



# Group Purchasing Program

*Gain leverage and save money through combined purchasing power*

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# Introduction

The District of Columbia Hospital Association (DCHA) & ShareSource partner to provide businesses and health care providers — such as hospitals, nursing homes, assisted living facilities, home health agencies, surgery centers, FQHCs, physician offices, dentist offices — savings and efficiencies by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors.

These savings are now offered to many other businesses, organizations, and associations beyond health care. One recent analysis found that GPOs save the health care system up to \$55 billion annually, and a recent analysis from former FTC Chair Jon Leibowitz found that GPOs save providers an average of 10%-18% on product and services.

# Services

2,300+  
Vendor  
Agreements



**PREMIER**  
Continuum of Care

## **Premier Affiliate Program Utilizing the Premier Contract Portfolio**

By using DCHA/ShareSource Premier Affiliate/Sponsor program health care providers and other businesses take advantage of over 2,300 vendor agreements, only available through our sponsorship. Contracts with leading manufacturers ensure that the products and services needed - and use - across all organizations help drive savings on everything from facility maintenance to groundskeeping from food supplies to janitorial supplies through the Premier Affiliate program. A simple application is required to sign up under DCHA/ShareSource to receive a Premier access number with ability to select vendors and products available with no obligation to purchase.

## **Regional Contracts Developed Outside of the Premier Affiliate Program**

In addition to the Premier Affiliate program, DCHA/ShareSource has partnered for one simple, yet compelling reason: to help health care providers and businesses interested in buying similar products gain leverage through combined purchasing power. There are many regional contracts where discounts from suppliers have been obtained based on the collective buying power of the group. The spend combined, increases buying power. At the same time, the market percentage of the suppliers in these various industries becomes greater. Some suppliers require a Letter of Participation and all agreements are assigned a vendor number for identification.

# Services

## Personal Protection Equipment

Despite recent federal actions and local government purchasing efforts, the PPE shortage is going to continue until the supply chain rises to meet demand. Since March, the focus of DCHA/ShareSource partnership has been in sourcing and bundling PPE purchases through numerous vetted distributors.

Following are just a few of the products provided for health care organizations in the region. Bundled orders continue as products become available and request are received.

- Level 1 Isolation Gowns – 725K
- KN95 Masks – 31K
- Level 2 Ear Loop Procedure Mask – 46K
- Isolation Mask – 2.8M
- Isolation Gowns with Elastic Cuffs – 300K
- Isolation Gowns – 712K
- PE Gowns – 2,875
- Reusable Gowns – 408
- Nitrile Gloves – 20K
- Reusable Isolation Gowns – 140K

# Services

## Continuum of Care/Supply Chain

- Medical supplies
- Pharmacy
- Foodservice
- IT/Telecom
- Office supplies and business equipment
- Facilities (maintenance, repair and operations)
- Laboratory supplies
- Housekeeping
- Capital equipment (procurement and planning)
- Administrative/HR solutions

# Free Membership

## There is No Cost to Participate

DCHA/ShareSource rely on fees paid by vendors to finance the services the GPO offer health care providers and other business organizations. These administrative fees are generally based upon the purchase price that the end user pays for a product purchased through the DCHA/ShareSource contract. The fee is paid when a member utilizes the contract. In consideration of administrative and sales development services, suppliers pay to DCHA/ShareSource an administrative fee in the range of 3% of purchases made by members.

After a group purchasing contract is created, it is still up to the end user to decide which product is most appropriate in each circumstance and make the most appropriate purchase. DCHA/ShareSource do not purchase or buy any products. We negotiate contracts that hospitals can use when making their own purchases.

# Start Saving Money Today

## Benefits of Membership

- Access to Premier, Inc.'s comprehensive contract portfolio at no cost.
- Participation in Yankee Alliance's 200-plus additional contracts outside of the Premier portfolio.
- Enhanced Pricing tiers through aggregation on Yankee tiers of Premier contracts.
- Local and regional services through NCASS' own contracts
- Contract, vendor, distributor and GPO conversion assistance.
- Supply chain automation and comprehensive spend analytic tools via Premier.
- Benchmarking to improve supply chain ratios.
- Group Buys and reverse auction offerings.
- Electronic sourcing and online contract activation.
- GPO name recognition in the vendor community
- Local, regional on-site support networking and educational opportunities.

# Supplier List

- Accutrace
- Alliance Reservations Network
- Allseating
- American Dawn
- American Express
- American Office Products
- Distributors
- American Solutions For Business
- American Textile Systems
- Aramark Uniform & Career
- Apparel
- Artisan Power 7
- BBL Floors
- Berry Network
- Best Buy
- Betco
- Big Mountain Imaging
- BSI Healthcare Audit Services
- Buckeye International
- Burton & Mayer
- BVK Direct
- Cardinal Health
- Centrak
- Cintas
- Concur Technologies
- Connection
- Contract Management Strategies
- Crescent Electric Supply
- Daikin Applied
- DebMed
- Diversey
- Duracell
- Durfold
- Ecolab
- Encompass Group
- Energizer Battery
- Essity
- Exemplis
- FedEx
- Forbo Flooring
- FriendsOffice
- Georgia Pacific
- Global Care Administrators
- GOJO Industries
- Graybar Electric
- Gurtler Industries
- Guy Brown Management
- Haworth
- HD Supply
- Heritage Bag
- Herman Miller
- Hill-Rom
- Hinson & Hale Medical Technologies
- IBISWorld
- I.B.S. Solutions
- Insight
- Interior Resources



# Supplier List

- JD Palatine
- Johnsonite
- Kimball International
- Kimberly Clark
- Knoll
- Konica Minolta
- Krueger International (KI)
- Kyocera Document Solutions
- La-Z-Boy Contract Furniture
- Legacy Office Solutions
- LifeThreads
- Mandeville Sign
- Mannington Commercial
- Materials Management Services
- MBI Worldwide
- MDM Commercial Enterprises
- Medical Action Industries
- Medline
- Midlab
- National Business Furniture
- National Office Furniture
- Nilfisk-Advance
- Novum Medical Products
- Office Depot
- OFS Brands Holdings
- Orderly Logistics
- Orkin
- PATLive
- Pharos Systems International
- Phoenix Textile
- Piedmont Digital Solutions
- Pitney Bowes
- Plastics Solutions
- Pods Enterprises
- Positive Promotions
- Precheck
- Pre-Employ.com
- Private Eyes
- Procter & Gamble Distributing
- Procurement Partners
- Proforma Promographix
- Rentokil
- RF Technologies
- Ricoh
- SCA Tissue
- Shannon Specialty Floors
- Shaw Industries
- Shred-It
- Silver Lining Apparel
- Sonu Satellite
- South Water Signs
- Spartan Chemical
- Sprint
- Stance Healthcare
- Standard Textile
- Staples
- State Industrial Products

# Supplier List

- Steelcase
- Strategic Audit Solutions
- Stryker
- Summer Classics
- Sunclean
- Sun Communications
- Tandus Centiva
- Taylor Healthcare
- Tennant Sales & Service
- The Audit Group
- The Weeks Lerman Group
- Trane
- Triose
- Tristate Apartment Furnishers
- Unifirst
- UNX
- Von Drehle
- Wendling Printing
- WW Grainger
- Xerox
- Zones