



Integra Partners Group Purchasing Organization (GPO)

Trella Health Vendor FAQ



Trella
HEALTH

About Integra Partners GPO

Integra Partners offers a Group Purchasing Organization (GPO) program 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 margins for 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 GPO grants you access to over 2,000 contracts across 900+ suppliers including:

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

Information about the Integra GPO offering can be found on the Integra Partners Forms and Training site accessed via *Que*.

Contents

1. **Who is Trella Health?**
2. **What service is being offered through this program?**
3. **What discount is available for this service under Integra's agreement?**
4. **What are the eligibility requirements for participation in this program?**
5. **How do I sign-up for the Integra – Trella Health GPO offering?**
6. **Who can I contact with questions regarding Trella Health services?**

Your Questions Answered

1. Who is Trella Health?

Trella Health is an industry-leading healthcare analytics and market intelligence company specializing in the post-acute care space. Trella provides unmatched access to clear, actionable, data-based insights that help you focus sales and marketing efforts, streamline operations, and nurture the trusting relationships that are critical to your success.

Their innovative solutions analyze and standardize billions of data points from across the market and patient care settings. Then they translate it all into the actionable intelligence you need to execute with confidence.

2. What service is being offered through this program?

Trella Health's Marketscape platform provides actionable market insights paired with an industry-specific Customer Relationship Management (CRM) solution to help HME organizations achieve their business goals.

Whether your focus is on new referral sources, expanding product lines, or protecting market share, they support you with HME and Infusion market data served up in an easy-to-use cloud-based interface. Trella's integrated CRM solution allows users to access insights on the go, monitor and report success in real-time, and capture historical and current account activity in one place to increase efficiencies in the field. More information can be found on Trella's website at www.trellahealth.com.

3. What discount is available for this service under Integra's agreement?

All Integra Partners Providers will qualify for a 5% annual subscription cost discount for Trella Health's services.

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

All active, credentialed suppliers in Integra's network are eligible for participation in Integra's GPO program. For credentialing support, contact Integra's Credentialing Department at:

- credentialing@accessintegra.com

5. How do I sign-up for the Integra – Trella GPO offering?

To source services from any of Integra's vendor partners you first have to fill out, sign, and submit an [Integra GPO Participation 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 may complete the [Trella Health Participation Request Form](#). Once you complete this form, a Trella Health representative will be in touch to discuss the enrollment process and answer any questions you may have about Trella Health and their services.

6. Who can I contact with questions regarding Trella's services?

If you have any questions for the company before you sign up, you may email partners@trellahealth.com.