

## Group Purchasing Organizations

The purpose of a group purchasing organization is to procure deep discounts from product and service vendors on behalf of its members. Hospitals, health systems, and physicians pay an annual membership fee to the organization. Some group purchasers have expanded their memberships to include full and associate members. This has enabled the groups to increase the volumes purchased, thus giving them more leverage for price negotiation with the vendors.

The opportunity for a vendor is a tremendous amount of exposure for their product or service, which will be viewed by directors of purchasing and clinical department managers. There are yearly trade shows for the members of the group at various local, regional, and national conventions.

Within the consulate region there are regional offices of these groups. The outlook for the groups is stable, due to national consolidations. As more individual hospitals and providers merge, they are able to bring greater leverage to the purchasing table. This has lessened the need for a group purchasing organization.

### **McKesson Health Systems**

79 No. Industrial Park  
Bldg 203-205  
Sewickley, PA 15143-2323  
(800)242-8044  
(800)553-8258  
(412)741-1917 (FAX)

### **National M.D.**

153 Mayer Drive  
Pittsburgh, PA 15237  
(800)446-5996  
(412)367-1376 (FAX)

### **Baxter Hospital Supply**

1701 Thornhill Drive  
Warrendale, PA  
(412)961-6851

### **Voluntary Hospitals of America (VHA)**

Foster Plaza  
415 Holiday Drive  
Pittsburgh, PA  
(412)937-1396  
(412)937-9655 (FAX)

### **Bisel Medical Specialties**

104 Woodhaven Drive  
Jeannette, PA 15644  
(412)836-1701

### **AmeriNet**

500 Commonwealth Drive  
Warrendale, PA  
(412)776-4455