



Integra Group Purchasing Organization (GPO)

Frequently Asked Questions

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. What is Integra Group Purchasing Organization (GPO)?

Integra GPO leverages the aggregated purchasing power of our network to negotiate discounts with product manufacturers and other entities on behalf of our network providers. The program leverages partnerships with market leading vendors to establish discounted rates on products and services.

2. Why should I sign up for Integra GPO? And how does it help my company?

Our GPO offering allows your organization to leverage Integra's discounts with manufacturers, distributors and other vendors to save you money without sacrificing quality. You have the flexibility to choose which products and services are right for your organization, no matter your size and scale, and at no additional cost.

3. Is there a cost to participate?

There is no additional charge to participate in the Integra GPO program. Terms and conditions may vary by vendor.

4. What are the requirements to sign-up?

You or your purchasing department can review the current roster of partners on our [website](#). Should there be interest, contact information for a representative from the vendors are provided. In some cases, the pricing will be readily available, in others contact with the vendor is require to explore options. Should you be interested in exploring ways to lower costs on additional products or services we are open to ideas and you can contact gpo@accessintegra.com.

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.

The sign-up process for individual vendors varies by company. To sign up please follow the instructions outlined on our Vendor FAQs, which are located on the Resources site by logging into Que.

5. What happens if I leave the Integra network?

Only Integra network providers are eligible to participate in the program. Once a provider leaves Integra' network, or the term of the existing agreement they are participating in expires, they will not be able to renew with the vendor partner at the Integra network rate.

6. How can I give feedback on the program?

We welcome and appreciate any feedback you have about Integra GPO offering. Please email your feedback to gpo@accessintegra.com.

7. What if I am already participating in another GPO? Does joining the program mean that I can only procure products from the vendors Integra contracts with?

Participating in the Integra GPO program does not preclude a participant from procuring products or services elsewhere. However, individual participating vendors may have restrictions on sourcing products from competitors.

The purpose of Integra GPO is to offer additional or potentially lower cost options to our network without limiting freedom of choice when it comes to products and services.

8. How does Integra ensure quality of the products offered?

Integra selectively partners with market/category leaders and is a client of some of these vendors. For DMEPOS product vendors specifically, you can work through our vendor partners to source samples.

9. What vendors are currently participating in the program?

The services available through this program are wide ranging and continue to expand. You can find an update list of available partners on our [Integra GPO](#) webpage.