



## GPO FAQ

**Here are some frequently asked questions and answers to help you understand our group purchasing program with Premier, and what it means for your organization.**

### Who is Premier?

Premier is a leading healthcare improvement company dedicated to better care and outcomes at lower costs for our members. We help organizations manage their supply chain to cut costs while improving quality.

Members of Premier's Group Purchasing Organization (GPO) benefit from industry-leading prices offered through Premier contracts, as well as innovative tools, solutions, and knowledge-sharing.

Premier has one of the largest alternate site group purchasing organization programs, serving over 200,000 sites.

### What is a GPO?

A group purchasing organization, or GPO, is an entity that leverages the purchasing power of a group of businesses to obtain discounted pricing from suppliers based on its collective buying power. More plainly, a GPO offers discounts on the supplies, products, and services needed every day by its member organizations.

### How does it work?

A GPO is similar to a "big box" membership club, but without a membership fee or warehouse facility. In these bulk stores, the more you buy, the more you save. GPOs work in a similar way. Members join Premier, choose which of our negotiated contracts they want to access from our portfolio, and place orders for products and services from the suppliers they have selected.

### Is there fees or requirements to participate?

No. Members pay no fees to join Premier's GPO, and there are no minimum purchasing requirements.

### What are the benefits of joining Premier?

The benefits of joining Premier go beyond cost savings, and include hands-on support, analyses and auditing to ensure you're getting the best pricing, an expansive purchasing portfolio curated for physicians and other non-acute healthcare providers, and access to products that may otherwise be difficult to acquire, such as PPE.

Premier also offers additional no-cost benefits beyond our core purchasing program, including clinical programs that offer CE credits, an employee discount program that extends GPO pricing to your staff, a government affairs program that advocates tirelessly on our members' behalf, and much more.

## What can I purchase through Premier's GPO?

Premier's purchasing portfolio features more than 900 suppliers and 2,000 products and services curated for physicians and other alternate site healthcare providers, ranging from pharmaceuticals to medical/surgical supplies to business solutions and more. Common purchasing categories for physician offices include:

- Medical Supplies
- Pharmacy
- IT / Telecommunications
- Office Supplies and Business Equipme
- Laboratory Supplies
- Capital Equipment
- Administrative Services and Human Resources

## Do I purchase directly from Premier?

No. You will continue to purchase directly from suppliers. However, you will be "attached" to Premier GPO contracts to ensure you get our negotiated pricing.

## Do I have to change distributors?

No. You can continue to use your existing medical/surgical and pharmaceutical distributors. However, as part of the onboarding process, you will need to let your distributors know that you are designating Premier as your primary GPO, so they will honor our agreements and pricing. Our team will walk you through this process.

## How do I get started?

The first step is to fill out a membership application and provider profile form. The application will capture information about your practice, and the profile form will help us better understand your current purchasing practices and needs.

Once these are completed, Premier representatives will walk you through our onboarding process, including conducting additional analysis and attaching you to our negotiated contracts, so you can start purchasing.