



A Portrait of Who We Are





HPS is group purchasing organization that serves the needs of more than 3,600 members in 20 states. Member-owned and operated since 1949, our core membership base is made up of organizations that have a direct impact on the communities they serve, from hospitals to senior living facilities to schools and many more.

For essentially everything they would need to run their organizations, HPS puts vast purchasing power in our Members' hands without losing focus on their individual needs. HPS offers access to more than 120 regional contracts, as well as its national contract portfolio from ROI.

It's a **sybiotic relationship**: Because of the volume of products our Members purchase (about \$1 billion a year), our vendor partners are able to provide significantly reduced pricing. Because of this great pricing, we are able to attract more Members. And more Members mean the purchasing volume goes up even more, allowing us to continue negotiating even stronger contracts.

Each year, each of our **Members saves thousands, even tens of thousands of dollars—or more**. And through rebate programs with our various partners, their savings can grow well beyond that.

Yet it is more than just great pricing that touches our Members: Through our contracts, we help bolster their bottom lines, **freeing up money they can use to better fulfill their missions**.

This ultimately has a **positive impact on their communities** and touches the lives of countless people in very dramatic and personal ways—from children engaged in meaningful play at summer camps, to seniors building new relationships in assisted care, to families turning the corner during a hospital stay, to educators inspiring students day in and day out.

The work we do here at HPS is pretty cool.

What's more, **our Members actually own HPS**, and, as owners, they are intimately involved in our direction. We have 10 volunteer Member committees that determine which contracts we explore, which are approved and which are declined. Likewise, our Board of Managers is made up of volunteer Members, charged with setting our strategic direction.

Using **Member-driven committees** like this ensures we are getting the best input from those who know precisely what's happening in their fields, what trends are developing, what legislation is coming, what works and what will pave the way.

And there is even more to the HPS story—our value-added offerings, such as:

- our free **Contract Analysis Tool**, which helps Members evaluate and manage their dietary spending;
- our **Interior Design** group, which provides, at a nominal fee, a complete suite of design services to help you with your next renovation/construction project;
- and our **Furniture, Finishes & Equipment** department, which assists in helping you find the best equipment, etc., for your needs, and stays involved in the process through installation.

All of this begins to explain why people cherish their relationship with us. In fact, last fiscal year we held a **Member retention rate greater than 96%**, and grew by almost one new Member each business day.

HPS is a group purchasing organization with one driving passion—making sure our **Members are the main focus of everything we do**. This focus distinguishes us, motivates us and defines us—every day.

How HPS is Different from Other GPOs

Beyond everything we discuss inside, what also differentiates us from most other GPOs is that **our Members pay a flat rate membership fee** once per year. Our dues structure is transparent; **there are no hidden costs** from your purchases that come back to HPS. Your dues are established based on your previous year's purchases, or, for new Members, your anticipated purchases for the coming year.

We have proven programs to help:

Health Care

Anesthesia, Cardiology, Laboratory, Medical Imaging, Medical-Surgical, Oncology, Orthopedics, Pharmacy, Physician Preference Programs, Rehabilitation, and more!

Senior Living

Food Service, Housekeeping, Beauty Supplies, Consulting, Medical, Pharmacy, Furniture, Equipment, and more!

Education/Camps

Food Service, Office Supplies, Athletic Supplies, Art Supplies, and more!

Corporate/Offices

Office Supplies, Housekeeping, Consulting Services, Furniture, Finishes, Equipment, and more!

Municipalities

Food Service, Capital Equipment, Maintenance, and more!

Request a Free Evaluation

To compare your current program to the HPS program, request a dietary evaluation. This is an excellent tool to assist you in the decision to become an HPS Member.

Contact HPS Member Resources at MemberResources@hpsnet.com to request what may be an eye-opening evaluation today!

HPS

3275 N. M-37 Hwy
Middleville, MI 49333-0247
800-632-4572
www.hpsgpo.com