



## Integrated Independent Physician Network

### Independent Healthcare Partners Group Purchasing Program Election to Participate

This Election to Participate confirms that the undersigned healthcare provider agrees to join the Independent Healthcare Partners Group Purchasing Program through the Integrated Independent Physicians Network.

**Contract Categories:** What categories are you interested in participating in group buying programs?

Med/Surg/Lab    PPE    Capital/Exam    Vaccines    Office    IT    Purchase Services

**Distribution Partners:** Which distributors do you currently utilize?

Cardinal    Henry Schein    McKesson    Medline    Other

**Group Purchasing Organization (GPO):** Which GPO do you currently utilize?

Advantus    HPG    Premier    Vizient    Other

By signing below, you authorize Independent Healthcare Partners to serve as your Group Purchasing Program Liaison and confirm that you have provided the required business demographic information.

**Medical Practice Group Name:** \_\_\_\_\_

**Administrators Name:** \_\_\_\_\_ **Specialty:** \_\_\_\_\_

**Tax ID:** \_\_\_\_\_ **NPI:** \_\_\_\_\_ **Group NPI:** \_\_\_\_\_

**HIN** \_\_\_\_\_ **DEA** \_\_\_\_\_

**Primary Address:** \_\_\_\_\_

**Suite:** \_\_\_\_\_ **City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Office Manager/Contact:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**Office Manager/Contact Email:** \_\_\_\_\_

**Authorized Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

*Please complete and return to:*

*Email:* [group purchasing@youripnetworkflorida.net](mailto:group purchasing@youripnetworkflorida.net) or FAX: 407-475-9203

*Questions Call:* 407-475-9213 Ext. #505

1101 N. Lake Destiny Rd., Suite 300, Maitland, FL 32751

Phone: 407-475-9213 FAX: 407-475-9203

Group Purchasing Program: 407-475-9213 Ext. 505

Group Purchasing Program Email: [group purchasing@ipnetworkflorida.net](mailto:group purchasing@ipnetworkflorida.net)



## FREQUENTLY ASKED QUESTIONS

**WHAT IS THE GROUP PURCHASING PROGRAM?** The group purchasing program brings together multiple healthcare provider businesses providing a “single voice for increased network spend aggregation” lowering overall group vendor spend costs.

**WHAT TYPES OF PRODUCTS AND SERVICES ARE INCLUDED?** We understand that for you to fully operate your business you need full access to the products and services utilized daily. We have pre-negotiated thousands of brand name product services to include everything that you need. Our contract categories include: Medical, Surgical, Labs, PPE, Capital Equipment & Exam Rooms, Vaccines, Office Supplies, Information Technology, and other types of Purchasing Services.

**IS THERE A COST FOR OUR BUSINESS TO REGISTER AND PARTICIPATE?** NO. There are no costs, admin fees, set up fees, etc. for businesses to register and participate.

**IS THERE A COMMITMENT FOR MY BUSINESSES TO PARTICIPATE?** NO. It is the businesses choice to decide on which pre-negotiated vendor contracts they would like to access and participate.

**WHAT IS THE PROCESS AND HOW MUCH TIME WILL IT TAKE?** It takes most business approximately 5-10 minutes to complete the Group Purchasing Program Election Form. Once the form is sent back, our support team will start the distributor, vendor supplier notifications and respective pricing changes to ensure you have uninterrupted service and a seamless process.

**WHEN WILL OUR BUSINESS START SEEING VENDOR PRICING CHANGES & COST SAVINGS IN OUR ORDERING SYSTEM?** The entire vendor supplier price activation process takes approximately 30-60 days depending on the vendor and their internal process.

**WILL I NEED TO CHANGE MY CURRENT DISTRIBUTOR (S) TO PARTICIPATE?** NO. Most distributors distribute the products from the manufacturers we contract.

**WE HAVE A FAVORITE ACCOUNT REP WILL YOU WORK WITH THEM?** YES. Our goal is to collaborate with current account reps to ensure the best overall process and cost savings outcomes for your business.

**WHAT IF WE CURRENTLY UTILIZE A VENDOR COMPANY THAT IS NOT ON THE CONTRACT LIST. WILL YOU WORK WITH THEM?** YES. We love collaborating and partnering with Vendor Companies that our HCO members currently utilize helping them gain more customers. More than likely if you are utilizing them there are other HCOs that utilize them as well.



**WILL I NEED TO CHAGE MY CURRENT ORDERING SYSTEM AND PROCESS?** NO. All product pricing is uploaded on the back end of your current ordering system as a seamless process.

**HOW DO I KNOW THAT I AM GETTING THE BEST COST SAVINGS AVAILABLE?** On average businesses that participate in the Group Purchasing Program see a 10-20% on the products and services they buy daily. We are more than happy to review your current pricing and provide a market basket analysis with various cost saving opportunities. Of course, it is always your choice on which contracts you would like to participate.

**CAN YOU HELP WITH MAJOR PURCHASES AND/OR BUSINESS OFFICE BUILD OUTS?** YES. We are here to help with any Supply Chain Projects including sourcing and procurement for larger projects and business office build outs.

**WILL OUR BUSINESS RECEIVE REPORTS WITH CURRENT VENDOR SPEND?** YES. Most vendor suppliers report Group Purchasing Program Spend Reports for all our business participants on a quarterly basis. Our goal is to provide necessary reporting capabilities individually to each of the program members.

**WHAT HAPPENS IF OUR BUSINESS NOTICES VENDOR PRICING DISCREPANCIES?** Please let us know so we can contact the vendor supplier and correct any pricing discrepancies.

## **BUSINESS ASPECTS TO CONSIDER WITH GROUP PURCHASING PROGRAM PARTICIPATION**

### **DOES YOUR BUSINESS HAVE A DEDICATED SUPPLY CHAIN TEAM TO HELP WITH INDUSTRY CHANGES AND SUPPLY CHAIN RESILIENCY EFFORTS?**

We are here to be an extension of your Supply Chain Operations. Our team has over 70+ combined years of experience in Group Purchasing, Vendor Contracting, and Supply Chain Operations. Outside of Employee Salaries (compensation) healthcare businesses are heavily reliant on a multitude of 3<sup>rd</sup> Party Vendor Agreements for Products and Services utilized for daily operations.

### **HOW DOES YOUR BUSINESS CURRENTLY NEGOTIATE VENDOR PRICING CONTRACTS AND AGREEMENTS and ENSURE AGREEMENT COMPLIANCE IS BEING FOLLOWED?**

Our Group Purchasing Program has the backing of two of the largest national group purchasing programs ensuring their contracted vendors are adhering to HCO customers needs.

### **HOW DOES YOUR BUSINESS CURRENTLY MANAGE VENDOR QUALITY AND COMPLIANCE PROGRAMS AND VENDOR RISK MANAGEMENT?**

As a value-added benefit, our Group Purchasing Program Participants receive a complimentary One Pass Access subscription. One Pass Access software simplifies business process for Vendor Risk Management, Contract Management System, and Workforce and Patient Location Safety.