



About Integra Partners 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.

As various market forces have put downward pressure on margins, Integra's 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.

We're excited to partner with **Trella Health**, an industry-leading healthcare analytics and market intelligence company specializing in the post-acute care space, to provide unmatched access to clear, actionable, data-based insights that help PAC providers and suppliers streamline sales and marketing efforts, improve customer experience, and increase productivity.

Resources

For more information on **Trella's** participation in the Integra GPO, please review the following resources which can also be found by logging into *Que*, selecting the help icon (?) at the top right, and navigating to the Integra Partners Forms and Resources page:

- [Trella Health – Integra GPO - Vendor FAQ](#)

Sign Up

Step 1: Please complete the [Integra GPO Participation Form](#) to participate in the program.

Step 2: After you have completed step 1, you may fill out 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.



Market Intelligence and CRM for HME Organizations

Take a data-driven approach to achieve your growth and performance goals.

For HME organizations who want smarter growth and healthier outcomes, **Trella Health** provides actionable market insights paired with an industry-specific CRM to help you achieve your business goals.

Marketscape Insights

Actionable market intelligence

Whether your focus is on new referral sources, expanding product lines, or protecting market share, they support you with market wide HME and Infusion data served up in an easy-to-use cloud-based interface.

- Win new high-potential referral sources.
- Expand to new product lines within each referral source.
- Protect current revenue streams.
- Build and execute on a data-driven market strategy.

Purpose-Built CRM for HME and Infusion

Relationship management and performance acceleration

Track sales productivity and improve efficiencies with Trella's Marketscape CRM.

Trella Health's CRM integrates with over 30 leading EHRs, including Brightree, Bonafide, and Wellsky.

- Better together: Data + CRM
- Monitor and report success in real-time.
- Access insights on-the-go.
- Keep account history in one place.

For more information, visit www.trellahealth.com.