

GROUP PURCHASING PROGRAM PARTNERSHIP

HPS is a group purchasing organization that serves the needs of more than 4,100 Members in 30 states. Member-owned and -operated for 70 years, its core membership base is made up of organizations that have a direct impact on the communities they serve, including more than 1,100 Senior Living Members.

LifeSpan has named HPS as its exclusive GPO partner, and together we have created a tailor-made program for LifeSpan members that reduces costs on a wide array of products—from medical supplies to food to office supplies and much more.

GENERAL INFORMATION

- HPS can provide you with resources that help promote better outcomes throughout your senior living community.
- Approximately 30% of our total membership is classified as Senior Living.

VALUE-ADDED PROGRAMS

Furniture, Finishes & Equipment hpsgpo.com

- Furniture, flooring and furnishings, plus food service equipment, from more than 800 manufacturers.

Contract Analysis Tool hpscat.com

- Online dietary reports including on/off program purchases, velocity, manufacturer usage, and rebates; populated nightly with live dietary invoice data.

EVALUATION

- To get started, we offer an evaluation of your current spend to see what kind of savings your organization can expect from HPS. Request a free evaluation by contacting Patty Kozar at pkozar@hpsgpo.com.
- In preliminary evaluations, some of LifeSpan's members were able to reduce their costs by as much as 11%.

AREAS OF CONCERN

Region Managers receive significant training to better understand how the HPS program can specifically help its Members achieve their organizations' goals, namely in these four areas of concern:

- Financial Viability
- Regulatory Compliance
- Occupancy/Mix/Participation
- Staff Efficiency

