



# A Portrait of Who We Are





HPS is group purchasing organization that serves the needs of more than 4,100 Members in 26 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 to camps and many more.

We provide our Members access to about 150 contracts with manufacturers and distributors for essentially everything they would need to run their organizations.

We help our Members achieve more than just great cost savings; our program helps them better attend to the needs of their clients (residents, patients, students, etc.), helps their employees become better trained and better focused on value-added activities, and helps them stay on top of the always-changing regulatory environment.

### *How do GPOs work?*

It's a **sybiotic relationship**: Because of the volume of products our Members purchase (more than \$850 million last year), our vendor partners are able to provide reduced pricing. Because of this great pricing, we are able to attract more Members. 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** by buying the products they need through our contracts. And through rebate programs, their savings grow well beyond that, **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 Member Advisory Committees that determine which contracts we explore, approve or decline. Our Board of Managers is also made up of Members, charged with setting our strategic direction.

Using **Member-driven committees** ensures we are getting the best input from those who know 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 **Contract Analysis Tool**, which helps Members evaluate and manage their dietary spending;
- our **Menu Planner**, which is a cycle menu system and nutritional tracker and more rolled into one powerful tool;
- our **Interior Design** group, which provides, at a nominal fee, a complete suite of design services to help you with your next renovation or construction project;
- and our **Furniture, Finishes & Equipment** group, which assists in helping you find, purchase and install the best equipment, etc., for your needs.

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 95%**, and grew by more than one new Member each business day.

HPS is a group purchasing organization with one driving passion—making sure our **Members are the 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**

Medical Products/Supplies, Health Care Equipment, Office Supplies, Housekeeping, Maintenance, Pest Control, Furniture and Dietary Equipment and more!

### **Senior Living**

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

### **Education/Camps**

Food Service, Office Supplies, Athletic and 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@hpsgpo.com](mailto:MemberResources@hpsgpo.com) to request what may be an eye-opening evaluation today!

### **HPS**

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