

GROUP PURCHASING ORGANIZATIONS 2022 ANNUAL REVIEW

An Access Market Intelligence Report

APRIL 2022

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Background

According to [data](#) from the Centers for Medicare & Medicaid Services (CMS), national healthcare expenditures grew 9.7% to \$4.1 trillion in 2020, or \$12,530 per person, and accounted for 19.7% of Gross Domestic Product (GDP). National health spending is projected to grow at an average annual rate of 5.4 percent for 2019-28 and to reach \$6.2 trillion by 2028.

- Hospital expenditures grew 6.4% to \$1,270.1 billion in 2020, slightly faster than the 6.3% growth in 2019.
- Physician and clinical services expenditures grew 5.4% to \$809.5 billion in 2020, faster growth than the 4.2% in 2019.
- Prescription drug spending increased 3.0% to \$348.4 billion in 2020, slower than the 4.3% growth in 2019.

According to [data](#) from the 2022 AHA Hospital Statistics™, there are 6,093 U.S. hospitals, 5,139 of which are community hospitals with approximately 790,000 staffed beds. Of these acute care facilities, approximately 3,483 are part of either multihospital or diversified single hospital systems.

Based upon 2019 reporting from the United States Department of Labor and healthcare industry sources, in addition to U.S. hospitals, there were over 815,000 alternate site facilities and providers across the continuum of care in the United States. These alternate site facilities include primary/ambulatory care and post-acute care providers

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 that found that GPOs will save the healthcare industry as much as \$456.6 billion in the next 10 years (2017-2026). 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.

Supply chain issues have dominated the news for months now as the pandemic slowed international trade and applied pressure for key items. Hospitals and health systems have faced major issues with their supply chains. Ninety-nine percent of hospitals and health systems reported challenges in supply procurement as of October 2021.

AMI's 2022 Group Purchasing Organization Overview identifies the strategies and activities that GPOs and health systems are implementing as they emerge from the pandemic. The new report also identifies new entries in the market, as we are seeing the market-leading PBMs launching their own GPOs.

AMI's 2022 GPO Overview, 170+ pages, offers comprehensive intelligence on the leading group purchasing organizations, grouping the market into National GPOs, Pharmacy/Oncology GPOs, Physician GPOs, Long-Term Care GPOs, and leading Health System GPOs. AMI's report also provides background on the market.

Each company profile includes: estimated purchasing volume of the leading GPOs, company background, corporate strategy, key decision-makers, financial/investor information, programs and services, and recent activities.

GPO Estimated 2021 Annual Purchasing Volume (\$millions)

GPO	Volume	Purchasing Partner
Afaxys	\$211	
Alliance GPO	\$1,000	
Atrium Health Supply Chain Alliance	\$2,600	Premier, Inc.
Capstone Health Alliance	\$10,000+	Premier, Inc. (\$7 billion)
Children's Hospital Association	\$3,000	Vizient Inc.
CHAMPS Group Purchasing	\$6,000	Premier, Inc.
Commonwealth Purchasing Group	\$400	
Community Health Ventures	\$100	Provista-Vizient Inc.
Defense Logistics Agency	\$41,800	
Forum Purchasing	\$2,000	
HealthTrust Purchasing Group	\$45,000	
HPS	\$900	HealthTrust (ROi)
HPSI	\$14,000	
Independent Pharmacy Cooperative	\$1,400	
Innovatix	\$44,00	Owned by Premier, Inc.
IPC Group Purchasing	\$230	
PDM Healthcare	\$10,000	
Premier Inc.	\$69,000	
Prime Services, Inc.	\$12,000	
TPC	\$1,000	Vizient, Inc.
University Texas Supply Chain Alliance	\$4,500	
Veterans Health Administration (VHA)	\$15,000	
Vizient	\$110,000	
Yankee Alliance	\$3,700	Premier, Inc.

NATIONAL GPO PROFILES

**Capstone Health Alliance**

PO Box 130

Fletcher, NC 732

828-418-5050

<http://capstonehealthalliance.com>

Background

Capstone Health Alliance (Capstone) is a group purchasing alliance that works to deliver value to its members through aggregation, collaboration, communication and education. Capstone's membership includes 300 Hospitals representing more than 140 Health Systems across 23 states and over 25,000 non-acute health care members nationwide. Capstone members make up a total of \$7 Billion of Premier Contract Spend and \$10 Billion in total Spend.

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. Services include:

- Capstone Classroom
- eCommerce Marketplace
- Telehealth
- Employee Benefits

Strategy

Capstone 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, CMRP – President & CEO

Mark Landau – COO

Jackie Cila, FACHE – Chief Strategy Officer

Robin Lincoln – Chief Contracting Officer

Yolandi Myers – Chief Customer Officer

Tabitha Calloway – Senior Director of Strategic Sourcing

Fred Pane – Contract Manager, Pharmacy Services

Programs and Services

Aggregation – Capstone pairs Premier’s national portfolio with a local aggregation model – blending the best of national and regional contracting to continually expand an extensive portfolio of more than 800 agreements.

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

Collaboration - All members are invited and encouraged to participate in member led Councils and Committees. Committees are educational, provide information on new agreements, presentations from supplier partners and are open to all Capstone members. Councils are directional as they provide Capstone input and direction on contracting and other initiatives.

Education - Capstone provides members exclusive access to the Capstone Learning Academy, an online education platform covering topics ranging from distribution to value analysis.

Communication - Member dedicated resources include a region manager who serves an extension of the supply chain, a central point of contact and provides expertise with Premier tools and systems. The region manager also conducts regular business reviews, provides savings reports and offers contract support ensuring accurate pricing tiers and price parity. Contracts are activated on the member’s behalf as requested for acute care members and all owned/leased/managed facilities.

Financial/Investor

Capstone Health Alliance, Inc., a for-profit C Corporation, is wholly owned by WNC Health Network, Inc., a 501(c)(3) organization. Capstone’s headquarters is located in Fletcher, NC.

Recent Activities

Capstone announced that Cone Health has joined the Capstone membership. Located in Greensboro, North Carolina, Cone Health has more than one hundred locations across its five-hospital health system serving people across six counties. Its flagship hospital, Moses H. Cone Memorial Hospital, is a 628-bed academic medical center. As part of its participation in Capstone's group purchasing program, Cone Health will also have access to the Capstone Education program, various networking opportunities within the membership, as well as participation in Capstone's various contracting committees and councils.

Capstone announced a new local agreement with Electronic Lab Logs, a software company offering a Cloud Based solution for labs. LabLogs.co is an enterprise solution that electronically documents required Preventative Maintenance (PM) and Quality Control (QC) tasks for all lab equipment and kit tests. LabLogs.co keeps real-time data on compliance and instrument status so that labs are ready for all inspections by CLIA, Joint Commission, CAP, COLA, and other accrediting bodies.

Capstone announced that University of Virginia Medical Center located in Charlottesville, VA has joined the Capstone group purchasing alliance membership. University of Virginia Medical Center is an integrated network of primary and specialty care services, including a 696-bed hospital and designated Level 1 trauma center, ranked as the number one hospital in Virginia for five years in a row by U.S. News and World Report.

Capstone announced a new partnership with Subtle Medical, a healthcare technology company with FDA-Approved AI software for radiology. Subtle Medical uses innovative deep learning solutions that improve medical imaging efficiency and improve patient experience. Their vendor-neutral software integrates seamlessly with any PET or MRI scan to improve image quality without any alteration in the existing workflow.

Capstone announced a new partnership with PayZen, a mission-driven FinTech company that uses data and Artificial Intelligence (AI) to create individualized patient payment plans that families can afford. The partnership will provide members of Capstone with access to the PayZen service that generates increased collections for the health system and offers 0% interest payment plans to patients.



CHAMPS Group Purchasing

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Cleveland, OH 44115

216-696-6900

www.champshealthcare.com

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. One of The Center's most significant evolutions was the creation of its business affiliates, CHAMPS Group Purchasing and The Essentials Group:

- CHAMPS Group Purchasing leverages the purchasing power of 19,000+ member locations across the United States. Together with its national GPO partner Premier, CHAMPS supports member supply chain initiatives through their expertise in contract management, aggregation savings, supply chain technology, spend analytics and customized service.
- The Essentials Group is the gateway to the right products and services for The Center's members and clients to take command of their bottom line. Its products and services are available for members of The Center for Health Affairs and clients of its business affiliate, CHAMPS Group Purchasing.

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, wound care)
- Office Supplies & Furniture (toner, paper, furniture)
- Purchased Services (landscaping, housekeeping)
- Pharmacy Supplies (pharmaceuticals, vaccines, contrast media)
- Lab Supplies (blood gas analyzers, blood glucose)
- Food Service 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. CHAMPS member work with its suppliers and distributors to ensure they are connected to proper pricing for its GPO contracts. CHAMPS combines the total spend of its membership to help save 10-20%.

Executives

Brian Lane – President and CEO

Mario Franco – EVP and COO

Tracy Wise – SVP of Business Operations and Administration

Jan Elder – Director, Contracting Services

Ariel Rhea – Director, Commercial Operations

Maria Summers – National Account Manager

Programs and Services

CHAMPS Group Purchasing experts:

- Identify ongoing savings opportunities.
- Handle price activation, aggregation and contract management.
- Renew agreements seamlessly.
- Ensure accurate pricing tiers and price parity.
- Identify savings, contract usage and conversion opportunities.
- Communicate through emails, webinars, calls and mailings.
- Coordinate all Premier tools and resources for members.
- Keep members informed and educated on agreements, the program and the industry.
- Offer members access to 2,500+ contracts.

CHAMPS' group purchasing experts consistently increase GPO savings for members through their unique, hands-on service model. 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 mychampsgpo.com.

CHAMPS Group Purchasing offers members a MIPS reporting tool called MIPS*wizard*®. 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, MIPS*wizard* 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

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 recently announced it has surpassed the 20,000 member locations mark as it continues to establish itself as one of the top group purchasing organizations in the United States. Membership to CHAMPS Group Purchasing is free and provides savings across healthcare and commercial sectors including senior living, laboratories, community health centers, education, hospitality & entertainment and small and large businesses alike. With its national GPO partner Premier and aggregation partner Capstone Health Alliance, CHAMPS supports its member supply chain initiatives through their expertise in contract management, aggregation savings, supply chain technology and spend analytics.

CHAMPS Group Purchasing (GPO) 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. Offering comprehensive supply chain purchasing and automation from point of order to payment, the new platform will drive the efficiency of purchasing, invoicing and auditing for both members and suppliers of CHAMPS GPO.

CHAMPS recently finalized a series of agreements with Ohio-based suppliers thanks to the collaborative efforts of JobsOhio. These partnerships further solidify CHAMPS' commitment to supporting local, diverse and small business domestic suppliers to progress the economy of the communities it serves while supporting the needs of its membership nationally. The scope of the collaboration allows for additional contracting opportunities to become available for CHAMPS members in the future.

The Center for Health Affairs announced it has transferred the majority of its ownership of the CHAMPS Oncology assets to Q-Centrix, an industry leader in clinical data solutions, effective immediately. With this transaction, CHAMPS Oncology will be combined with Q-Centrix's oncology operations and will be a leading provider of oncology registry services to hospitals and health systems. Critical to patient care and required by the Centers for Disease Control and Prevention (CDC), CHAMPS Oncology collects, stores, and manages information throughout an individual's cancer journey. The data is then analyzed to define and monitor cancer incidence and determine where additional resources, expertise and funds should be allocated for optimal treatment.

**Children's Hospital Association**

16011 College Blvd., Suite 250
Lenexa, KS 66219
913-262-1436
<https://www.childrenshospitals.org>

Background

Children's Hospital Association is a membership organization of children's hospitals, health systems and related organizations providing primary, secondary, tertiary and quaternary care to children in their communities and beyond. The hospital, health system or pediatric organization is considered the member and its current employees and affiliated medical staffs are eligible to participate in various programs and services.

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. Children's hospitals are essential providers, setting the standard for the highest quality pediatric care while training the next generation of pediatricians. At Children's Hospital Association, we're here to bring children's hospitals together.

Strategy

Children's Hospital Association (CHA) brings together the clinical and administrative leaders of children's hospitals to create meaningful change in children's health care and child health. Through collaboration, improvement opportunities and advocacy, the organization can make progress on the issues facing children's hospitals and the communities they serve.

Executives

Mark Wietecha – CEO
Amy Wimpey Knight – President
Michelle Fogarty – Chief Financial and Administrative Officer
Torey Mack, M.D. - Chief Quality and Solutions Officer
Jennifer Gedney – VP, Supply Chain Services
Terri Lyle Wilson, RPh – Director, Pharmacy - Supply Chain Services

Programs and Services

Alongside its members, CHA champions policies, practices and performance improvements that enable children's hospitals to better serve children and families, focusing its efforts in areas of greatest impact: policy, quality and patient safety, and analytics to inform the decision-making of clinicians, policymakers, payers and providers.

- Collaboration - CHA offers programming that all children's hospitals and their leaders can get involved in and collaborate with their peers across the country.
- Improvement – CHA has created a learning environment that enables children's hospitals to share and learn from one another and industry experts and leverage pediatric-specific data.
- Advocacy - through partnerships and alliances with other hospital, professional and child health organizations, CHA leverages the collective influence of its member hospitals to benefit child health and children's health care.

Group Purchasing & Supply Chain

CHA connects pediatric hospitals to navigate the health care supply chain and ensures reliable supply of pharmaceuticals, supplies and medical devices to enable safe and effective patient care. CHA works together to:

- Create a competitive contracting portfolio that advances the triple aim of supply resiliency, cost reduction and clinically proven pediatric supplies for children's hospitals.
- Prevent and manage shortages of essential pediatric drugs and supplies by identifying strategies in partnership with hospitals and supplier partners.
- Identify best practices and maximize productivity of supply chain and pharmacy professionals through the pediatric supply chain network and benchmarking resources.
- Support hospitals' diversity, equity and inclusion aims by connecting hospitals to diverse suppliers and information to enhance their efforts.

Child Health Advantage is a purchasing program for physician practices that offers significant price savings on a broad portfolio of products and services, including vaccines, pharmaceuticals, medical/surgical supplies, capital equipment and business services. CHA was the first physician buying group dedicated to serving pediatrics specifically, and continues today as one of the largest and most competitive buying groups.

CHA's Value Analysis program is designed to help children's hospitals identify the most effective products for pediatric patients. The program complements local value analysis programs by providing opportunities to:

- Leverage a workflow management tool used by other children's hospitals.
- Review peer hospital programs to adopt common processes and templates.
- Participate in aggregate product purchasing by synchronizing decision-making for select purchasing categories.

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.

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

Vizient recently announced a new membership agreement with CHA that expands the scope of services and solutions for their participating hospitals. Since 2012, Vizient has provided CHA group purchasing services for supplies and medications, and now pediatric hospitals will be able to use several supply chain analytic tools that can help them achieve their cost savings goals while continuing to deliver the highest quality care to their patients. In 2020 alone, CHA's participating hospitals purchased nearly \$3 billion through Vizient's contracts. Through the new agreement participating hospitals from CHA will be able to benefit from the Vizient Savings Actualizer™ — Supplies, which provides access to the industry's largest repository of market data for health care supplies, customized analytics and benchmarking opportunities.



Commonwealth Purchasing Group

40 Court Street

Boston, MA 02108

617-426-2767

<http://www.cwpurchasing.com>

Background

Commonwealth Purchasing Group (CPG) was founded in 1998 by the Massachusetts League of Community Health Centers. CPG is a group purchasing organization (GPO) established to address economic issues facing health centers and nonprofit community service organizations.

Today, with more than 650 member organizations across 47 states, CPG negotiates deep discounts and significant savings opportunities. With over 65 nationally recognized vendors, CPG promises exceptional customer support and incomparable savings. Total purchasing reached \$350 million in 2019 and is estimated to be \$400 million in 2022. 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 is dedicated to serving community health centers and similar nonprofit human service organizations. CPG has carefully designed every policy and procedure for maximum effectiveness within its members' fields.

CPG's national Advisory Board is tasked with guiding its group purchasing program. The Board, comprised of senior staff from within its membership, and includes CEOs, CFOs, and COOs from diverse backgrounds.

Executives

Rick Bryant, MBA – SVP

Scott Halterman – VP, Strategic Operations

Phil DuBois – Manager, Member Resources Consultants

Programs and Services

CPG works with a range of leading national vendors across the product areas that matter to its members most. CPG also offers a number of regional contracts, designed to meet its members' specific needs. CPG's team regularly reviews vendor contracts to assure competitive pricing and high-quality services

CPG provides a wealth of benefits and services, tailored to address member needs, related products, purchasing practices, systems, and education. CPG arranges direct contractual relationships with every vendor. Vendors with national contracts include:

- 3Derm
- AT&T
- Bluenovo
- Capital Link
- Citziens Bank
- Dentrax Enterprise
- Edge BioMed
- Global Medical Staffing
- GSK
- Hilb Group
- Jackson Physician Search
- LanguageLine Solutions
- Midmark
- Office Depot
- Seqirus
- SX Industries
- Varo
- Weatherby Healthcare
- Abbott
- Audit Billing Center
- BlueStream
- Cardinal Health
- CompHealth
- Diverse Talent
- Emapp
- HCNetwork.org
- Home Depot
- MT Compliance
- Quest Diagnostics
- SFP Wealth
- TeleLanguage
- Verizon
- Afaxys
- Avante Health Solutions
- Call 4 Health
- Certintell Telehealth
- Connection
- Doximity
- Eeve Consulting
- Good Egg
- Heartland
- Innovative Cost Solutions
- JMT Consulting
- Masco Services
- MT Credentialing
- R&S Pharmaceutical
- Staples
- Toshiba
- VirtualMed Staff
- WelchAllyn
- Arcari Dental
- BDS
- Calloway Graphic
- CHG Healthcare
- Crossroads Group
- Edge
- FNP
- GRM
- Henry Schein Dental
- Jackson & Coker
- Lancaster Packaging
- McKesson
- MT Learning
- Sano Health
- STAT Bio-Medical
- TSI
- W.B. Mason
- ZurickDavis

Financial/Investor

CommonWealth Purchasing Group was founded in 1998 by the Massachusetts League of Community Health Centers —the Primary Care Association for the state. CPG is an independent group purchasing organization (GPO), meaning it contracts directly with each of its vendors; this allows CPG to establish, manage and maintain every aspect of the program.

Recent Activities

To help Federally Qualified Health Centers (FQHCs), community-based health centers and other facilities overcome recruitment challenges amid the nation's physician shortage, Jackson Physician Search, a firm specializing in the permanent recruitment of physicians, physician leaders and advanced practice providers throughout the U.S., and CPG extended its partnership to provide recruitment solutions and consultative resources to CPG members.



Community Health Ventures

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Alexandria, VA 22314

888-299-0324

<http://www.communityhealthventures.com>

Background

Community Health Ventures (CHV) is the business development affiliate of the National Association of Community Health Centers (NACHC). Founded in 2000 under the direction of health center leadership, CHV is tasked with creating solutions to the economic pressures facing health centers. By negotiating group-purchasing agreements for medical supplies and office supplies, insurance, staffing solutions, lab agreements and more, CHV helps health centers reduce costs.

Strategy

CHV gathers a dynamic group of health center thought leaders to advise the CHV team on health centers' challenges and possible solutions.

- Identify potential partner organizations committed to promoting the health center mission and understanding their operational challenges.
- Examine prospective partner organizations through a standardized process to validate the partners.
- Promote the value of the chosen partners to the health center market.

Executives

Gwen Siebert - Chief Operating Officer

Danny Hawkins – SVP

Robert Piacine – VP of Partner & Business Development

Rodrigo Peredo – VP of Sales and Customer Service

Alex Vactor – VP of Business Affairs

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.

ViP is a partnership with Provista-Vizient, the largest GPO in the country. The program offers over 1 million items and services at discounted rates. Over 1,000 health centers are enrolled in the program. Savings achieved of more than \$145 million and more than \$1 billion in total purchases by health centers utilizing VIP since 2006. Featured partners include:

- Provista
- Benco Dental Nonstop
- Quidel
- Vizient
- Hillrom
- OptMed

Preferred Medical Distributors

- Cardinal Health
- Henry Schein
- Medline
- Concordance Healthcare Solutions
- McKesson
- NDC

- Value in Staffing, is a partnership with Merritt Hawkins and Staff Care, organizations owned by AMN Healthcare, the largest staffing company in the country. Through ViS, health centers access discounted rates on permanent placements and locum tenens.
- Value in Lab, a collaboration between LabCorp, the Texas Association of Community Health Centers (TACHC) to offer extensive discounted lab services.
- 340BetterSM, 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.
- Delta Purchasing Alliance - as created in partnership with Community Health Best Practices, a Health Center Controlled Network (HCCN). The DPA builds on the benefits of the Value in Purchasing (ViP) Program.

Financial/Investor

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

Recent Activities

Optomed, a leading manufacturer of handheld fundus cameras globally, recently signed a marketing and sales agreement with CHV as one of their preferred medical device manufacturers. Now, Community Health Centers across the nation can benefit from Optomed’s integrated diabetic retinopathy screening devices, software and Artificial Intelligence solutions at discounted rates through CHV’s health center programs.



Defense Logistics Agency

8725 John J. Kingman Road
 Fort Belvoir, VA 22060-6221
 877-352-2255
<https://www.dla.mil/>

Background

As the nation's combat logistics support agency, the Defense Logistics Agency (DLA) 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'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
- Strong Partnerships
- Always Accountable
- Global Posture
- Whole of Government
- People and Culture

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 \$41.8 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 mission is to "deliver readiness and lethality to the Warfighter Always and support the nation through quality, proactive global logistics." To accomplish this mission, DLA has a staff of about 26,000 employees divided into multiple supply chains that contract for material and services across the military classes of supply, to include: subsistence (food/water), clothing and textiles, bulk petroleum and other energy products, construction material and equipment, personal demand items, medical material and equipment, and repair parts for land, sea and air systems.

Executives

Reporting to the DLA Director are six major subordinate commands. Four of these are buying commands: DLA Aviation, DLA Land and Maritime, DLA Troop Support and DLA Energy. These commands are directly responsible for meeting the military services' needs for spare parts, fuel, food, medical supplies and other commodities. DLA Distribution provides storage and distribution services, while DLA Disposition Services provides "reverse logistics," disposing of excess and hazardous material from the military services and DLA.

- Michelle C. Skubic, VADM, SC, U.S. Navy - Director, DLA
- Brad Bunn – Vice Director, DLA
- Eric Smith - Chief of Staff, DLA
- Tomeka O'Neal, CSM, U.S. Army – Senior Enlisted Leader, DLA

Programs and Services

- DLA Troop Support – Philadelphia, PA - Manages the supply chains for food, textiles, construction material, and medical supplies and equipment, including pharmaceuticals.
- DLA Land and Maritime – Columbus, OH - Manages the supply chain for ground-based and maritime weapons systems repair parts, consumable hardware, small arms parts and fluid-handling systems
- DLA Aviation – Richmond, VA - Manages the supply chain for aviation weapons systems repair parts, flight safety equipment, maps, consumable hardware, environmental products and industrial plant equipment.
- DLA Energy – Fort Belvoir, VA - Manages the supply chain for petroleum and lubrication products, alternative fuel/renewable energy, aerospace energy; provides fuel quality and technical support, fuel card programs and installation energy services.
- DLA Distribution – New Cumberland, PA - Provides storage and distribution solutions and management, transportation planning and management, logistics planning and contingency operations; operates a global network of distribution centers.
- DLA Disposition Services – Battle Creek, MI - Disposes of excess property by reutilization, transfer and demilitarization; conducts environmental disposal and reuse.

- DLA Indo-Pacific – Hickam, HI - The agency’s primary liaison to U.S. Indo-Pacific Command, U.S. Forces Korea, U.S. Forces Japan and U.S. Alaskan Command, providing a unified DLA interface for warfighters throughout the area of responsibility
- DLA ClientCom & SoCom – MacDill AFB, FL - The agency’s primary liaison to U.S. Central Command and U.S. Special Operations Command, providing a unified DLA interface for warfighters throughout the area of responsibility.
- DLA Europe & Africa – Kaiserslautern, Germany - The agency’s primary liaison to U.S. European Command, NATO and U.S. Africa Command, providing a unified DLA interface for warfighters throughout the areas of responsibility

DLA Troop Support is a Major Subordinate Command of the Defense Logistics Agency located in Philadelphia, PA, with a global presence including offices in Europe & Africa and the Pacific regions. It is responsible for four supply chains which provide our nation’s military and government partners with: food and feeding equipment; clothing and textile items; construction and equipment materiel ranging from lightbulbs to bulldozers; and medical materiel and pharmaceuticals.

DLA Troop Support provides more than \$19B in support to 51k global customers through a network of 3.7k suppliers, delivering optimal, global supply chain solutions with a focus on world-class performance and strong partnerships in support of national defense, humanitarian assistance and disaster relief. Total FY20 sales = \$19.1 billion (Medical FY20 Sales = \$7.4 billion)

- Medical
- Medical/Surgical
- Vaccines
- Bandages & Military Dressings
- Capital Equipment/Turnkey
- Pharmaceuticals
- War Reserve/Readiness
- Nerve Agent Antidotes
- Medical Assemblies/Kitting



HGP Group

3 Cedar Brook Drive
 Cranbury, NJ 08512
 609-395-8616
<http://www.hgpgroup.com>

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. HPG offers rebates and/or discounts on over 1,000,000 products and services.

Strategy

HPG’s objective is to save money for members by combining purchasing power in order to achieve a lower cost of goods and services.

Executives

John Giampolo – President
 Mark Oliva – EVP
 Patty Buchner – Director of Operations

Programs and Services

The MCR Program® 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
- Easy online and mobile ordering
- Best in-class added-value services
- High quality products and services
- Best deals flagged online
- 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

**HealthTrust Purchasing Group**

1100 Dr. Martin L. King Jr. Boulevard, Suite 1100
Nashville, TN 37203
615-344-3000
<https://www.healthtrustpg.com>

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's purchasing power is approximately \$45 billion and it serves 43,000 alternate sites.

HealthTrust also offers a comprehensive set of advisory services to help healthcare providers make the most of its supply chain, workforce and clinical integration capabilities. That heritage is shared with the company's sister company, Parallon.

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.

HealthTrust's partner, 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. Parallon has 19 operational locations across the country.

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.

HeathTrust's members are minimally 80 percent [compliant](#) to contract terms. Compliance is reviewed at the facility and IDN level. The goal is to be 100 percent aligned on clinical decisions, contracting strategy and implementation. HeathTrust's contracting philosophy of one-price-for-all has proven to be the standard bearer in the industry in providing sustainable price advantage.

Executives

Ed Jones – President/CEO

Michael Berryhill – COO

John Paul – CFO

John Young – Chief Medical Officer

Michael Seestedt – CIO

Jocelyn Bradshaw – SVP, Supply Chain, Strategic Sourcing

Allen Wright – SVP, Sourcing

James Hallock – SVP, CoreTrust

Shelly Workman - SVP, Supply Chain Solutions

Joey Dizenhouse – SVP, Head of Pharmacy Services

Programs and Services

Clinical Integration

Strengthen hospital supply chain decisions with an evidence-based and physician-led approach.

- Physician Advisors Program - HealthTrust physician advisors comprise a growing team of supply-chain-savvy clinicians who are becoming champions for change in their own facilities and institutions. These current and future leaders partner with operators to implement its new, clinically integrated approach to supply utilization.
- Clinical Research and Education conducts exhaustive literature searches and creates comprehensive evidence reviews on products, devices and technologies.
- Clinical Data and Analytics - the 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. Utilization, cost, length of stay and outcomes information are also collected on post-acute care providers so hospitals can manage entire episodes of care. The database will soon expand to include purchasing data, enabling organizations to study product efficacy and drug cost in large populations.

- The 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.
- inSight Advisory – the clinical team is comprised of operators with first-hand knowledge of effective care redesign, medical device sourcing and service line management strategies.

Workforce

HealthTrust Workforce Solutions® offers labor management solutions that improve patient care and employee satisfaction, enhance operational performance and save money. With a national scope and local delivery, HealthTrust's Staffing and Recruiting Services address nursing shortages and physician and interim leadership recruitment challenges.

HealthTrust also provides a wide range of Educational Services, including a revolutionary nurse training program and curriculum for the most advanced nursing specialties. The Credentialing Services employ the highest level of verification, ensuring patient safety and reducing risk.

Supply Chain

HealthTrust's committed model delivers unprecedented savings on supplies while its advisory boards ensure members are aligning around the highest quality products. HealthTrust extends those advantages to non-acute care sites (through its AdvantageTrust GPO) and non-healthcare organizations (through its CoreTrust GPO).

For physician-preference items, members have the flexibility to customize contracts as dictated by local market conditions. As the only GPO that has implemented a total spend management program for the country's largest IDN, HealthTrust passes on its operator advantage to providers, sharing best practices for optimizing operations across the healthcare continuum.

Group Purchasing

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 the industry's most comprehensive portfolio.

Core Portfolio

- Capital Equipment Group Buy program offers an effective process to purchase a full range of clinical equipment, including in the areas of 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 ensure broad visibility and value, allowing for high compliance at the best price.
- HealthTrust Pharmacy Services is uniquely positioned to help pharmacy directors make fiscally responsible contracting decisions while assisting them in achieving the clinical and financial metrics set by their facilities.
 - 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.
- Energy - procurement service delivers an average of 15 percent savings on deregulated natural gas and electricity.
- Facility Infrastructure - solutions represents 100+ top-quality suppliers that can be engaged to meet facility start-up construction, renovation or operating needs.
- Food & Nutrition procurement agreements also includes regional fresh food programs that enhance local sourcing needs including produce, dairy, bakery, ice cream and others products.
- Human Resources - portfolio delivers flexible programs across a broad spectrum of categories.
- Indirect & Logistics - leverages the combined volume of 1400 healthcare members hospitals with over 1000 commercial members to establish a broad and market leading portfolio of non-clinical products and service offerings.
- Information Technology - purchasing model addresses long-term IT requirements.
- Purchased Services - Valify Solutions Group, the first and only tech-enabled group purchasing organization dedicated to managing purchased services in healthcare, helps operators realize significant savings on purchased services.

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 |
| • ROi’s Medical Device Implant Solutions | |

Custom Sourcing

HealthTrust guides providers in customizing contracts for physician preference items. Likewise, HealthTrust and Valify have launched Valify Solutions Group. Both GPOs conduct Aggregated Sourcing Events in new categories across industry sectors. HealthTrust applies its sourcing expertise and tools — including clinical and spend analytics technology — to improve purchasing habits in high-spend areas that include blood products, waste disposal, drug-eluting stents and orthopedic implants.

Clinical experts from the 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, including interventional cardiology, cardiac rhythm management, cardiac ablation, vascular surgery, structural heart and program implementation strategies.
- Orthopedics, including hip and knee implants, trauma, sports medicine and small joints.
- Spine hardware and osteobiologics, particularly the identification of truly innovative devices in this high-growth market.

Valify Solutions Group helps providers discover 10 to 25 percent savings on everything from janitorial and security services to medical cylinder gases and transcription.

For commodities of interest across multiple verticals—from healthcare to hospitality—double-digit savings have been demonstrated by aggregated sourcing events led by CoreTrust, the commercial GPO division serving large corporations and private equity firms. Uniforms, linens, packaging supplies and pallets are a few of the categories where members have driven meaningful value through these one-of-a-kind sourcing events.

Financial/Investor

HealthTrust is organized as a limited partnership. A wholly-owned, indirect subsidiary of HCA Healthcare, Inc. is the general partner and operates the partnership.

Recent Activities

HealthTrust announced that Hoag Memorial Hospital Presbyterian (Hoag) and its subsidiaries planned to convert to the HealthTrust GPO portfolio of contracts for products and services as well as utilize ancillary supply chain solutions effective December 1, 2021. The integrated health system anticipates immediate and significant value from conversion to HealthTrust supplier contracts. In addition, the companies will collaborate on dynamic improvement strategies addressing purchased services, facility and infrastructure operations and maintenance, capital equipment and construction/renovation projects.

HealthTrust and Steward Health Care, the largest private, physician-owned and led hospital system in the U.S., announced a long-term extension of the companies' exclusive agreement for supply chain and GPO support services. Steward Health Care's business model was built to transform healthcare by unlocking access to the highest-quality, value-driven care for patients where they live and work. As integrated institutions, Steward's hospitals function on a community model, engaging with local employees and other stakeholders as valued partners. The Dallas-based hospital system currently operates 39 hospitals around the world, including Arizona, Arkansas, Florida, Louisiana, Massachusetts, Ohio, Pennsylvania, Texas, Utah and the countries of Colombia and Malta.

HealthTrust announced that El Camino Health signed an agreement for GPO and ancillary services and planned to join HealthTrust's member roster in the fourth quarter of 2021. In support of El Camino Health's strategic supply chain priorities, HealthTrust will deliver Day 1 value-enhancing contracting and analytical capabilities for clinical and non-clinical supplies and services, purchased services, pharmacy, construction and food services.

HealthTrust, along with its commercial GPO counterpart, CoreTrust, announced the acquisition of EasiBuy, a full-service reverse-auction technology company specializing in cooperative sourcing for government agencies. Aided by HealthTrust's procurement expertise, analytics and scale, EasiBuy will launch a Lead Agency Procurement Organization (LAPO) model aimed at erasing the double-digit differentials that government agencies frequently pay versus private sector GPO contracts, through negotiation of multi-jurisdictional public sector cooperative agreements.

HealthTrust and Tenet Healthcare, a diversified integrated delivery network consisting of more than 600 care settings across the U.S., announced the renewal of the companies' agreement to elevate supply chain performance and support clinical operations. In renewing the GPO agreement, HealthTrust and Tenet will expand clinical integration capabilities to optimize the contract portfolio. In addition, HealthTrust will support Tenet's expansion of service-line operations, notably its USPI ambulatory platform of surgery centers and surgical hospitals. Tenet will also participate in HealthTrust's co-managed joint venture to produce personal protective equipment (PPE) in the U.S.

**HPS**

3275 North M-37 Highway
Middleville, MI 49333
800-632-4572
<https://hpsgpo.com>

Background

HPS is a group purchasing organization that serves the needs of more than 4,100 Members in 31 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 negotiates the best prices possible with vendors or manufacturers for essentially every type of product its Members would need—from copier paper to food to equipment to cleaning supplies and everything in between and beyond. Because of the volume of products Members purchase, HPS's vendor partners are able to provide significantly reduced pricing on those products.

In 2017, HPS signed an agreement with Resource Optimization & Innovation (ROi), a provider-owned supply chain organization now owned by HealthTrust, for access to ROi's comprehensive cost management and supply chain services. Through the 10-year agreement, effective January 13, 2017, ROi serves as the exclusive GPO for HPS' national contract portfolio.

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 puts vast purchasing power in its Members' hands without losing focus on their individual needs. HPS offers Members access to more than 150 contracts through which they can purchase essentially everything they would need to run their operations. In addition, Members enjoy a purchasing program for furniture and equipment, and an in-house interior design program.

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

Partnerships

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

Programs and Services

- Evaluation of Spending
- Quarterly Financial Audits
- HPS Member-Only Website
- HPS Member Communications

Value-Added Offerings

- Contract Analysis Tool helps members evaluate and manage their dietary spending.
- Furniture, Finishes & Equipment
- Interior Design
- Menu Planner

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
- Cleanwaste for sanitary bags
- 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
- Coast Healthcare for nurse call components
- Cure Medical for urology products
- 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
- Kimberly-Clark for sanitary paper products
- Label Tape Systems for identification label systems
- McKesson Medical-Surgical, Extended Care
- 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
- SPAN America for beds and mattresses
- Surgical Safety Scanner for surgical instrument RFID tracking

Pharmacy Vendors - LifeLine Pharmaceuticals for pharmacy services
Therapy Services – Concept rehab

Financial/Investor

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

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.

**MAGNET Group**

4823 East Trindle Road, Suite 300
Mechanicsburg, PA 17050
717-763-5555
www.magnetgroup.com

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.

As a specialty Group Purchasing Organization (GPO), MAGNET's portfolio is focused on capital and small medical equipment, facilities related products, select medical products, HR services, technology, and purchased services.

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 products. In addition to its portfolio of well-known brands, MAGNET is constantly searching for new, innovative products and services to offer to its facility members. MAGNET believes that purchasing options and flexible participation requirements allow members to adapt their purchasing habits as their needs change.

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	6
• Biomedical	9
• Cardiology/Patient Monitoring	6
• COVID-19	11
• Dietary/Food Services	5
• Facilities/Housekeeping	27
• Furniture	7
• Human Resources	3
• ICU/Neonatal/OB/GYN	6
• Infection Control	11
• Information Technology	10
• Laboratory	4
• Medical Equipment Rental	3
• Medical Surgical	29
• Miscellaneous Products/Services	12
• Neurology and Sleep Studies	1
• Pain Management	2
• Patient Handling	3
• Pharmacy	3
• Physical & Occupational Therapy	3
• Pulmonary Medicine	6
• Radiology	18
• Supply Chain	6
• Surgery/OR/ER/SPD	26
• Uniforms	3
• Wound Care	10

Recent Activities

CareSimple, the platform simplifying remote patient monitoring (RPM) for virtually all patients, and MAGNET entered into a strategic supplier relationship to make CareSimple the first RPM platform of its specialty medical solutions.

Esaote North America announced a three-year contract with MAGNET. The new agreement provides MAGNET members full access to Esaote North America's comprehensive imaging portfolio and services. This includes the MyLab™ Ultrasound portfolio and the Dedicated MRI product line.

**PDM Healthcare**

24700 Center Ridge Rd # 110
Westlake, OH 44145
440-871-1721
<http://www.pdmhealthcare.com>

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**Supply Chain Management and Distribution**

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.
- Formulary & Resource Management Standards
- Business Development - Sharing Supplier Mart Share and Marketing and Sales Support.

Consulting

- Project Planning
- Business Plan Development
- Data Mining and Analytics
- Research Support and Outcomes Evaluation

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, Inc.**

13034 Ballantyne Corporate Place
Charlotte, NC 28277
704-357-0022
<https://www.premierinc.com>

Background

Premier, Inc. (Premier) is a leading healthcare improvement company, uniting an alliance of more than 4,400 U.S. hospitals and health systems and approximately 225,000 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 plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide.

Total GPO purchasing volume by all members participating in its GPO was more than \$69 billion and \$67 billion for the calendar years 2020 and 2019, respectively.

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.
- Capitalize on growth opportunities and maintain market-leading position through further penetration of supply chain and enterprise analytic markets.

Executives

Mike Alkire – President & CEO

Leigh Anderson – President of Performance Services

Andy Brailo – Chief Customer Officer

Kaycee Kalpin – Chief Marketing Officer

David 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

Supply Chain 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 3,100 contracts with over 1,350 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.

In addition to our core base of approximately 4,400 acute care healthcare providers, the Premier Alternate Site Program, one of the largest in the United States which covers over 80 classes of trade, had approximately 225,000 active members as of June 30, 2021, which represents an increase of approximately 25,000 members, or 13%, over fiscal year 2020.

A number of these alternate site members in the Premier Alternate Site Program are affiliated, owned, leased, or managed by members and received a revenue share from Premier based upon its collected gross administrative fees on their members' purchases.

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 – As a SaaS provider of technology solutions, we enable hospitals and other organizations to analyze, benchmark and source purchased service contracts independent of any existing GPO affiliation.

Supply Chain Co-Management – Premier manages and co-manages the supply chain operations for members to drive down costs through processes, including value analysis, product standardization and strategic resource allocation and improved operational efficiency.

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 – is intended to provide a means to invest in businesses that can supply shortage products, co-fund the development of affordable products that address specific market needs and create strategic sourcing contracts to ensure continuous supply.

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® Performance Group - 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, 2021, approximately 1,100 U.S. hospital members, which represent over 114,000 hospital beds, participated in the ASCEND Collaborative. For calendar year 2020, these member participants had approximately \$20.4 billion in annual supply chain purchasing spend.

SURPASS® Performance Group - 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, 2021, a core group of 19 members representing approximately 47,500 hospital beds participated in the SURPASS Collaborative. For calendar year 2020, these member participants had approximately \$10.0 billion in annual supply chain purchasing spend.

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.

Performance Services

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.

PREMIERCONNECT platform allows Premier to deliver applications that are highly flexible and extendable across healthcare delivery systems. Premier leverages advanced data science in its informatics applications to help members make smarter cost and quality decisions.

Premier Applied Sciences represents over 20 years of data from more than 1,000 hospitals spanning multiple therapeutic areas. A research team including clinicians, epidemiologists, health economists, health services researchers, statisticians and other subject matter experts leverage the dataset to deliver real world evidence, in partnership with life science innovators.

Consulting Services

Premier's consulting services seek to drive change and margin improvement, quality of care and patient safety, and prepare members to succeed in a value-based care environment. Premier's advisory services business leverages its technology platform to deliver margin improvement services at scale for its provider membership.

Premier's consulting services offer expertise and performance improvement capabilities in the following areas: care coordination and physician engagement, clinical, financial and operational performance, facilities and capital asset management, organizational transformation, physician preference items (PPI), reform readiness assessment, clinical integration and value based care operations and analytics, purchased services assessment, revenue cycle management and recovery audit contractor (RAC) readiness, service line improvement, strategic and business planning and supply chain transformation

Performance Improvement Collaboratives

Through its QUEST Collaborative, Premier works with its members to identify improvement opportunities and best practices and engage them to participate in performance improvement exercises using identified best practices, to collaborate to define performance goals and to use healthy competition to drive performance improvement.

Bundled Payment Collaborative assists members in their participation in the CMS Bundled Payments for Care Improvement Initiative, an initiative by which organizations enter into payment arrangements that include financial and performance accountability for episodes of care.

Population Health Management Collaborative, or PHM Collaborative, is focused on helping members develop and implement effective models of care and payment for connected groups of providers who take responsibility for improving the health status, efficiency and experience of care (quality and satisfaction) for a defined population (i.e., accountable care organizations) and how to align this care redesign with new value-based payment arrangements.

Insurance Management Services assist U.S. hospital and healthcare system members with liability and benefits insurance services, along with risk management services.

Contigo Health – Direct to Employer Business: provides full-service, member-focused, value-based care third party administrator services with focus on benefit plan administration, value-based care and the creation and management of innovative health benefit programs through the Centers of Excellence program.

Remitra – Electronic Invoicing and Payables Platform: with a core focus on the U.S. healthcare market, Premier provides health systems and suppliers cost management solutions with its cloud-based procure-to-pay technology designed to support greater efficiencies in the procurement process through automated purchasing and payment solutions.

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[®], 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

Six Months Ended December 31, 2021

(\$000)	2021	2020
Net Revenue		
Supply Chain Services	\$318,116	\$287,661
Products	\$230,196	\$295,085
Total Supply Chain Services	\$548,312	\$%82,746
Performance Services	\$196,059	\$186,968
Total Revenue	\$744,362	\$769,714
Net income from continuing operations	\$198,538	\$202,432
Adjusted EBITDA		
Supply Chain Services	\$263,549	\$221,590
Performance Services	\$62,725	\$73,724
Total segment adjusted EBITDA	\$263,719	\$235,561
Corporate	(\$59,753)	(\$59,552)
Total	\$235,561	\$288,661
Adjusted net income	\$149,553	\$176,760

Source: Premier Inc. Q2 FY 2021 10Q; AMI work product 2022

Fiscal Year Ended June 30

(\$00)	2021	2020	2019
Supply Chain Services	\$1,343,634	\$952,763	\$855,180
Performance Services	\$377,518	\$346,829	\$362,458
Net revenue	\$1,721,152	\$1,299,592	\$1,217,638

Source: Premier Inc. FY 2021 10K; AMI work product 2022

Recent Activities

PINC AI™, the technology and services platform of Premier, launched INsights, an enhanced self-service healthcare solution for the creation of customized, on-demand analytics. INsights is a vendor-agnostic analytics platform that accesses PINC AI's cleansed, standardized, and risk-adjusted healthcare data, covering more than 45 percent of all U.S. hospital inpatient discharges.

The PINC AI™ Applied Sciences (PAS) team, and Mölnlycke, a world-leading medical solutions company, today announced the initiation of a clinical trial to evaluate the value of hospital-wide patient bathing and the impact of specialized protocol training, education and compliance auditing on reducing hospital-acquired infections (HAIs).

GRAIL, LLC, a healthcare company whose mission is to detect cancer early when it can be cured, announced a collaboration with Premier, Inc.'s PINC AI™, an advanced technology and services platform that provides artificial intelligence-enabled clinical performance improvement technologies, to support patient access to Galleri®, GRAIL's groundbreaking multi-cancer early detection blood test.

Contigo Health LLC, a subsidiary of Premier, announced a new partnership with OhioHealthy Plans, LLC (OhioHealthy). As part of this agreement, Contigo Health, which collaborates with providers and employers to deliver products that offer health plan members the best possible care, will serve approximately 43,000 OhioHealthy members.

Pipeline Health System, an independent network of hospitals across California, Texas and Illinois, selected Premier, to drive operational excellence and margin improvement opportunities across its facilities nationwide. Pipeline Health will have access to Premier's supply chain services, including its group purchasing organization (GPO), supply analytics and PINC AI™ Margin Improvement technology.

Premier and Resilinc, the leading supply chain monitoring, mapping and resiliency solution, announced a new collaboration to drive greater supply chain transparency, risk mitigation and business continuity for U.S. healthcare providers.

Premier and 11 leading health systems acquired a minority stake in Exela Holdings, Inc., the holding company of Exela® Pharma Sciences, LLC, to secure vital supply of pharmaceutical products and support domestic production. Under the arrangement, participating Premier member health systems are expected to have uninterrupted supply of 19 pharmaceutical products, including several generic injectables that frequently appear on the U.S. Food and Drug Administration's drug shortage list, as well as 503B pharmaceutical products made by Exela. Exela primarily sources active pharmaceutical ingredients (APIs) from the United States and Europe, and manufactures finished-dose products in its recently expanded state-of-the-art U.S. manufacturing facility in Lenoir, NC. Exela's manufacturing capacity provides participating Premier members with a unique opportunity to bolster the supply of critical products and support domestic manufacturing infrastructure.

ChristianaCare, one of the nation's most dynamic healthcare providers headquartered in Wilmington, Delaware, selected Premier Inc.'s industry-leading supply chain solutions, to drive technology-enabled operational efficiencies, quality improvement and revenue enhancement opportunities across the system. As a new member of Premier, ChristianaCare gains access to an innovative technology suite, benchmarking analytics and a dedicated team of subject-matter experts proven to safely reduce costs, propel margin improvement and power overall growth. Premier will also work with ChristianaCare to strengthen and accelerate the execution of an evidence-based, technology-enabled, clinically integrated supply chain.

UnityPoint Health, a leading network of hospitals, clinics and home care services across the Midwest, partnered with Premier to foster optimal management of its supply chain portfolio and support high-value healthcare. This new partnership will allow UnityPoint Health to tap into Premier's comprehensive offerings, including its supply chain services and group purchasing organization (GPO), PINC AI™ technology platform and a focused team of experts to strengthen the execution of a clinically integrated supply chain. UnityPoint Health will also implement Premier's service line analytics, which provide insights on pharmaceutical spend and clinical trends to reduce high-cost drug utilization and improve outcomes.

**Veira Medical Group**

228 Park Avenue South
New York, NY 10003
<https://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. Veira's main goal is to help all practices and facilities with their everyday costs.

Executives

Kathy Ertlmaier – Director of Sales
Sherri Moeser – Manager

Programs and Services

Veira negotiates discounts for members on products and services they already buy. Most of the vendors and distributors Veira has contracts with have different tiers for different discount levels. The higher the tier, the higher the discount.

Different vendors and distributors have different qualifications for a higher tiers, such as a minimum annual spend or a percentage loyalty commitment.

- Medical / Surgical - over 2 million products covered, from wound care to surgical instruments.
- Pharmaceutical Discounts - on top manufacturers, from Merck to Pfizer to GSK.
- Laboratory – helps reduce laboratory expenses.
- Ancillary – reduce other expenses.

Surgery Centers

Veira has developed one of the best programs for surgery centers in the industry with unmatched pricing. This was accomplished through key partnerships and overall pricing contracts with manufacturers.

- IV Solutions & Sets
- Gloves
- Endoscopy Equipment
- Capital Equipment, Lights, & Tables
- Adhesives, bandages, dressings and sponges
- Surgical Instruments & Scopes
- Patient & Surgical Disposables
- Custom Surgical Packs

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

- | | |
|---|--------------------------------|
| • Needles & syringes | Gloves |
| • Point-of-care testing reagents and supplies | Electromedical |
| • Parenteral products | Woven and nonwoven goods |
| • Adhesives, bandages, dressings and sponges | Wound sutures |
| • Surgical instruments and devices | Metals/plastics/paper products |



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

Jim Tisdale – Acting COO, Procurement and Logistics

Rick Lemmon – Executive Director, Procurement

Lenearo Ashford – Acting 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

The Biden-Harris administration submitted to Congress the president's budget for fiscal year 2023. To fulfill this promise, the Department of Veterans Affairs' total FY 2023 budget request is \$301.4 billion, an 10.6% increase above the 2022 Enacted Budget (with rescissions). This includes a discretionary request of \$139.1 billion (with medical care collections), an 18.8% increase above the 2022 Enacted Budget (with rescissions). The 2023 mandatory funding request totals \$161.3 billion, an increase of \$5.1 billion or 3.3% above the 2022 Enacted Budget. The president's 2023 budget request for VA includes:

Support VA medical care. The budget provides \$122.7 billion (with collections), 21.3% above the 2022 enacted budget, to meet the medical needs of Veterans. In addition to fully funding inpatient, outpatient, mental health and long-term care services, it supports programs that improve VA health care quality and delivery, including investments in training programs for clinicians, health professionals and medical students. The budget also further supports VA's preparedness for regional and national public health emergencies.

Improve Veterans' mental health care services. The budget provides \$13.9 billion for VA mental health care, which offers a system of comprehensive treatments and services to meet the needs of each Veteran and the family members involved in the Veteran's care.

Prioritize Veteran suicide prevention. The budget provides \$497 million to support the administration's Veteran suicide prevention initiatives.

Increase women Veterans' health care. The budget invests \$9.8 billion for all of women Veterans' health care, including \$767 million towards women's gender specific care.

Address environmental exposures. The budget increases resources for hiring additional claims processors and advancing claims automation and modernization efforts to speed processing new presumptive disability compensation claims related to environmental exposures during military service. It also invests \$51 million within VA research programs and \$63 million within the VA medical care program to increase scientific understanding of and clinical support for Veterans and health care providers regarding the potential adverse impacts from environmental exposures during military service.

Support cancer moonshot and precision oncology. The budget invests \$81 million in research and \$167 million in medical care funds for precision oncology to provide the best possible cancer care for Veterans and support the cancer moonshot's goal to end cancer as we know it today.

Invest in human infrastructure. This budget will allow the VHA to invest in people and technology to improve the hiring experience for applicants, managers, and human resource professionals; support an additional 28,963 full-time equivalent personnel; develop and implement staffing models throughout VA; promote strong labor relations with our national unions; and lead the post-pandemic occupational safety and health planning and programs.

**Vizient Inc.**

290 E. John Carpenter Freeway
Irving, TX 75062
972-830-0000
www.vizientinc.com

Background

Vizient, Inc. (Vizient) provides solutions and services that improve the delivery of high-value care by aligning cost, quality and market performance for more than 50% of the nation's acute care providers, which includes 97% of the nation's academic medical centers, and more than 20% of ambulatory care providers.

Vizient provides expertise, analytics and advisory services, as well as a contract portfolio that represents more than \$110 billion in annual purchasing volume, to improve 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.

VHA also owned Provista, the enterprise's supply chain company serving the non-acute market as well as government, education, and business sectors. 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.

In 2016, Vizient acquired MedAssets' Spend and Clinical Resource Management (SCM) segment, which included Sg2 health care intelligence. In 2020, Vizient acquired health care consulting firm Soriant to extend the capabilities of its Purchased Services solutions.

In 2021, Vizient acquired Intalere, which enables Vizient to further meet the growing needs of its diverse membership and customer base, including academic medical centers, health systems, community hospitals, rural hospitals and ambulatory care providers.

Strategy

Through the alignment of cost, quality and market performance, Vizient helps members improve and fortify their market presence so they can concentrate on what they do best: provide high-quality care for patients. Vizient's partnership model, together with members, builds holistic solutions that serve as catalysts to shape excellence in care delivery at each organization.

Strategic Growth

- System of CARE transformation
- Patient activation
- Payment innovation

Operations and quality

Improvement-focused operational and quality solutions:

- Clinical quality and care variation
- Workforce optimization and engagement
- Operational efficiency
- Reliability and safety

Supply chain

Cost-effective, efficient supply chain services:

- Medical-surgical supplies
- Clinical preference items
- Purchased services
- Capital, construction and facilities
- Supply chain operations and resilience

Pharmacy

Clinically-driven sourcing, cost management revenue-generating pharmacy services:

- Best-in-class contract portfolio and private-label program
- All classes of trade and types of spend
- Supply assurance solutions that prioritize essential medications
- Cost management solutions
- Clinical insights and operations
- Ambulatory support for specialty, home infusion, 340B and managed care

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

Irene Thompson – Executive Advisor to the CEO

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

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

Dan Kistner – Group SVP, Pharmacy

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

Programs and Solutions

Strategic Growth

- Ambulatory Care
- Service Line Management
- Direct to Employer
- Physician Alignment Consulting
- Value-based Care

Operations and Quality

- CDB | healthcare analytics platform for clinical benchmarking
- Workforce Optimization
- Become a high reliability healthcare organization
- Operational Effectiveness
- Clinical Operations and Quality Consulting

Supply Chain

DataLYNX is becoming Vizient Data Management Platform to support the rapid evolution of health care data management needs to drive supply chain operational improvement with enhanced technology solutions, partnerships, and actionable analytics to help members make informed decisions quickly.

- Improved data accuracy, depth and functionality
- Single source of truth for broader data sets across financial, clinical and supply
- Enhanced product advisor support and custom data services created by experts

Vizient Savings Actualizer – 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.

Pharmacy Solutions - helps to redefine pharmacy as a strategic contributor in a hospital's ability to reduce pharmaceutical spend while improving outcomes. Pharmacy analytics solutions help optimize product access, manage drug spend and identify new opportunities across acute and non-acute settings. Vizient has access to extensive, reliable data from daily data feeds providing visibility into \$87B in pharmaceutical spend.

Vizient Savings Actualizer: Pharmacy Module - provides access to the industry's leading portfolio across more than 12,000 products and enables members to maximize and track opportunities through analytics and reports.

Pharmacy Consulting - uses data-driven insights to help members achieve impressive cost efficiencies, performance gains, and clinical improvements in their pharmacy operations.

- 340B Program consulting:
- Specialty pharmacy consulting

Alluma - a Pharmacy Benefits Illuminator, is shifting the focus back to patient care by creating a new entity that is uniquely aligned to the needs of its clients and their members. As a Pharmacy Benefits Illuminator, Alluma negotiates on the same side of the table as its clients, helping them uncover opportunities that optimize their benefits programs while supporting better health outcomes. Health system-owned and aligned, Alluma is helping to create a marketplace that does right by everyone, not just PBMs and pharmaceutical makers.

Acentrus Specialty enhances specialty pharmacy access and control for health systems and hospitals—from academic medical centers and community hospitals to integrated delivery networks. Participation is open to organizations of all sizes and types—regardless of GPO affiliation.

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, in April 2022, announced 97 new, renewed or expanded member agreements in 2021, including academic medical centers, community hospitals, integrated health delivery networks and non-acute health care providers. The agreements reflect the value of Vizient’s solutions and services for health care providers.

Vizient announced a strategic agreement with Phrase Health, a clinical process improvement analytics company, to offer quality improvement workflow and process solutions for improving patient outcomes. The partnership provides a platform for Vizient’s Clinician Decision Analytics offering, which will enable Vizient member health care organizations to capture near real-time data from electronic health records and gain insights into clinician ordering practices.

Vizient announced that remdesivir, an anti-viral agent used in the treatment of COVID, now tops its list of drugs by total member spend, replacing the anti-inflammatory adalimumab (Humira), which has fallen to the No. 2 spot. Remdesivir, which came to market in 2020, currently makes up 3.42%, amounting to over \$1 billion, of total Vizient member spend among all pharmaceuticals analyzed in the semi-annual report.

Kaufman, Hall & Associates, LLC, a strategic advisor for healthcare systems and providers, and Vizient announced that Vizient will make a strategic, minority investment in Kaufman Hall. Funds affiliated with Madison Dearborn Partners, LLC (MDP) will continue to own a majority position in Kaufman Hall.

Vizient announced that Geisinger selected Vizient as its strategic partner after completing an extensive, formal review process. Vizient’s market-leading contract portfolio, an array of analytics solutions and services will help them make better health easier for their patients. In addition, the partnership will include advisory resources aimed at helping them achieve their savings and performance improvement goals.

Vizient announced a strategic partnership with Surgery Exchange LLC to enable greater access to a cloud-based solution that addresses a persistent surgical process challenge for hospitals and surgery centers: efficient surgery planning and case management. This collaboration creates both clinical and operational efficiency by eliminating manual ordering, tracking, and billing of implant “bill only” cases by streamlining the surgery workflow.

Vizient released a survey analysis which estimates U.S. hospitals are spending \$310 million annually to manage the additional clinical, operational, logistical, and patient care work associated with white and brown bagging requirements, which impact the way specialty pharmaceuticals, used to treat diseases such as cancer, are dispensed. The survey included responses from 260 hospitals obtained between March and April 2021 and shows that due to these payer-imposed mandates, hospitals have already spent an estimated \$114 million on additional staff to manage the excess coordination associated with white bagging.

Vizient announced a new agreement with The University of Texas System that significantly expands the services and solutions used to deliver cost effective care to patients. The new agreement includes Vizient’s industry leading group purchasing contract portfolio services to The University of Texas System, including University of Texas Southwestern Medical Center, University of Texas Medical Branch at Galveston and University of Texas MD Anderson Cancer Center.

Vizient announced the launch of its set of solutions to improve health care supply chain resiliency through greater transparency and predictability across trading partners. These solutions will offer health systems greater visibility into supplier manufacturing and distribution sites, tracking of impactful events and risk management services for a provider’s critical supply list. Also included is a technology-enabled platform for Vizient members and suppliers for demand forecasting, real-time inventory availability and disruption alerts for end-to-end logistics management.

To meet the increasing demand from self-insured employers looking to contract with health care provider networks, Vizient announced the launch of its Direct to Employer Solutions for health care systems. The solutions include a national high-value network currently comprising six Vizient member health systems, direct-to-employer advisory services and connections with network administrative partners. Vizient members participating in the initial network are BJC HealthCare, Emory Healthcare, Johns Hopkins Medicine, MemorialCare Health System, Northwestern Medicine, and Providence.



Yankee Alliance

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<http://www.yankeealliance.com>

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 18,000 members and growing. Last year members saved over \$110 million dollars. Yankee Alliance is an owner of Premier.

Yankee Alliance serves its members by reducing their expenses through management strategies such as: cost reduction, contracting, analytics, benchmarking and value management in the healthcare supply chain. Enhanced pricing is available to all classes of trade.

Membership Sites

• Acute Care	213	Laboratory	164
• Institutions	1,405	Imaging Centers	304
• Ambulatory Surgery	498	Outpatient Services	1,800
• Physician Practices	6,935	Senior Living	2,668
• Home Care	2,949	Other	1,112

Strategy

Yankee Alliance’s mission is to work with members to reduce supply and operating expenses through aggregation of data, purchasing, ideas and knowledge. The organization aims to excel in strategic innovations that continually assist members in reducing their cost while recognizing their individual needs.

Executives

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

Programs and Services

Data Analytic Tools - All departments of Yankee Alliance - contracting, clinical resources, value analysis, facilities, food service, and account management collaborate with our analysts to provide the most beneficial recommendations for your facility.

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

Business and Industry - the member services team is proactive in identifying cost effective contract opportunities, implementing programs and services, and acting as an extension to purchasing departments.

Alternate Site Healthcare

- Surgery centers
- Physician practices
- Laboratory
- Imaging centers
- Outpatient facilities
- Long term care facilities
- Home care
- Assisted living facilities
- Continuing Care retirement communities
- Community shelters

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

Financial/Investor

Yankee Alliance is a member-driven healthcare group purchasing organization founded in 1984 on a belief in collaboration, that working together can achieve more than working alone.

Recent Activities

Yankee Alliance and The Claflin Company have established an exclusive distribution agreement to provide Yankee Members access to Claflin’s wide range of logistics programs along with enhanced savings opportunities for Yankee aggregated contracts. The agreement, which will continue to add aggregations opportunities, will aim to provide Yankee members with the most aggressive customized contracting options in the industry.

BrainScope announced a new system-wide agreement with Yankee Alliance to make BrainScope's innovative point-of-care neuro-technology system available to the 18,000 members, including over 5,000 outpatient facilities and senior centers, in Yankee Alliance. BrainScope is the only FDA cleared medical device that aids in the objective triage of head injured patients for suspected mild traumatic brain injuries (mTBIs), including brain bleed and concussion.

PHARMACY/ONCOLOGY GPO PROFILES

**AAPA**

290 Town Center Dr, Suite 323
Dearborn, Michigan 48126
313-914-2736
<https://www.aaparx.com>

Background

AAPA is one of the nation's fastest-growing group purchasing organization (GPO) built and operated by independent pharmacists for independent pharmacists. Created in 1996, the AAPA offers AAPA AdvantEdge™: Independent Pharmacy's Competitive Edge.

AAPA embraces and activates change every day to bring new and first-to-market insights, programs, and tools to its independent pharmacy members. AAPA believes in sustaining the future of pharmacy by supporting independent pharmacists and up-and-coming pharmacists, providing real-world business and legislative expertise, and pitching in to keep businesses and communities healthy.

Executives

Kelli Sneed – Executive Director of Operations
Amer Khamis - Director of Member Development
Anthony J. Petillo - Eastern Sales Representative
Amer Khamis - Western Region Member Development Director ·

Programs and Services

AdvantEdge™ Portal – monitors performance, streamlines data insights, makes proactive buying decisions, and optimizes profitability.

Preferred Vendors

- Zova – new revenues streams
- Live Oak Bank – finance solutions
- NCPA – advocacy
- McKesson – drug discounts and rebates
- Atlantic Data Forsenics – cyber security
- SRS Pharmacy Systems – business services
- Inmar – return credit processing

- Altium Healthcare – wholesale packaging
- Health Mart/McKesson – pharmacy solutions
- First Financial Bank – finance solutions
- Iron Mountain – business services
- BestRx – software services
- MedCare - professional pharmacy services and home medical equipment
- Omnisys – technology services
- Stericycle – medical waste disposal and compliance training

Recent Activities

AAPA in 2020 acquired PharmaSynergy, LLC, a leading pharmacy purchasing alliance that serves independent pharmacy members throughout the Mid-Atlantic, Northeastern, and Southeastern United States. Philadelphia-based PharmaSynergy was founded in 2015 by 45-year retail pharmacy industry veteran, Anthony Petillo. Through his experience and knowledge base, Petillo, who also is PharmaSynergy's president and chief executive officer, set out to build an independent pharmacy purchasing alliance designed on the principles of personalized relationships, trust and transparency, combined with access to competitive wholesaler purchasing agreements, ancillary services and business management services. His design was well-received by independent pharmacies – from Maine to Florida – and resulted in a significant and dedicated membership base that continues to expand. PharmaSynergy's membership base will join the ranks of AAPA's rapidly growing membership roster of nearly 600 independent pharmacies across the U.S.

AAPA's acquisition of PharmaSynergy will merge the strengths of both companies, each of which has a notable track record for developing and providing tools, relationships and resources that help independent pharmacies not only survive, but thrive, even in the most turbulent healthcare market conditions. Further, the combined entities are laying the groundwork to extend these offerings to better equip existing independent pharmacy members and new members to improve patient outcomes, strengthen buying power, accelerate revenue generation and take even greater control of their business growth and goals.

**Alliance GPO**

95 Whitebridge Rd., Suite 103
Nashville, TN 37205
615-239-5043
<https://www.alliancegpo.com>

Background

Alliance GPO creates value for pharmacy buyers using innovative group purchasing solutions and proprietary business intelligence tools. Alliance GPO helps independent pharmacies thrive in competitive markets by leveraging an established contracting framework and advanced business intelligence tools to create powerful networks with a focus on improving health outcomes and reducing the cost of care. Alliance GPO has \$1B+ of aggregated pharmacy spend.

- Collaboration - work closely with pharmacy members to learn about their business so it can anticipate their needs.
- Customization - custom-tailored GPO programs allow member pharmacies to leverage the negotiating power of the group while optimizing for the specific needs of their pharmacy or sub-network.
- Optimization - suite of proprietary business intelligence tools adds a new level of transparency and simplicity to the purchasing and procurement process.

In 2020, DermSource, a dermatology GPO in New Hyde Park, New York and Alliance GPO, a fertility and specialty pharmacy focused GPO in Nashville, Tennessee formed the first GPO partnership to provide both brand and generic drugs at discounted prices.

Executives

Steven Rhodes – Founder
Paige Redmon – Chief Growth Officer
Yuriy Davydov - Founder and CEO, DermSource
Bahrum Siddiqui – COO, DermSource

Programs and Services

- Leverage powerful network purchasing power to save money on pharmaceuticals, supplies, and services.
- Track key performance metrics, maximize value, earn higher rebates, and capture more cost savings with enhanced data insights.
- Use Alliance GPO's network framework to access group brand data agreements, and clinical programs that compete with big-box pharmacies and national chains.
- Align with other pharmacies to create new opportunities for a pharmacy.

Pharmacy specializations served:

- Fertility
- HIV
- Dermatology
- Hormone
- Infusion
- General Specialty
- Compounding

DermSource is the first GPO to be exclusively dedicated to dermatology products, focused on the distribution of specialized generic pharmaceuticals utilizing an online purchasing platform. Alliance GPO serves the fertility market through its subsidiary, Fertility Alliance, and the broader independent specialty pharmacy market through Alliance Pharmacy GPO.

Alliance uses a proprietary purchasing platform, ClarityRx™, to create efficient and transparent distribution channels for brand and generic drugs while simplifying the analysis and contracting process for pharmacies. Together these two GPOs represent over \$1 Billion in annual purchasing power for their member independent pharmacies.

**AmerisourceBergen**

1300 Morris Drive

Chesterbrook, PA 19087

610-727-7000

<https://www.amerisourcebergen.com>

Background

AmerisourceBergen fosters a positive impact on the health of people and communities around the world by advancing the development and delivery of pharmaceuticals and healthcare products. As a leading global healthcare company, with a foundation in pharmaceutical distribution and solutions for manufacturers, pharmacies and providers, AmerisourceBergen creates unparalleled access, efficiency and reliability for human and animal health.

AmerisourceBergen's Pharmaceutical Distribution Services segment distributes a comprehensive offering of brand-name, specialty brand-name and generic pharmaceuticals, over-the-counter healthcare products, home healthcare supplies and equipment, outsourced compounded sterile preparations, 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, and other customers.

In 2013, Walgreen agreed to a new, 10-year supply agreement with AmerisourceBergen for branded and generic pharmaceutical products, and also took an equity stake in the company. In addition, Walgreens and its partner at the time, Alliance Boots, said AmerisourceBergen can access generics and related pharmaceutical products through the new joint venture, Walgreens Boots Alliance Development.

Strategy

AmerisourceBergen's strategy includes optimizing and growing its pharmaceutical distribution and strategic global sourcing businesses. The company plans to continue to grow its distribution businesses as it invests to improve operating and capital efficiencies.

Executives

Jennifer Sherak - SVP & President, Specialty Physician Services

Lisa Thompson Harrison –President, Specialty Distribution

Heather Zenk – President, Supply Chain Operations & Distribution Services

Shannon Quinn Coven – SVP, Health System GPO, GPO Digital Solutions and Infrastructure

Rick Lozano, Senior Vice President of Specialty Physician Services

Dawn Doggett – VP, GPO Operations & Services

John Shook – VP, Supply Chain Optimization

Kara Poole – VP, Specialty Distribution

Programs and Services

Specialty GPO

A single point of contact and a unified AB team aimed at creating greater access for providers and healthier futures.

- Curated contracting strategy with any or all of the defined classes of trade and sites of care.
- Specialized support to match the entire product portfolio- particularly in areas previously unavailable for GPO.
- Comprehensive market access through proven provider networks across all sites of care.
- New on-demand insights and reports that put you in control of the information needed.
- Empowered brand communications and knowledge through targeted programs and promotions.
- A solidified commitment to patients through industry stewardship and advocacy.

INN (Integrated Nephrology Network) is an AmerisourceBergen group purchasing organization focused exclusively on helping nephrology practices and dialysis providers succeed in the changing landscape of chronic kidney disease. By offering essential contracts, clinical education and business resources, INN helps control costs, streamline business processes, and enhance quality care.

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.
- AdvanceIQ Network.

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.

Specialty Advancement Network (SAN) helps health systems realize new value. The innovative model builds on services from the nation's largest community provider GPO and helps health systems leverage innovative channel strategies for the specialty market. The network:

- Gives specialty providers access to leading solutions, regardless of channel
- Helps members realize new savings through strong contract value and tools
- Builds on proven solutions leveraged by over 5,000 community-based physicians

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. With more than 4,500 products to search, its catalog of chemotherapy and supportive care products provides the depth a practice needs to deliver the best care possible.

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 2022 first quarter ended December 31, 2021, revenue increased 13.5 percent year-over-year to \$59.6 billion.

Fiscal Year 2021 Summary Results

	GAAP	Adjusted (non-GAAP)
Revenue	\$214.0B	\$214.0B
Gross Profit	\$6.9B	\$6.6B
Operating Expenses	\$4.6B	\$3.9B
Operating Income	\$2.4B	\$2.6B
Interest Expense, Net	\$174M	\$174M
Effective Tax Rate	30.5%	21.3%
Net Income Attributable to ABC	\$1.5B	\$1.9B
Diluted Earnings Per Share	\$7.39	\$9.26
Diluted Shares Outstanding	208.5M	208.5M

Source: AmerisourceBergen FY 2021 10K; AMI 2022 work product

Recent Activities

AmerisourceBergen reached an agreement to extend its strategic relationship with Cancer Specialists of North Florida (CSNF), an oncology provider with the largest cancer practice in Jacksonville, specializing in medical oncology, radiation oncology, hematology and diagnostic imaging. The 5-year agreement enables AmerisourceBergen's continued support of technology, analytics and specialty drug distribution services for CSNF's 13 locations throughout Northeast Florida. AmerisourceBergen began its relationship with Cancer Specialists of North Florida in 2003. CSNF became an early adopter of AB services like InfoDive, to streamline financial reimbursements and adjustments, and In-Office Dispensing to offer patients the convenience of in-office pharmacies at their site of treatment.

AmerisourceBergen is now offering Prime Therapeutics' IntegratedRx™ – Oncology program to eligible hospital, health system and independent oncology practice customers. Through medically-integrated networks of independent oncology practices or hospitals and health systems, IntegratedRx - Oncology promotes lower costs, quicker time-to-medication, better adherence and an improved patient and provider experience for Blue Plans and their members. Prime's IntegratedRx – Oncology streamlines the treatment pathway for oncology patients by allowing them to receive their oncolytic and companion medications directly from their oncologist or affiliated hospital pharmacy. Contracting and claims adjudication support will be made possible through AmerisourceBergen's Pharmacy Services Administrative Organizations (PSAOs), including the nation's first-ever specialty-focused PSAO, Accelerate Specialty Network.

Ascent Health Services LLC

25 N. Main Street

Doylestown, PA 18901

215-489-9189

<https://www.ascenthealthservices.com>

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.

Ascent Health:

- Negotiates on behalf of over 90 million US healthcare lives.
- Leading Industry Market Rebates.
- Transparent Data & Strategic Insights.
- Dedicated Expert Support Team.

The Ascent Health structure allows for clients to combine their utilization base to achieve deeper brand rebates than if they were negotiating on just their own. Ascent Health leverages intel and strategies that provide clients with competitive coverage.

Ascent Health will negotiate prices for Express Scripts, Prime Therapeutics, and additional PBMs. Ascent Health 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 Health uses its advantages of being an overseas company and the its 3 main customers leverage and take advantage of that. Ascent Health is not restricted by rebate reform and they only negotiate in the commercial market.

Executive

Edward Adamcik - President

Jim Garland – CFO

Mike Strahan – General Counsel

Libby Newport – VP, Pharma Trade Relations (Basel)

Programs and Services

Expanded reach and flexibility – direct and regular access with the team to discuss strategy as market evolves, customize offers, and develop comprehensive drug management strategy to maximize savings.

Data & Analysis - utilize Ascent Health's broad data sets and analytical capabilities for strategic drug, therapy class and formulary rebate program insights that will allow the company to make informed strategic decisions.

Small company feel, big company benefits – boutique rebate contracting organization with an accomplished team that are integrating the participant's drug management strategies to deliver market leading pricing power with maximum formulary flexibility.

Financial/Investor

Ascent Health Services (Ascent Health) is a pharmaceutical group purchasing organization that is part of Express Scripts Evernorth, a subsidiary of Cigna Corporation.

Recent Activities

Humana 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, 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**

200 Park Ave #300
Florham Park, NJ 07932
973- 564-8004
<https://www.asembia.com>

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.

As a leading Group Purchasing Organization (GPO), Asembia negotiates discounts with distributors, and vendors, finds rebates, fee-to-service programs and creates other incentive opportunities that save its partners money and time.

- 35,000 group purchasing pharmacy locations
- \$100 billion combined purchasing power

Executives

Lawrence Irene – CEO

Robert Irene – President

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

Michael Peniston – Manager, GPO & Brand Contract Operations

Programs and Services

Group Purchasing

Asembia offers the most comprehensive group purchasing contract portfolio for specialty pharmaceuticals and related services. Asembia 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

Emmaus Life Sciences entered into an agreement with Asembia to provide expanded patient and provider support services in order to simplify access to Endari®, the company's prescription L-glutamine oral powder for the treatment of sickle cell disease. Specifically, Asembia will provide a single point of contact for benefits investigation, financial and co-pay assistance, as well as patient and provider education.

Asembia and Walgreens announced a new group purchasing organization (GPO) contracting solution in 2020. Through this expanded relationship, Asembia is the primary group purchasing organization for the development of innovative brand, specialty and biosimilar pharmaceutical GPO contracts for Walgreens.

**Cardinal Health/VitalSource GPO**

7000 Cardinal Place

Dublin, OH 43017

614-757-5000

<https://www.cardinalhealth.com>

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 and patients in the home.

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 Pharmaceutical Distribution (SPD) and Metro Medical™ are the exclusive distributors for several specialty GPOs that deliver optimal contract pricing on specialty medications and medical-surgical products. The GPOs also deliver additional services, data analytics and specialized expertise to help specialty practices thrive.

Strategy

Through its strong relationships with providers in oncology, rheumatology and other specialty therapy areas, proven clinical and commercial expertise and innovative configurable solutions, Cardinal Health can help identify physicians treating unique patient populations, understand physician behavior, and drive engagement with all stakeholders involved in treatment decisions.

Executives

Heidi Hunter – President, Specialty Solutions

Dan Duran – SVP and GM, Provider Solutions

Ashley Fuentes – Director, Commercial Strategic Engagements

Bruce Feinberg, DO - Vice President, Chief Medical Officer

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

Adam Budoff - Manager, Global Sourcing, VitalSource GPO

Products and Services

VitalSource™ GPO helps specialty physician practices in oncology and urology elevate their performance and create a clear roadmap to navigate the future.

- Advanced Practice Analytics
- GPO Contract Dashboard
- Practice Consultants
- Site of Care Dispensing
- Inventory Management Solutions
- Consignment Program powered by RxID
- Regimen Analyzer
- Jvion Cognitive Machine

With an exclusive focus in rheumatology, Cornerstone Rheumatology™ GPO offers industry education, insights, and solutions practices need to thrive today and into the future.

- Advanced Practice Analytics
- Inventory Management Solutions
- GPO Contract Dashboard

Acuity™ GPO is focused on providing the products, technology, and insights ophthalmology practices need to optimize their practice so they can spend more time on patient care.

- RxID Select Inventory Management
- Advanced Practice Analytics
- GPO Contract Dashboard

As the largest GPO focused in nephrology, RPG™ delivers the renal expertise, pharmaceutical, and medical products that practices and dialysis centers trust.

Located in Nashville, Tennessee, MMS Solutions is a full-service specialty pharmacy licensed to dispense renal medications in all 50 states.

MosaicGPO™ Solutions offers the purchasing power, exclusive solutions and expert services to help practices achieve continued success today and into the future.

- Advanced Practice Analytics
- Inventory Management Solutions
- GPO Contract Dashboard

Financial/Investor

Cardinal Health revenue for fiscal 2021 was \$162.5 billion, a 6 percent increase from the prior year, primarily due to sales growth from pharmaceutical distribution and specialty solutions customers. Cardinal Health first quarter fiscal year 2022 revenues of \$44.0 billion, an increase of 13% from the first quarter of last year.

Recent Activities

Cardinal Health Specialty Solutions and Gastrologix, the only gastroenterology (GI)-specific group purchasing organization (GPO) in the United States, working in conjunction with the Digestive Health Network (DHN), announced an agreement which designates Cardinal Health's Metro Medical business as the primary supplier of pharmaceutical products for Gastrologix GPO and DHN members, providing expanded access to critical medicines for GI patients nationwide.

Cardinal Health announced it will leverage the Kinaxis® RapidResponse® platform to increase medical product visibility and supply chain agility. Kinaxis will enhance Cardinal Health's medical supply chain through concurrent planning and end-to-end network visibility and transparency while factoring in seasonality and pandemic planning; instantly balance demand and supply while accounting for capacity safeguards; and simulate product supply scenarios in seconds to create best-fit solutions for customers. The platform supports fast, confident decisions using advanced insights and analytics in real time.

Cardinal Health extended its agreements with CVS Health to distribute pharmaceuticals to retail pharmacies and distribution centers through June 30, 2027.



Cornerstone Specialty Network

325 W Bridge St Unit 173

New Hope, PA 18938

<https://cornerstoneoncology.com>

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 Specialty Network continues to be committed to its mission of providing value to community oncology practices in order to help maximize the quality of patient care.

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

- Real Estate Assessment
- Membership in Cornerstone Asset Partners, LLC (CAP) - the only entity of its kind for community oncology practices and was formed to efficiently aggregate real estate, and related services, across its membership.
- 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.
- Answering Services
- Reducing Telecommunication Costs
- wellCORNER was created specifically, with oncology healthcare professionals, to help oncology patients understand hemp based products and to offer patients products that it trusts.
- Market Research Participation
- Participate in Virtual and Live Consulting Projects

**CVS Health/Zinc Health Services**

One CVS Drive
Woonsocket, RI 02895
401-765-1500
<https://cvshealth.com>

Background

CVS Health Corporation (CVS Health), together with its subsidiaries, is a health services company. The company operates through four segments: Pharmacy Services, Retail/LTC, Health Care Benefits and Corporate/Other.

The Pharmacy Services segment provides a range of pharmacy benefit management (PBM) solutions, including plan design offerings and administration, retail pharmacy network management services, mail order pharmacy, specialty pharmacy, clinical services, disease management services and medical spend management.

The Retail/LTC segment sells prescription drugs and a range of health and wellness products and general merchandise. Its Health Care Benefits segment offers a range of traditional, voluntary and consumer-directed health insurance products and related services.

CVS Health has approximately 9,900 retail locations, over 1,100 walk-in medical clinics, a pharmacy benefits manager with approximately 105 million plan members, specialty pharmacy services and a senior pharmacy care business.

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.

Zinc Health Services gives CVS Health even greater flexibility and agility working with industry pharmaceutical manufacturing leaders to lower cost and deliver greater savings. Zinc Health Services primarily handles CVS Health pharmacy volume and capabilities, although it also has an unnamed partner.

Executives

Karen Lynch – President and CEO

Jonathan Roberts – EVP and COO

Alan Lotvin – SVP and President, CVS Caremark

Prem Shah - Executive Vice President, Specialty and Product Innovation

Julie Fleetham - Trade Relations Senior Advisor at Zinc Health Services

David Pokrywiecki - Executive Director, Zinc Health

Programs and Services

Based on CVS Pharmacy, Inc., the Zinc Health Services trademark will be used in the following business:

- Administering discount group purchasing programs, namely, negotiating contracts with pharmaceutical manufacturers to enable participant members to obtain discounts on the purchase of pharmaceuticals.
- Administering discount group purchasing programs for the pharmaceutical industry by negotiating contracts to enable participant health plan and employer members to obtain discounts on the purchase of their goods.
- Negotiation of non-procurement related agreements and arrangements with pharmaceutical manufacturers for third parties.
- Supply chain management services in the pharmaceutical, medical and health care fields.
- Business consultation services in the pharmaceutical, medical and healthcare fields.
- Facilitating group purchases of pharmaceutical, medical and healthcare goods and services.



Independent Pharmacy Cooperative

1550 Columbus Street
Sun Prairie, WI 53590
608-478-1099
<https://www.ipcrx.com>

Background

Independent Pharmacy Cooperative (IPC) is the largest group purchasing organization for independent pharmacy owned by independent pharmacy. IPC strives to provide member pharmacies with access to all of the solutions they need to be successful in today's tough marketplace and its 6,000+ members allow the organization to negotiate deals on a wide variety of programs and services from the top industry vendors.

IPC is staffed by 180 employees throughout the U.S. and Puerto Rico with office and distribution centers in Wisconsin and Arizona. IPC members are also owners of the cooperative and share in the cooperative's annual operating profits. They directly influence the decision-making process by electing member peers to serve on the Board of Directors.

IPC monitors pertinent legislation and participates in direct lobbying efforts promoting the interests of the membership as well as community pharmacy at large. Among the issues on IPC's daily agenda are COVID-19 legislation, Medicaid Managed Care reform, and PBM Reimbursement practices. Members receive communications regarding legislative news important to their business.

Through its progressive business modeling, IPC provides participating pharmacies vital venues to maximize their store's profitability. With IPC's technologically sophisticated 112,000 square-foot distribution facilities in Arizona and Wisconsin, IPC has distinguished itself as a leader in the alternative source distribution market surpassing \$1.4 billion in annual sales. IPC distribution purchasing opportunities include: Rx Advantage Program and OTC Advantage Program.

IPC distinguishes itself among buying groups by instituting the principle of returning 100% of earned rebates back to member pharmacies. IPC members can easily review rebate success by viewing annual and monthly rebate statements in the login section of the cooperative website. In 2019, IPC distributed over \$203 million in cash disbursements to member stores.

Pharmacy Select is the industry's most comprehensive backup contract program for independent pharmacy featuring competitive pricing and bringing extreme depth to the IPC/McKesson generic portfolio.

- Over 10,000 backup pharmaceuticals
- More than 100 manufacturers represented
- Single rebate/administrative fee payment for vendors and ease of rebate disbursement
- Marketing programs and discounted pricing for member pharmacies

Executives

Don Anderson – President & CEO

Chuck Benjamin - CFO

Mark Kinney – SVP, Sales & Marketing

Stacy Hall – VP of Marketing, GPO and Member Relations

Mike Dulas – VP of Operations

Programs and Services

IPC offers comprehensive distribution purchasing opportunities from the onsite warehouse and also provides access to contracted vendors for products, including prescription vials and automation.

Brand Rx - 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. IPC makes it easy to purchase Brand Rx with a \$200 minimum order requirement granting free shipping.

Generic Rx - the Profit Enhanced Generics program featuring everyday access to rewards and a comprehensive selection. IPC delivers competitive invoice pricing on 2,650+ items from 100 industry-leading manufacturers! In addition to exceptional everyday pricing and rebates, the 1st Choice 5-10% monthly rebate and Tuesday Top 20 weekly specials allow members to save even more. All generic Rx products are available for ordering every day in the Rx Advantage Catalog.

Rx Promotions - IPC has frequent Rx promotions for brand and generic items. Members can login to check out all the great deals available now on Rx products.

OTC Products - IPC offers a complete selection of over 1100 OTC/GM products to boost front-end traffic and improve the bottom line.

OTC Promotions – AROMAID, CBD Products, Pure Encapsulations.

Contracted Vendors

- Vials.com Return Solutions
- Genetix SmithAmundsen
- Primex SiteLabs

Pharmacy Select – The Organization

- LLP formed in 2001 representing over 6000 community pharmacies nationwide.
- Both PPSC and IBC are partners of the organization: Each in business for over 25 years with equal access to contracting entity.

Contract Centralization

- Centralized system creating efficiency for vendor, pharmacy, and wholesaler, including contracting and marketing.
- Single rebate/administrative fee payment for vendors and ease of rebate disbursement.
- Merged membership data for computations of sales, membership demographics and utilization.

Vendor Contracts, Negotiations, and Strategic Business Meetings

Pharmaceutical contracts:

- Over 100 generic vendors offering competitive pricing on over 10,000 products
- Various market share, promotional, and educational programs
- 2 major wholesalers supporting and servicing the contracts

Non-pharmaceutical and Service agreements:

- Serviced through national drug wholesalers as well as direct-to-vendor contracts
- Marketing programs and discounted pricing for member pharmacies

Annual Business Summit

Recent Activities

Independent Pharmacy Cooperative will cease the sale of controlled substances on March 31, 2022. IPC began the sale of controlled substances in 2013 with the goal of providing cooperative members with a secondary source of these pharmaceuticals. As a member-owned cooperative, IPC focuses on services that provide the greatest value to independent pharmacy members.

IPC has determined the controlled substance program has not proved to be of substantial value to the majority of cooperative members. As a result, IPC will gradually begin winding down the controlled substance program with an end date of March 31, 2022.

**Innovatix/Premier, Inc.**

555 W 57th St 12th floor

New York, NY 10019

888-258-3273

<https://www.innovatix.com/oncology>

Background

Innovatix, as a GPO, offers more than 2,000 contracts from over 900 industry-leading suppliers. Innovatix also provides value-added services to support member business, education, and regulatory challenges.

Owned by Premier, Innovatix has been serving pharmacies, senior living providers, and independent oncology practices since 1993. Innovatix serves 43,000+ members representing healthcare, K–12 educational institutions, and the broader business community.

- Savings built on \$44 billion in purchasing volume power.
- Field-based Regional Managers combined with a corporate customer service team who evaluate members' unique needs and provide solutions tailored for success.
- Dedicated Contracting and Auditing teams track pricing accuracy and contract compliance, ensuring that members get the discounted pricing they deserve.
- Complimentary analysis of members' purchasing history to identify areas of potential savings.

Innovatix's affiliated GPO, Essensa serves an additional 28,000 members, including healthcare providers such as physician practices, ambulatory surgery centers, and home health; as well as non-healthcare industries including hospitality, sports and recreation, and colleges and universities.

Premier recently launched Intersectta[®], 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.

Strategy

As its name suggests, Innovatix is always innovating, extending the deep discounts and member-focused service model.

Executives

Mitch Steiner – Group VP, Alternate Site Programs

David Mancione – VP, Strategic Accounts, Field Services

Gregory Montano – VP, Technology, Financial Operations, Stockd

John Klosek – VP, Contract Services, Clinical Services

Products and Services

Group Purchasing

- Contract Portfolio - 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.
- Vaccine Purchasing Program - Innovatix offers a comprehensive contract portfolio of adult and pediatric vaccine products as well as access to a seasonal flu vaccine program. Members receive favorable pricing and payment terms as well as rebates on a full range of vaccines from the nation's leading manufacturers.
- IVIG/Plasma Blood Program - Innovatix delivers the most inclusive intravenous immune globulin (IVIG) and fractionated blood product portfolio serving the non-acute care marketplace. Working in conjunction with FFF Enterprises, its distributor in blood products, Innovatix members have access to limited-supply products to meet patient needs.
- Product Access Program - Innovatix members have access to an industry-leading product access program, PremierProRx[®], a response to the increased number of drug shortages.
- Online Catalog - provides members with pricing information, rebate availability, eligibility status, and pre-populated paperwork for all of Innovatix's pharmacy contracts.

Business Solutions

- Administrative, Financial & Management Services
- Cardiology
- Delivery, Shipping & Freight Management Services
- Facility Management & Maintenance
- Foodservice Products & Supplies
- Imaging
- Information Technology
- IV Therapy
- Laboratory
- Linens, Uniforms & Products
- Medical Nutrition Products
- Medical/Surgical
- Medical Waste Management Services
- Nursing
- Office Supplies, Furniture & Technology
- OR Products & Supplies
- Rehab Therapy Products & Supplies
- Rx Support Services
- Support Services
- USP 797 Products & Services
- Women's & Children's Products & Supplies

Custom Contracting

Aggregation Projects - Innovatix brings additional value to members by coordinating regional and national aggregation programs or group buys.

Foodservice Program – Innovatix offers over 160 contracts comprising more than 300,000 products from major manufacturers.

Direct Sourcing Program - Innovatix members have access to a first-of-its-kind direct sourcing program, through S2S Global.

Online Access to Contract Information

GPO Support

- Contract Attachment
- Analytics
- Auditing

**Matrix GPO/Express Scripts Evernorth**

255 Technology Park
Lake Mary, FL 32746
888-263-9982
<https://matrixgpo.com>

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. Evernorth is Cigna's services portfolio that is attractive to clients and partners because of the depth of its capabilities and expertise and enables the company to deepen existing relationships across the entire book of business.

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.

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 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.

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

Designed with the intentional goal of supporting the long-term viability of the community-based specialist, the services provided through Matrix GPO to these critical medical practitioners offer identifiable value to its members, to their patients and to the GPO’s pharmaceutical trade partners, alike.

Executives

- Amy Bricker – President, Evernorth
- Matt Perlberg - President, Pharmacy Businesses, Evernorth
- Earl English – President, CuraScript SD
- Gayle Johnston – President, CuraScript Specialty Distribution
- Linda O’Neal – VP, Operations, 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.

**McKesson Specialty Health**

10101 Woodloch Forest
The Woodlands, TX 77380
800-482-6700
<https://www.mckesson.com>

Background

McKesson Corporation (McKesson), originally founded in 1833, is a global leader in healthcare supply chain management solutions, retail pharmacy, community oncology and specialty care, and healthcare information solutions.

McKesson's U.S. Pharmaceutical segment distributes branded, generic, specialty, biosimilar and over-the-counter (OTC) 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. In addition, the segment sells financial, operational, and clinical solutions to pharmacies (retail, hospital, alternate site) and provides consulting, outsourcing, technological, and other services.

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 relationships enable pharmaceutical manufacturers to reach specialty care physicians in non-hospital settings. The contract portfolio covers 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.

Through Unity GPO, McKesson is able to negotiate better prices for the buy and bill model the company uses 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.

Because The US Oncology Network is comprised of physicians who share a standard practice model and a common culture built around clinical pathways that have been developed in partnership with the National Comprehensive Cancer Network (NCCN), they are able to easily alter prescribing habits across The Network to leverage the Unity contracts.

By using therapeutic interchanges at the practice level, one product in a class can be substituted for another therapeutically equivalent option that allows physicians to quickly embrace the preferred pricing obtained through Unity GPO.

Strategy

McKesson's pharmaceutical GPO models offer pharmacy and specialty medical practices a broad range of proven, flexible and scalable group purchasing service options.

The GPOs leverage the collective strength of pharmacy or specialty medical practice members, ranging from oncology to ophthalmology to urology and more.

Executives

Eyad Farah – President, Pharmacy and Healthcare Solutions

Heather Morel – President, Provider Solutions, McKesson Specialty Health

Tim Boozan – VP, GPO Services (Unity)

Brian Magarban – Director, GPO Operations

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

Jennifer Waters – VP of GPO Services, Onmark

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's primary focus is getting members the best pricing possible on their drug purchases. With the Onmark approach, members have access to:

- A best-in-class contract portfolio.
- Savings on top therapeutic options in oncology, rheumatology, gastroenterology, retina, urology, neurology and other advanced specialties, including oral chemotherapy, supportive medications, and self-administered products.
- A proven team of experts who help members achieve additional, performance-based savings tools to track performance.

The Onmark GPO stays ahead of new trends in medicine and works continually with manufacturers to deliver new contracts or expand savings on existing contracts. Onmark GPO's approach often allows the company to offer GPO pricing at the time of product launch, as well as additional, performance-based savings opportunities for top specialty products.

PlasmaRx is 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 is 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

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

McKesson's third-quarter fiscal year 2022 (December 31, 2021) revenues were \$68.6 billion, up 10% 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. Pharmaceutical third-quarter revenues were \$55.0 billion, an increase of 11%, driven by higher volumes from retail national account customers and market growth, partially offset by branded to generic conversions. Third-quarter Segment Operating Profit was \$744 million. Adjusted Segment Operating Profit was \$735 million, an increase of 12%, driven by the contribution from COVID-19 vaccine distribution and growth in distribution of specialty products to providers and health systems.

**MMCAP Infuse**

50 Sherburne Avenue, Room 112

St. Paul, MN 55155

651-201-2420

<https://www.mmcap.org>

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

Luke Jannett - Acquisitions Manager

Wendy Savakes - MMCAP Infuse Managing Director

Dorothy Lovejoy - Assistant Director/Operations Manager

Rachel Dougherty - Enterprise Contracts Counsel

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. The Pharmacy Program offers the following:

- Pharmaceuticals
- Vaccines
- Nutritionals
- Containers and Vials
- University Oral Contraceptives
- Invoice Auditing
- 340B Program
- Repackaging
- Pharmaceutical Reverse Distribution

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.

**National Cancer Care Alliance (NCCA)**

4901 Lang Avenue NE
Albuquerque NM 87109
505-842-8171
<https://nccalliance.org>

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 and CEO
John Ogle – Executive Director

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

- cCARE
- Champlain Valley Hematology/Oncology
- Dayton Physicians Network
- Hematology/Oncology Associates of CNY
- New England Cancer Specialists
- New Hampshire Oncology Hematology
- New Mexico Oncology Hematology Consultants
- Northwest Oncology & Hematology
- Oncology Consultants
- Pacific Cancer Care
- Regional Cancer Care Associates
- Toledo Clinic Cancer Centers
- Tri-County Hematology & Oncology
- Utah Cancer Specialists
- Urology Cancer Center and GU Research Network

Recent Activities

Deep Lens and the National Cancer Care Alliance announced a strategic collaboration that positions Deep Lens' VIPER™ as the preferred technology solution for clinical trial program management throughout the 17-practice, U.S.-based network. VIPER uses proprietary cloud-based technology to facilitate, triage, and accelerate the clinical trial recruitment process. NCCA's network includes over 200 oncologists who are practicing in more than 85 diverse geographical locations in the U.S. Several NCCA practices, including Dayton Physicians Network, New England Cancer Specialists and New Mexico Cancer Center, were early adopters of the VIPER technology. Through this partnership, the Deep Lens solution will become available to all oncology cancer centers in the NCCA network. VIPER is designed to streamline clinical trial enrollment, alleviate resource constraints and expand clinical trial opportunities for patients who wish to enroll.

**OptumRx/Emisar Pharma Services**

2300 Main Street

Irvine, CA 92614

855-842-6337

<https://www.optumrx.com>

Background

UnitedHealth Group (UHG) is a diversified health care company dedicated to helping people live healthier lives and helping make the health system work better for everyone. UHG's two complementary businesses—Optum and UnitedHealthcare—are driven by this unified mission and vision to improve health care access, affordability, experiences and outcomes for the individuals and organizations the company is privileged to serve.

Optum is an information and technology-enabled health services businesses delivering services to help modernize the health system and improve overall population health. Optum serves the broad health care marketplace, including payers, care providers, employers, governments, life sciences companies and consumers, through its OptumHealth, OptumInsight and OptumRx businesses.

OptumRx provides a full spectrum of pharmacy care services through its network of more than 67,000 retail pharmacies, multiple home delivery, specialty and community health pharmacies and through the provision of in-home and pharmacy infusion services.

OptumRx manages limited and ultra-limited distribution drugs in oncology, HIV, pain management and ophthalmology and serves the growing pharmacy needs of people with behavioral health and substance use disorders, particularly Medicare and Medicaid beneficiaries.

OptumRx's comprehensive whole-person approach to pharmacy care services integrates demographic, medical, laboratory, pharmaceutical and other clinical data and applies analytics to drive clinical care insight to support care treatments and compliance, benefiting clients and individual consumers through enhanced services, elevated clinical quality and cost trend management.

In 2020, OptumRx managed \$105 billion in pharmaceutical spending, including \$46 billion in specialty pharmaceutical spending.

Strategy

OptumRx's goal is to improve the affordability of health care and prescription drugs for both plan sponsors and members. OptumRx leverages the unique solutions within Optum to solve modern health care challenges by delivering significant value to clients and members through enhanced services and cost trend management, driven by its unparalleled technology, expert resources, greater efficiencies and scale.

Executives

Sir Andrew Witty – CEO

John Rex – EVP and CFO

Dan Schumacher – President and COO, Optum

Heather Cianfrocco – CEO, OptumRx

Tom Mullin – CEO, Growth Businesses, OptumRx

Kerri Tanner - SVP, OptumRx

Chris Stidman – President, OptumRx Pharmacies

Programs and Services

EMISAR Pharma Services is Ireland-based. EMISAR™ trademark registration is intended to cover the categories of business consulting and management services in the fields of prescription drugs and cost management of health care:

- Negotiating contracts with manufacturers of pharmaceuticals to obtain discounts on the purchase of their goods.
- Business consulting related to clinical trials.
- Pharmaceutical cost management services and drug utilization review services.
- Administering pharmacy reimbursement programs and services.
- Business research and analytics services, including providing analytics.

Recent Activities

Optum recently announced the launch of Optum® Specialty Fusion™, a first-of-its-kind specialty medication management solution, to simplify care for patients with complex conditions and lower the cost of expensive specialty drugs. Using Optum's data and clinical expertise, Specialty Fusion provides health care payers and care providers real-time insight into the most effective specialty treatment at the lowest cost to the patient.



Retail Procurement Alliance

1014 Vine Street
Cincinnati, OH 45202
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 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.

701 East Bay Street
 Charleston, SC 29403
 843-577-0703
<https://www.afaxys.com>

Background

Afaxys, Inc. (Afaxys) is a first-of-its-kind, socially conscious healthcare company that ensures healthcare providers have stable pricing and reliable access to the products and services they need to care for their patients seeking reproductive and sexual healthcare.

The Afaxys enterprise comprises a family of companies that operate under two wholly owned subsidiaries: Afaxys Pharma, LLC and Afaxys Group Services, LLC (AGS).

- Afaxys Pharma - provides a broad portfolio of branded and generic contraceptives to the public healthcare market.
- Afaxys Group Services (AGS) - is a strategic sourcing operation that negotiates favorable pricing across a broad base of products and services through its: Group Purchasing Organization; and, emapp[®], a user-friendly, cloud-based e-marketplace and purchasing portal.

Strategy

Afaxys is driven by its mission to ensure reliable and affordable contraceptive care is available to everyone. This mission is embedded in its name: Afaxys = affordable + access.

Executives

Ronda Dean – President & CEO, Co-Founder
 Susan Overly – EVP & COO, Co-Founder
 Kelly Culwell, M.D. – SVP & Chief Medical Officer
 Angela Hensel – Executive Director, Afaxys Group Services
 Kamal Nainani – VP, Technical development & Operations
 Gary Mueller – Head of U.S. Sales & Managed Markets
 Carl (CG) Hintmann – General Counsel and Chief Compliance Officer
 Doug Hooper – SVP, CFO & Treasurer
 Todd Rodeheaver – VP, Strategic Corporate Relationships

Programs and Services

Since 2015, Afaxys has been a leading provider of oral and emergency contraceptives in U.S. clinics. Afaxys serves more than 10,000 health centers across the nation and provides a broad portfolio of contraceptive options, including oral contraceptives, an emergency contraceptive, an injectable contraceptive, a contraceptive patch, and a vaginal ring.

Afaxys GPO negotiates and maintains sourcing contracts with nationally recognized manufacturers and service providers, offering members an extensive selection and exclusive pricing and access to contracts for pharmaceuticals, medical equipment, business supplies, services and more.

Afaxys GPO's affiliations with other national GPOs, including Commonwealth Purchasing Group and MediGroup, expand its members' ability to cover all their business needs.

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.

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

emapp® is an **em**arketplace and **p**urchasing **p**ortal, designed just for the healthcare community to address complex supply chain needs by connecting providers to their preferred suppliers. Ordering supplies using paper-based processes or stand-alone software can waste valuable time and money. emapp makes the purchasing process simpler, saving time so providers can focus on what matters most – caring for patients.

Recent Activities

Agile Therapeutics, a women's healthcare company, announced a new alliance with Afaxys Pharma, LLC to promote Twirla® (levonorgestrel and ethinyl estradiol) transdermal system.

Executives

Bill Block – President/CEO

Jennifer Ficenec – EVP

Lisa Shaffer – SVP of Supplier Relations & Business Development

Sam Keith – SVP of Supply Chain & Business Development

Greg Bishop – VP of Information Services

Jennifer Kapral – VP of Strategic Sourcing and New Business Development

Programs and Services

BCA offers national and regional blood contracting services to large hospital networks, ACOs, IDNs and health systems. Because of its large-scale network, BCA is able to aggregate purchasing volume and negotiate discounted contracts with vendors for its member blood centers – which allows us to pass down cost savings to customers. BCA clients include:

- Hospitals
- Biotech
- Diagnostic Companies
- Clinical Labs
- Cell Therapy
- Life Science Research
- Pharmaceuticals
- Device Manufacturers
- Universities

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 60 independent community blood centers and source plasma collection centers with a local commitment to the communities members serve.

**CCPA Purchasing Partners**

225 E. Chicago Avenue
Chicago, IL 60611-2605
312-227-7444
<http://www.ccpapp.org>

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. While maintaining an affiliation with original founders CCPA and Ann & Robert H. Lurie Children's Hospital of Chicago, the organization continues to assist providers of all specialties, located anywhere in the United States. To date, CCPAPP has grown to include over 3,000 members, and its membership is represented by 25 different states.

CCPAPP was formed with the goal to provide physicians with discounts on vaccines. 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

Members of CCPA Purchasing Partners may access contracted discounts on the following products and services:

- Pediatric and adult vaccines (Merck, Sanofi Pasteur, Pfizer, and AstraZeneca)
- Medical and surgical supplies (McKesson Medical-Surgical)
- Document Storage/Scanning/Shredding (Access)
- Electronic payment processing (First Data)
- IT support (SummIT Technologies)
- Medical Waste Disposal (LB Medwaste Services)
- Office supplies, copy services, cleaning products (Staples and Warehouse Direct)
- Payroll services (ADP Payroll)
- Temporary staffing (Medix Staffing Solutions)

Additionally, members enjoy the following benefits:

- Flexibility to opt in or out of vaccine and vendor contracts at any time
- No monthly or annual dues
- Discounted registration fee on CCPAPP's annual practice management seminar
- All members are eligible to receive an annual financial distribution based on purchases
- Invitation to free quarterly practice management seminar

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 |
| • Lake Forest Hospital Medical Managers Group | |

Financial/Investor

In 2016, CCPAPP restructured its organization from a Limited Partnership (LP) to a Limited Liability Company (LLC), affording all current and prospective members the opportunity to receive an annual administrative award distribution. CCPAPP no longer offers a Partner membership option and an Associate member option for those joining our organization; any health care provider practicing in the United States may join CCPAPP as a member and receive the same discounts and benefits as all other members of our organization.



Healthcare Procurement Solutions, LLC

3330 Cumberland Blvd SE, Suite 240

Atlanta, GA 30339

770-953-3026

<https://www.healthcareprocurement.com>

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

Partners & Suppliers

- | | | |
|---------------------|----------|------------------------|
| • AT&T | FedEx | InHealth Technologies |
| • MCF Environmental | McKesson | Office Depot |
| • LabCorp | Sprint | Superior Uniform Group |
| • USPay | Verizon | |

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**

100 Chesterfield Business Parkway, Suite 200
Chesterfield, MO 63005
636-947-7830
<https://www.medigroup.com>

Background

MediGroup is the single largest non-acute care group purchasing organization (GPO) in the U.S., serving physician offices, surgery centers, and specialty clinics. MediGroup's roster of over 25,000+ members represents over 200,000 physicians in surgical clinics, non-acute care facilities and specialty physician offices nationwide.

By aggregating their purchases, MediGroup helps members reduce annual costs on the products and services to run their operations. MediGroup's initiatives also include the MediGroup CARES program to provide charitable services to organizations and individuals.

MediGroup works alongside its members and helps them cut annual costs by connecting them with only the very best services and products. MediGroup specifically identifies those products or services that can maximize a member's profitability and efficiency. This allows physicians to better engage patients with the proper care and consideration they deserve.

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

MediGroup’s members run the gamut of medical specialties, such as podiatry, ear/nose/throat, internal medicine, rheumatology, oncology, dermatology, pediatric medicine, radiology, ophthalmology, family practice and many more. MediGroup also serves as a bridge between various offices and organizations, fostering vital communications and interactions.

MediGroup Specialty Areas

- 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.

Recent Activities

MediGroup has partnered with Global Biomedical Technology (GBT) to bring members a solution for advanced wound care for sensitive skin and other skin conditions. GBT is a medical technology company focused on improving patient care while remaining cost effective. They set out to solve an unmet need for a medical adhesive with a strong bond, but one that can also be removed without causing pain or additional skin trauma.

Welltality uses a combination of technology and services to complete the majority of the Medicare Annual Wellness visit (AWV) outside the practice walls. Acting as an extension of the practice they educate the patients on why the visit is important, complete the question-based health risk assessment over the phone and schedule the patients to come into the practice for the short in-person portion. By doing this Welltality is able to turn a 30-40 minute visits into a 5-10 minute visit. Once completed, their screening technology automatically generates the required care plan ensuring compliance and saving the provider time. The practice then bills for the service and pays Welltality a flat fee out of that reimbursement.

RedDress, a privately held U.S. and Israel-based wound care company, entered into a partnership with MediGroup, to deliver its innovative wound care solution, ActiGraft® system to MediGroup's members. ActiGraft aims to deliver an affordable and efficacious wound solution to MediGroup's members to help improve the health and lives of patients living with chronic, non-healing wounds.



MedResults Network

20 Tower Lane, Suite 500

Avon, CT 06001

844-799-2384

<https://www.medresultsnetwork.com>

Background

MedResults Network has grown to become the largest group purchasing organization (GPO) in the U.S., catering to aesthetic medical practices and medical spas. Based on the buying power of nearly 3,500 member practices, the organization has negotiated with over 45+ national vendors to bring Members time- and cost-saving opportunities on the products and services aesthetic medical practices use daily. These include:

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

Executives

Jeff Routledge – President & CEO

Jamie Adkins, COO

Jamie Parrott – VP

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.
- 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.
- Non-Insurance Based Benefits – provide savings on medical, dental and more.
- Office Supply Program - additional discounts on copy/print services, and car rental.
- CEDR HR Solutions - access discounts on employee handbooks and monthly HR services.
- Small Business Loans.

Recent Activities

MedResults Network announced an agreement with technology healthcare leader ModMed® to make available special benefits related to ModMed's IT healthcare solutions to MedResults' over 1,400 medical spa and more than 800 plastic and facial plastic surgery practice members. ModMed's all-in-one software solution — including its electronic health records (EHR) and practice management (PM) systems and its patient engagement tools — empowers plastic surgery practices and medspas by streamlining operations from the front office to the clinic, which can help save time and create more opportunities for practitioners to focus on providing more personalized care.

MedResults entered a national partnership with Podium, to help MedResults Members to modernize and enhance all their patient interactions under one platform. With over 40 national partnerships, Podium is the first, and only partner in the MedResults portfolio that streamlines the patient experience through text communications. Whether it's texting prospective or existing patients, getting reviews and actionable feedback to improve a business, or collecting payments, Podium makes it easy to manage every interaction all from one powerful inbox. To date, Podium has helped nearly 110,000 local businesses and has powered over 4 billion customer interactions. Now, MedResults Members have access to Podium subscriptions with the benefit of a quarterly rebate, something unique to MedResults Members only.

Beginning in October 2022, Compound Preferred, a 503B outsourcing facility located in Idaho Falls, ID, began partnering with MedResults Network (MRN), to provide compounded medications for in-office use to all MRN Members across the United States.



Physicians' Alliance of America

3169 Holcomb Bridge Road, Suite 206
 Norcross, GA 30071
 770-446-9808
<https://physiciansalliance.com>

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 – COO
 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
Vaxelis	

IUDs – Abbvie and 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 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
Ross Biddle – SVP, Sales & Marketing

Programs and Services

ViaCentric has a comprehensive contract portfolio with over 2,000 national contracts.

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

Partners

- Medical Distributor – McKesson
- Office Products - Staples

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
- Suture - Ethicon

LONG-TERM CARE GPO PROFILES



Care Purchasing Services

800 N.W. 17th Avenue, Suite A
Delray Beach, FL 33445
561-272-7779
<https://www.cpslcs.co>

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. CPS's goal is to give members complete flexibility, without volume quantities, formulary mandates or minimum purchases.

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

- Proactively identify opportunities to improve your bottom line.
- Hold vendor partners to high standards of excellence and address service issues.
- Keep a pulse on senior living industry trends and recommend solutions to help you optimize resident care.
- Stay on top of regulations affecting therapy and pharmacy programs.

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

Financial/Investor

CPS is a LCS Company, a leading provider of senior living communities. CPS draws upon the wealth of experience as part of the LCS Family of Companies.



Forum Purchasing

1050 Crown Pointe Parkway, Suite 900
 Atlanta, GA 30338
 770-391-1391
<http://www.forumpurchasing.com>

Background

Since 2003, Forum Purchasing's (Forum) growth has been led by its President & CEO, Tom Benes, from 6 original Members to 75 today, with 7,500 facilities and 777,500+ beds. Forum has over 500 contracts representing \$2+ billion of annual spend.

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:

- 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.

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 750,000 beds from Forum Purchasing Members
- Member use of the DSSI e-commerce system
- 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)

Core Products

- | | | |
|-----------------------|------------------------|--------------------------|
| • Advanced Wound Care | Blood Glucose | Dairy |
| • Enteral Nutrition | Enteral Pumps/Plastics | Floor/Housekeeping |
| • Gloves | Incontinence | Laundry/Warewashing |
| • Linen | Liners | Maintenance/Lighting |
| • Office Supplies | OTC Drugs | Overnight Mail |
| • Paper | Rehab | Sharps/Sharps Containers |
| • Soaps/Lotions | Specialty Beds | Tapes/Gauze |
| • Vending | Baking Mixes | Cold Cereal |
| • Cookie /Crackers | Drink/Pudding | Dry Packets |
| • Hot Cereal | Liquid Eggs | Margarine PC |
| • Pork | Soup | Supplements |
| • Turkey | Fruit - Canned/Frozen | Vegetables |
| • Dehydrated Potatoes | Frozen Ground Beef | Frozen Stew Meat |
| • Canned Tuna | NPWT | |

Financial/Investor

Forum Purchasing is the only Group Purchasing Organization that 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.

**Gerimed**

9707 Shelbyville Road
Louisville, KY 40223
800-456-4374
<https://www.gerimedgso.com>

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 membership enables long term care, closed door pharmacies the benefits of time-tested integrity, outstanding service and low contract pricing. Gerimed becomes an extension of the members' staff and develops a long term care partnership that can benefit both companies.

Strategy

Gerimed abides by a distinct set of values and goals in order to maintain this innovative approach to contracting.

- Professionalism and Integrity
- Customer-Driven Company
- Financial Success

Executives

Christopher Mangione – President
Susan Rhodus – SVP, Contracts and Advocacy
Dennis Sherrill – VP, Sales
Karen Sims – VP, IT Services
Lewis Romero – VP, Audit Compliance & Resolutions

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 – pharmacies servicing long term care patients from a retail pharmacy location.
- RxMed – members providing retail pharmacy services.
- IVMed – members providing home infusion from a retail pharmacy location.

Pharmacy Tools

- Contract Pricing Portfolio - a web-based software program, the Contract Pricing Portfolio is available as a complimentary tool from GeriMed. This Windows-based program allows members to view contracted items in a variety of formats.
- GeriTrac Invoice Analysis - offers an electronic review of invoices for all of its member pharmacies' wholesale purchases.
- Incentive Tracking (Rebate Reports) - special quarterly reports so that members may review incentive payments over the most recent 12 months.
- Best Buy Reporting - shows pharmacies any purchasing opportunities for generic products that are priced below what they are currently paying.
- PDP-PC Program - allows pharmacies to navigate the products on formulary with each of the Medicare Part D PDP and MA-PD plans.
- GeriMed Forecasting Reports - quarterly reports detailing each pharmacy's purchases, current volume and market share (for relevant contracts).
- GeriMed Claim Audit - compares the amount paid by the Medicare Part D plan to the amount negotiated in the contract.
- Medicare Part D network - designed to ensure that pharmacies obtains reimbursement and contract terms that benefit their bottom line.

Provista/Vizient's strategic partnership with GeriMed, established in 2017, works to improve the purchasing power for independent pharmacies servicing long-term care patients.

Financial/Investor

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

**HPSI**

1 Ada, Suite 150
Irvine, CA 92618
800-223-4774
<https://www.hpsi.com>

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.

In 1985, HPSI began developing proprietary menus for its senior living members. In 2003, the menus were incorporated into a revolutionary web-based food service management program. The program called Menu2UPlus.com is a savings program providing an effective solution for reducing dietary costs and simplifying menu preparation.

By combining the purchasing power of its vast membership base, HPSI has since created an expansive network of local and national contracts providing substantial volume discounts and low prices on a broad array of quality name brand products, services and equipment. 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 nursing homes, assisted living facilities, residential care homes, skilled care facilities, independent living communities, retirement communities and other senior care providers.

Education - 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.

Purchasing Programs

HPSI enjoys the leverage that \$14 billion in spend commands in the marketplace. Through its combined network of procurement experts and contracts, this collective power provides access to distributors and manufacturers that provide members with substantial volume discounts and low prices on a wide range of brand name products. Programs include:

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

Financial/Investor

HPSI is part of the Avendra Group portfolio of companies. As part of Avendra Group, HPSI leverages a vast network of professional procurement experts and innovative resources to deliver customized solutions to customers and suppliers.

**Link-age**

4605 Duke Drive, Suite 110
Mason, Ohio 45040
513-492-7936
<https://www.linkageconnect.com>

Background

Link-age is a company with membership comprised of more than 900 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.

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 the launch of its new pharmacy program. Link-age has partnered with Diamond Pharmacy Services, PharmScript, PharMerica, and Harvest Grove Pharmacy. The new partnerships allow the company to provide pharmacy services to senior living communities across all 50 states. Link-age continues its long-standing partnership with Diamond Pharmacy Services.

Link-age Solutions announced a new partnership with UNITED Medical Supply Company. UNITED works with post-acute care providers across the country, helping drive savings with their solution-oriented approach. The partnership with UNITED Medical Supply Company will provide Link-age members with an additional option for their medical supply needs, while also granting Link-age members access to UNITED's innovative programs, such as U+PRIME and Inventory Dynamics. Link-age will continue to provide members with high-quality solutions and products through their existing medical supplies partner, Medline Industries, as well.

Link-age Solutions announced Community First Solutions as the newest Principal Member of its ownership group. Community First Solutions is a not-for-profit network based out of Hamilton, Ohio that provides a broad continuum of quality services to meet the diverse health and wellness needs of more than 30,000 clients throughout the region.

**Managed Health Care Associates, Inc. (MHA)**

25-A Vreeland Road, Suite 200
Florham Park, NJ 07932-0789
973-966-9200
<https://www.mhainc.com>

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. 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.

MHA is the largest alternate site group purchasing organization, offering a focused approach, based on class-of-trade specific services and support. Regionally based account managers focused on your class of trade are responsible to share data based analysis that enables you to extract maximum value from its contract portfolio. In addition, MHA closely monitors pricing accuracy and proactively identify further opportunities.

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.

Executives

Diane Koontz – President
Gloria Barr – EVP and General Counsel
Fred Bonaccorso - Executive Vice President, Navigator Purchasing Group
Tom Hermey – EVP, Technology and Operations
Ed Izbicki, Jr. – EVP, Alternate Site Division
John Lees - Senior Vice President, Operations
Russell Procopio – EVP, Long-Term Care Pharmacy
Joe Siciliano - VP, Business Products & Services

Programs and Services

Markets Served

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

Long-Term Care Pharmacy Solutions

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

Senior Care Living

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

Specialty/Infusion Pharmacy

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

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.**

307 Waverly Oaks Road, Suite 401
Waltham, MA 02452
716-565-9400
<http://www.primeservicesinc.com>

Background

Prime Services is focused on lowering cost of procurement for the post-acute and senior living healthcare markets. Prime Services offers cost savings programs and rebates with manufacturers and suppliers in most areas of purchase for a long-term healthcare facility.

Included for dietary are programs with full-line grocery suppliers, paper & cleaning suppliers, fresh produce, bread, and milk suppliers. Additionally, Prime Services offers resident and menu management software, and a full-service dietary staff video training program, and Prime Services also provides contracted money-saving programs with companies that deliver medical and therapy suppliers, office supplies, building maintenance services, capital equipment and much more - all available at no-cost to the facility member.

Strategy

PRIME Services is the only organization focused on helping senior living communities understand their business, by using proprietary data analysis practices, and translating the data into more effective and efficient operational process that provides purchasing transparency to the key stakeholders in the business.

Executives

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

Programs and Services**Purchasing Analytics**

Senior Living Operators can tap into PRIME Services' purchasing power through its data analytics technology to negotiate and understand the most effective and cost saving ways to purchase. Based on what is currently being purchased, data analytics provides insights into how to acquire better rebates, bigger deals, and improved quality on current purchases.

PRIME Services manufacturer and distributor relationships drive better outcomes for senior living operators. Insights like consistency of pricing across multiple locations, finding invoice errors, current rebate deals and price comparisons of manufacturer and distributor items, easy to use technology in the purchasing process, and more.

Technology

The PRIME Services difference is found in its creative and ongoing approach to technology. The company believes technology should be designed to make its senior living communities more efficient and profitable through effective back of the house practices.

- Data Management: Data Acquisition, Data Cleaning, Item Matching, data points.
- Food Cost Management: Inventory Management, Costing, POS Integration, Ordering.
- Purchasing Services: Operator Portal (Account Management), Rebate Estimator, Food Service Rewards, Matching Platform, price trends and manage food costs in real-time.

Supply Chain

By partnering with Prime Services, members can leverage the company's supply chain team of experts for support in all areas of its healthcare operation from distributors and manufacturers to contract and spend management. Prime Services hands on approach ensures operators have more time to spend on running their business and less time navigating supply chain challenges and negotiating pricing. The Prime Services supply chain management process is customer driven and helps deliver results for operators.

**Prime Source Healthcare Solutions**

135 Chestnut Ridge Road
Montvale, NJ 07645
877-877-4638
<http://primesourcehcs.com/>

Background

Prime Source Healthcare Solutions is a purchasing solution for many healthcare providers and facilities, including Skilled Nursing, Assisted Living Centers and Hospitals. Through the power of its network of vendors, manufacturers and affiliates, Prime Source GPO members receive the best prices on a wide range of products and services, including Nursing, Dietary, Housekeeping, Maintenance, Office and more.

Prime Source's highly trained and dedicated team of purchasing specialists constantly monitor market trends and work with vendors and affiliates to provide lower pricing and better service.

Strategy

Prime Source Healthcare Solutions recognized a gap in the post-acute care (PAC) industry and brought together experts in specific disciplines to provide effective best practice cost management solutions that empower owners and operators to optimize service delivery and reduce costs while increasing quality.

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.
- 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.

HEALTH SYSTEM GPO PROFILES



AllSpire Health Partners

100 Front Street, One Tower Bridge, Suite 1250

West Conshohocken, PA 19428

484-532-5900

<https://www.allspire.org>

Background

AllSpire Health Partners, LLC (AllSpire) is a collaborative think tank to drive clinical excellence, improve affordability and enhance economic sustainability. Members include:

- Atlantic Health System - with over 14,000 employees, the system includes 6 hospitals and a rehabilitation center, home care and hospice and the Atlantic Medical Group.
- ChristianaCare is a dynamic health care organizations, centered on improving health outcomes, making high-quality care more accessible and lowering health care costs.
- Hackensack Meridian Health, with over 34,000 team members and more than 7,000 physicians, the system includes 13 general acute care hospitals, more than 200 ambulatory care centers.
- Lehigh Valley Health Network includes eight hospital campuses and numerous community health centers and clinics, retail health clinics, and home health and hospice services, with a team of more than 15,000 staff members, more than 1,200 medical staff members and more than 650 employed physicians and advanced practice clinicians.
- Tower Health includes 6 hospitals with 11,000 team members and 2,000 physicians and providers across 65 locations within the network.
- WellSpan Health is a non-profit health care system located throughout south central Pennsylvania and northern Maryland. The system includes eight hospitals, has over 19,000 team members, 170 outpatient health care locations, a regional home care organization.

Strategy

The Mission of AllSpire is to harness and share the accumulated wisdom, talent and resources of its integrated health system members, via knowledge transfer and collaboration, to achieve the highest levels of Clinical Excellence, Patient Affordability, Access & Experience and Economic Sustainability, all for the benefit of the communities it serves.

Executives

AllSpire is governed by a Board of Managers comprised of the CEOs of each member health system as well as representatives from each of the health systems' Boards.

- Paul Trijan, MBA – President, AHP, CEO, AH GPO
- Michael Forese, MBA – SVP, Finance and Operations, AHP & AH GPO

Products and Services

Clinical excellence is a philosophy of care underpinned by a framework that healthcare organizations can follow for holding themselves accountable for continually improving the quality of the care and services provided to the patients they serve. AllSpire supports that framework through knowledge transfer within the member organizations.

In October of 2016, AllSpire launched its own regional group purchasing organization, AllSpire Health GPO, LLC (AH GPO). The goal of the AH GPO is to constantly drive toward minimized waste and hyper-efficient supply chain with price discounting and rebate driven cost savings.

AH GPO provides a central structure and support team to assist each member's supply chain leadership in contracting with vendors. The support team includes Collaborative Project Managers in various product and service categories that interface with Value Analysis Teams of the same category across the member health systems.

AllSpire's initial effort towards reducing drug costs was to aggregate four of the member health systems employee benefit management under one PBM vendor contract.

Statistical Information

Acute Care Hospitals	42	Licensed Acute Beds	10,557
Annual Patient Admissions	457,798	Annual ER Visits	1,449,945
Hospital ORs	517	ASC ORs	107
Skilled Nursing Beds	2,415	Covered Lives	1,208,178
Total Employees	108,341	Enterprise Revenue	\$18.1 billion
Purchasing Volume	\$5.0 billion		

Recent Activities

Kurin. Inc., the inventor and manufacturer of 510(k)-cleared Kurin[®] blood culture sets, announced the signing of a recent agreement with AllSpire Health GPO. The agreement is sole source and is for three years.

**Ascension – The Resource Group**

2054 Westport Center Drive
St. Louis, MO 63146
314-733-8500
<https://ascension.org/Our-Work/The-Resource-Group>

Background

Ascension is a faith-based healthcare organization dedicated to transformation through innovation across the continuum of care. In FY2021, Ascension provided \$2.3 billion in care of persons living in poverty and other community benefit programs. Ascension includes more than 150,000 associates and 40,000 aligned providers.

The national health system operates more than 2,600 sites of care – including 142 hospitals and more than 40 senior living facilities – in 19 states and the District of Columbia, while providing a variety of services including clinical and network services, venture capital investing, investment management, biomedical engineering, facilities management, risk management, and contracting through Ascension’s own group purchasing organization.

The Resource Group is a change management organization specializing in operations and logistics, sourcing and contracting, and implementation and analytics, at its heart, it is focused on hospitality and caregiver satisfaction. The Resource Group manages the end-to-end resource and supply function for over 2,500 locations across the United States.

Strategy

Rooted in the ideals of hospitality, The Resource Group lowers the cost of healthcare through its User-Directed Integrated Solutions. The organization envisions a tightly-coordinated, end-to-end non-payroll spend management solution that continually improves its Participant’s financial performance to sustain resources available for patient care.

Executives

Scott Caldwell – President and CEO – The Resource Group
F. Dewayne Rader – Chief Sourcing Officer
Todd Adams – COO
Mark O’Connor – VP, Finance

Programs and Services

The Resource Group, at the foundation of every solution, much like all other hospital departments, is a group of highly-specialized professionals. These associates bring a diverse range of skills and are dedicated to service.

- Field Operations - Managing the receipt and delivery of supplies so caregivers can focus on patient care.
- Master Data Management - Managing resource and supply data to support decision-making and maintain standardization to ensure a resilient supply chain.
- Pharmaceutical Support Services - Creating additional value by establishing operational efficiencies in this high volume, high-spend category.
- National Operations & Logistics - Creating additional value by managing distributor, courier, and other national relationships to achieve the highest level of efficiency and standardization.
- Purchased Services Management - Managing service supplier relationships to maximize value and enhance the patient experience.
- Surgical Support Services - Enhances the surgical experience for surgeons and clinicians at select Participant sites.

Services

- Contract Design - Listening to end-users to determine the product and service attributes they require in a contract.
- Sourcing - Combining the attributes defined through caregiver direction and innovative sourcing technologies, eAuctions, to offer contracts that deliver both value and end-user satisfaction.
- Implementation - Engaging caregivers at the local level by employing project management methods and change management techniques to support compliance and ensure caregiver needs are met.
- Finance - Managing supplier administrative fee payments and rebates to ensure financial success for Participants.



Atrium Health Supply Chain Alliance

P. O. Box 35126

Charlotte, NC 28235

800-821-1535

<http://www.atriumhealthsupplychainalliance.org>

Background

Atrium Health is a nationally recognized leader in shaping health outcomes through innovative research, education and compassionate patient care. Atrium Health is an integrated, nonprofit health system with more than 70,000 teammates serving patients at 40 hospitals and more than 1,400 care locations. Atrium Health is also a leading-edge innovator in virtual care and mobile medicine, providing care close to home and in the home.

Atrium Health Supply Chain Alliance (AHSCA) is a regional group purchasing organization that negotiates and maintains agreements with suppliers for the purchase of healthcare related products and services. It also welcomes other entities and healthcare facilities to purchase healthcare related products and services under these supplier agreements.

- Regional GPO that partners with committed Members to drive supply-related efficiencies and value to Member and Patient
- Founded on Member commitment and aggregation
- Over \$2.58 billion in aggregated supply spend across 8,700 licensed beds, 46 acute care sites, and 1,700 additional non-acute and post-acute sites
- Engaged clinical participation in product selection
- Partnership with Premier, Inc.

Strategy

Atrium Health is shaping the future of health and care by bringing innovative ideas to life. As one of the nation's leading health systems with a vast care network and diverse patient communities, the organization is uniquely positioned to lead the transformation of health and care.

Executives

Conrad S. Emmerich | President and Chief Executive Officer

Allison T. Tidd | Vice President

Brad A. Clark | Chief Financial Officer

Products and Services

Clinical Value Analysis

AHSCA supports its' Member facilities through a robust Clinical Value Analysis methodology that serves as a clinical interface between supply chain staff, clinicians, and organization. The CVA team is comprised of six (6) nurses with varying clinical backgrounds and leadership experience that facilitate a team-based approach engaging all AHSCA facilities. It is organized around departments or functional areas.

Member Services provides:

- Savings Report for awarded contracts
- Quarterly Compliance Reports for all monitored categories
- Bi-annual Alignment Report identifying additional savings opportunities
- Bi-annual Communication Forum

AHSCA Participants commit-to, and are measured-on, maintaining 90+% utilization of AHSCA-monitored, high value/commitment contracts. Monitored Contract Exceptions are considered for:

- Non-cancelable existing agreements
- Products tied to pre-existing capital equipment
- Clinical issues vetted by the appropriate Process Enhancement/Product Standardization
- Member of Premier's Large Aggregation Group.

AHSCA has contracting ability for product and distribution that covers the continuum of care:

- Medical-Surgical
- Physician Preference Items
- Pharmacy
- Laboratory
- Capital
- Purchased Services

Recent Activities

Wake Forest Baptist Medical Center, AHSCA's newest member, is a nationally prominent academic medical center in Winston-Salem, with an integrated health care networks that incorporates hospitals, clinics, physician practice, diagnostic centers and other primary specialty care facilities serving the residents of 24 counties in northwest North Carolinas and southwest Virginia. Employing more than 13,440 employees with 870 total beds.



Avera Pace

3900 West Avera Drive
 Sioux Falls, SD 57108
 605-322-4700
<https://www.avera.org>

Background

Avera Health serves South Dakota and surrounding areas of Minnesota, Iowa, Nebraska and North Dakota through six regional centers in Aberdeen, Mitchell, Pierre, Sioux Falls and Yankton, SD, and Marshall, MN. Avera Health operates 37 hospitals, 215 primary and specialty care clinics, 40 senior living facilities in addition to home care and hospice, sports and wellness facilities, home medical equipment outlets and more.

Avera PACE, a division of Avera Health, is a regional group-purchasing organization with a strong presence in the upper Midwest states, but serves clients from all over the United States.

Avera PACE members include:

- Assisted living facilities
- Behavioral health facilities
- Camps
- Clinics
- Educational facilities
- Fitness centers
- Home medical equipment facilities
- Hospitality (hotels and recreation)
- Hospitals
- Long-term care facilities
- Religious institutions
- Surgery centers

Strategy

Through Avera's Service Line concept, physicians from across the system collaborate to identify best practices that result in consistent care, which in turn builds quality and reduces cost. Stronger relationships between physicians, within and across specialties, result in better transitions of care, improving outcomes and creating a better care experience for patients.

Executives

Bob Sutton – President and CEO
 Dr. David Erickson – Chief Medical and Innovation Officer
 Julie Lutt – CFO
 Kevin Weier - Director of Supply Chain Purchasing and Systems
 Sara Henderson – VP, Supply Chain
 Kevin Jordanger – Director, Avera Pace

Products and ServicesGroup Purchasing

Avera PACE, with a sponsorship for Premier, Inc. and more than 2,000 national contracts, offers the cost-saving benefits of group purchasing to its affiliate members. In 2008, Avera, Regional Health and Premier, Inc., formed the Northern Plains Premier Collaborative, LCC (NPPC) to aggregate purchasing volumes.

Comprehensive Purchasing Program

- Capital equipment
- Cellular voice and data services
- Dietary products
- Housekeeping supplies and cleaning products
- Laboratory supplies
- Medical/surgical equipment and supplies
- Office supplies and furniture
- PC hardware and software
- Pharmacy supplies
- Radiology supplies
- Capital Management Services
- Anesthesia Labels

Statistical Information

315 Locations

100 Communities

5 States

20,000 Employees

1,200 Physicians

**CHC Supply Trust**

7800 N. Dallas Parkway, Suite 200
Plano, Texas 75024
972-943-6400
<https://communityhospitalcorp.com>

Background

Community Hospital Corporation owns, manages and consults with hospitals through CHC Hospitals, CHC Consulting and CHC ContinueCARE, with the purpose to guide, support and enhance the mission of community hospitals and healthcare providers.

CHC Supply Trust brings access, savings and support – including a tailor-made GPO – to community hospitals. With the support and guidance of CHC Supply Trust, community hospitals can achieve the same preferred pricing typically reserved for their larger counterparts.

Community hospitals use CHC Supply Trust for a variety of healthcare services:

- Access to Valify Supply Chain Analytics and Reporting
- Purchased Service Aggregation
- Supply Chain Consulting
- Hospital GPO Access to HealthTrust
- Customized Support Services Agreement
- Outsourced Materials Management

Strategy

CHC provides the resources and experience community hospitals need to improve quality outcomes, patient satisfaction and financial performance.

Executives

Jim Kendrick – President and CEO
Jill Bayless – SVP, Clinical Services
Jon Pruitt – SVP, CHC Supply Trust
Melanie Newcomb – VP, Supply Chain Operations and GPO Implementation
Kerry Tucker – VP, Purchased Services

Products and Services

- Analytics and Reporting - Analyzing product spend and utilization helps identify areas for improved efficiencies and ensures compliance.
- Materials Management Outsourcing - Many hospital leaders outsource the entire materials management department to the CHC Supply Trust team. In this model, CHC Supply Trust takes on contract optimization, GPO compliance as well as day-to-day procurement oversight.
- Onboarding and Support

Hospital Purchased Services Contract Categories

- | | |
|----------------------|-----------------------------|
| • Ancillary Services | • Facility Support Services |
| • Clinical Services | • Pharmacy Services |
| • IT and Telecom | • HR Services |
| • Financial Services | • Energy Services |

Group purchasing organization (GPO) services are an integral component of CHC Supply Trust. GPO services are made available through its partnership with HealthTrust Purchasing Group (HPG).

CHC Supply Trust offers Purchased Services management powered by Valify Solutions Group. This cost management solution helps hospitals control purchased services expenses by comparing contracts and costs with similar hospitals and vendors.

Recent Activities

CHC recently surpassed a major milestone: CHC Supply Trust serves 101 hospitals by providing group purchasing organization (GPO) access, supply chain management support, and strategic insight necessary to meet current and future needs. CHC Supply Trust offers a full spectrum of supply chain solutions tailor-made for community hospitals, including Tier 1 GPO pricing, regardless of hospital size or annual spend.

HealthTrust and CHC completed a long-term partnership agreement in 2020 to strengthen the operating performance of community-based hospitals. The contract renewal with HealthTrust preserves the support structure and resources these community hospitals and non-acute providers have come to depend on to manage the escalating costs of healthcare delivery.

**Highmark Provider PPI**

East Commons Professional Building
Four Allegheny Center – 9th Floor
Pittsburgh, PA 15212
412-330-4500
<https://www.providerscp.com>

Background

One of America's leading health insurance organizations and an independent licensee of the BCBSA, Highmark Inc. and its affiliated health plans work to deliver high-quality, accessible, understandable, and affordable experiences, outcomes, and solutions to customers.

As the fourth-largest overall Blue Cross Blue Shield-affiliated organization, Highmark Inc. and its Blue-branded affiliates cover the insurance needs of more than 6 million members in Pennsylvania, Delaware, and West Virginia. Its diversified businesses serve group customer and individual needs across the United States through dental insurance and other related businesses.

Provider PPI, a subsidiary of Highmark, is a unique Group Purchasing Organization (GPO). The staff is a knowledge-centered group of individuals with years of industry experience specializing in clinical and non-clinical procurement and contracting.

Provider PPI's portfolio of contracts is only successful if they contain everything necessary to provide high quality care in addition to decreasing costs. Because of this, Provider PPI partners with physicians on each of its clinical contracts, putting decision making into the hands of those who should be making these decisions.

Provider PPI has partnered with industry leading manufacturers that understand the importance of their role in the delivery of healthcare. It works closely with them to ensure market leading prices while promoting new technology and monitoring compliance.

Provider PPI does not hold its customers to a commitment level tying them to mandated number of contracts that need to be participated in.

Strategy

Provider PPI understands the complexity and ever-changing landscape of the health care delivery market. It understands that community hospitals are essential assets to their neighborhoods, and understands the stress that these institutions feel to continue to provide the highest quality care to their patients. It is Provider PPI's goal to partner with these facilities in order to bring value and level the playing field for them as it pertains to supply chain costs.

Executives

Philip Nerti – VP

Allison Shanafelt – Director

Diane Ogelsby - Director of Clinical Operations and Strategic Initiatives

Products and Services

Provider PPI addresses 100% of a hospital's supply chain spend. By partnering with key clinicians and specialty groups, Provider PPI provides group purchasing savings for physician-preferred devices, pharmaceuticals, purchased services and supplies that other GPOs ignore, or are unable to effectively address.

In its unique model, clinicians collaborate to develop standards of utilization by product category to drive better patient care. Once a protocol is developed, and health care partners agree to comply, Provider PPI purchasing experts negotiate favored vendor contracts that drive down unit cost, encourage standardization, and provide value for Provider PPI members.

The partnerships that Provider PPI has developed with physicians as well as market leading medical device companies have proven to show tremendous benefits to the healthcare community. Partnering with Provider PPI not only ensures industry leading pricing on many Physician Preference Items, it also assists with the compliance of these contracts.

**Health Resource Services, LLC**

17930 International Boulevard, Suite 900
Seattle, WA 98188
206-583-6516
<https://hrsgpo.com>

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 serves tens of thousands of customers, including hospital systems, clinics, surgery centers, senior care facilities, educational and human services organizations every day.

HRS's extensive contract portfolio is shaped by member needs ensuring that there is a demand for supplier products and services prior to engagement. HRS's representatives work closely with each of its suppliers. Strategic efforts to procure purchasing commitment and move inventory are integral to the members' supply chain and spend management initiatives.

HRS recently partnered with Premier and 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, and field support team.

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 builds partnerships and networks that allow it the leverage and capacity to offer members more.

Executives

Randy Hawley – CEO & President
Vivek Gupta – VP, Technology & Finance
Richard Paul – VP
Ted Nolan – VP
Mark Creed – VP
Brie Richmond – Senior Director, Operations

Programs and Services

- Savings on Products and Services – HRS uses the collective buying power of its members to negotiate best-pricing on products, equipment, and services.
- Expert Advice and Guidance – HRS’s team of service representatives, expert consultants, and clinical specialists help with everything from assessment and benchmarking to implementation of best practices that optimize processes, savings, and outcomes.
- Custom Supply Chain Solutions – HRS’s business and healthcare supply chain experts will work with members to identify issues that are creating operational inefficiencies, gaps, or waste.
- Custom Spend-Management Solutions- HRS’s spend management consultants will equip members with the technology and know-how they need to monitor, manage, and adjust the various aspects of spend that can dramatically impact the financial health of the business.
- Peer-to-Peer Networking – HRS’s networking events and councils give members the opportunity to learn and share information with industry peers.

Financial/Investor

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

**IPC Group Purchasing**

1151 E. Warrenville Road

Naperville, IL 60563

630-276-5485

<https://www.ipcgrouppurchasing.com>

Background

The Illinois Health and Hospital Association is dedicated to advocating for Illinois' more than 200 hospitals and nearly 40 health systems as they serve patients and communities throughout the state.

Through its affiliation IHA, IPC Group Purchasing (IPC) leverages collaboration and volume aggregation to negotiate for better supply chain pricing. IPC is offered through IHA Business Resources, an Illinois Health and Hospital Association company.

IPC is also backed by the resources of IHA to meet its members' needs. In a collaborative environment, members share best practices and identify cost-savings opportunities, resulting in further cost savings.

IPC is:

- Comprised of hospitals, health systems and non-acute healthcare organizations;
- Affiliated with the Illinois Health and Hospital Association (IHA); and
- A member-focused program that combines the benefits of national GPO pricing with Premier with the advantages and flexibility of regional contracting through Capstone Health Alliance.

Strategy

A shared vision and purpose binds IPC Group Purchasing with its members. IPC is relentlessly committed to increasing member resources for patient care by reducing healthcare supply chain costs. Through collaboration, innovation and shared learning, IPC members will reduce healthcare supply chain costs, resulting in increased patient care resources.

Executives

Patrick Sonin - VP, Group Purchasing and Business Development

Justine Peterson - Senior Director, Client Services

Products and Services

IPC's program combines: benefits of national GPO Purchasing power; advantages and flexibility of regional contracting; and opportunities to share best practices through peer networking.

Each IPC member—both acute and non-acute healthcare organizations—receives customized support from its team. Through one-on-one relationships, IPC maximizes contract savings and provide additional resources and assistance to members' supply chain staff.

IPC member benefits include:

- Contract aggregation to achieve better tier pricing and discount opportunities.
- Peer networking forum providing opportunities to share best practices.
- Leadership and decision-making responsibility.
- Customized member support.
- Access to the Premier's portfolio of products and services.

Designed specifically for hospitals, IPC's program:

- Provides dedicated, on-site staff to identify cost savings opportunities.
- Supports the analytical work of your supply chain teams.
- Trains hospitals on national GPO contract management and spend analytics systems.
- Coordinates supply chain benchmarking data reporting.

IPC offers Premier's national contract portfolio plus access to Capstone Health Alliance.

- Absent special circumstances or opportunities, IPC initiatives are pursued in accordance with the Premier contract calendar.
- The Premier contract calendar helps determine when an inquiry from a potential direct supplier will be reviewed.
- When presenting direct opportunities to IPC members, IPC staff provide comparative information on competing Premier suppliers.
- IPC staff screen inquiries from prospective suppliers using a "Supplier Profile" questionnaire.

Contract Implementation

- Suppliers are instructed to work with member Supply Chain leaders and their respective IPC or Premier Region Director to implement all IPC agreements.
- IPC conducts periodic business reviews with contracted suppliers.
- IPC reviews contract activations and savings reported by members.



LeeSar/Cooperative Services of Florida (CSF)

2727 Winkler Avenue
 Fort Myers, FL 33901
 239-939-8800
<https://www.leesar.com>

Background

Since 1998 LeeSar/CSF has been dedicated to increasing efficiencies, assuring quality, and creating opportunities for savings by equipping healthcare systems to perform at their best. Every contract signed and new process implemented reflects of its commitment to advance patient care by providing reliable, cutting-edge solutions.

LeeSar's supply chain services provide healthcare professionals with the resources they need to ensure high quality patient care. LeeSar utilizes innovative technology and processing solutions to cover a range of services, including surgical, medical, pharmaceutical, and more.

In order to drive value through the healthcare supply chain, Cooperative Services of Florida (CSF) uses the power of group purchasing: working on behalf of its members to negotiate cost-saving contracts with manufacturers and service providers.

Strategy

As an industry leader in healthcare supply chain management, LeeSar/CSF provides optimal resources at the best value, positioning its members for success and the delivery of excellent patient care.

Executives

Bob Boswell – President & CEO
 Vickie Dragich - CFO
 Russ Neumeier – Executive Director of Information Systems
 Maria Gautier – Executive Director of Quality

Products and Services

Sterile Processing	Surgical Kits
Pharmaceutical Services	Pharmacy compounding
EMS Services	Nuclear pharmacy
Instrument Repair	Distribution Center



TPC

7160 Dallas Parkway, Suite 600
 Plano, TX 75024
 469-366-2100
<https://www.tpc1.com>

Background

TPC provides the framework for independent, community-based hospitals to achieve system value through strategies that optimize operational, financial and clinical performance. TPC Members have collaborated together for over 35 years. Members include:

- Baxter Regional Medical Center
 - Hendrick Health
 - Medical Center Hospital
 - Parkview Health System
 - Southeast Health
 - Citizens Medical Center
 - Hill County Memorial Hospital
 - Midland Health
 - Shannon Medical Center
 - United Regional
-
- 16 Hospitals
 - Over 250 individual sites
 - \$1 billion in purchasing volume
 - \$3.5 net patient revenue
 - \$300 million in documented savings since 2010

Strategy

As the members business needs change, so does TPC, continually evolving to provide the needed support.

Executives

Roger Nolan – President & CEO
 Mark Phelan – SVP & CFO
 Suzy Escalante – SVP, Performance Improvement
 Beau Moon – SVP, Sourcing
 Alex Brown – VP, Supply Chain Operations
 Hugo Partida – VP, Purchased services

Products and Services

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.

The process includes engagement from the Member C-suite, supply chain and clinical leaders and tracks metrics across cost, quality, and outcomes (CQO). The documented successes are a direct result of its balanced approach and the thoughtful deliberation of its Member leaders in initiative consensus building.

TPC 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

TPC Purchased Services Committed Programs

- Capital Equipment Services
- Energy Procurement Services
- Foodservice Distribution & Procurement Services
- Freight Management Services
- Lab Services: Clinical Reference and Anatomic Pathology
- Medical Device Reprocessing
- Transcription Services

Purchased Services accounts for roughly 40 percent of TPC Members' total overall spend. It represents a potentially untapped source of savings across the Member organizations as these services are often overlooked because they fall outside the traditional supply chain responsibility. Through TPC's comprehensive Purchased Services strategy, Member-led initiatives have achieved over \$35 million in total value in a variety of targeted areas.

Revenue Cycle Signed Category Partners

- Access Solutions
- DRG Transfer
- Zero Balance Review
- Early Out Collections
- Bad Debt Collections
- Vendor Management Tool
- Medical Necessity Clinical Denial
- HIM Coding and Audits - Hospital & Physician
- Staffing

Within TPC's Revenue Cycle services, TPC Members identify and evaluate savings opportunities together as a system to attain the best solutions, value, and partnerships. Vetting vendors as a group eliminates the need for each Member to work individually, ultimately saving overall time and effort. In addition, Member collaboration has proved to be a valuable opportunity to determine best practices and evaluate long-term performance.

Featured Partners

- Vizient
- Cardinal Health
- Lockton
- ARUP Labs
- Priority Power Management
- OpenMarkets



The University of Texas System Supply Chain Alliance

210 West 7th Street

Austin, Texas 78701-2982

512-499-4200

<https://www.utsystem.edu>

Background

For more than 130 years, The University of Texas System has been committed to improving the lives of Texans and people all over the world through education, research and health care.

With 13 institutions, an enrollment of more than 243,000 students and an operating budget of \$23.4 billion (FY 2022), the UT System is one of the largest public university systems in the United States.

Collectively, UT-owned and affiliated hospitals and clinics accounted for more than 8.6 million outpatient visits and almost 1.8 million hospital days in 2020. UT institutions also are among the most innovative in the world, collectively ranking No. 4 for most U.S. patents granted in 2020, and the UT System is No. 1 in Texas and No. 2 in the nation in federal research expenditures.

As UT System's in-house group purchasing organization (GPO), the UT System Supply Chain Alliance (Alliance) executes and manages valuable, multi-institutional master supply agreements. The Alliance leverages the collective size and strength of UT System institutions in order to facilitate group purchases with better pricing and services levels than any institution could achieve on its own.

The Alliance's Strategic Services Group (SSG), located in Houston, TX, is comprised of teams performing sourcing and contracting services (evaluation of collaborative opportunities, issue RFPs and negotiation of contracts), as well as supplier relation and customer relation services. The latter activities include:

- monitoring and resolving supplier performance issues under Alliance master agreements
- managing supplier-paid administrative fees, rebates and incentives
- improving customer awareness and usage of contracts in the Alliance portfolio
- facilitating cross-campus relationships involving sourcing and contracting

While Alliance staff are employed by The University of Texas MD Anderson Cancer Center, they perform a UT System-wide function. Importantly, the strategy, budget and work plans of the Alliance are determined by the UT System Collaborative Business Services Executive Committee. The Committee’s members are the Chief Business Officers of all 15 institutions comprising The University of Texas System, including UT System Administration.

Strategy

The University of Texas System Supply Chain Alliance (UTSSCA) was created to expand the use of joint purchasing and explore new opportunities to leverage the collective size and strength of the UT System institutions through cooperative purchasing.

Executives

Jonathan Pruitt – Executive Vice Chancellor for Business Affairs

Frank Reighard - Director of Contracts & Procurement ·

Christine Bradford - Associate Director, Interim Executive Director

Products and Services

When the Alliance competitively procures and then negotiates a master supply agreement on behalf of Alliance members and affiliates, the supplier is given the unique distinction of being a “Preferred Supplier.” This means the master agreement’s terms have been negotiated by the Alliance to secure “best value.”

Some of the factors considered when determining best value are purchase price, reputation of the supplier and the quality of its goods and services, and the extent to which the supplier can meet needs of Alliance members and affiliates.

Additional consideration is given to the supplier's ability to comply with laws relating to historically underutilized businesses. The result is that the supplier is treated by purchasing institutions as “preferred,” compared to other potential sources of the goods or services.

Once a master supply agreement is signed by the Preferred Supplier and UT System (acting through the Alliance), institutions sign a short Institutional Participation Agreement (IPA). The IPA is the means by which institutions “opt into” the master agreement and become entitled to its benefits, such as discounted pricing, rebates and incentives.

The IPA also commits the institutions to comply with all obligations in the master agreement applicable to them. These obligations include various commitments to promote the use of the Preferred Supplier’s goods and services by the institution’s internal customers.

Benefits of Becoming a Preferred Supplier

- The Alliance's Strategic Services Group works closely with the Preferred Supplier to grow existing business and develop new areas of opportunity that fully maximize the Preferred Supplier's product or service offering.
- The Preferred Supplier is identified by the Alliance and institutions participating in the master supply agreement as the primary choice for the particular product or service.
- Preferred Supplier status is highlighted within e-procurement technology platforms.
- The Alliance's Strategic Services Group works with the Preferred Supplier to develop unique product shows and events on campus.
- The Preferred Supplier business relationship and value is identified to end users.
- The Preferred Supplier is best positioned to benefit from campus growth.

Recent Activities

Medline, in 2020, announced a \$120 million annual partnership with The University of Texas System Supply Chain Alliance. This award provides distribution services to the UT System's three acute care institutions: UT Southwestern Medical Center in Dallas, UT MD Anderson Cancer Center in Houston, and UT Medical Branch in Galveston. Prior to choosing Medline as their MedSurg Distributor, the three institutions were using different distributors. Now, their distribution is integrated across all three institutions under one vendor.

Vizient, in 2021, announced a new agreement with The University of Texas System that significantly expands the services and solutions used to deliver cost effective care to patients. The new agreement includes Vizient's industry leading group purchasing contract portfolio services to The University of Texas System, including University of Texas Southwestern Medical Center, University of Texas Medical Branch at Galveston and University of Texas MD Anderson Cancer Center. In addition to Vizient's contract portfolio, the new agreement includes access to Vizient Savings Actualyzer – Supplies, for price benchmarking and performance comparison, Vizient Savings Actualyzer – Pharmacy, for visibility into pharmacy contracts, market data and benchmarking, DataLynx and the Impact Standardization Program, which focuses on reducing product variation and improvements in procurement processes.

SOURCES

Access Market Intelligence Reports

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American Hospital Association
AHRMM
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Brookings Institute
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Seeking Alpha
Wall Street Journal



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