What is a GPO?

GPO = Group Purchasing Organization

A GPO is designed to aggregate the purchasing power of their members for achieving increased bargaining power and ultimately favorable pricing.

Today’s GPO should also act as a true business partner to drive value beyond price by offering a comprehensive portfolio of solutions and services. Anticipating change and helping respond to the constantly changing landscape should be an important aspect of today’s GPO.

Key Benefits

• Improved drug spend
• Increased margin
• Access to technology
• Educational programs
• Peer networking
• Vendor access
• Marketing assistance
• Clinical practice support

GPO Process:

1. Member enters into GPO membership agreement
2. GPO executes contracts for products with vendors
3. GPO loads contract pricing for member
4. Member purchases drug at contract price