwide. To serve the full range of these industries, HPSI has a broad set of supplier contracts that offer a variety of quality tiers and a wide range of products and services.

In addition to its contracts, HPSI has also steadily expanded the range and depth of support services offered to clients to resolve supply chain issues, present opportunities to decrease costs, and consult with clients and customers on how HPSI can assist them in achieving their strategic procurement goals.

HPSI's Purchasing Consultants take time to form a relationship and fully understand the needs of their member partners, investing themselves in each of their clients' businesses to help them thrive.

### **Strategy**

- HPSI works to ensure that each member and supplier relationship is led down a path toward more efficient and effective operations by bringing a suite of solutions and industry-leading services.
- HPSI utilizes insights gained through innovative tools and resources, business reviews, and relationships to guide members and suppliers toward strong outcomes that impact their organizations.

### **Executives**

Dean Hansen - Managing Director, Supply Chain  
W. Greg Perron - Managing Director, Procurement & Supply Chain  
Kirk Hess – Managing Director, Sales  
Ric Gillie – SVP, National Accounts

## **Programs and Services**

### Senior Living

HPSI serves more than 19,000 satisfied nursing homes, assisted living facilities, residential care homes, skilled care facilities, independent living communities, retirement communities and other senior care providers.

HPSI focuses on delivering insight-driven purchasing outcomes to more than 1,300 education members, including colleges, universities, private K-12 educational facilities, fraternities, sororities and other education-related businesses.

### Foodservice

Menu2UPlus - combines a proven menu planning tool with cutting edge technology to enhance senior living facilities food service operation.

- Dining Services
- Administrative
- Linen
- Ancillary Services
- Medical Supplies
- Equipment
- House Keeping

## **Financial/Investor**

Aramark acquired HPSI in 2016. The acquisition gave the foodservice vendor access to industry-leading and complementary supply chain management and technology in the group purchasing space.



### **Link-age**

Mason, Ohio 45040

<https://www.linkageconnect.com>

4605 Duke Drive, Suite 110

513-492-7936

### **Background**

Link-age is a company with membership comprised of more than 450 senior living communities located across the United States. Link-age's three interconnected companies – Solutions, Connect, and Ventures – work together to develop and deliver services that help senior living organizations focus on being successful in their commitment to their residents, employees, stakeholders, and communities.

Link-age offers three specialized companies to develop and deliver products, services, and market intelligence that help senior living organizations focus on being successful. Link-age members serve all sectors of post-acute care, including skilled nursing, assisted living, memory care, home health, hospice and rehab across 39 states.

- Link-age Solutions – a group purchasing partner, Link-age Solutions aligns members' needs with a network of vendors and service providers.
- Link-age Connect - exclusive access to aging adults.
- Link-age Ventures - provides foresight, opportunities and relationships.

### **Strategy**

Link-age continues to expand its contract portfolio to meet the rapidly changing operational environment senior living providers are facing as a result of the ongoing pandemic.

### **Executives**

Scott Collins – President/CEO

Steve Wittman – EVP

John Hopper – Chief Investment Officer

Jim Norris – Executive Director, Link-Age Solutions

Lori Buik – Director, Solution Sourcing

### **Group Purchasing Solutions**

Link-age Solutions offers exceptional service with a dedicated consultant who will help identify savings in spend categories and provide support for the development and implementation of best-in-class programs.

Solutions include:

- Food & Dining
  - Workforce / Human Resources
  - Facilities Maintenance
  - Technology
  - Office Supplies
  - Pharmacy
- Clinical & Patient Safety
  - Environmental Services
  - Design & Construction
  - Resident Relations & Marketing
  - Executive Resources
  - Supply Chain Management

### Recent Activities

Link-age Solutions announced a new partnership with Morrison Living, the leading hospitality provider in senior living. The new relationship will ensure that Link-age members across the country have access to Morrison Living’s dining, wellness, environmental, and hospitality services.

Link-age Solutions announced the launch of the Link-age Skin Health initiative. The Link-age Skin Health initiative is designed to help post-acute care providers better prevent and treat skin conditions, including pressure ulcers, among resident populations. Link-age has partnered with a group of best-in-class providers of products and services that address skin health to support member-led efforts to improve skin health among residents. Supplier companies participating in the skin health initiative include: Medline Industries, Immersus Health Co., Smith+Nephew, First Quality, Abbott Laboratories, MediLogix, and Links Medical Products. These suppliers are offering special promotional discounts and purchase programs, as well as new educational opportunities that support facility best practices.



**Managed Health Care Associates, Inc. (MHA)**  
Florham Park, NJ 07932-0789  
<https://www.mhainc.com>

25-A Vreeland Road, Suite 200  
973-966-9200

### **Background**

Managed Health Care Associates, Inc. (MHA) is the country's largest alternate site GPO and has established itself as a leading health care services and software company. The company's evolution over 30+ years reflects its commitment to stay abreast of changes in the alternate site health care market and invest in innovative solutions, software and services for its members including long-term care pharmacies, infusion pharmacies, specialty pharmacies, home medical equipment providers and assisted living and skilled nursing facilities.

With group purchasing at the core of its diversified offerings, MHA negotiates with more than 600 manufacturers and suppliers to provide over 900 contracts covering 26 classes of trade for 16,000+ members.

Navigator Group Purchasing (Navigator), operating as part of MHA, is exclusively focused on senior living. Members gain access to a full range of programs, tools, and services to help them achieve their resident and financial goals. As a full-service GPO, Navigator has a complete service offering including: Group Purchasing, Data Analytics, Emerging Market Trends, Quality Metrics, Resident Satisfaction, Culinary Consulting Services, Software Solutions, and Advocacy and Legislative.

### **Strategy**

Through the use of innovative technology, solutions and services MHA assists in managing health care costs, improving operational efficiencies and supporting business growth.

### **Executives**

Diane Koontz – President

Gloria Barr – EVP and General Counsel

Fred Bonaccorso - Executive Vice President, Navigator Purchasing Group

Walter Gramley – SVP, Trade Relations

Ed Izbicki, Jr. – EVP, Alternate Site Division

John Lees - Senior Vice President, Operations

Russell Procopio – EVP, Long-Term Care Pharmacy

**Programs and Services**

Markets Served

- Long-Term Care Pharmacy
- Specialty Pharmacy
- Home Medical Equipment Provider
- Additional Alternate Site Care Providers
- Respiratory Providers
- Senior Care Living
- Infusion Pharmacy
- Home Health
- LTC & Senior Facilities
- State Facilities

Long-Term Care Pharmacy Solutions

- Group Purchasing Pharmaceuticals
- Group Purchasing Business Products & Services
- Reconciliation Solutions & Reimbursement
- Pharmacy Operating Software
- Clinical Consulting Software
- Legislative Affairs & Advocacy
- Annual Business Summit
- Group Purchasing Medical Products & Services
- Managed Care Network
- Prior Authorization Solutions
- Rebate Processing
- Clinical Services
- ACO Network

Senior Care Living

- Group Purchasing Food Service
- Group Purchasing Business Products & Serv.
- ACO Network
- Group Purchasing Medical Products & Services
- Legislative Affairs & Advocacy

Specialty/Infusion Pharmacy

- Specialty Pharmacy Solutions Partners
- Clinical Services
- Prior Authorization Solutions
- Legislative Affairs & Advocacy
- Annual Business Summit
- Group Purchasing Medical Products/Services
- Clinical Therapy Management
- Patient Engagement Solutions
- Data Analytics & Benchmarking
- ACO Network
- Group Purchasing Pharmaceuticals
- Group Purchasing Business Products/Services

**Financial/Investor**

Roper Industries, in 2013, acquired MHA for approximately \$1.0 billion. Roper Industries is a diversified growth company and provides engineered products and solutions for global niche markets, including software information networks, medical, water, energy, and transportation.

**Recent Activities**

MHA and Navigator Group Purchasing support and serve the long-term care pharmacies and senior living facilities that make up its membership as they tirelessly work to provide care to their patients. This work continues regardless of the challenging conditions brought on by the COVID-19 pandemic, further exacerbated by the natural disasters that have occurred this year.



The CDC, under “Operation Warp Speed,” has selected MHA Long Term Care Services as the COVID-19 vaccinations network administrator on behalf of the MHA independent long-term care pharmacy network.

CME Corp, the largest equipment-only distributor of healthcare products in the U.S., has announced a new contract with MHA. This two-year contract with MHA provides equipment solutions and services for members including long-term care pharmacies, specialty pharmacies, home medical equipment providers, assisted living, and skilled nursing facilities.

Citus Health, a digital health solutions provider for the post-acute care industry, and MHA announced that Parkway Specialty Pharmacy has chosen MHALink™ powered by Citus Health, a comprehensive suite of digital patient engagement and workflow automation solutions. The Citus Health solution will enable Parkway Pharmacy to digitally transform its patient communications and clinical operations for its census of 1,300 specialty pharmacy patients throughout the MidAtlantic, New England, and Midwest.

SoftWriters, a leading long-term care pharmacy management provider, announced an integrated partnership with healthcare technology provider, Iron Bridge, designed to help long-term care pharmacies streamline and simplify the dynamic COVID-19 vaccination roll-out process with innovative technology solutions. SoftWriters Inc., operating as part of Managed Health Care Associates, Inc. (MHA), delivers software solutions designed to help streamline processes, improve accuracy, reduce costs and enhance communication in every phase of the long term care pharmacy management workflow. SoftWriters’ set of software solutions have been specifically designed to help you spend less time on day-to-day operations and more time enhancing patient care and growing your business.



**PRIME Services, Inc.**  
Williamsville, NY 14221  
<http://www.primeservicesinc.com>

6400 Sheridan Drive, Suite 112  
716-565-9400

### **Background**

PRIME Services, from its original roots as a purchasing and consulting company in 1983, has grown into one of the largest group purchasing organizations for nursing homes and assisted living communities across the United States.

The cornerstone of PRIME Services is a Group Purchasing Program that assists members to save money on the supplies they purchase under national and regional supplier agreements. On behalf of over 4000 members, PRIME Services is able to obtain better pricing for products and services than what an individual organization would be able to achieve.

PRIME Services, Inc. has been helping Long-Term Healthcare Facilities, Assisted Living Communities, Hospitals, Surgery Centers, Schools, Correctional Facilities, Hotels and Motels to save money on the goods and services which are purchased every day.

### **Strategy**

PRIME Services is a supply cost management company focused on removing costs from the supply chain while improving operational efficiency and increasing cash flow.

### **Executives**

Ken Donhauser – Founder  
Neil Donhauser – CIO  
Valerie Donhauser – VP  
Bob Rizzone – VP

### **Programs and Services**

PRIME Services has three divisions, all focused on removing costs from the supply chain while increasing operational efficiency. The three divisions include Group Purchasing, Dietech, Technology, and the Consulting Division.

PRIME Services has software programs available for Dietary Management and purchasing software which includes a complete financial overview of spending.

Through its group purchasing program, products are available from suppliers that PRIME Services has agreements with. These suppliers offer discounts on the products that they provide because of the volume of business PRIME Services represents. PRIME Services works with national as well as regional suppliers that service the continuum of the health care industry.

### Consulting and Purchasing Services

PRIME Services can assist in reducing costs through identifying opportunities with improved product selection, improved product utilization, supply chain improvements, lower prices and overall lower costs per resident day.

### Custom Contracting

Through PRIME Services Custom Contracting and Audit Services, PRIME Services assists the members in obtaining the best prices available and verify that the correct prices are received. PRIME Services maintains a current and vast database of products and prices from contract and non-contract suppliers.

### Group Purchasing

The cornerstone of PRIME Services is the Group Purchasing Program. This program offers a broad range of products and services with significant cost savings to members.

### Manufacturer Allowance Program

PRIME Services has agreements with over 300 food and paper/plastic manufacturers with rebates available on over 100,000 items. Many of these manufacturers also offer deviated prices available through distributors that participate in the Group Purchasing Program.

### Purchasing Management

PRIME Services is able to reduce total costs while maintaining or improving the quality of the products that members are buying and the services you receive.

### Restaurant/Institutional Recipe Analysis

PRIME Services, Inc. has the capabilities of performing a full nutrition analysis on recipes.



**PrimeSource Healthcare Solutions**  
Montvale, NJ 07645  
<http://www.primesourcegpo.com>

135 Chestnut Ridge Road  
877-877-4638

### **Background**

Prime Source GPO is a group purchasing organization that serve thousands of assisted living and LTC facilities across the country as well as the hospitality industry. Thousands of exclusive vendor contracts and Prime Source GPO's nationwide network of partnered GPOs allow clients to pick and choose depending on their needs – replacing multiple vendors or improving existing contracts – to save up to 30% on their supplies.

### **Strategy**

Prime Source has realigned its position in the market believing that GPOs are no longer enough to build financial success in the post-acute care ecosystem. Prime Source is driving innovative change and disrupting service delivery standards in the PAC industry by providing a collaborative and interdisciplinary approach to system-wide cost management best practices to maximize profitability.

### **Executives**

Michael Greenfield - CEO  
Michael Gelman – COO  
Mark Genuth – CFO

### **Programs and Services**

- GPO Advantage - average savings per vendor is approximately 10-15% though many discounts of up to 30% are available.
- Free Membership
- QuiBids - is an online bidding RFQ (request for proposal) platform for equipment and supplies that makes getting the lowest prices simple and seamless.
- Employee Advantage Program - discounts on products and services from major retailers and name brands, including AT&T, Verizon, Priceline, Avis, and Walmart.
- GPO + - premier-level membership.

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