



Integra Group Purchasing Organization (GPO)

Premier Vendor FAQ



About Integra Group Purchasing Organization (GPO)

Integra Partners' GPO is available exclusively to Integra network suppliers. Our program offers savings on products and services for DMEPOS suppliers by leveraging our network's aggregate purchasing power to negotiate discounts with manufacturers and other entities on behalf of our partners.

Integra highly values our DMEPOS provider network and understands that various market forces have put downward pressure on margin for our providers. As a committed partner to our network, our goal is to make various products and services available to our providers at discounted rates compared to those available if the products and services were purchased independently.

Participation in the Program grants you access to over 2,000 contracts across 900+ suppliers including:

- DMEPOS
- Medical supplies
- Office products and equipment
- Administrative services
- Physician data
- Audit support services

Information about the Integra GPO offering can be found on Integra's Resources site in *Que*.

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Your Questions Answered

1. Who is Premier?

Premier, via its wholly-owned subsidiary [Essensa](#), is a national group purchasing organization that provides strategic GPO solutions and operational support to reduce costs and increase efficiency for non-acute healthcare providers and other commercial markets.

Through their affiliation with Premier, Essensa provides access to the most competitive and extensive contract portfolio available with the flexibility to deliver unique contract enhancements and regional contracts to meet the individual needs of our members. Together, Essensa's members provide over \$44 billion in combined annual purchasing volume. With access to the Premier purchasing program, Essensa members can access pricing currently enjoyed by more than 2,000 hospitals and over 50,000 additional health care sites throughout the nation.

2. What services are being offering through this program?

Categories for potential savings include:

- Capital Equipment
- Computer Hardware/Software
- Employee Screening Services
- HME/DME
- Office supplies
- Telecommunications/Wireless Services
- Insurance
- Shipping
- And much more

3. How much does it cost to sign-up with Premier?

There is no cost to joining Premier, membership is free.

4. What are the eligibility requirements for participation in this program?

There are no eligibility requirements for this program.

Integra's participation aims to drive awareness of Premier's business and assist our supplier network in remaining viable and competitive.

5. If I leave Integra's network, do I lose access to the program?

No, if you leave Integra's network you may retain Premier's services.

6. What if I am already working with Premier?

There is no additional benefit to signing up with Premier through Integra. Because Premier is its own GPO and has already negotiated rates on your behalf, the rates for products and services you currently receive from the company are the best possible rates they can offer.

7. What if I am already working with another GPO?

Premier will provide you with a free analysis of the savings you could generate based off the purchasing data you share with them, no commitment required.

If you choose to source products or services through one or more of Premier's partners, you will be required to designate Premier as your primary Group Purchasing Organization.

8. How do I sign-up with Premier?

To source services from any of Integra's vendor partners you first have to fill out, sign, and submit an [Integra GPO Form](#) via DocuSign. This form can be found by logging into Que, selecting the help icon (?) at the top right, and navigating to the Integra Partners Forms and Resources page. You only need to fill out this form once so if you have already done so you may skip this step.

Once you have completed the general participation form, you will sign-up with Premier by filling out and submitting the '[Premier Participation Request Form](#)' found in the Integra Partners Forms and Resources materials (under the Integra GPO section) accessed via Que. A Premier representative will then reach out to go over the contracting process, which will include sharing purchasing data with Premier so their team can identify areas for potential savings.

More information on how Premier uses your purchasing information can be [reviewed here](#).

9. Who can I contact with questions and/or help filling out the Premier form?

For help filling out the form or answering questions, you may reach out to Premier directly by:

- Email: William_krenn@premierinc.com
Bill Krenn, Client Services Manager, Premier Inc.

Integra may also be able to point you in the right direction. If you have any difficulties signing up or general questions about Integra's GPO Program or Premier, feel free to check out our GPO FAQ or contact us:

- By email: gpo@accessintegra.com

10. Am I required to respond to surveys that Premier sends to me?

While you are not required to respond to surveys from Premier, we highly recommend that you do. Premier uses the survey responses to identify new products, services, and vendors to offer to their members, among other product improvement purposes.