SHOPPING FOR SUCCESS:

LEVERAGING THE POWER OF GPOs

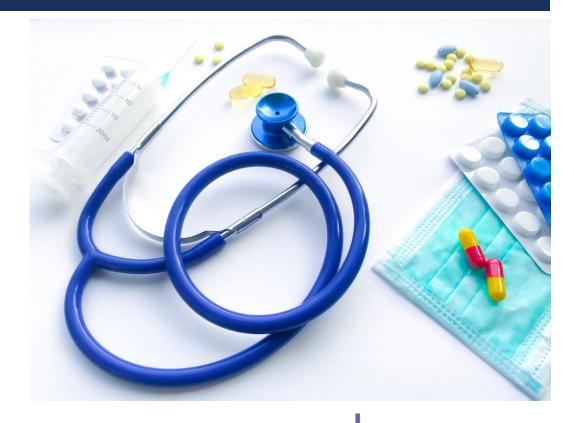


PURCHASE POWER



WHAT IS A GROUP PURCHASING ORGANIZATION (GPO)?

A group purchasing organization (GPO) leverages the collective buying power of its members to enhance purchasing efficiency and negotiate better terms for its members.





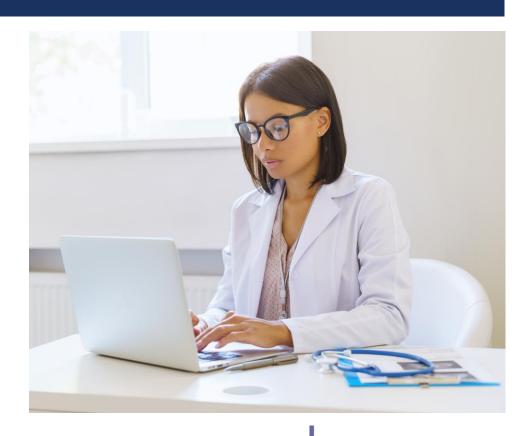
WHAT IS AOA PURCHASE POWER?

- AOA Purchase Power is the GPO for the American Osteopathic Association
 - FREE AOA Member Benefit
 - Access some of the nation's most competitive prices on medical, surgical, pharmaceutical and non-medical supplies through AOA Purchase Power
 - Enrollment is easy and takes only two minutes
 - There are no fees or minimum purchasing requirements
 - Independent Providers have access to hospital-level pricing



HOW DOES IT WORK?

- AOA Purchase Power works with national distributors, including McKesson, Henry Schein, Medline and Cardinal Health
- We connect your medical practice to savings on medical, surgical, pharmaceutical and non-medical supplies
- The ordering process remains the same with no ordering disruptions. Continue to order through your distributor representative





HOW DO I SAVE?

- Distributed: Medical and surgical supplies on contract purchased through distribution contracts
- Direct: Medical and surgical supplies purchased directly from suppliers (e.g. vaccines)
- Non-Medical & Purchased Services: Office supplies, linen service, waste management, cell phones, etc.
- Capital Equipment: Furniture, office equipment and more





HOW DO I SAVE?

- Savings can vary significantly; generally 10-20% minimum
- Review your spending through your distributor
- Review purchases made directly with vendors for AOA Purchase Power savings
- Consider switching brands to contracted suppliers (BD, 3M, Merck, Sanofi, Ethicon, etc.)



THE RESULTS ARE IN AOA PURCHASE POWER HELPS MEMBERS SAVE BIG



A Cardiology practice in PA saved 9% on medical/surgical supplies and 50% on Definity through Lantheus.



An Allergy, Asthma and Immunology practice saved \$5,200 on their medical supplies.



A Radiology group in CA saved over \$160,000 annually on Hologic, Bayer Injectors, Radiopharmaceuticals and Bracco contrast.



An Orthopedic group in TX saved 19% with BSN casting tape.



A Urology clinic in MI saved 11% on their Bard Catheter spend.



A Surgery center saved 20% and \$19,000 on their Ethicon suture spend.



PURCHASE POWER

SOUNDS GREAT! HOW DO I SIGN UP?



AOA Purchase Power members save 20% on their medical supplies

Fill out the short form to your right and click the Terms of Service box as verification of this information.

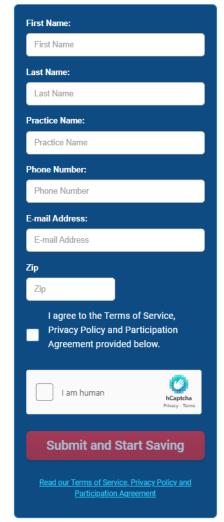
AOA Purchase Power is a free member benefit, which allows independent physician offices, surgery centers and their employees to access money saving contracts for medical/surgical and non-medical supplies. The program's goal is to help members achieve financial strength and sustainability.

ENROLL NOW

Have any questions?

If you have any questions regarding the program, chat with one of our AOA Purchase Power Account Managers below, e-mail aoasupport@aoapurchasepower.com or give us a call at 844.802.9262.

Frequently Asked Question



AOA FREE Member Value

Enroll Today



QUESTIONS?

Website: aoapurchasepower.com

Phone: 844.802.9262

Email: aoasupport@aoapurchasepower.com

