

# CommonWealth Purchasing Group, LLC Saving Money Together





# **VENDOR CATALOG**



Welcome to the nation's leading community health center

# GROUP PURCHASING ORGANIZATION.

Our members save thousands of dollars on the supplies, equipment and services they use every day.

## **DIRECTOR'S WELCOME**

The CommonWealth Purchasing Group is in its 17th year! Since 1998, we've welcomed the opportunity to save community health centers and other community-based nonprofits like yours significant money on the supplies, equipment and services that you rely on every day. The Community Health Care Association of New York State (CHCANYS) and CPG are working together to provide group purchasing benefits to help community health centers save money to ultimately reinvest in patient services.

We're the leading community health center group purchasing organization in the country because we specialize in the health industry and our team truly understands what our clients want and need. By directly contracting with the

nation's best vendors we provide you, and over 450 other members nationwide, with low prices and exceptional customer service.

Throughout the year we search for ways to give members new opportunities to save. From the start, all of our vendors are carefully screened and tightly Many New York health centers across the state benefit from significant savings through this program

managed, and we regularly develop new contracts to give members even more choices. With ongoing support from our in-house team, it's easy to maximize your membership. Since our founding in 1998, our members have saved over \$180 million by buying through CPG! We invite you to join us as a CommonWealth Purchasing Group member. It costs nothing to join, and your membership is easy for your employees to use. Many New York health centers across the state benefit from significant savings through this program. We're confident that when we compare our vendors' prices with your current invoices, we'll be able to significantly drive down your expenses and streamline your purchasing process – and you can still buy the same products and brands you trust.

Thank you for taking the time to get to know us. If you are not already a member, we encourage you to learn more! Please browse this catalog, then give us a call to set up a time for us to meet and show you your potential savings. We look forward to working together and helping you save for many years to come

Sincerely,

Richard W. Bryant, MBA

Rich Swan

Director



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#### COMMONWEALTH PURCHASING GROUP, LLC

Saving Money Together

40 Court Street, 10th Floor Boston, MA 02108 P 617-426-2767 F 617-988-2327 www.cwpurchasing.com

#### Richard W. Bryant, MBA

Director

#### Scott Halterman

Business Analyst and Operations Manager

#### Dan Caronia

Senior Member Resource Consultant

#### Phil DuBois

Member Resource Consultant

#### Scott Mason

Member Services Representative

#### George Stiles

Strategic Marketing Consultant

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# Membership In The CommonWealth Purchasing Group

#### WHAT IS A GROUP PURCHASING ORGANIZATION?

group purchasing organization (GPO) is a member-based organization that combines the purchasing power of several members in order to provide volume savings they couldn't otherwise access as a single organization. In a GPO, vendors treat all members like one big company and base pricing and other benefits on total sales to the group. Because of the combined volume being purchased by multiple businesses, vendors offer better pricing and customer service on the products and services members use every day.

#### **HOW GPOS ARE ORGANIZED**

Many GPOs specialize in a particular industry - healthcare, electronics manufacturers, grocery chains, etc. Others are organized by location and may include a variety of industries. Single-focus GPOs typically provide greater value to members, with competitive contracts that cater to their industry-specific needs.

# HERE ARE JUST A FEW OF THE BENEFITS OF JOINING A GPO

- » Lower prices for members on the products and services they need to conduct business every day.
- » Improved customer service (which includes a variety of activities) can account for 50% or more of total savings for GPO members.For example, contracting vendors often waive delivery fees and other charges that "standalone" customers pay.
- » GPO vendors often offer additional services such as helping members to identify lower-cost alternative products - typically vendor house brands or generics - that will meet the members' needs and save money.
- » Save time and money with consolidated billing, inventory management, simplified ordering, and many other supply chain improvements.

#### WHAT SETS CPG APART?

ith more than 450 members in 35 states, CommonWealth Purchasing Group (CPG) is the nation's leading group purchasing organization for community health centers and other community-based nonprofits. Members have access to over 50 vendors that offer deep discounts and exceptional customer service.

CPG was developed by community health center professionals to meet the specific needs of health centers and similar nonprofit organizations, from single-site facilities to the largest multi-site systems. The remarkable growth of CPG's membership is strong evidence of how valuable the program is to our members.

There are several features of the CPG program that make it a smart choice for every organization.

No membership fees. There is no cost to join CPG - our members never write us a check. All of our funding comes from administrative fees paid by our vendors.

No more shopping around. Not only will your organization realize significant savings on supplies and services, but you'll have more time for your constituents, your community and your mission.

Flexibility. CPG members use only the vendors they choose there are no minimum purchase or usage requirements.

Focus and specialization. CPG is focused on serving community health centers and similar nonprofit human service organizations. All of our policies and procedures are carefully designed to be most effective in this industry.

Membership eligibility. CPG welcomes health centers, human service providers, and similar nonprofit organizations.

More vendors mean more choices. CPG members choose from high-performing vendors in areas where they make the majority of their purchases. Most of our vendors are leading national companies and we also offer a number of regional contracts that meet specific needs. CPG regularly audits vendor contracts to assure competitive pricing and high levels of service are maintained.

Free cost-benefit analysis. CPG will perform a free, confidential price comparison that shows your saving opportunities over your current vendors.



Vendor account representatives. Each vendor will assign a dedicated account representative to your organization so every time you call you're working with someone who understands your industry and your specific needs. Our vendors work with members to set up strategies such as inventory management, par levels, timesaving online purchasing, and demand management.

Free reports. Track your total savings and identify future savings opportunities with an annual purchasing snapshot report.

Ongoing education. CommonWealth Purchasing Group offers our members opportunities to learn cutting-edge management and money-saving techniques through conferences, presentations and education sessions customized for your organization.

**Advisory board.** CPG has a national advisory board that meets quarterly to provide strategic advice, give feedback on program performance and impact, and share ideas about additional product sectors and potential new vendors. It's made up of senior staff from our members, including CEOs, CFOs and COOs.

Independence. CPG is an independent group purchasing organization. We do not endorse a remote "parent" GPO, so we contract directly with each of our vendors. For our members this means we establish and maintain every aspect of our program. from vendor selection to program performance and impact.

### JOIN IN 3 SIMPLE STEPS. IT'S FREE!

#### 1. FILL OUT AN APPLICATION.

You can find an application at www.cwpurchasing.com, by calling 617-988-2256 or by emailing pdubois@cwpurchasing.com.

#### 2. RETURN YOUR APPLICATION TO:

pdubois@cwpurchasing.com or CommonWealth Purchasing Group Attn: Phil DuBois 40 Court Street, 10th Floor Boston, MA 02108

#### 3. START SAVING!

# Growth, success and over \$180 million saved

ommunity health centers and other nonprofit organizations face a daunting challenge in maintaining good financial health. Rising prices, increased demand for services, and tighter budgets put constant pressure on management and staff to make the best possible use of every dollar.

#### A SOLUTION TO THE PROBLEM.

In 1998, CommonWealth Purchasing Group was created by the Massachusetts League of Community Health Centers - the Primary Care Association for the state - to address these issues. What started with only a few members and one vendor contract has grown exponentially into the nation's foremost group purchasing organization in the health care industry.

Today, we combine the purchasing power of more than 450 member organizations in 35 states to negotiate savings and superior service from a portfolio of more than 50 nationally recognized vendors. From medical, dental and office supplies to computers, copiers and communications systems, CPG vendors deliver deep discounts and outstanding service. Members have purchased over \$500 million in supplies and services and have saved over \$160 million.

#### **EXPANDING OUR REACH.**

As we've grown, a number of other types of human service providers - primary care associations, community action agencies, family planning programs, and others - have joined to take advantage of member savings.

#### **ENHANCING MEMBER BENEFITS.**

It's of the utmost importance to us that our members' needs are not just met, but their expectations exceeded. Our portfolio of vendors, products and services continues to grow – we love finding new opportunities for members to save.

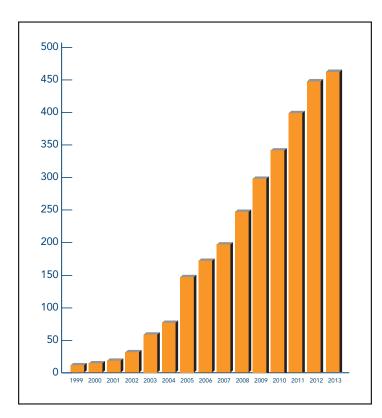
#### THANK YOU FOR HELPING US GROW.

Over the years, the success and growth that CPG has seen can be attributed to the large number of referrals that we've received from members. These referrals are the lifeblood of our organization and a true testament to the value our members receive from their memberships.

#### MEMBERSHIP IS EASY AND FREE.

The best part about being a CPG member is that members access all the benefits of our program with no fees and no obligations - members can pick and choose only the contracts that work for them. The program is fully supported by administrative fees paid by our vendors.

If you'd like to learn more about the CommonWealth Purchasing Group and how we can help your organization save time and money on your purchases, give us a call today or find an application online at www.cwpurchasing.com.



Total year-end CPG membership for each year since 1999.

# Exactly how much can your organization save?

Find out with a free apples-to-apples cost comparison.

Before you join CommonWealth Purchasing Group, we'll provide you with a detailed estimate of the savings you can expect with a no cost, no obligation "apples-to-apples" comparison.

To develop your estimate we'll take a representative sample of your most recent invoices and conduct a two-part analysis. (Note: A "representative sample" should be broad enough to include all of the products you routinely use to serve your patients and run your business. Typically, this is about one month of invoices; somewhat more for smaller centers, and perhaps a little less for very large organizations that order more frequently.)

We use invoices because they contain important information about the quantities you're using and the Stock Keeping Unit (the "SKU" is the bar code information found on nearly every product from groceries to syringes which uniquely identifies the product, manufacturer and packaging.)

**PART ONE.** The first part of the analysis compares your current prices with discounted pricing available through CPG's vendor contracts. This is a precise, "apples-to-apples" comparison. If we are unable to identify any item on your invoice we leave that item out of the analysis and note the omission (the vast majority of products have a universal SKU, but with some specialty items or house brands it is sometimes impossible to identify an exact match.)

This will give you a simple, three-part comparison:

- 1. Here are the products you're currently buying and using;
- 2. Here's what you're currently paying; and
- 3. Here's what you will pay with CPG's discounted pricing.

**PART TWO.** The second part of the analysis offers you options on lower-cost products. In the purchasing world this is known as "scrubbing the buy." CPG vendors will examine your current products and suggest alternative products - usually generics or house brands - wherever these are available. Of course, decisions on whether to switch to these alternatives are entirely up to you.

The complete analysis gives you the information you need to decide whether CPG can deliver value for your organization.\*

\*CPG's contracted low prices are the result of our members banding together. Prices are not manipulated to make comparisons look more attractive. Most of the comparisons are completed by independent bid analysts. Health centers are asked to participate in our code of ethics by not sharing our contract pricing with their current vendors.

#### **GET YOUR APPLES-TO-APPLES COMPARISON**

We are thrilled to have the opportunity to show you how much your organization can be saving when you buy the same products you're already using through CommonWealth Purchasing Group's nationally recognized vendors. Here's how to get your comparison:

Send us a representative sample of invoices along with a cover letter that includes your organization's name and address, and the name of the person to whom we should send analysis results, including their title, phone number and email address.

There are four easy ways to send us your cover letter and invoices:

#### **BY EMAIL TO:**

Phil DuBois, *Member Resource Consultant* pdubois@cwpurchasing.com

#### BY FAX TO:

617-988-2327 Attn: Phil DuBois

#### **BY PREPAID FEDEX:**

Contact Phil DuBois for a prepaid FedEx envelope at 617-988-2256 or at pdubois@cwpurchasing.com.

Call 1-800-GoFedEx to have the envelope picked up at your office, or bring it to your nearest FedEx drop-off box or store location.

#### BY REGULAR MAIL TO:

CommonWealth Purchasing Group Attn: Phil DuBois 40 Court Street, 10th floor Boston, MA 02108

# Introducing the Community Health Center (CHC) Self-Funded Health Plan

A solution to the rising costs of health benefit plans

ealth centers typically spend 75-80% of total budget on providing for a high quality workforce. That number continues to rise as centers see a range of cost increases including in their fully insured health benefit plans.

CommonWealth Purchasing Group (CPG) now offers an alternative self-funded health plan arrangement that provides a custom plan framework with the opportunity for significant savings without the loss of quality benefits.



The CHC Self-Funded Health Plan allows centers to pay the cost of covered care up to a predetermined cap after which stop-loss insurance coverage picks up all additional eligible costs. You can offer benefits comparable to your fully insured program with a fixed cap on health center costs for services backed by stop-loss insurance.

With this approach, your center will never pay more than the contractual maximum. If service expenses are less than expected, your health center - not the insurance company - saves 100% of the difference. If your costs go over the cap, then the stop-loss insurance kicks in.

The self-funded difference: Fixed vs. variable costs. In a fully insured plan you pay a fixed monthly premium, regardless of your claims. Alternatively, CHC Self-Funded **Health Plan** costs are divided into three categories - administrative costs (fixed), stop-loss insurance costs (fixed), and covered health plan benefit claims (variable and based upon your center's actual use). If the claims cost reaches the maximum self-insured cost estimates and the stop-loss is reached, then the stop-loss insurance pays 100% of the additional covered costs. However, if the claims costs are less than the projected selffunded costs, then your health center keeps 100% of the difference.

#### **HIGHLY CUSTOMIZED TO** YOUR CENTER'S NEEDS

Member CHCs benefit by joining a large nationally established system of self-insured plans and provider networks. Craft a plan that fits your center's unique needs.

Benefits selection. Your center contracts with the CPG-designated Third Party Administrator and handpicks the benefits to be offered to your employees.

Choices. Your center chooses an individual stop-loss level and one of two convenient payment options to meet your cash flow preferences.

Flexibility. Modifications to your self-funded plan can easily be made, including changing co-pays and deductibles, adding or deleting specific services, or choosing a preferred provider network from the available choices.

Data you can use. Ongoing analytic data reports reflect service costs and utilization while protecting your employees' private

> health information under HIPAA. Data can be used to improve outcomes, reduce costs and even to develop strategies for preventive health care practices and plan design.

Added bonuses. Self-funded health plans are recognized as ERISA plans, exempting your center from paying state premium taxes and possibly some state health benefit requirements.



A study of community health centers showed a projected savings ranging from 6% to over 30% when centers compared their current plans with an identical plan under the CHC Self-Funded Health Plan\*.

#### TAKING THE NEXT STEP.

Participate in a review and see if a CHC Self-Funded Health Plan can save your center as much as 30% on its health insurance costs.

#### **CONTACT US TODAY TO** SET UP A CONSULTATION

#### Rick Bryant, Director

CommonWealth Purchasing Group, LLC P 617-988-2250 Erbryant@cwpurchasing.com

#### John F. Siracusa, CFP **Digital Benefits Advisor**

Group Brokerage Insurance Agency P 617-491-0050 F 617-491-3084 E john@groupbrokerageins.com

#### **OUR PARTNERS**

#### CommonWealth Purchasing Group

has contracted with industry-leading firms to implement and service the CHC Self-Funded Health Plan.

**Group Brokerage Insurance Agency** (GBIA) John Siracusa of GBIA is the exclusive broker for CPG's CHC Self-Funded Health Plan. He has over 20 years of experience working with CHCs and has recently joined forces with Digital Insurance, one of the nation's largest employee benefits insurance brokerage firms.

**American National Insurance Company (ANIC)** This A+ rated insurance carrier serves as the stop-loss carrier and provides underwriting analysis and services. ANIC caps the risk to CHCs with individual and aggregate stop-loss limits that protect centers against higher than expected utilization.

Health Plans, Inc. (HPI) This wholly owned subsidiary of Harvard Pilgrim Healthcare is the largest and most experienced Third Party Administrator in New England and ranks among the best in the nation. HPI provides a wide array of services including eligibility and enrollment, claims services, network administration, care management, pharmacy benefits management, management reports and general administrative services.

Brabo Benefits So that you can make well-informed decisions, this employee benefits consulting firm provides an independent, comprehensive expert analysis of your plan design, costs, cash flow and claims experience.



COMMONWEALTHPURCHASING GROUP, LLC Saving Money Together







<sup>\*\*</sup>Feasibility study prepared for CommonWealth Purchasing Group by David Haddad, American National Insurance Company, September 4, 2012. The study was conducted on a broad range of centers varying in location and size from 52 to 450 employees/families and assumed ordinary usage.



# A turnkey solution to patient communications



Solid patient communications are an essential part of clinical care. When direct communication between provider and patient is required, no external system can be an effective substitute. Appointment reminders and follow up, scheduling, insurance eligibility and enrollment, and a variety of other patient communications are usually performed by staff and are an integral contributor to operational success.

But in the changing health care environment, with programs such as patient-centered medical homes, accountable care organizations, shared savings, and other, similar initiatives, there is a need to expand beyond the traditional face-to-face or direct staff means of communicating with patients. These new clinical and reimbursement plans place a much greater emphasis on quality and outcomes, usually reinforced by financial rewards or penalties for poor performance. Timely, accurate information that is both linguistically and culturally appropriate must be available to patients 24/7. Important tasks - from language translation to patient satisfaction surveys - must be done more efficiently to protect scarce resources.

The MedVia patient communications program has been developed to help CPG members respond to these new challenges. As a complement to provider and staff interactions, MedVia can expand the scope and availability of health center communications with both current and prospective patients. MedVia can handle many routine tasks, such as appointment reminders or rescheduling, freeing up vital staff time for direct patient interaction. MedVia can support a range of clinical and administrative activities to help your health center improve performance and manage costs.

#### **INTERESTED IN A VENDOR?**

#### **CONTACT PHIL DUBOIS FOR ASSISTANCE AT**

#### After Hours Call Center



#### www.msicallcenter.com

MASCO Services, Inc. provides Call Center solutions to world-renowned teaching hospitals in the Boston area and community health centers locally and throughout the United States. Founded 40 years ago by the Longwood Medical Area medical and academic institutions, its major stakeholders include Beth Israel Deaconess Medical Center, Dana-Farber Cancer Institute and the Joslin Diabetes Center of Boston. Recognized for its quality-driven service and understanding of the medical community, the Call Center offers scalable solutions at affordable rates. Noted for its high standards in the industry, MASCO Services, Inc.'s award-winning Call Center provides a professional and personalized response to routine and emergency calls. We cater to all your incoming call requirements and maintain that very important first impression of your organization. Our services include:

- » 24/7 personalized call center services with multi-lingual live operators
- » Local call center located in Boston's Longwood Medical Area
- » Remote receptionist save the cost of hiring additional staff
- » Technical and customer service consulting and training
- » Personalized appointment reminder service
- » Pager and voice mailbox services
- » Special campaigns and surveys

#### **Interpreter Services**



www.telelanguage.com

For organizations serving a diverse community TeleLANGUAGE offers reliable, cost-efficient and customized solutions that will meet your unique language interpretation needs.

- » Telephone access to professionally trained interpreters speaking over 200 languages
- » On-site Interpreter Access in Core Languages
- » Document Translations in Core Languages
- » Access to interpreters 24 hours a day and 365 days a year
- » Connection with interpreters within seconds in over 98.5% of all calls
- » Providing personalized training sessions for prospective and current customers

#### Interpreter Services





#### www.pacificinterpreters.com

For healthcare organizations serving diverse communities, Pacific Interpreters offers high quality telephonic interpreters at exceptional rates. Specializing in healthcare and social service interpreting, Pacific Interpreters supports over 180 languages, on demand, 24/7.

- » Interpreters are screened, tested and qualified as medical interpreters
- » Fast connection times, with 99.85% successful connection rate to interpreter on first call
- » No surcharge for setup, time-of-day, rare languages, third party calls or scheduled calls
- » Customized solutions available
- » Dual handset phones (wired and cordless), splitters and other technical solutions
- » Onsite user training and local account manager support
- » Over 500 major hospitals, medical centers and healthcare systems use Pacific Interpreters as their preferred telephone interpreting vendor, including 10 of the 14 hospitals recognized on the U.S. News and World Report Best Hospitals Honor Roll, 2010-2011

#### Nurse Triage Services



www.alicaremed.com

Alicare's Nurse HelpLine operates 24 hours a day, every day, to provide nurse triage, health education, care advice and support to callers with any health related concerns. Highly trained nurses with extensive clinical backgrounds use a state of the art health information system to assess callers' concerns, guide patients to appropriate care, as well as provide self-help instructions.

- » URAC accredited Health Call Center
- » 24/7 access to R.N. counselors for members for symptom-based assessment
- » Physician referral services for hospitals or group practices
- » Dedicated toll free line
- » Peace of mind for callers with access 24 hours a day to a Registered Nurse

### NATIONAL CONTRACTS

ur nationally recognized vendors are suited to meet the needs of any organization in any location in the U.S. They provide the highest level of service and still offer extremely deep discounts on the products and brands your organization uses everyday.

#### **Accounting and Fundraising Software**



### Abila MIP Fund Accounting

www.jmtconsulting.com

- » JMT Consulting Group is the leading provider of the award-winning Abila MIP Fund Accounting to the community health/FQHC sector.
- » Abila MIP Fund Accounting is the #1 choice of health centers: Automate the production of UDS, Section 330, Medicaid/Medicare cost reports and integrate with any EHR/EMR.
- » JMT provides the full spectrum of services from data migration and systems integration to training and support.

#### Billing and Accounts Receivable Services



www.marcamassociates.com

The principals of Marcam have extensive backgrounds in the health care industry, including consulting and direct hospital experience in the patient accounting and fiscal departments as well as with third-party payers. In addition to an understanding of the human dynamics and sensitivities involved in health care receivables recovery, Marcam has placed major emphasis on technology as a critical part of the process. The firm has its own proprietary computer systems enabling it to be fully self-sufficient and to customize programs to meet client needs.

- » We offer a wide range of services including:
- » Electronic Budget Payment Management
- » Collections/pre-collections
- » Claims Follow-up / Claims Processing.

"As a member of CommonWealth Purchasing Group I saved over \$ 5,000 when I purchased my Sage MIP Fund Accounting software through JMT Consulting Group."

— William Seagroves, CFO Robeson Health Care Corp, Pembroke, NC

#### Check and Credit Card Processing



www.firstdata.com

The global leader in electronic payment solutions, First Data Corporation makes it easier for your organization to accelerate cash flow, reduce costs and eliminate risks associated with check and cash handling.

- » Receive funds faster by converting paper checks into electronic payments.
- » Decrease costs with free internet lines vs. costly phone line rentals.
- » Eliminate returned checks and associated penalty fees, warranty claims and trips to the bank with a streamlined check acceptance process.
- » Simplify end-of-day balancing and deposit preparation with paperless processing.
- » Eliminate bad checks and avoid theft associated with cash handling.

#### Debt Collections



web.transworldsystems.com

- » Cost-effective first or third party intervention, for about \$7 per account, regardless of balance.
- » Services include medical and dental resolution and recovery, insurance resolution and self-pay recovery. Money is paid directly to you.
- » Complete monthly reporting on all accounts, convenient options for transferring accounts and an online account with 24/7 web access.
- » Interfaces with many practice management systems.
- » Minimize the risk of accidental violations of state and federal collection laws and/or harassment suits.

#### **Dental Equipment, Supplies and Repair**



www.henryschein.com

- » National distributor of dental supplies and capital equipment
- » Nationally recognized service and repair department
- » 100% satisfaction guaranteed on all products and services
- » Dental department design, equipment and price quote service
- » "Aruba" software and online ordering provided at no cost
- » Same day shipping when order is received before 5pm with a 99.8% fulfillment rate

#### **INTERESTED IN A VENDOR?**

#### **CONTACT PHIL DUBOIS FOR ASSISTANCE AT**

#### **Dental Laboratory**



www.val-u-dent.com

- » Low cost dental laboratory services
- » National full services dental laboratory to health centers and group practices
- » On-site certified dental technicians to assist with case design and shade consultation
- » Comprehensive product selection including CAD/CAM Zirconia, Valplast, Implants, Veneers and much more. All materials are FDA approved and ADA certified
- » Dedicated (CST) customer support team providing knowledgeable assistance in case scheduling, tracking and design
- » Computerized tracking and productivity reporting system that provides integrated solutions for practice management and operation

#### **Dental Laboratory**



www.arcaridentallab.com

- » Full service dental lab offering dentures, cast partials, Valplast partials, crowns, bridges, implants and orthodontic appliances
- » Quality service and craftsmanship on all dental restoration procedures, made only with materials approved by the American Dental Association and guaranteed for five years against material and mechanical failure
- » Accepts payments directly from the patients if necessary
- » Low cost UPS delivery anywhere in the country

#### **Dental Software**



www.dentrixenterprise.com

- » Comprehensive dental/period charting
- » Integrated digital x-ray and intraoral
- » Imaging capabilities
- » HL7 Interface communication with medical software UDS & FQHC reporting capabilities
- » HSN (Health Safety Net) Billing
- » Multi-clinic/site logic & reporting
- » Automatic sliding fee adjustments
- » Automatic or manual encounter numbers
- » Dental resident and student tracking approvals
- » Caries risk assessment and/or periodontal index reporting
- » HIPAA-compliant

#### Electricity and Natural Gas Savings



www.varo1.com

Varo Technologies works with healthcare organizations to identify energy savings opportunities and discounts. We specialize in:

- » Tailoring energy solutions to meet the needs of the healthcare industry
- » Providing electricity, natural gas, renewable energy options and revenue-generating demand response programs to over 5,000 clients
- » Offering fixed-price, variable (market) price, and blended options to match the individualized risk-tolerance of each healthcare institution
- » Educating clients to make informed energy decisions using a no-cost consultative approach
- » Providing no obligation energy analysis and forecasts for budgetary planning
- » Caring culture, open communication, unmatched service, and personalized solutions

Varo Technologies is Utilities Commission-approved in every energy-deregulated market: CA, CT, DC, DE, IL, MA, ME, MD, MI, NH, NJ, NY, OH, PA, TX.

#### **Employee Benefits and Retirement Planning**



www.sfpwealth.com

Strategic Financial Partners is a full service financial planning firm focused on developing effective retirement plans, executive benefit plans, and educational workshops to help make the jobs of employers easier. With a team of experienced and credentialed advisors, SFP can tailor one or all of the programs to best fit your needs.

#### **Exclusively for CPG Members**

SFP also has access to an extremely competitive retirement plan platform that can be used across a wide variety of plan types at a drastically reduced cost. SFP will conduct a comprehensive retirement plan analysis, assessing plan design, investment provider and educational objectives. Through an exclusive arrangement with a national record keeper, SFP can provide comprehensive guidance and a portfolio of solutions to help attract, retain and reward key employees and executives.

Senior Advisors will roll out complimentary in-house educational workshops that focus on a number of important financial issues including: retirement, college funding, financial management and investment fundamentals.

#### **Employee Benefits**



a division of digital insurance



www.groupbrokerageinsurance.com

- » Custom consultative analysis and employee benefit plan designs including health, dental, life, disability and long term care insurance, as well as retirement and executive benefit plans
- » Exclusive initiatives designed for CommonWealth Purchasing Group members, including significant discounts on life and disability plans, a unique discounted EyeMed Vision Care plan, vehicle and homeowners insurance, a free employee benefits website, Section 125 flexible spending accounts and other flexible benefit arrangements, and free corporate education seminars
- » Over 25 years experience in comprehensive benefit plan design for the nonprofit / human services marketplace

#### **Employee Benefits**



www.healthplansinc.com

This wholly owned subsidiary of Harvard Pilgrim Healthcare is the largest and most experienced Third Party Administrator in New England and ranks among the best in the nation. HPI provides a wide array of services including eligibility and enrollment, claims services, network administration, care management, pharmacy benefits management, management reports and general administrative services.

- » Access to over 100 leading provider networks
- » A highly specialized technology platform
- » Cost-effective prescription drug programs
- » Tailored case and disease management programs
- » Preferred partner contracts from top reinsurance carriers
- » Detailed reporting
- » Consolidated billing
- » Top-notch customer service
- » Compliance on all aspects of self-funding

#### **INTERESTED IN A VENDOR?**

#### **CONTACT PHIL DUBOIS FOR ASSISTANCE AT**

617-988-2256 or

pdubois@cwpurchasing.com

#### **Extended Care**

## **MCKESSON**

Empowering Healthcare

www.mckesson.com

With an increasingly aging population, long term care facilities and nursing homes are caring for more patients than ever, balancing cost-control with safety and quality of care. McKesson knows the long-term care space and can provide the innovative technology and supply solutions you need to manage your facility and stay competitive in your market.

McKesson Medical-Surgical and its key suppliers have teamed up to create VIPSM GOLD, a value-added program for long term care and home care facilities that can help them gain supply chain efficiencies. Participating customers choose products from a preferred formulary of national brands and McKesson's exclusive brand of products. Participants receive discounts on our systems and technology and can earn a biannual rebate check on qualifying purchases.

We will also conduct regular business reviews to help participants identify additional savings opportunities and to provide more flexibility to make choices based on specific needs and business goals. We use our technology to ensure accuracy in inventory, ordering, order tracking, billing and reimbursement.

Tailor McKesson provides supply solutions to your business, including a full line of furniture, window treatments, linens, equipment and safety products.

#### IT — Computers, Software and Hardware



- » Offering a full line of technology manufacturers for hardware and software
- » Recognized by CRN as a Top 100 Health Care VAR, 2010
- » Expertly trained sales and technical professionals focused on healthcare
- » Full suite of professional services and assessments
- » IT products and services solutions for the needs of the healthcare industry: compliance, point of care, information lifecycle management, infrastructure, mobility and caregiver collaboration
- » HIMSS Diamond Corporate Member
- » Follow us on Twitter PCConnHealth

### IT — Computers, Software and Hardware



www.techdepot.com

- » In partnership with over 200 technology manufacturers, from Hewlett-Packard to Sony, TechDepot offers a variety of products and services at discounted rates
- » A massive selection of computers, servers, printers, tablet PCs and other office technology equipment
- » Distribution warehouses throughout the United States ensure delivery in the quickest timeframe at the lowest cost
- » Over 1300 field representatives, expert technology representatives, and 24-hour technical support

#### Janitorial and Sanitary Supply



www.triple-s.com

Triple S is a nationwide organization of the leading janitorial and sanitary supply distributors in the US.

- » Our member-dealers are trained to provide your facilities with healthy cleaning solutions at the lowest total cost.
- » Our products and solutions will minimize the risk of cross-contamination and hospital-acquired infections (HAI).
- » We have the solutions you need to meet your sustainability goals, limit patient exposure and keep your facility clean.
- » Your local Triple S sales consultant will take the necessary time to become familiar with your facility and tailor a cleaning and maintenance program for you.



#### Malpractice Gap and Business Insurance



chcinsurance.com

Health Center Insurance Products

**Medical Malpractice Liability.** CHCIB understands what FTCA covers and, more importantly, what it does not. Make sure your health center is protected when FTCA falls short.

**Equipment.** Protect your expensive MRI machines, CAT scanners, and ultrasound machines - whether they're in one of your locations or mobile at a remote site.

**Cyber Liability.** Specialized insurance to cover the significant costs associated with the inevitability of a data breach.

**Worker's Compensation.** Save money on insurance premiums by working with CHCIB's partner to optimize your Worker's Comp experience.

**Property.** Protect your health center from significant business interruptions like flood. Also, property insurance covers your buildings and business property from catastrophic losses.

#### Marketing, Advertising and Web Design

# FOLEY DESIGN GROUP

www.foleydesigngroup.com

Foley Design Group was founded with the singular purpose of creating only the best marketing and advertising materials for your health center's brand. Our clients benefit from our experienced and award-winning team's creativity, business acumen and insightful marketing and branding strategies. We create solidly branded marketing collateral that can be used and repurposed for all online and print marketing, advertising and promotions.

- » Websites
- » Educational Materials
- » Annual Reports
- » Brochures
- » Branding & Corporate Identity
- » Direct Mail.

"I saved over \$24,500 in computer equipment over competitors when I installed Electronic Medical Records in our health center with PC Connection."

—Tony Voislow, CFO Manet Community Health Center, Quincy, MA

#### Medical Supplies and Equipment

# **M**CKESSON

- » Capital equipment for your new facility
- » Distributor of medical/surgical supplies and equipment with distribution centers located regionally
- » Account representatives visit health centers regularly
- » "Supply Management Online" to place orders, check inventory and confirm pricing, with free next day delivery
- » PHS 340B Clinical Pharmaceuticals available
- » Next day free delivery

#### **Multi-Vendor Purchasing and Inventory** Management System

### **M**CKESSON

Empowering Healthcare

www.mckesson.com

McKesson ScanManager Plus puts you in charge of your inventory. All of your vendors, all of your facilities, all types of inventory — all can be managed with ScanManager Plus. Designed specifically for health centers, ScanManager Plus consolidates multiple vendor systems and automates tracking and reporting to provide clear oversight of inventory at all locations.

#### **Features**

- » Internet based
- » Barcode order entry
- » Multi-vendor purchasing
- » Track product usage
- » Detailed spend analysis
- » Online receiving
- » Perpetual inventory management » Contract and price management

Use McKesson's multi-vendor ordering solution — ScanManager Plus to help drive efficiency into your supply chain.



#### Network Communications, Engineering and Consultation



www.windstreambusiness.com

Cloud, Data, Voice, Managed Services for All Your Technology Needs. Windstream is one of the premier providers of cloud, data, voice and managed service solutions to the healthcare industry. Windstream is recognized as providing personalized solutions and delivering unmatched service to our customers.

- » Cloud/Data Center Solutions At Windstream Hosted Solutions, we deliver a welcome level of proven reliability. Through our "hi touch" approach, we offer our clients a combination of business acumen and technical expertise that your business can never exhaust — IaaS, Colocation and Cloud.
- » Data & Voice Solutions internet, voice and data solutions built specifically for health care organizations. Windstream data solutions deliver customized, cost effective and efficient MPLS, internet and data solutions. We also offer managed services in every layer of the stack. With Windstream, your network infrastructure, applications and systems are maintained by certified experts.
- » Equipment for Services Let us help you fund your equipment costs as part of our overall solution.

#### Network Communications, Engineering and Consultation



#### access one

www.accessoneinc.com

Our mission is to offer our clients the finest, most reliable business communication services and support in the industry. Since 1993 we have continually strived to fulfill this mission and are proud to be one of the only service providers with an A+ rating from the Better Business Bureau®, Serving Chicago & Northern Illinois.

Known for both our unparalleled customer service and cutting-edge network, we provide growing businesses with a complete end-to-end communication solution for traditional and multimedia applications. Our scalable, high-capacity infrastructure coupled with our continued network investment enables us to expand our product portfolio, remain competitively priced, and create highly effective solutions tailored to your business.

### Office Equipment

# Canon

www.usa.canon.com

- » High quality, award-winning Canon products, world renowned for their reliability track record, feature-rich capabilities and cutting edge technology, combined with high production Oce products, creating the global leader in the printing industry
- » 100% direct sales and service organization nationwide no third party dealers involved and over 150 direct Oce/Canon locations across the country
- » Products available include multifunctional black and white and color devices that print, scan, fax and copy, and standalone printers, scanners and copiers. Software tools include storage, security and document management technology
- » Managed Print and Facilities Management programs available
- » High level service programs and response time guarantees
- » Purchase and lease programs available
- » Flat Rate Program a true fixed cost solution. All inclusive equipment, service and supplies solution with unlimited black and white copies, prints and scans included with no overage charges

Office Supplies, Furniture, Cleaning, Janitorial and Break Room Supplies, and Copy/Print Services



www.order.staplesadvantage.com

As the business-to-business division of Staples, Staples Advantage® works with CPG members to develop customized programs with specialized pricing, dedicated account management, and a complete assortment of products and services at the lowest total delivered cost. Our commitment to serving customers is embodied in our brand promise: "We make buying office products easy."

- » Experience and expertise with health care and medical facilities
- » Easy online ordering at order.StaplesAdvatange.com
- » Free, next day delivery
- » Dedicated Account Management
- » Lowest total delivered cost
- » Healthcare and office furniture
- » Breakroom and cleaning products
- » Technology solutions
- » Print and digital copy
- » Promotional items options
- » Simple and easy search functionality
- » Online reporting with order history, status and total cost for purchasing

Office Supplies, Furniture, Cleaning, Janitorial and Break Room Supplies, and Copy/Print Services

# Office DEPOT

bsd.officedepot.com

- » Nation's largest distributor of office products, equipment and medical furnishing for facilities, executive offices and call center locations
- » Online ordering system utilizing Office Depot's state of the art and award-winning electronic support systems and capabilities
- » Free next day delivery
- » Dedicated Furniture and Technology Specialists
- » Dedicated customer service representatives visit health centers regularly

#### Pharmaceuticals and Prescription Drugs



www.mckesson.com

- » National wholesale prescription drug supplier to large health centers' in-house pharmacies and neighborhood pharmacies at PHS 340B discounted prices. Provides assistance in setting up pharmacy arrangements for health center patients
- » 5 day a week delivery from a local distribution center. Exceptional onsite customer service
- » Order management systems that provide integrated solutions for pharmacy operations

"I saved \$100,000 on medical supplies in one year through CommonWealth's deep discounts and McKesson's inventory management service."

— Brian Toomey, CEO
Piedmont Health Services, Carrboro, NC

#### **INTERESTED IN A VENDOR?**

#### **CONTACT PHIL DUBOIS FOR ASSISTANCE AT**

#### PHS 340B Pharmaceuticals and Prescription Drugs



www.rsnortheast.com

- » National Pharmaceutical Distributor for PHS 340B entities & Non 340 B types of business
- » Recognized as a Supplier for the members of the 340B Prime Vendor Program managed by Apexus which offers 340B sub-ceiling contracted prices
- » Inventory includes Vaccines, Brand & Generic pharmaceuticals and Over the Counter meds
- » Pedigree compliant, pedigrees are provided at no cost to our customers
- » Online ordering: live up-to-date pricing and inventory
- » Exceptional, personalized customer service
- » Deliver to the health care network market worldwide
- » Orders placed by 5PM EST will ship the same day
- » Our distribution center is located in Philadelphia, PA

#### Recruiting and Staffing, IT



www.atlanticai.com

Atlantic Associates, Inc. is an Information Technology professional services organization specializing in strategic workforce and human capital management solutions. We provide a full range of highly skilled IT professionals who work throughout the entire IT lifecycle which includes: Infrastructure, Application Development, Software Engineers, or Project Managers and Business Analysts. We are committed to identifying and delivering experienced technical talent that enables our clients to improve their business performance while maintaining quality and controlling costs. We collaborate with our clients to understand their technical environments so we provide the best resources available. We place IT professionals with our clients on a permanent, temp to perm, or a contract basis. We place IT professionals that work in the following job categories within multiple technical skill sets:

- » Storage Administration
- » Help Desk
- » Technical Support
- » Business Analysts
- » Epic
- » Quality Assurance
- » Database Administration
- » Eclipsys
- » Allscripts

- » Project Managers
- » Meditech Director
- » Web Design
- » Network Engineering
- » Application Development
- » VP
- » Software Engineering
- » Technical Writers
- » CIO

#### Recruiting — Executive Search



www.zurickdavis.com

- » Founded in 1986, we are a health care executive search firm completing regional and national searches for senior leadership positions at mission-driven community health organizations.
- » Positions filled include CEO and ED, COO, CFO, CNO, CIO, CHRO and comparable VP roles.
- » With a national database, we employ an extremely rigorous search process to identify, qualify and help CHCs attract top-notch candidates who are not actively looking and therefore unlikely to be accessible through conventional recruiting methods.
- » We invest in learning well our client's organizational culture and strategic direction, so that we can bring forward only the candidates who will thrive in your organization and lead you in the right strategic direction.
- » ZDmd is our division focused exclusively on recruiting physician leaders: Chief Medical Officers and Medical Directors. ZDmd has a dedicated and uniquely qualified staff that includes an experienced physician leader as part of the search team.
- » Our success rate is extraordinarily high. We back our work with a guarantee that exceeds the industry standard.

#### Recruiting — Financial Executive and Staffing



www.amsolutions.net

Accounting Management Solutions (AMS) is a leading provider of accounting and financial consulting services to nonprofit organizations. AMS works with nonprofits of all sizes by providing industry trained and experienced accounting and financial professionals.

Our services to meet the needs of community health centers include:

- » Retained Search
- » AMS Rapid Diagnostic™ for Nonprofits
- » Interim nonprofit CFOs, Controllers and senior accountants
- » Follow us on Twitter @NonProfitCFOs

#### INTERESTED IN A VENDOR?

#### **CONTACT PHIL DUBOIS FOR ASSISTANCE AT**

#### Waste and Recycling Cost Reduction Services



www.innovativecs.com

Innovative Cost Solutions is a leading waste management consulting company that helps healthcare facilities across the country reduce their medical waste as well as their solid waste and recycling costs. We are a waste consulting company not a waste removal company. We don't own any trucks and we don't pick up your waste. We help healthcare facilities utilize their existing waste removal companies more efficiently making sure that they are not spending any more than they have to on all of their waste removal services. Here are some benefits to working with ICS:

- » We typically save our healthcare clients about 35% on average.
- » We'll manage all of your waste removal services so that you don't have to including your trash, recycling, medical waste and shredding services.
- » This is all that we do. We're experts in the waste industry so put our expertise to work and put some money back into your budget.

Waste removal costs are often one of the most overlooked line items in your budget. Approximately 90% of all companies are overspending on their waste removal costs. We can make sure that you're not one of them.

#### **Voice Data and Infrastructure Solutions**



www.callnettel.com

As a broker of multiple Telcom Carriers, Net.Tel can deliver specific solutions, geared to the Health Care Industry from the best service providers in the industry. Net.Tel is a full service Telecommunications provider to support CPG Members with a variety of solutions:

- » Local Voice Services
- » Long Distance
- » Internet Connectivity
- » Hosted Phone Systems
- » Simple to Complex
- » Data Networking
- » Call Centrers
- » Project Management

Net.Tel will perform a complete audit on your services at no charge to you. We will also review all potential service issues associated with your business. Examples include communication roadblocks and/ or customer service shortfalls, high service costs, and aging and/or defective phone equipment.

#### Wireless Communications Services

CommonWealth Purchasing Group is pleased to offer discounted wireless communications services to all members and their employees. New and existing customers may take advantage of our nationally negotiated pricing and recognize significant savings on monthly service charges. Contracted discounts are available with:



- » 25% Corporate Discount
- » 25% Employee Discount
- » Fastest 3G network in America
- » Existing customers are eligible for discount

### Sprint<sup>®</sup>

- » 25% Corporate Discount
- » 23% Employee Discount
- » Truly unlimited data plan
- » Existing customers are eligible for discount



- » 20% Corporate Discount
- » 20% Employee Discount
- » Up to 25% off accessories
- » Largest and fastest 4G network in America
- » Existing customers are eligible for discount

To enroll or to learn more visit medigroup.com/cellular/cwpg.html or contact Phil DuBois at 617-988-2256 or pdubois@cwpurchasing.com.

#### 340B Compliance and Business Analysis



With over ten years of direct 340B compliance and business analysis experience, Demers & Associates has worked with hunderds of entities across the spectrum nationally — hospitals, community health centers, and Ryan White organizations, to name a few. Our role is to assist in implementation and compliance of operations, but also leave the entity with information and resources to build the future efficiency and success of the pharmacy program.



## **REGIONAL CONTRACTS**

Our regional vendors provide products and services to member organizations in specific areas of the U.S.

#### **NORTHEAST**

#### Personal Lines Insurance Services



www.knightdik.com

We provide a discounted insurance program specifically designed for the members of the CommonWealth Purchasing Group. This includes automobile, homeowners, condominium, renter, boat and umbrella insurance coverage. Check us out for all your personal insurance needs.

- » Discounted plan just for CommonWealth Purchasing Group members
- » Additional auto insurance discounts up to 17%
- » Additional home insurance discounts up to 33%
- » Unique member website for easy connections to quotes and services.
- » Unique services just for members including discounted driving session for young drivers

Knight-Dik Insurance is an independent insurance agency located in Worcester, Massachusetts. We serve clients throughout Massachusetts and have done so for almost 100 years.

#### IT and Voice-over IP Solutions



www.akuity.com

AKUITY Technologies is a leading network, voice and managed services provider assisting organizations in recognizing the greatest return on their IT investments. Let us help you find the right balance between in-house and outside IT support by leveraging your core strengths with those of AKUITY Technologies.

- » We can assist you in managing IT services to provide you with a predictable annual budget
- » Our experienced, talented engineers can augment or supplement your existing staff
- » State of the art phone systems
- » Our trained Voice-over IP phone system engineers can install and support the latest systems
- » We have storage and virtualization solutions to simplify your IT infrastructure
- » Our Project Managers will build and manage a roadmap for your IT projects
- » Help Desk support allows your staff to focus on business critical items
- » We have backup and security solutions to safeguard your vital data

Organizations across New England have been putting their networks in our hands for 24 years. Contact us today by calling 866-834-8324 or via email at commonwealth@AKUITY.com

#### Office Furniture



www.ofcboston.com

- » Individual consultation, space planning and measuring, and budget strategizing
- » Provides delivery and complete installation of planned room configurations
- » New and used furniture as well as furniture leasing options
- » Twenty years of experience to offer knowledgeable solutions

#### Office Equipment

# TOSHIBA

www.tbsnewengland.toshiba.com

- » Copiers, multifunctional devices (print, copy, scan, fax), standalone printers, and standalone fax sales and installation
- » Lease or Purchase options: Upgrade your copiers before your current leases run out and still save money
- » All inclusive service agreements include toner, developer, drums and unlimited service
- » All equipment guaranteed for life of lease or 3 years
- » Print Management programs
- » Significant savings opportunities with multifunctional products

#### **Printing Services**



- » Full service printing
- » Complete writing and graphic design services for brochures, posters, fliers, etc.
- » Special order printing, carbonless forms, letterheads, envelopes, appointment cards, brochures, progress notes, prescription pads, business cards, folders, signs
- » Quality, service and reliability
- » Free delivery (certain restrictions apply)

#### **Telecommunications**

# NTS National Telecom Systems, Inc.

www.nationaltelecomsystemsinc.com

- » Equipment sales and service for all brands of phone systems including Win Communications phone systems, Mitel PBX switching systems, computer network cabling, pole line and conduit construction, private data lines, T1's, frame relay, and VPN multiplexing
- » Equipment evaluations and needs surveys
- » Calls distribution and call center needs analysis

#### Clinical Laboratory Testing Services



www.labcorp.com

As a pioneer in genomic testing and the commercialization of new diagnostic technologies, LabCorp is one of the world's largest clinical laboratories. LabCorp operates a nationwide network of 35 primary testing locations, with more than 1,300 patient service centers.

- » Clinical expertise
- » Local branch operations
- » Electronic orders and results
- » One-stop shopping for all your laboratory needs
- » Dedicated Executive Account Manager to support your account
- » Multilingual patient education literature for key tests
- » Significantly discounted services

# CHECK OUT THESE SAVINGS

THE PERCENTAGE SAVINGS BELOW are real savings that members are receiving compared to prices they were paying before joining CPG. These savings help hundreds of organizations save thousands of dollars a year!

24% Average Savings — Arcari Dental Laboratory, Inc.

19% Average Savings — Office Depot | Business Services

20% Average Savings — McKesson Medical Group

16% Average Savings — Staples Advantage

**12% Average Savings** — PC Connection Sales Corp.

10% Average Savings — Henry Schein Dental, Inc.

# CALL TODAY TO GET STARTED 617-988-2256



#### INTERESTED IN A VENDOR?

**CONTACT PHIL DUBOIS FOR ASSISTANCE AT** 

### **RESOURCES**

Our resources are associated organizations whose core values and mission aim to benefit nonprofit human service organizations.

#### Business Planning Assistance



www.caplink.org

Capital Link strengthens the abilities of health centers to plan and carry out successful building and equipment projects. Working nationally with health centers over the last 12 years, Capital Link is dedicated to providing extensive technical assistance to health centers from the early planning phases through the financing phase of the capital development process, including:

- » Capital project work plan development
- » Financial and market feasibility
- » Program, staff and facility planning
- » Comprehensive financing assistance

For health centers in the Gulf Opportunity Zone, we also provide below market rate direct loans through our New Markets Tax Credit Program.

#### IT Network



www.hcnetwork.org

- » A national service-oriented network that provides participating health centers with integrated computer software & hardware that hosts practice management, EHR, EOHR & accounting systems
- » Allows community health centers to increase efficiencies, decrease costs and provide better and more accessible patient care
- » HCN addresses healthcare disparities, provides health information technologies and strengthens the financial position of its members
- » Features Sage Intergy CHC-integrated electronic health record, CCHIT Certified



#### **ADDITIONAL PROGRAMS**

IT'S NOT JUST DISCOUNTED PRICING. Through webinars, conferences, presentations and education sessions customized for your organization, we are always looking to help you save money.

Hand-in-hand with our vendors, CommonWealth Purchasing Group offers our members opportunities to learn cutting-edge management and money-saving techniques such as:

- Inventory Management
- Par-levels
- Online Purchasing Systems
- Demand Management Strategies
- Providing Additional Savings

#### **INTERESTED IN A VENDOR?**

**CONTACT PHIL DUBOIS FOR ASSISTANCE AT** 

# **CPG Contact Information**

# CommonWealth Purchasing Group

40 Court Street, 10th Floor Boston, MA 02108 P 617-426-2767 x 0 F 617-988-2327 www.cwpurchasing.com

#### Richard W. Bryant, MBA

Director

P 617-988-2250

C 508-341-1477

F 617-988-2327

Erbryant@cwpurchasing.com

#### Dan Caronia

Senior Member Resource Consultant

P 617-988-2267

C 617-913-5792

**F** 617-988-2327

E dcaronia@cwpurchasing.com

#### **Scott Mason**

Member Services Representative

P 617-988-2257

C 617-455-7004

F 617-988-2327

E smason@cwpurchasing.com

#### **Scott Halterman**

Business Analyst & Operations Manager

**P** 617-988-2276

C 617-894-2676

F 617-988-2327

E shalterman@cwpurchasing.com

#### Community Health Care Association of New York State

111 Broadway, Suite 1402 New York, NY 10006 P 212-279-9686 F 212-279-3851 www.chcanys.org

#### **Suzanne Rossel**

Senior Director of Health Center Support

P 212-710-3813

F 212-279-3851

E srossel@chcanys.org

#### Roxanne Wynn-Trotman, MPA

Director of Corporate Relations and Meeting Support

P 212-710-3819

F 212-279-3851

E rwynn@chcanys.org

# Notes

www.cwpurchasing.com

#### COMMONWEALTH PURCHASING GROUP, LLC

Saving Money Together



Patient Communications



After Hours Answering Service





Interpreter Services and Translation Services



Interpreter Services and Translation Services



Nurse Triage Service



#### Abila MIP Fund Accounting

Fund Accounting and Grants Management Software Specialists



Check and Credit Card Processing

#### FOLEY DESIGN GROUP

Advertising, Marketing and Web Design



Business and Facility Planning Assistance



Executive Recruiting



Computers, Software and Hardware



IT and Voice-over IP Solutions



Debt Collections



Electricity and Natural Gas

# PC Connection

Computers, Software and Hardware





Dental Laboratory



Dental Software



340B Compliance and Consulting





Employee Benefits



Retirement & Pension Planning



IT Staffing and Recruitment



Business Insurance and Gap Insurance

#### MCKESSON

Pharmaceuticals and Prescription Drugs

#### MCKESSON

Medical Supplies and Equipment

#### **MCKESSON**

Extended Care

#### TOSHIBA

Office Copier Equipment

Office Equipment

#### tice DEPOT

Office Supplies and Furniture



PHS 340B Pharmaceuticals and Prescription Drugs



Cellular Provider



Cellular Provider



Cellular Provider



Voice Data and Infrastructure Solutions



Printing Services



Clinical Laboratory Testing Services

NTS National Telecom Systems, Inc.

Telecommunications Equipment and Service



Office Products and Furniture Solutions

## HENRY SCHEIN®

Dental Equipment, Supplies and Repair



Waste and Recycling Cost Reduction Services



Network Communications, Engineering and Consultation



Ianitorial and Sanitary Supply



Financial Executive Recruiting and Staffing



Billing and Accounts Receivable Services





#### access one

Network Communications, Engineering and Consultation



IT Network



Office Furniture



Personal Lines Insurance Services