

# 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 their members.



**PURCHASE  
POWER**

## 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



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## 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



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## 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



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## 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. )



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# 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.



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



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



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



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



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



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# 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](mailto:aoasupport@aoapurchasepower.com) or give us a call at 844.802.9262.

[Frequently Asked Question](#)

**First Name:**

**Last Name:**


**Practice Name:**

**Phone Number:**

**E-mail Address:**

**Zip**

I agree to the Terms of Service, Privacy Policy and Participation Agreement provided below.

I am human 

**Submit and Start Saving**

[Read our Terms of Service, Privacy Policy and Participation Agreement](#)

## AOA FREE Member Value

■ Enroll Today



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# QUESTIONS?

Website: [aoapurchasepower.com](http://aoapurchasepower.com)

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