



Cardinal Health Specialty Solutions

Discover the value of joining a GPO

Whether it's managing rising drug costs, declining reimbursements or the pressure to demonstrate improved outcomes, the challenges facing specialty practices have never been greater.

You don't have to navigate them alone.



CardinalHealth
Essential to care™

Myth vs. fact

It's estimated that more than one-third of all specialty physician practices don't use a group purchasing organization (GPO).

If your practice falls in this category, one of the following common misconceptions may be the reason why. Get the facts: Don't let misinformation stand in the way of tapping into the full power of a GPO to position your practice for success, today and well into the future.



Myth It costs money to join a GPO.

Fact Most GPOs don't charge a membership fee.



Myth My practice can get better pricing on its own.

Fact Because we aggregate the purchase volume of all our members, GPOs can usually negotiate discounts and rebates that deliver more competitive prices than practices can obtain on their own. Joining a GPO can also free up your staff's valuable time so they no longer have to "shop around" for the best pricing.



Myth Joining a GPO is too complicated.

Fact The process of joining a GPO is easy: Simply sign a participation agreement, provide your practice's contact information and submit your practice's DEA and HIN information. On average, most practices are fully onboarded within 30 days.



Myth Joining a GPO will limit my product and manufacturer options.

Fact GPOs work with a variety of manufacturers to provide members with a comprehensive contract portfolio. In most cases, working with a GPO will expand your product and manufacturer options.



Myth The only value GPOs offer is contract pricing.

Fact While discounted product pricing is the key benefit, most GPOs also offer a suite of clinical, financial and operational services and solutions to optimize your practice's performance. You should expect a GPO to offer practice analytics tools, automated inventory management solutions, practice consulting, educational opportunities and other tools and support to position your practice for success.

Joining a GPO can provide value-added solutions to help your practice address today's challenges while optimizing your business for the future.

6 questions to select the right GPO

Identifying the GPO that will best meet your practice's needs might seem like a daunting task — but it doesn't have to be.

These key questions can help guide you along the way.

- 1 Does the GPO have expertise in your specialty — and is it engaged with your professional society?**
You'll want to make sure that any GPO with which you join has a deep understanding of the challenges your practice is likely to face and access to the therapies your patients need.
- 2 What services and solutions do the GPO offer to help you optimize your practice's performance?**
To get the most out of your relationship, look for a GPO that offers practice analytics tools, automated inventory management solutions, practice consulting and educational opportunities that can help you improve your practice.
- 3 How can the GPO help you better manage your drug spend and achieve your financial goals?**
Contract pricing is an important component — but also look for a GPO that can help you turn mountains of inventory and drug use data into fast, actionable insights that can help you better manage your entire drug spend.
- 4 Does the GPO have strong relationships with distributors?**
Close, highly collaborative GPO-distributor relationships are key to ensuring the seamless delivery of contracted products — and they're also critical to ensuring you receive accurate, real-time data about your practice's contract performance.

- 5 Does the GPO offer forums for education and best practice sharing with your peers?**
Many practices report that one of the most rewarding aspects of joining a GPO is the opportunity to connect with, and learn from, fellow member practices. GPOs take the initiative to host regular member forums and events to help foster those relationships.

- 6 Does the GPO have a consistent process for keeping you up to date on industry trends, regulatory changes and new product launches?**
With so many changing dynamics in healthcare, it can be a challenge to remain up to speed with everything you need to know to position your practice for success. Your GPO should provide you with timely updates on the regulations, payment models, product news and trends that are most likely to impact your patients and your business.

Asking the right questions will help ensure you're getting the most value out of your GPO relationship. Get the facts so you can make the best, most informed decision for your practice.



Cardinal Health offers specialty GPOs that are focused on empowering specialty physician practices' success.

Learn more at cardinalhealth.com/gpo