What is a Group Purchasing Organization (GPO)?
An entity created to help organizations in various markets to leverage the purchasing power of a group to negotiate and obtain discounts from vendors, manufactures and distributors.

What is AMP?
AMP is a GPO focused on the plastic and reconstructive surgery industry. AMP is powered by Provista, one of the nation’s largest group purchasing organizations with nearly $40 billion in annual purchasing power. Along with the purchasing power of Provista, AMP has also partnered with Henry Schein as their preferred distributor.

What are the benefits of Group Purchasing (AMP)?
Because AMP represents many facilities, it is able to offer economies of scale to the members that it serves. By aggregating the purchasing power of many organizations, AMP helps balance the negotiating equation between purchasers and vendors. AMP produces substantial savings by removing costs from across sales and supply chains, not by simply contracting for the cheapest products. GPO members receive financial benefits through up-front pricing discounts, distributor discounts and reduced administrative costs.

Who is Provista?
Based in Irving, Texas, Provista is a leading supply chain improvement company dedicated to strengthening the financial and operational performance of its 70,000 sites in the health care, education, hospitality and corporate markets. Together, Provista and its supply contracting company, Novation, leverage close to $40 billion in annual purchases to provide members with the most competitive, extensive portfolio of products, services and solutions available. Provista is owned by VHA, Inc.

Who is Novation?
Novation is the contracting arm of Provista. As the health care industry’s largest supply chain contracting company, Novation serves the purchasing needs of nearly 25,000 VHA and UHC member organizations and 70,000 Provista sites. Novation delivers unmatched supply savings and value through its contract, price management and expenditure management services. Through its affiliation with VHA, UHC and Provista, Novation represents the largest purchasing volume in the industry.

Who is Henry Schein?
Henry Schein, Inc. is the largest global distributor of healthcare products and services to office-based practitioners. They serve approximately 45% of the estimated 250,000 U.S. office-based physician practices, surgical centers and other alternate-care sites. Henry Schein has had a long-standing relationship with ASPS and is committed to assisting AMP Members with the standardization of, and transition to the new manufacturer contracts offered by the AMP GPO. The Henry Schein Medical Group is unique in its service delivery, utilizing more than 400 field consultants, approximately 250 telesales consultants and Ambulatory Surgery Center specialists who intimately understand the current marketplace, and are all dedicated to catering to the needs of AMP members.
What's the difference between AMP and the other GPOs out there?
Most GPOs are focused on hospitals. AMP is dedicated to plastic surgery practices. By using the buying power of ASPS members and focusing our purchasing on very specialized and service-oriented vendors, we are able to negotiate superior pricing and terms on both the most common, and specialty specific products and supplies AMP members require.

Who is eligible to join the program?
Almost any plastic surgery facility is eligible to participate. To gain the full benefit of participating in the AMP program, members should utilize AMP contracted vendors and its preferred distributor when purchasing products and services for their practice.

What is the cost to me to be an AMP member?
Nothing! Unlike other group purchasing organizations, AMP does not charge a membership fee, there is no cost to join and members begin accessing the powerful competitive advantage of AMP’s contracts almost immediately. If you would like to speak to a representative call 855-267-8700, email us at info@accessmedicalpurchasing.com or sign-up online today!

If AMP doesn’t charge a membership fee, how do you make money?
There is no cost to join AMP and membership participation is completely voluntary. AMP relies on fees paid by vendors to finance the services we provide to our members. These contract administrative fees are generally based upon the purchase price that the member pays for a product purchased through a GPO contract.

Is there a time commitment? How long is my membership good for?
There is no time commitment, your membership in AMP will continue until you stop purchasing through the program. You can decide to start purchasing through the program again at anytime.

Does AMP only cover clinical products for my practice?
No. AMP contracts extend to many of the products, services and equipment necessary to run your practice. Contracted suppliers offer products that cover a wide variety of both clinical and practice management needs, including: medical/surgical supplies; office equipment from copiers and computers to phones and staplers; medical equipment, office furniture and components from chairs and floor coverings to desks and lighting; general office supplies; phone and wireless services; shipping; pharmaceutical products and much more.
If I become a Member, do I have to buy all my supplies and equipment from the AMP contracted vendors?
No. Another unique feature of AMP is that we do NOT require minimum purchase commitments from our members. We believe that the pricing and service levels provided by our contracted suppliers and vendors will drive AMP members to utilize the relationships AMP has built.

Do the suppliers charge me more by going through AMP instead of direct from them?
Absolutely not, you will actually pay less than purchasing on your own from a supplier. Since AMP is able to leverage the purchasing power of all of our members, suppliers see value in partnering with us to offer our members a lower price. In addition, AMP is taking aggressive measures to help members reduce overall supply expenses and ensure that the value received from contracts remains best-in-class.

Do I have to change distributors to participate in AMP?
Probably not. Many major medical supply distributors have access to the contracted pricing available to AMP members. However, only Henry Schein, the AMP preferred distributor, has agreed to additional discounts on their distributor mark-up for both contract and non-contract items sold to AMP members.

Other distributors authorized to offer AMP contract pricing only include: Independence Medical, Gulf South Medical Supply; Physicians Sales and Service; McKesson; Medical Specialties; Cardinal; National Distribution and Contracting. However, these distributors do not have contractual product mark-ups in place with AMP, so pricing will vary.
What if a supplier I currently use is not on your list of contracted suppliers?
There is no requirement that you switch any current vendor you use. Suppliers with AMP contracts participate in a bid/proposal process that includes numerous components that incorporate questionnaires, price sheets, product evaluations (as needed) and additional negotiations. Suppliers are awarded a contract based on several factors that include, but are not limited to:

- product acceptability
- breadth of product line
- ability to distribute product nationwide
- pricing
- price protection
- payment terms
- freight terms

Therefore, not all suppliers are awarded contracts. If your current supplier is not listed, it likely means they did not receive a contract award because of pricing or an inability to distribute nationwide.

A second reason a supplier may not have a contract with AMP is the product category they serve is not included in the current contract cycle. If you have a trusted supplier you would like to request inclusion in the contracting cycle, please complete the Suggested Supplier Form available on the AMP website – www.accessmedicalpurchasing.com.

Who decides which supplier is awarded a contract?
Our process includes extensive input from our members through their participation in Advisory Groups. The Advisory Groups are separated by major categories we contract for like medical, surgical and services. Adhoc groups will be assembled as necessary to ensure the contract process remains fair and effective for our members.

How do I know what discounts with which companies are available to my organization?
Once your membership has been processed, you will have access to the AMP professional staff to assist you with your purchases and any questions you may have. The members section of the AMP website is scheduled to launch in late 2011, giving members and prospective members full access to AMP’s entire portfolio of contracted vendors and product pricing. Products ordered through a distributor will automatically be revised to the lower contract pricing. In the case of the AMP preferred distributor, Henry Schein, additional discounts have been negotiated on the applied distribution mark-up for both contracted and non-contract items providing an additional level of savings. AMP savings on products purchased through Henry Schein will be available within thirty days after signing the AMP enrollment form.
What are my average savings going to be?
AMP participants can expect average savings, on covered purchases, between 10 and 15 percent. Savings could reach 25 or 30 percent on some of the most commonly purchased products. This includes more typical products like pharmaceuticals, gauze, sutures and latex gloves. Additional savings will be available for everything from copiers, paper, and other office supplies, to medical equipment, phones, shipping, and other office management services. Members can also look forward to deals on anything from mobile phone service to contractors for office renovation and even marketing.

Does AMP guarantee its Vendors and Suppliers have the lowest price for all items?
No, but we believe the vast majority of the items offered by its suppliers and vendors are priced substantially below the rate at which small and large plastic surgery practices and surgery centers can negotiate. While individual sites can sometimes negotiate a "one off" price below the AMP rate, overall the pricing is going to be significantly better. Plus, members save the staff time and hassle of negotiating individual contracts on an ongoing basis.

What do I do if the goods and services I need are not available from a supplier or vendor?
Members have no restriction and full discretion from whom they purchase goods and services. AMP requests Members inform it of purchasing needs that are not being met by the network so it may contract for those goods, or services, for its Members' benefit.

How do I enroll?
Go to www.AccessMedicalPurchasing.com and complete the Request for Enrollment form. That form is sent to us electronically and we use the information to populate enrollment documents. The enrollment documents will be sent to you for your signature. The membership process takes approximately 2 weeks. You will also be provided with your MID# (an identification number specific to your facility that helps vendors link your account to our discounted pricing).

For a more detailed explanation of the enrollment process and timeframes contact AMP at 855-267-8700.