

Save Time and Money with New Group Purchasing Organization (GPO) Benefits

from IHCA and HPSI Purchasing Services

Today's financial environment is tough. **Save time and money with new Group Purchasing Organization (GPO) benefits from Iowa Health Care Association (IHCA) and HPSI Purchasing Services.**

As an IHCA member benefit, you receive discounts on the products and services that you are likely already purchasing every day to care for your residents, tenants and patients and to run your operations.

BENEFITS:

- **Cost savings:** Save money with access to pricing negotiated with over 1,200 supplier solutions for items that you purchase every day.
- **Consulting support:** Save time with support from HPSI purchasing consultants who are Iowans that know the market and how to find the best savings.
- **Spend analysis:** Identify current and future savings opportunities for both products and services that you are paying for everyday with reporting access available through this program.



Learn more at:
[iowahealthcare.org/
group-purchasing](https://iowahealthcare.org/group-purchasing)

NEW PROGRAM BENEFITS:

- **No membership fees:** HPSI has eliminated any fees for accessing supplier programs through IHCA.
- **Increased savings:** New preset formularies help you save 15%+ on everyday purchases.
- **Loyalty reward benefits:** Benefit from a 50% boost in HPSI's MFR rebate program.
- **eProcurement access:** Enjoy access to powerful eProcurement system at no cost to IHCA members.
- **Quarterly business reviews:** Identify additional saving opportunities with quarterly business reviews from a HPSI purchasing consultant.
- **Savings on elevators:** HPSI has added elevators to its partner portfolio. Members have seen 14-22% cost savings over their current contract while maintaining current service levels.

ADDITIONAL BENEFITS:

- Not only does this program save you time and money, it also supports the advocacy and educational programs you receive from IHCA by providing an additional revenue stream to support those programs. A portion of the administrative fees directly supports IHCA services and programs provided to you.

HOW IT WORKS

- Enroll with HPSI Purchasing Services for **FREE**.
- Purchase from over 1,200 supplier partners.
- Save between 5-20% on suppliers and purchases (see chart below).

HPSI COMPREHENSIVE PURCHASING PROGRAMS



Dining Services (F&B)



Linens



Medical Supplies & Equipment



MRO



Capital Equipment



Administrative



Housekeeping & Chemicals



Ancillary Services

Expense Category	Average Cost Study Savings
Food & Beverage	5-8 %
Medical Supplies/ Equipment	5-12%
Capital Equipment	7-14%
MRO	12-17%
Housekeeping & Chemicals	10-15%
Office Supplies	18-27%
Linens	12-18%
Ancillary Services	15-20%

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ABOUT



IHCA is the largest network of Iowa long-term care providers, representing the continuum of post-acute care, including nursing facilities, assisted living programs and home care agencies. IHCA's mission is to empower members with the resources they need to improve the lives of Iowans. IHCA members receive access to a team of expert professionals who provide legislative advocacy, clinical and regulatory guidance, reimbursement support, education and training programs and strategic communications specifically for Iowa's long-term care providers.



IHCA has recognized HPSI Purchasing Services as a premier partner for over 25 years. HPSI is an industry-leading GPO that focuses on providing the post-acute care industry with aggressive cost savings, a robust supplier portfolio and a trusted partner. HPSI programs provide members cost savings on the products and services their communities use daily, from food and beverage to medical supplies and engineering. HPSI combines buying power and best-in-class suppliers to provide savings to its members for savings.