

Supplement to

HEALTHCARE PURCHASING NEWS

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Associations and Trade Groups

They provide advocacy, continuing education, lobbying, product marketing and, perhaps most of all, networking opportunities for you to share friendships and ideas. Here's a compilation of noteworthy professional organizations that fuel the industry's intellect and performance.

ASSOCIATIONS (CLINICALLY- AND OPERATIONALLY-ORIENTED)

Academy of Managed Care Pharmacy (AMCP), amcp.org
 American Academy/Association of Orthopaedic Surgeons (AAOS), aaos.org
 American Association for Clinical Chemistry (AACC), aacc.org
 American Association of Colleges of Pharmacy (AACP), aacp.org
 American Association of Critical-Care Nurses (AACN), aacn.org
 American Association of Healthcare Administrative Management, aaham.org
 American Association for Respiratory Care (AARC), aarc.org
 American College of Clinical Pharmacy (ACCP), accp.com
 American College of Surgeons (ACS), facs.org
 American Medical Association (AMA), ama-assn.org
 American Nurses Association (ANA), nursingworld.org/ana/
 American Pharmacists Association (APhA), pharmacist.com
 American Society for Therapeutic and Radiation Oncology (ASTRO), astro.org
 American Society of Consultant Pharmacists (ASCP), ascp.com
 American Society for Parenteral and Enteral Nutrition (ASPEN), nutritioncare.org
 Association for Professionals in Infection Control and Epidemiology (APIC), apic.org
 Association for the Advancement of Wound Care (AAWC), aawonline.org
 Association of American Physicians & Surgeons (AAPS), aapsonline.org
 Association of periOperative Registered Nurses (AORN), aorn.org
 Association of Surgical Technologists (AST), ast.org
 The Certification Board for Sterile Processing and Distribution Inc. (CBSPD), sterileprocessing.org/cbspd.htm
 Emergency Nurses Association (ENA), ena.org
 International Association of Healthcare Central Service Materiel Management (IAHCSMM), iahcsmm.org
 National Association of Boards of Pharmacy (NABP), nabp.net
 Population Health Alliance (PHA), populationhealthalliance.org
 Radiological Society of North America (RSNA), rsna.org
 The Society for Healthcare Epidemiology of America Inc. (SHEA), shea-online.org
 Society of American Gastrointestinal and Endoscopic Surgeons (SAGES), sages.org
 Society of Gastroenterology Nurses and Associates Inc. (SGNA), sgna.org
 Society of Hospital Medicine (SHM), hospitalmedicine.com
 Society of Laparoendoscopic Surgeons (SLS), sls.org
 Wound Healing Society (WHS), woundheal.org

ASSOCIATIONS (ADMINISTRATIVE- AND BUSINESS-ORIENTED)

Alliance for Healthcare Reform, allhealth.org
 Ambulatory Surgery Center Association (ASC), ascassociation.org
 America's Essential Hospitals, essentialhospitals.org
 America's Health Insurance Plans (AHIP), ahip.org
 American Bar Association (ABA) – The Health Law Section, abanet.org/health/home.html
 American College of Healthcare Executives (ACHE), ache.org
 American Health Information Management Association (AHIMA), ahima.org
 American Health Care Association (AHCA), ahcancal.org
 American Health Lawyers Association (AHLA), healthlawyers.org
 American Hospital Association (AHA), aha.org
 American Medical Informatics Association (AMIA), amia.org
 American Society for Healthcare Risk Management (ASHRM), ashrm.org
 American Society of Health-System Pharmacists (ASHP), ashp.org
 America's Blood Centers, americasblood.org
 Association for the Healthcare Environment (AHE), ahe.org
 Association for Healthcare Resource and Material Management (AHRMM), ahrmm.org
 Association of Healthcare Value Analysis Professionals (AHVAP), ahvap.org
 Association of Medical Directors of Information Systems (AMDIS), amdiss.org
 Association for Supply Chain Management, www.ascm.org/about-ascm/
 The Council of Supply Chain Executives (CSCE), councilhome.com
 Healthcare Financial Management Association (HFMA), hfma.org
 Healthcare Information and Management Systems Society, himss.org
 Institute for Supply Management (ISM), ism.ws
 Institute of Healthcare Executives and Suppliers (IHES), ihesllc.com
 International Association for Ambulatory Surgery (IAAS), iaas-med.com
 International Association for Healthcare Security & Safety (IAHSS), iahss.org
 The Laser Institute of America (LIA), laserinstitute.org
 Medical Group Management Association (MGMA), mgma.com
 National Society of Certified Healthcare Business Consultants, nshbc.org
 Physician Hospitals of America (PHA), physicianhospitals.org

TRADE GROUPS, ACTIVIST/ADVOCACY GROUPS AND ONLINE INFORMATION SOURCES

Advanced Medical Technology Association (ADVAMED), AdvaMed.org
 Advanced Precautions for Today's OR, orprecautions.com
 American Association For Physician Leadership, physicianleaders.org
 American Latex Allergy Association (ALAA), latexallergyresources.org
 American Reusable Textile Association (ARTA), arta1.com
 Association for the Advancement of Medical Instrumentation (AAMI), aami.org
 Association of Medical Device Reprocessors (AMDR), amdr.org
 Bellwether League Inc. (BLI), bellwetherleague.org
 C. Diff Foundation, cdiffoundation.org
 Consumer Healthcare Products Association, chpa.org
 Convenient Care Association (CCA), convenientcareassociation.org
 Council of Supply Chain Management Professionals (CSCMP), cscmp.org
 ECRI Institute, ecri.org
 Federation of American Hospitals (FAH), fah.org
 GS1 Healthcare US, gs1us.org/industries/healthcare
 Healthcare Business Management Association, hbma.org
 Healthcare Leadership Council (HLC), hlc.org
 Healthcare Supply Chain Association (HSCA), supplychainassociation.org
 Health Care Without Harm (HCWH), noharm.org

Health Industry Distributors Association (HIDA), hida.org
 Institute for Healthcare Improvement (IHI), ihi.org
 The Institute for Safe Medication Practices (ISMP), ismpp.org
 International Association of Medical Equipment Remarketers & Servicers (IAMERS), iamers.org
 International Safety Center, www.internationalsafetycenter.org
 International Sharps Injury Prevention Society (ISIPS), isips.org
 The Joint Commission, jointcommission.org
 The Leapfrog Group, leapfroggroup.org
 Medical Device Manufacturers Association (MDMA), medicaldevices.org
 Medical Device Supply Chain Council, medsc.org
 National Association of Health Data Organizations (NAHDO), nahdo.org
 National Committee for Quality Assurance (NCQA), ncqa.org
 National Recall Alert Center (NRAC), recallalert.org
 Organization for Safety & Asepsis Procedures (OSAP), osap.org
 Physician-Patient Alliance for Health & Safety (PPAHS), ppahs.org
 Premier Safety Institute, premierinc.com/safety
 Service Employees International Union (SEIU), seiu.org
 The Strategic Marketplace Initiative (SMI), smisupplychain.com
 The United States Pharmacopeial Convention Inc. (USP), usp.org



Every patient deserves
a safe, satisfying
environment of care

IT BEGINS WITH FAST,
EFFECTIVE CLEANING
AND DISINFECTION
FROM FLOOR TO CEILING



Fast, Effective
Disinfection



Building and
Floor Care



Hand
Hygiene



Training and
Validation



Soft Surface
Sanitization



Regulatory Agencies

Agency for Health Care Research and Quality (AHRQ), ahrq.gov
 The Association of State and Territorial Health Officials, astho.org
 Bureau of Labor Statistics (BLS), stats.bls.gov
 Centers for Disease Control and Prevention (CDC), cdc.gov
 Centers for Medicare and Medicaid Services (CMS), cms.gov
 Congressional Budget Office (CBO), cbo.gov
 Council of the Inspectors General on Integrity and Efficiency (CIGIE), ignet.gov
 Department of Commerce, commerce.gov
 Department of Health and Human Services (HHS), hhs.gov
 Department of Justice (DOJ), usdoj.gov
 Department of Veterans Affairs (VA), va.gov
 Environmental Protection Agency (EPA), epa.gov
 Federal Register, federalregister.gov
 Food and Drug Administration (FDA), fda.gov
 Internal Revenue Service (IRS), irs.gov
 The Joint Commission, jointcommission.org
 Library of Congress, lcweb.loc.gov

Medicare Payment Advisory Commission (MedPAC), medpac.gov
 National Center for Emerging and Zoonotic Infectious Diseases (NCEZID), cdc.gov/ncezid
 National Center for Health Statistics (NCHS), cdc.gov/nchs
 The National Institute for Occupational Safety and Health, cdc.gov/niosh/homepage.html
 National Institutes of Health (NIH), nih.gov
 Occupational Safety and Health Administration (OSHA), osha.gov
 U.S. Government Accountability Office (GAO), gao.gov
 U.S. Government Publishing Office (GPO), access.gpo.gov
 U.S. House of Representatives, house.gov
 U.S. National Archives & Records Administration, archives.gov
 U.S. National Library of Medicine (NLM), nlm.nih.gov
 U.S. Senate, senate.gov
 USA.gov, usa.gov
 White House, whitehouse.gov
 World Health Organization (WHO), who.int/en

Charitable Organizations

Charity Navigator, charitynavigator.org
 Direct Relief International, directrelief.org
 Doctors without Borders, doctorswithoutborders.org
 Feed My Starving Children, fmsc.org
 Feed the Children, feedthechildren.org
 Global Hand, globalhand.org
 Globus Relief, globusrelief.org
 Hire Heroes USA, hireheroesusa.org

International Medical Equipment Collaborative (IMEC), imecamerica.org
 MAP International, map.org
 MediSend International, medisend.org
 MediSend International, www.medisend.org/humanitarian-initiatives/
 New Covenant World Outreach, newcovenantworldoutreach.com
 Project HOPE, projecthope.org
 REMEDY, remedyinc.org

Educational Supply Chain Programs

Arizona State University, Tempe, AZ, <http://wpcarey.asu.edu/research/health-supply-chain>
 Ashford University, San Diego, <http://onlinedegrees.ashford.edu/online-degrees/ba-supply-chain-management.php>
 Auburn University, Auburn, AL, <http://harbert.auburn.edu/academics/undergraduate/supply-chain-management/>
 California State University, San Marcos, <http://www.csusm.edu/oscm/index.html>
 Elmhurst (IL) College, <https://www.elmhurst.edu/academics/departments/business/programs/ms-supply-chain-management/>
 Florida State College at Jacksonville, <https://www.fscj.edu/academics/areas-of-study/transportation-logistics/supply-chain-management-as>
 Florida State University College of Business, <https://business.fsu.edu/academics/departments/analytics>
 East Carolina University, Greenville, NC <http://www.ecu.edu/cs-bus/mscm/>
 Georgia Institute of Technology, Atlanta, <https://www.scheller.gatech.edu/degree-programs/undergraduate/courses-curriculum/curriculum-operations.html>
 Georgia Southern University, Statesboro, GA, <https://cob.georgiasouthern.edu/lscm/>
 The Georgia Tech Supply Chain & Logistics Institute, Atlanta, <http://www.scl.gatech.edu/professional-education/>
 Howard University, Washington, DC, <https://www.hucescm.com/>
 Iowa State University, Ames, IA, <https://www.business.iastate.edu/undergraduate/majors-minors/supply-chain-management/>
 Keiser University, <http://keiser-education.com/programs/business/undergrad/business-admin-transportation-logistics>
 Lewis University, Romeoville, IL, <https://www.lewisu.edu/academics/supplychain/index.htm>
 Marquette University, Milwaukee, <http://business.marquette.edu/centers-and-programs/center-for-supply-chain-management>
 Medisend College of Biomedical Engineering Technology, <https://medisend.org/>
 Medline University, <https://www.medlineuniversity.com/home>
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 Niagara College, Welland, Ontario, Canada, <https://www.niagaracollege.ca/parttimestudies/programs/explore/supply-chain-and-logistics-management/>
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 Northeastern University, <http://www.damore-mckim.northeastern.edu/academic-programs/undergraduate-programs/bsba/concentrations/supply-chain-management>
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 University of Arkansas, Fayetteville, AR, <http://waltoncollege.uark.edu/lscm/>
 University of Cincinnati, https://www.uc.edu/ces/what-can-you/major_product_infor_supply_mgt.html
 University of Houston, <https://www.bauer.uh.edu/undergraduate/supply-chain-management/>
 University of Minnesota, Minneapolis, <https://carlsonschool.umn.edu/departments/supply-chain-operations-department>
 University of North Texas, Dallas, <https://www.unt.edu/pais/insert/ulogi.htm>
 University of Oklahoma, Norman, http://www.ou.edu/price/marketing_supplychainmanagement
 University of Pennsylvania-The Wharton School, Philadelphia, <http://hcmg.wharton.upenn.edu/>
 University of San Diego, <https://www.sandiego.edu/business/graduate/ms-supply-chain-management/>
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GPO Headliners 2018

Most of the nation's hospitals and a growing number of non-acute care facilities use the services of group purchasing organizations to some degree. While literally hundreds of GPOs and integrated delivery networks (IDNs) conduct business for their various members - including owners, shareholders and affiliates, many of them actually belong to one of the larger "parent" organizations, which represent a small percentage of the total number of GPOs in operation today. Here's a glimpse at the top 10 based on GPO-reported annual purchasing volume. HPN lists the top GPOs with a minimum annual purchasing volume of \$500 million in a broad range of product and service categories and that are not shareholders or members in other GPOs. These numbers represent fiscal year 2017 unless otherwise noted.

GPO Name	Location	Web address	APV
1. Vizient	Irving, TX	www.vizientinc.com	\$99B*
2. Premier Inc.	Charlotte, NC	www.premierinc.com	\$60B
3. HealthTrust	Nashville	www.healthtrustpg.com	\$39B
4. U.S. Department of Veterans Affairs	Washington	www.va.gov/plo/	\$15B*
5. PDM Healthcare	Cleveland	www.pdmhealthcare.com	*
6. The Resource Group (Ascension)	St. Louis	theresourcegroup.com/	\$7.7B
7. Intalere	St. Louis	www.intalere.com	*
8. U.S. Department of Defense/Defense Logistics Agency	Washington	www.dla.mil/TroopSupport	\$6.9B
9. Resource Optimization & Innovation	St. Louis	www.roiscs.com	\$2.8B*
10. MAGNET Group	Mechanicsburg, PA	www.magnetgroup.com	*

Disclaimers/Full Disclosure

- Vizient reported fiscal year 2017 results at press time. The figure reported represents actual purchases through its contracts, independent of any distributor fees or any other additional inflationary measures. Vizient said the "APV reflects true dollar purchases through our GPO contracts."
- Premier re-emphasized its conservatism in reporting its APV as it "uses members' actual spend data related to Premier contracts and not their total non-labor expense spend, which would be a much larger number." Premier reiterated that it does not "believe that historically all GPOs used a similar or similarly conservative methodology." Consequently, Premier shared the most recent number Premier executives use in presentations to current and prospective members.
- The VA's figure represents "VHA contracts that include about \$14 billion in VHA FSS and NCS sales and \$1 billion in VHA non-FSS and non-NCS sales. The \$15 billion is largely healthcare-related and includes whatever is necessary to run VHA hospitals and clinics."
- PDM Healthcare chose not share its annual purchasing volume, due to its proprietary nature, but assisted HPN in ranking itself based on an unaudited analysis of member facilities' actual dollars in aggregate for budgeted-for goods and services through manufacturers.
- Intalere declined to disclose its annual purchasing volume, due to its proprietary nature, but assisted HPN in ranking itself based on an estimated, unaudited analysis of the aggregate member facilities budgeted-for goods and services.
- This total represents FY2017 medical spending for the Defense Logistics Agency of the Department of Defense. The DLA is a subset of the DoD that handles medical logistics. DLA medical spending comprises pharmaceuticals - including vaccines, medical/surgical items, high-dollar capital equipment, hospital equipment, medical assemblies/kits and medical supplies that span laboratory, dental, optical, sports medicine and surgical implants.
- Resource Optimization & Innovation (ROI) reported a figure that includes contract purchases in seven major categories - pharmaceuticals, medical/surgical supplies, capital equipment, laboratory supplies, dietary/food service/nutrition supplies, purchased services and physician preference items. The figure does not count distribution volume.
- MAGNET Group did not respond to HPN requests for comment. In past years, the GPO declined to disclose its annual purchasing volume, due to its proprietary nature, but HPN was able to list the GPO based on its relative position to the purchasing volume of the nearest competitors.

Please note that HPN strives to be as accurate as possible with these numbers that the GPOs report. Further, HPN acknowledges that historically some GPOs have derived their totals by such tactics as double-counting product purchases through manufacturers and distributors, as well as including purchasing volumes of facilities where they provide consulting services but do not provide direct contractual purchasing activity, and by counting a hospital's entire purchasing volume even though the hospital funnels only a percentage through that GPO, among other strategies and tactics. HPN brings these caveats to readers' attention to show that it strives to provide these numbers in good faith as a service and must trust the ethics of the responders in answering as truthfully as possible.

Source: Healthcare Purchasing News research via GPO self-reported data through interviews and available online sources and educated estimates where data were not available, October 2018



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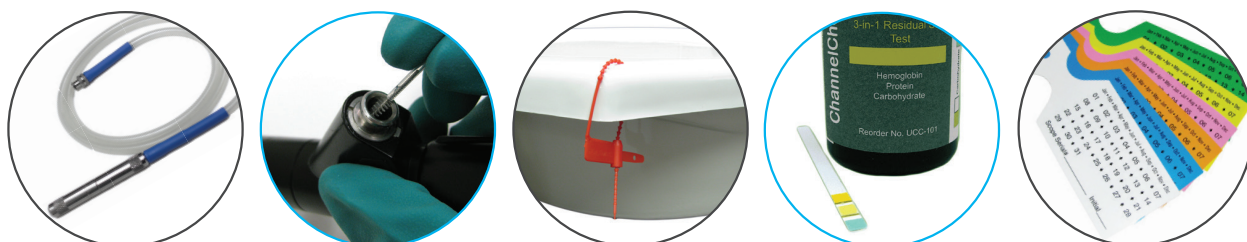
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Submit your name for our Hall of Fame

Each year *HPN* recognizes the best and the brightest teams and individuals and sets aside a permanent place for them all in our Hall of Fame. But we need YOUR nominations. Below is a brief listing of awards and links to each to help you submit your most worthy candidates.

JEANNIE A. AKRIDGE SCHOLARSHIP AWARD

"The Jeannie A. Akridge Memorial Scholarship" – a tribute to the memory of former *HPN* Managing Editor Jeannie Akridge – awards one lucky sterile processing professional an opportunity to win tuition to the annual International Association of Healthcare Central Service Materiel Management (IAHCSMM) conference.

Nomination details:

<http://www.hpnonline.com/hpn-hall-fame/#JA>

Deadline: November 30

INFECTION PREVENTION SUCCESS STORIES

Have you had success in reducing infections in your facility? Your experience could help others and *Healthcare Purchasing News* wants to share the most effective and innovative stories.

Nomination details:

<https://www.hpnonline.com/hpn-hall-fame/#IPSS>

Deadline: January 31

CS/SPD DEPARTMENT OF THE YEAR

Sterile processing leaders and their staffs are recognized for the dedicated team effort required to make central service successful and ever improving.

Nomination details:

<http://www.hpnonline.com/hpn-hall-fame/#CS>

Deadline: March 2

SUPPLY CHAIN MANAGEMENT DEPARTMENT OF THE YEAR

Healthcare Purchasing News recognizes and honors Supply Chain Management leaders and staff for effective and efficient supply management. We salute the noteworthy hospitals with top-notch teams.

Nomination details:

<http://www.hpnonline.com/hpn-hall-fame/#SCMDOY>

Deadline: May 15

SUPPLY CHAIN OPERATIONS WORTH WATCHING

What makes a supply chain team worth watching? What they're doing and why they matter in the areas of cost-cutting, efficiency-driven, clinically motivated and patient-centric concepts, ideas, activities and outcomes.

Nomination details:

<http://www.hpnonline.com/hpn-hall-fame/#SCOWW>

Deadline: September 28





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